



HOW YOUR MATES BREWING CO. SAVED \$100,000 AUD USING BEER30®

**Beer30's comprehensive traceability helped
Your Mates Brewing Co. easily pass the
HAACP certification**



OVERVIEW



SUMMARY

"Mate, how bloody hard could it be!?"

This statement marked the beginning of what would be a classic Australian underdog story.

Starting out, Your Mates Brewing Co. was just a couple of guys brewing beer and trying to run a business, who as COO / CFO & Director, Christen McGarry says, *"had no idea how to do so"*. Needless to say, there were many roadblocks on their journey, and the team had to figure things out as they went along.

Like many brewers, the team at Your Mates Brewing Co. struggled with keeping everything organized. The team was looking for brewery software that could help them organize their inventory, manage their scheduling, and utilize their data to calculate accurate material resources and they needed it fast.

With Beer30 by The 5th Ingredient®, Your Mates Brewing Co. was able to onboard and get running in just 24 hours and start organizing everything under a single source of truth. The team was able to consolidate the majority of their operations to be managed with just a few clicks, reduce their labor costs, and improve efficiency by a jaw-dropping margin – about \$100,000 AUD per year to be exact.

"With cost savings and time...you'd have to employ another person who was experienced in inventory management, scheduling, and materials resource planning. Someone who could build a database that could give you the information that Beer30 is giving you. That's a \$100,000 [AUD] salary."

– Christen McGarry, Co-Founder

FOUNDED WITH A COMMUNITY FOCUS



In 2014, Co-Founders Matt Hepburn and Christian McGarry both quit their professional careers to pursue their brewery dream. Starting a brewery on a shoestring budget and without any experience in beer manufacturing proved to be extremely difficult. But the Co-Founders behind Your Mates Brewing Co. had the value of the community to fall back on when times got tough. This, paired with a lot of hard work, helped take Your Mates Brewing Co. from a coastal garage operation to one of Australia's most popular independent beer companies.

The duo founded Your Mates Brewing Co. with the mission of connecting people. *"Our mission is to connect more mates in our communities with every 'cheer's mate,'"* says McGarry.

With such seeded roots in the community, the team at Your Mates Brewing Co. has always made it a priority to give back and in 2019 "unofficially" launched the Mateship Foundation. Founded by a few mates over a couple of beers, the Mateship Foundation was created to encourage individuals to feel comfortable to express themselves through positive conversations and living life to the fullest.

Since its inception in 2019, the Mateship Foundation has helped raise over \$150,000 AUD for local and Queensland based charities through event fundraising and direct donations.

"It's about connecting and sharing a beer and learning more about your friends or meeting new friends...making time for them. And there's no reason why you shouldn't be doing that over good beer."

-- Christen McGarry, Co-Founder

GROWING PAINS

In the beginning, Co-Founders Hep and McGarry were doing everything themselves. As they struggled to figure everything out by trial and error, the team at Your Mates knew they needed help.

The team knew they needed software to help them organize their operations and they needed something fast. Beer30 promised to have them onboarded in under 24 hours and came through on that promise.

As McGarry says, *"We were probably skeptical, but we were willing to give it a try and Beer30 did deliver on that promise and we were using the software within 24 hours."*

With the brewing software set up, Your Mates Brewing Co. was ready for growth. They just didn't know how much.

"We were just doing everything with spreadsheets and it was a nightmare. When we look back on the record-keeping now, well – you just couldn't even call it record-keeping back then,"

– Christen McGarry, Co-Founder



YOUR MATES AND BEER30 SOFTWARE



Since Your Mates Brewing Co. began using Beer30 fairly early in The 5th Ingredient's journey, the two companies have had the opportunity to grow and develop with one another. For Beer30 and The 5th Ingredient, Your Mates Brewing Co. was more than just a client, they were a partner. Feedback from the brewery allowed The 5th Ingredient to build better technology to solve problems that the brewers at Your Mates were facing.

"It's been really a nice journey because it feels like our business has been growing kind of side by side with Beer30. We've seen the system become much better across the years," says, McGarry.

While the Beer30 team was growing, so was Your Mates Brewing Co.

In 2018, Co-Founders Hep and McGarry went on Shark Tank. Even though the sharks turned down their pitch, the team was able to raise an astonishing \$2.5 million AUD from crowdfunding.

The exposure and funding brought a ton of growth for the Co-Founders at Your Mates Brewing Co. and with it, an even greater need for brewery software.

"The last five years after we moved into the site here at Warana on the sunny coast, we've got a team of like, 60 full-time equivalent here, so it's been a really steep learning curve. But it's been so rewarding to bring these super passionate, talented, hardworking, motivated people into the Your Mates journey and we couldn't do anything without them," says McGarry.

Inventory Management, Scheduling, and Material Resource Planning (MRP)

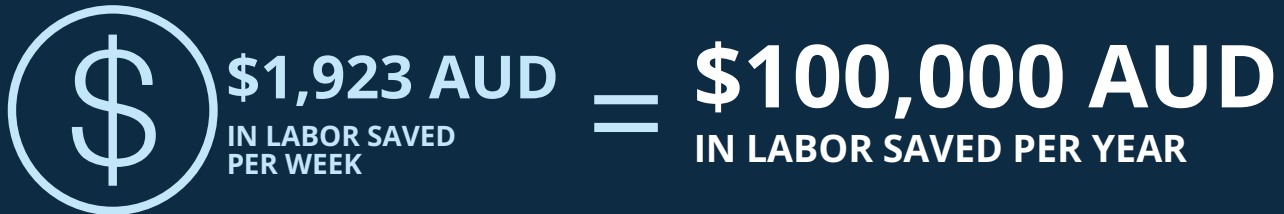
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Without the Material Resource Planning Module, the team at Your Mates Brewing Co. wouldn't have been able to keep up with the increased production. Thanks to MRP, the team has been able to avoid standstills at the brewery and evaded massive losses.

