



Case Study

Black Hops Brewing.

Supporting Burleigh brewer to reach its 100th beer brewed.

When three friends were having a beer and decided to try their hand at brewing, Black Hops Brew was born. Dan Norris, Eddie Oldfield and Michael 'Govs' McGovern brewed their first beer, the Egnog Stout, in 2015 as gypsy brewers using a brewery in Mount Tamborine, Queensland.

During these early days, the team used CO₂ cylinders, an ideal solution for brewing less than 100,000 litres per year.

Customers fell in love with the taste of Egnog Stout. Rapid growth resulted in increased gas needs. After 12 months of gypsy brewing and demand growing, Dan, Eddie and Govs decided to set up their own production facility – converting three old factories into a functioning brewery and rustic taproom. Since then, the three friends have called Burleigh home and continued on a path of expansion after securing an additional brewery in Labrador.

Michael 'Govs' McGovern, Co-Founder and Brewmaster at Black Hops said it was an easy decision to work with BOC for their gas needs. "We found BOC very easy to deal with and, in our opinion, they are the best company to look after our needs due to their vast knowledge of the brewing industry."

Journey of growth

After moving into their own production facility, the guys at Black Hops were primarily brewing beers for their taproom, together with a few wholesale kegs within the first year.

"The rate we were growing made it uneconomical to switch cylinders every time we ran out of supply. Thankfully, BOC were on hand to help us easily transition from using straight CO₂ cylinders to their liquid CO₂ GASMATIC® supply," said Govs.

GASMATIC®, a small bulk BOC system, is ideal for small to medium sized breweries. A step up from cylinders, it gives continuity of supply and saves time changing cylinders.

Settled in their new Burleigh facility and armed with a BOC GASMATIC® system, the team were able to ramp up production to between 200,000 and 300,000 litres of beer per year. Off the back of this expansion, the team launched their new flagship beer, Pale Ale, and continued to grow their wholesale business.

It wasn't long before the original building became cramped and the limit on what they could produce had been reached. In March 2019, the team acquired a second production facility in Labrador.

"We found BOC very easy to deal with and, in our opinion, they are the best company to look after our needs due to their vast knowledge of the brewing industry."

The solution

Producing substantially more beer in their new Labrador facility meant that they needed a vessel that could handle the pressure and flow rates required for production. The guys turned to BOC to supply a vessel that would meet their current needs with capacity for future growth, to avoid changing their equipment setup again.

The team met with their BOC representative, Quinten Ross, to figure out the best gas solution for them. To do this,



Quinten had to understand how much beer they expected to produce and how often they would brew per week.

BOC recommended CRYOSPEED[®], which is ideal for high volume production facilities. The system consists of cryogenic liquids stored in vacuum insulated vessels and filled on site by BOC service operators, offering a seamless, hands-free delivery service. CRYOSPEED[®] offers a wide range of vessels and equipment to support the safe handling, usage and storage of cryogenic products.

The vessel features a contents gauge that displays the amount of gas used and the volume dispensing. CRYOSPEED[®] operators can refill Cryotank vessels straight from the delivery truck, offering a safe, efficient and reliable solution.

“Dealing with compressed gas presents its own hazards in terms of storage and handling, but the Cryotank vessel is automatically replenished which means our staff rarely have to touch the carbon dioxide supply,” said Gavs.

BOC also supplied both production sites with nitrogen, which gives stout its creamy texture, and oxygen, which is required for the fermentation of yeast.

The benefits

Black Hops’ journey from CO₂ cylinders to CRYOSPEED[®] represents a period of growth that started from a hobby between friends, to a growing brewing business. The team are now producing in excess of 1,000,000 litres per year, representing more than a 900 percent increase on production since they first started working with BOC.

Throughout their growth and key milestones – the team brewed their 100th beer since formation this year – they can be assured that their gas equipment and supply can support their growth ambitions.

“The increased demand for our beer meant that there have been times when we have used up more gas than usual however, BOC have been out within 24 hours to top us up with no hassle. The level of communication and our relationship with BOC means we can call them at any stage and rely on them to deliver gas whenever we need it.”

“Purity and quality of gas supply is extremely important to us for our customers and for future growth. The solution that BOC provided has not only improved safety processes but it facilitates room for growth, which is what we are hoping for the future.” concluded Gavs.

Black Hops are Australia’s 2018 AIBA Champion Small Brewery, and 2019 RQFWS Australian Champion Brewery. Black Hops started as a simple idea over a beer with three good mates; Dan, Eddie and Gavs. That led to the first Black Hops beer, the Egnog Stout. A few years on, they have a team of 25 legends, a brewery and a taproom in Burleigh Heads and Biggera Waters and their beer in 400+ venues and bottleshops in QLD, NSW, VIC and SA. Who knew beers at the pub could be so productive! Find out more at blackhops.com.au.

BOC supplies compressed and bulk gases, chemicals and equipment around the globe. The company develops safe, sustainable and innovative solutions for customers in many specialty sectors, heavy industry and medical environments. For more than a century, the company’s gases and expertise have contributed to advances in industry and everyday life, including defence, steelmaking, refining, chemical processing, environmental protection, wastewater treatment, welding and cutting, food processing and distribution, glass production, electronics and health care. Find out more at www.boc-limited.com.au

Linde is a leading industrial gases and engineering company with 2018 pro forma sales of USD 28 billion (EUR 24 billion). The company employs approximately 80,000 people globally and serves customers in more than 100 countries worldwide. Linde delivers innovative and sustainable solutions to its customers and creates long-term value for all stakeholders. The company is making our world more productive by providing products, technologies and services that help customers improve their economic and environmental performance in a connected world. Find out more at www.linde.com

Visit boc.com.au/beer for more information


A Member of The Linde Group

BOC Limited | ABN 95 000 029 729 | Riverside Corporate Park, 10 Julius Avenue, North Ryde NSW 2113, AUSTRALIA
131 262, contact@boc.com, www.boc.com.au

BOC Limited | WN007748 | 988 Great South Road, Penrose 1061, Auckland, NEW ZEALAND
0800 111 333, sales@boc.com, www.boc.co.nz

BOC is a trading name of BOC Limited, a subsidiary of Linde plc. © BOC Limited 2019. Reproduction without permission is strictly prohibited. Details given in this document are believed to be correct at the time of printing. MP19-0086 FDAUS 0819