



Because Brewing is an Art

Malting Barley — Local Sourcing

Working together for long term mutual benefits

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Malterie Frontenac supply situation starting 2006

- Roughly 10,000 tons malting barley grown every year in Quebec
- Most of it under contract with Canada Malting
- 3 outlets for Malting Barley
 - Canada Malting
 - Malterie Frontenac
 - Feed

- 2 Fundamental questions
 - Why would a farmer grow Malting Barley ?
 - Why would he sell it to Malterie Frontenac ?



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Why would a farmer grow Malting Barley ?

- Good choice for crop rotation (ex.: Corn, Soybean, Malting Barley)
- High quality straw
- Crop done early — time to prepare the field in the fall
- All the eggs in one basket ? - Split the risk — Have crop diversity



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Why sell it to Malterie Frontenac or a local Malthouse ?

- Less dependence on global markets
- Establish a long term relationship with stable price agreements
- Agree on price and conditions before planting
- Play an active part in a value chain
- Get back to Farming with people for people
- Go drink your barley at the local pub !



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Malting process overview

- Grain selection
- Grain reception and storage
- Grain cleaning
- Steeping
- Germinating
- Kilning
- Deculming
- Quality control
- Packaging
- Distributing



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Malting barley specifications and why

- Vomitoxins DON < 1.0 ppm
 - Suitable for human consumption
 - Toxin levels can increase during the malting process
- Germination 98% - 4ml
 - No germination — no malt
 - Non germinated kernels cause high Beta-glucan
 - Beer filtration problems
- Moisture < 14 %
 - Germination will be reduced during storage at higher moisture level



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Malting barley specifications and why

- Protein content 9% - 11% (Dry mass)
 - High protein content makes it harder to obtain well modified malt
 - High protein content will lead to darker malt
- Sizing 85 % > 6/64”
 - Small kernels will be harder to modify
 - Reduced brewing efficiency (more malt per gallons of beer)
 - Will make darker malt when trying to modify to a reasonable level
- No Pests
 - No insects — will multiply during storage and contaminate other grain
 - Keep silos clean, use Diatomaceous Earth as prevention



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Advantages of a value chain

- Seed suppliers, Farmers, Maltsters, Brewers and Retailers working together
- Non profit organization working for the benefit of all members
- Empowerment
- Reduce the feeling of isolation
- Share ideas, resources
- Build on each others strengths and successes
- Demonstrate impact on local economy — obtain government support
- Better Press and Media visibility



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Thank you