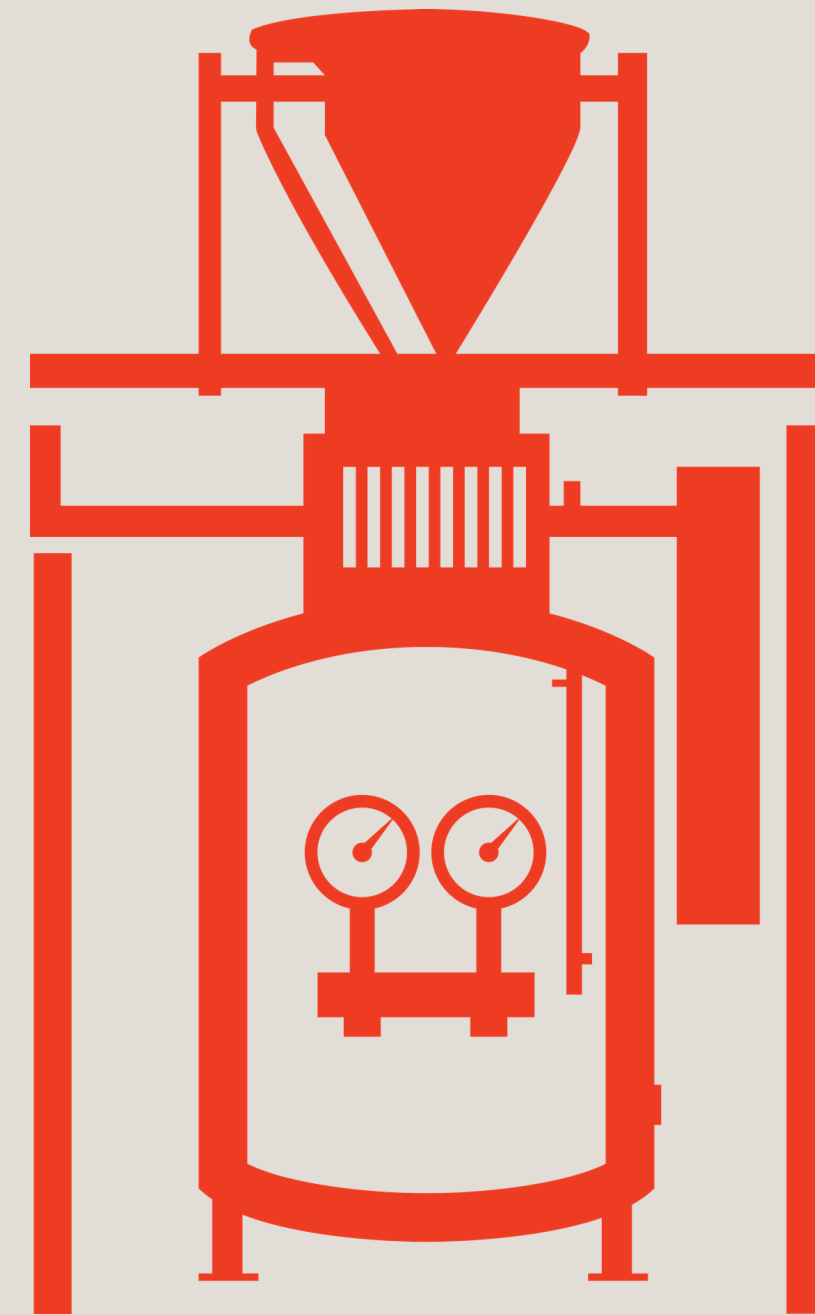


Intro to Outsourcing Your Cold Brew Production



So you're ready to outsource...

Identifying a commercial cold brew manufacturer that meets your needs and quality standards is crucial. Different brewing methods for commercialized coffee can impact your final concentration and quality. To understand which method is best for your product, consider a few different key qualifiers. Flavor and yield are some of the most important factors.



Commercialization Path

A basic commercialization path incorporates your manufacturing and packaging partners, recipe development and food certifications. The specific product you have in mind may require additional steps such as formulation.



1

Identify your Brewing Partner

Pure black or blended? Kegs, BiBs or cans? Shelf stable or cold chain? Expected volume? These are all the questions you should consider when contacting brewing partners. Product sampling is important during this phase to ensure quality standards. Check for food safety standards such as SQF Certification and certifications like Organic and Kosher. Be sure to ask about the yields your manufacturer can achieve.

2

Determine Your End Product Packaging

Your manufacturer should be on top of industry trends and informing you of the packaging to best support your needs. Consider both your wholesale and consumer packaged good needs as you may be able to streamline your production for both.

3

Solidify a Co-Packer

Your manufacturer likely has partnerships in place or recommendations for packaging partners. Not all co-packers can fill every format. Some support cold supply chain packaging, whereas others help produce shelf-stable products. Food safety standards and certifications should be evaluated here as well.

4

Validate Your Recipe

Recipe validation is needed prior to production. If you are heat treating your product, your sample should be tasted in the final heat treatment form. Some heat treatment methods, such as retort, have a more extreme affect on flavor.

5

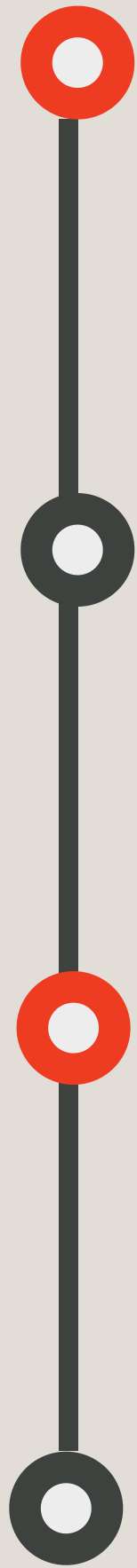
Packaging Art

Start thinking about this early. Partners should be able to supply templates for your designers to work with. You may need to work with a printer to have finished packaging or labels delivered to your co-packer. Also consider which certification labels will be added.