"We just couldn't live without MRP making sure that we have a forward forecast of the materials that we're going to need. You know, we've had tens of thousands of liters of beer held up in tank before because someone didn't realize we were almost out of four pack barcodes. Because we didn't have a really strong system to forecast when we would run out of materials and when we would need materials a whole production facility would just be at a standstill."

-- Christen McGarry, Co-Founder

THE RESULTS



"We just passed our HAACP food safety certification. The guys were just really blown away by how Beer30 is helping us with traceability, with all of our CIP checks and having that recorded. Beer30 really made that whole process so simple and seamless."

-- Christen McGarry, Co-Founder

Plans for the future

As Your Mates Brewing Co. continues to grow, Beer30 has become an important tool for reporting and keeping track of data. Improved traceability helped Your Mates Brewing Co. get their HAACP certification easily and seamlessly. Plus, important forecasting tools will help Your Mates Brewing Co. build for the future as they strive to bring even more great beer to the community.

"We're just looking to keep doing what we do and do it well. Keep increasing our efficiency, and growing into that capacity, not going too hard too quickly and just building a sustainable business for the future. We want to be here for the long run, so it's not growth at all costs here at Your Mates is just keep making good beer and doing it well and keeping things simple," says McGarry.

If you're looking for a solution to save time, brew more efficiently, and help scale operations at your brewery, then Beer30 might be the answer. Schedule a demo to see if Beer30 brewery software is a good fit for you.

WANT A SUCCESS STORY OF YOUR OWN?

Get in touch with us to learn why more than 450 breweries choose Beer30 software.

THE 5TH INGREDIENT™

BEER30®

CRAFT BREWERY

DATA MANAGEMENT SOFTWARE | V10

- \$0 in Onboarding Fees
- WhatsApp Chat Support
- 90-min Startup Session
- Unlimited Users

GRAIN TO GLASS

DATA TRACKING MADE SIMPLE!

VISIT

WWW.THE5THINGREDIENT.COM/BOOKADEMO



Customize Your Features

Beer30 is a modular platform built to fit your brewery's unique needs. Every system starts with the Core Platform, giving you the essential tools to manage production, maintain data accuracy, and keep your team aligned. From there, you can add the features and modules that matter most to your operation ensuring you only pay for what you need, with a system that grows and scales alongside your brewery.

CORE PLATFORM

☒ BEER30 PRODUCTION

Dashboard & Tank Management
Raw Material Depletions
Yeast Genealogy
Recipe Management
Scheduling & Task Management
Custom Brew-to-Package Process
Target Tolerances
Batch History Report
Process Data Charts
Reports (including TTB and Tax Compliance)
Brewery KPI Scorecards
Email & Text Notifications
Contact Manager
Daily Digest Reports

☒ COMMAND CENTER

Executive Summary
Sales Summary
COGS Analysis
COGS Per Unit of Measurement
Cost Type Per Unit of Measurement
Tank Utilization
Batch Efficiency & Brew Length
Beer Loss
Received Raw Materials & Packaging
Raw Materials & Packaging by Brand
Raw Materials & Packaging Usage

☒ PLATFORM & SUPPORT

Web App (cross-device compatible)
Unlimited Users
Permissions Controls
WhatsApp Group Chat Support
45-Minute Workflow Call
Unlimited Live Trainings

INVENTORY & SALES

☐ INVENTORY & COGS

Raw Material Inventory
Packaging Supplies Inventory
Inventory Warehouses
Location Transfers
Purchase Orders
Lot Traceability
Batch Cost of Goods Sold (COGS)

☐ SALES

Finished Goods Inventory
Warehousing & Transfers
Sales Orders, Packing Slips, Picklists
Deposits & Credits
Delivery & Recovery
Truck Route Planning

☐ FINISHED GOODS TRACEABILITY

Batch Specific Tracking in Distribution
Aging Goods Inventory Valuations
Product Recall Reports

FINANCE & PLANNING

☐ ACCOUNTING SYNC

QuickBooks Online
Xero
NetSuite Integration
A/P & A/R Sync
G/L Journal Sync
Chart of Accounts Customization

☐ DEMAND PLANNING

Demand Report
Sales Forecast
Production Forecast

☐ MRP (MATERIAL PLANNING)

Forecasting Raw Materials
Forecasting Package Supplies
Suggested Purchase Orders

QUALITY

☐ QUALITY

Packaged Beer Carbonation
Customizable CIP Logs
R&D Tracking
Lab QC Data

☐ SENSORY PANELS

Sensory Evaluation
Compound Training
Triangle Testing

☐ FERMENTATION TESTING

Tank Status Triggers
Pass / Fail VDK Testing Panels

SPECIALTY MODULES

☐ BARREL AGING

Barrel Inventory Tracking
Ingredients & Barrel Blending
Barrel Aging COGS
Barrel Aging WIP Reports

☐ POINT OF SALE

Square POS Integration
Shopify Integration
GoTab Integration

☐ INTEGRATIONS

CRM & Sales Integrations
Finance Integrations
Hardware Integrations
API Endpoints

