



**YOU CRAFT THE WINE.**

*We'll* CRAFT THE WINERY.



Your  
wine  
can be  
*Better.*



**You know you've thought it.**

You wish it had a hint more flavor, a bit more kick — or maybe just that it was a little smoother?

We often hear winemakers say their vintage was close to what they had in mind. Well, we want it to be exactly what you had in mind. Anything short of that isn't worth pouring into a glass.

And the main reason some people's wine falls flat is their winery. In life there are some things you shouldn't gamble on, and the flavor of your wine is definitely one of them. Equipment should never get in the way of your wine. You should never have to tweak your recipe to overcome your machinery's shortcomings. A real system should be your sidekick, your number 2, your confidant. Your winery should be as good at making wine as you are. At least, that's how we see it.

And that's what Deutsche Beverage Technology is here to build you. We want to make you a winery that meets every need you have. Including the ones you didn't know you had. Our process begins long before any construction. We'll meet with you and help you plan the perfect system, down to the last detail. When you work with us it isn't a job or a project. It's a partnership. We'll be with you every step of the process and every step after.



Everything we install can be customized to the 1000th degree, so your perfect system is closer than you think. And our equipment is built in such a way that it can expand with your business at your own pace. Unlike our competitors, where you'd have to upgrade your entire system, all of our parts are compatible so whenever you need to expand, we can do that. And like we said before, we'll be there every step of the way. *Especially during taste tests.*

What we want at our core is to improve your winery. To give you the best equipment in the industry, along with more control over it and easier access to us. We wouldn't have gotten into this business if we wanted to give you the runaround; we're here round the clock to make sure you have everything you need.

**Because better  
wine is out there.  
And it's just waiting  
to be *uncorked.***



## Quality

CONTROL EVERYTHING FROM THE FIRST DROP TO THE LAST.

### CONSTRUCTION

Okay, let's get down to the brass tacks.

How do we make our equipment perfection a reality? It all begins with step one. Each piece of our equipment is constructed using the most technologically advanced processes the industry has to offer.

Our tanks are made using numerically controlled plasma, laser cutting and pure argon gas welding. Which may sound like a sci-fi movie at first, but what it boils down to is our tanks are built to avoid any chance for deficiencies. So when they're installed in your winery, you can rest assured they're ready to get the job done. And all our jacketed tanks are dimpled, plated and welded using computer-guided lasers for the same result: eliminating the chance for any deficiencies and providing sanitary joints.

Oh, and did we forget to mention that all of our equipment is produced in clean room facilities? So on top of already minimizing construction deficiencies, this also avoids any problems resulting from dirty welds and helps our equipment achieve complete asepsis. Meaning it's so clean you could perform surgery with it. *We need a transfer, stat!*

### MATERIALS

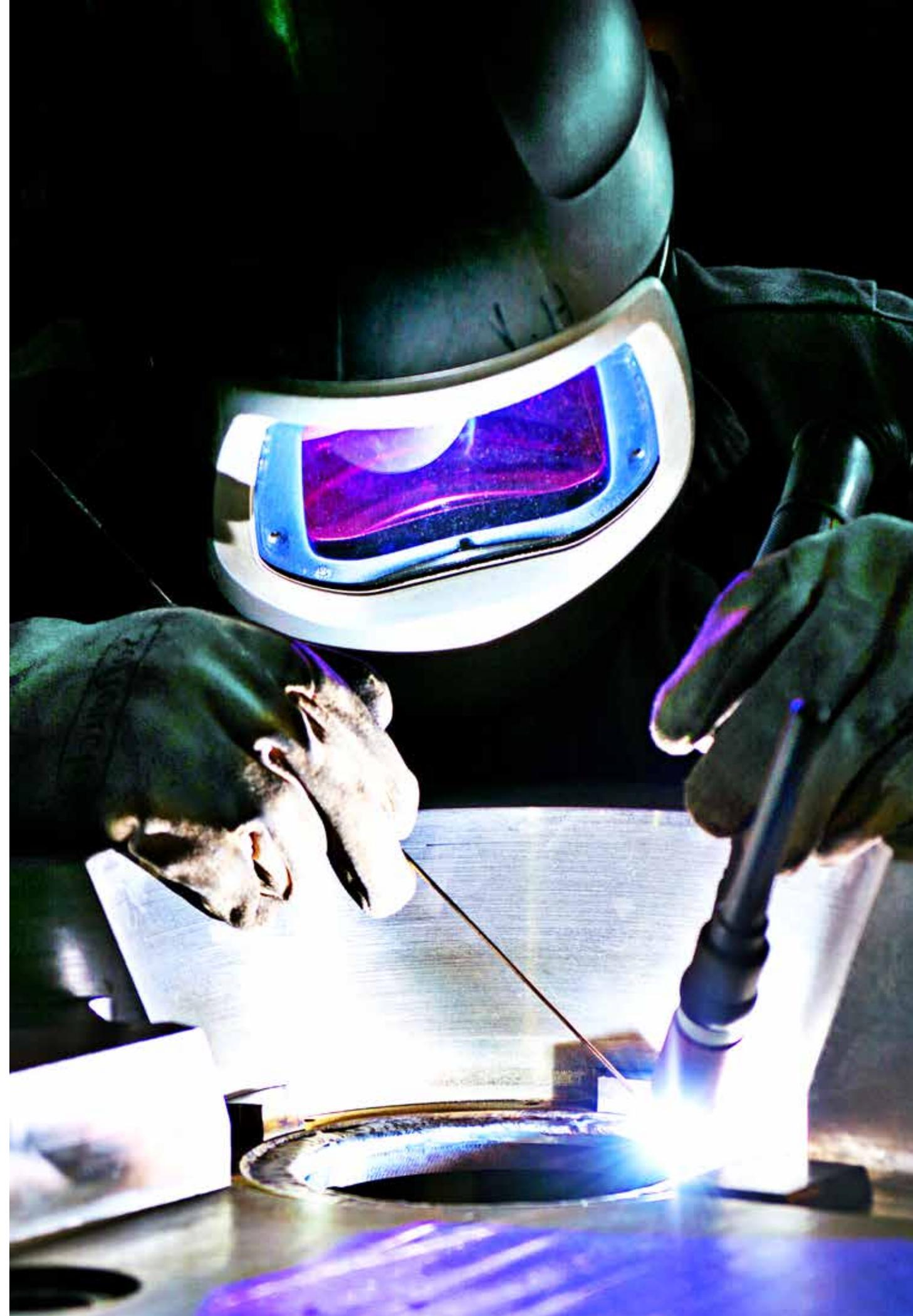
For the majority of pieces in our construction, we only use 304 stainless steel. That is the equivalent of saying we use the best steel for the job. Which is true. 304 stainless steel is also known as food-grade, because aside from its remarkable durability and temperature resistance, it is also resistant to corrosion and staining, and it has antibacterial properties. It was a shoo-in for what we needed, and it's another measure that helps us achieve asepsis. Also, stainless steel in general doesn't react with acidic foods or liquids, so it won't change the flavor of your wine, just protect it.