6

End Product

Before your end product is finalized you will need to secure your logistics, warehousing and distributions plans.



Brewing Methods

It's good to understand the different types of extraction methods available. Standard immersion is the most rudimentary brewing process and sometimes is coupled with positive pressure, and/or agitation to increase extraction. RAIN technology is a patented brewing process which uses negative pressure to achieve optimal extractions.

Formulation

Consider a formulation house when producing a multi-ingredient product. Formulation houses will help determine the best path for ingredient procurement, low acid food processing regulations and mixing method. It's important to understand how the coffee ingredient you choose performs as an ingredient base.

Heat Treatment

To create a shelf-stable product, heat is applied to remove the potential of pathogens in the beverage. Two heat treatment methods for a low-acid beverage are UHT and retort. All extractions and extraction methods do not perform equally when heat treated.

Food Safety

Your manufacturing partner should have food safety standards in place. A GMP system and HACCP plan are imperative. SQF Certification ensures the highest possible global food safety standards.

Concentrate

A stronger, denser substance with a high percentage of coffee solids. Concentrates reduce shipping costs/volume, and can be reconstituted at time of usage. .

RTD

RTD stands for ready to drink. This liquid is in its final prepared form when packaged and therefore ready for consumption.

Co-packer

A company that packages products for their clients. Manufactured cold brew is sometimes shipped to a co-packer for final packaging into BiBs, kegs, Tetra Paks, cans or bottles.

Yield

The ratio of coffee used to create the resulting beverage. Standard immersion methods generally see a 1:1 ratio: one pound of coffee per one gallon of finished beverage. Other methods provide better yields..

UHT

UHT stands for Ultra High Temperature processing, where the package and beverage are sterilized separately. The liquid is heated then cooled down for ambient temperature filling. Packaging types for this method are high density polyurethane bottles, bag-In-boxes and Tetra Paks

Retort

The beverage and package are sterilized together, by filling and placing the product in a pressurized chamber and heat processing it for up to 60 minutes.

Bag-in-Box

A Bag-in-Box consists of a strong plastic bladder that is seated inside of a corrugated box. They can be utilized for cold supply chain, or shelf-stable applications when aseptically packed via UHT.

Tetra Pak

A multinational food packaging company. Many foods and beverages are packaged in Tetra Paks as fast moving consumer products which are aseptically filled for shelf stability.

TDS

TDS or Total Dissolved Solids, is a term used to measure the amount of soluble solids (coffee) present in liquid (water).

BRIX

Used by beverage manufacturers and co-packers based on the sugar content in a solution. Outside of the coffee, most beverage industry producers use BRIX instead of TDS.

Extraction

Measures the percent of coffee solids a brewing process captured from the grounds.

Reverse Atmospheric Infusion

BKON's patented process that removes the air trapped in organic materials and extracts from the deepest layers the coffee by applying multiple vacuum cycles inside a chamber.

Standard Immersion

A cold brewing method that immerses coarse grounds in cold water and allows them to steep for 12 - 24 hours.



ORGANIC

Organic is a labeling term that indicates food or other agricultural product has been produced through approved methods. The organic standards describe the specific requirements that must be verified by a USDA-accredited certifying agent before produce can be labeled USDA Organic.

KOSHER



Kosher Certification is the stamp of kosher approval by a rabbinic agency verifying they have checked the products ingredients, production facility and actual production to ensure all ingredients, derivatives, tools and machinery have no trace of non-kosher substances.

FAIR TRADE



Fair Trade Certification is based on the idea that the products people buy and sell are connected to the livelihoods of others. You can obtain Fair Trade Certification to show your commitment to the rigorous social, environmental, and economic standards that the seal stands for.

Product Certifications

You may be interested in manufacturers that can support specific product certifications such as Organic and Kosher. You may also find yourself pursuing other certifications like Fair Trade and B Corp.

We've outlined a few here.



Food Safety & Facility Certification

SQF Certification

SQF stands for Safe Quality Food. It is a highly regarded food safety and quality program that extends far beyond the requirements of HACCP. SQF Certified facilities have passed audits that shows programs are in place providing a rigorous system to manage food safety risks and provide safe products.

HACCP Plan

HACCP stands for Hazard Analysis Critical Control Point. It is a systematic approach to the identification, evaluation, and control of food safety hazards. A HACCP Plan is a manufacturers written document outlining these procedures, and the starting point for all food safety programs. If a cold brew manufacturer does not have a HACCP Plan, says thanks, but no thanks.



FROM CONCEPT TO END PRODUCT

Coffee roasters and beverage brands partner with BKON to craft the highest quality cold coffee extractions.

If you found this guide helpful and we can help you in anyway, please reach out to discuss your brewing goals.



856.206.0175



info@bkonbrew.com



RECIPE DEVELOPMENT

Together, we reach your optimal profile and recipe specification by transforming your unique flavor profile into cold brew extractions.



BEVERAGE PRODUCTION

BKON moves your final recipe to our production floor where your flavor profile is replicated with our RAIN™ enabled industrial STORM brewer.



CONCENTRATE PACKAGING

Concentrate totes of your brewed product are shipped to downstream packaging partners.

RTD kegs can also be packaged on-site at BKON.