



SPILL THE BEANS

“Spill the beans” is part of Triestespresso Expo 2018 side-events calendar. The key players are going to be the start-ups acting in the coffee sector. “Spill the beans” will be a meeting point for the coffee industry and innovative ideas, to be put at the service of this high potential industry. Discover four startups acting in the coffee sector **Friday 26 October** in the **Hydrodynamic Power Station** (room C):

h. 16.30-16.40 **Cafelier** - h. 16.40-16.50 **Huskee Pty Ltd** - h. 16.50-17 **Oltrecafé** - h. 17-17.10 **Pbl**

CAFELIER

Over 40% cups of coffee served in the world have bitter & burnt taste. Why? Coffee residue and essential oils are left on the filter and get burnt due to high temperatures, on a busy day, 80 cups of coffee are made each hour and most filters don't get cleaned until the end of the shift or the end of the day. The current cleaning process needs 7-10 minutes to clean one filter, 2-5 group heads on each machine, manual cleaning and burnt hands are a common thing. That process has remained unchanged for the last 80 years. Cafelier, a startup company based in Slovenia, implemented a unique handle for cleaning the espresso machine ensures unrivaled cleaning experience: fast, safe and easy. It replaces a century old method, able to say goodbye to bitter and burnt taste and enjoy the exquisitely rich aroma of a cup of coffee. Cafelier combined two different cleaning methods: brush cleaning and blind filter like cleaning for optimum results and packaged them in this unique design. It is made with a lever sized 58mm diameter for attaching to the espresso machine group-head, so it fits on most of the espresso machines. Cafelier is easy to use. It's enough to attach Cafelier to espresso machine, press the button and the brushes combined with the battery-powered motor will do all the work in just 10 seconds. The usage is simple, but the charging is even simpler. All you need is a socket where you will plug the charger. The LED light will show you the battery level and charging status.

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OLTRECAFÉ

Oltrecafé produced the first coffee grounds pellet, made exclusively in Italy without breaking down a single tree. We are talking about Oltrecafé, an innovative startup green oriented based in Cento in Emilia Romagna. This company has been able to put on the market a pellet that develops more heat than wood and gives an answer to the strong demand of this fuel for those who want to obtain a sustainable heating, allowing in the meantime the coffee industry to close the production cycle and - potentially - reaching the "zero waste" objective. This project responds to two deeply felt needs: to reduce the production of waste and increase the percentage of recycled material and to provide clean and sustainable energy in the form of biofuels such as pellets 100 percent made in Italy and 100 percent recycled. Moreover, Oltrecafé carries out further research and development activities. Industrial waste is studied and valued at best in order to create a series of environmentally friendly products with greater added value. Beautiful, useful and

sustainable local products. The startup operates by activating circular economy models for waste chains, in order to create "type" solutions that can be replicated in different regions, to minimize the environmental impact due to transport and to realize a zero-km production that enhances the territory.

Francesca Lovato | Oltrecafé Srl

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HUSKEE PTY

HuskeeCup - created by Huskee Pty Ltd - is a transformative new way to think about how we enjoy coffee. The initial idea was a collaborative approach to solve waste at every level in the coffee supply chain. The idea took shape once we considered what to do with husk – the residual waste product produced after drying coffee. This outer 'shell' often is discarded and forms mountains of waste, often left to rot. This is produced in the milling stage before raw coffee is packed. However we were also working on another project to try and eliminate the need for single use take away cups. Over the next year the projects merged, and we created HuskeeCup. A unique cup system made of an innovative new eco-polymer with coffee husk as its base. However using waste in the base material is just the start. We sought to transform the industry in a more substantial way by removing single use cups, with estimates of over 50 billion cups ending up in landfill every year. So our goal was to create a beautiful new reusable cup. Whilst there are many reusable cups on the market, we felt they didn't consider some of the key design objectives to solve this issue at scale. They were focused on the user, not the industry. So we designed this cup as an industry solution. In this regard we considered the barista, the café environment, the café drinker, the at home user, storage, roasteries and even wait staff. All these elements coming together, in a solution rather than a product. This is why we have a single lid for all sizes, a single saucer for all sizes, a product that can be a dine-in café cup as well as t/a replacement. The lids squeeze on so a barista doesn't twist their wrists, and there are no moving parts so they can be cleaned quickly, among many other key features. However the final part of our solution is our swap system. We have created this so a user can drop a cup off, and then the café can make a coffee in a new cup ready to go. This is faster and easier to manage than a bar looking to track a cup with a users order. We will oversee this system and are looking to roll it out globally with many early adopters piloting the project with us. The final step is to make the cups closed loop. We will collect cups that have been damaged or at the end of their life and recycle into furniture, currently we are in discussions to make outdoor café tables and chairs. We just won the Australian Good Design Award and last year the SCA Best Vessel award. We recently launched in Australia and are preparing shipments for the UK, Europe and the US. Feedback from initial café's has been incredible and we are looking to share our story, product and system with the world. We would love to showcase this for the first time in Europe at TriestEspresso and reveal how we can work across the supply chain to solve waste, improve our drinking experience and create real value for cafes and users through innovation and design.

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PBL S.r.l.

PBL S.r.l. presents “Coffee & Beverage Division”. The evolution of coffee capsule filling and packaging systems. When we use the term “evolution” we mean a great change, which aims to raise the quality of the person and better meet his or her needs and requirements. This is exactly the mission of the PBL Coffee & Beverage Division. This project is the result of the consolidated entrepreneurial activity of Franco and Marco Serventi - father and son - who, taking advantage of important engineering knowledge, obtained from 40 years of work and thousands of successful projects, designing and building lines for the beverage, chemical and pharmaceutical sectors, now wish to make it available to our customers through revolutionary and advanced solutions. The history and passion for excellence of the Serventi family, combined with the support of a staff of highly qualified engineers, sales personnel and project managers in the coffee & beverage sector, make PBL a unique and highly reliable partner. A process of evolution that, as a long-term and consolidated supplier of industrial automation systems, strictly for the pharmaceutical market, intends to offer the same quality and construction standards to the coffee & beverage sector.

Details make the difference and PBL knows how to take care of details, that's why targeted and patented solutions have been designed for this project. The main points on which we focussed all our efforts are: productivity (through consolidated solutions and components of superior quality compared to most of the competition, in order to ensure a high percentage of strong, constant productivity); system availability (guaranteeing real availability of the system during the whole life of the machine, thanks also to a combination of service, operator training and scheduled maintenance - ASP 2.0); global service (global service thanks to our worldwide network and qualified mechanical, software and electrical technicians. Assistance with a team that is always active and speaks different languages by telephone, remote and/or on-site assistance). Now that this process is over, PBL is ready to present to the world our new project and our range of systems: capsule filling systems; forming and packaging systems for filter paper pods; weighing and packaging lines for vacuum-packed coffee beans and ground coffee.

More than ten years of experience in liquid filling lines and the high technology applied to the dosage of these products, has led us to study an innovative project dedicated to the filling of DOLCE GUSTO compatible capsules for liquid concentrates. We are ready to make available to you all our knowledge acquired in this field in order to develop and implement the project together with the customer.

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