### TECHNOLOGY

Strong, durable machinery is great, but it's not the only star from our lineup. In walks the Siemens BRAUMAT Compact, the most sophisticated control system you've ever wanted to invite to a happy hour.

The Siemens BRAUMAT Compact is a system hell-bent on complete perfection. It's a user-configurable process control system that puts the entire wine-making process at your fingertips. And it's how we can help you achieve a better product. The BRAUMAT Compact handles automation, monitoring and control for each element in your winery line. This is something that used to only be offered to large-scale wineries, but now that level of precision and detail is being offered to wineries of all sizes.

**SIEMENS**



# Every glass is another chance for *perfection.*



## EQUIPMENT

So we've shown you some tough machinery, and you know what it can do, but if you're looking for another reason to be impressed then you're in luck. Our equipment can grow at the same speed as your winery. Let that sit for a minute.

As we have researched and grown our company, there's something we realized; just like wine, no two wineries are the same. Everyone has their own way of doing things. And it goes beyond different recipes and favorite wines. It really comes down to how you run your business and how you see your winery's future. That's why we wanted to give vintners more options when it came to their equipment.

So we built our equipment to be interchangeable, which means it's ready for an addition or expansion at any point. Any machines we add will be compatible with ones we've already installed, so when you add new wines to your lineup it's at your own pace. And you don't have to make rash decisions because a competitor is forcing you to upgrade your entire line at once. Nothing is worse than rushed vintage.

In addition to the BRAUMAT Compact, we've also partnered with ABB for their motor and pump systems. ABB takes the flavor of your wine as seriously as we do. Their systems are built to have high energy efficiency and the highest level of control. But don't worry, their systems won't take away an ounce of your craftsmanship.

By building our machinery to be so easily expanded and using the BRAUMAT Compact and ABB systems to make it easy to control, you and your winery will reap countless benefits. For one, by having so much control, you can increase production without adding staff. Another positive to this is the energy savings by automating your heating and cooling, and you have a piece of machinery working harder for you than anything out there today. *It will pay for itself in glasses and cheers in no time.*

## CUSTOMIZATION

Every single piece of machinery we install is completely customizable. And we mean completely. We'll tailor our equipment to meet every specification your recipe needs it to. Anything that has to be altered or tweaked is never going to be a problem. We want you to ask for alterations, because we aren't in the business of building cookie-cutter systems. We're partnering with you. *So every improvement you need is an improvement we need.*

We don't consider any project too large or too small; our only concern is making sure it's done right. So whether it's your initial installation or an addition, you will get the same level of service. Because we know all the headaches we can save you by taking the time to get it right. We've even partnered with Krones and their Contiform Bloc system to add bottling to any line, if you ever need that. *With us, no customization is off the table.*



## Customer Service

BEHIND EVERY GREAT WINE IS A GREAT WINERY.

At Deutsche Beverage Technology, any project you have interests us. We see every winery as a unique opportunity to problem-solve and build a relationship. From brainstorming on the best way to improve your current system or installing a completely new setup to finding small adjustments that will result in big efficiencies, we bring our expertise to your winery to help you make it the best it can be. We aren't interested in patches or short-term fixes. We're interested in long-term partnerships. Our services will continue long after your sale. Training, troubleshooting and follow-ups are just a part of the package.

### BUILDING OUR VISION

When you partner with us, we're in it for the long haul. Before we start any construction, we'll meet with you and go over all of your goals and needs for your winery. We'll cover each wine you have in mind, and how your system needs to work to make that recipe achieve perfection. Then once we have determined our master plan together, we get to work. We'll be there during every part of the installation, doing quality testing constantly. We're perfectionists in that way.

After your setup is complete, you're still not going to get rid of us. We're going to guide you through the entire system and teach you how to handle it like a pro. We think it's important that you understand our systems just as well as we do. *It's hard to be a wine maker if you aren't master of your equipment.* And we aren't going anywhere until that's the case.

### WHAT WE'RE ABOUT

We pride ourselves on approaching our business with the highest attention to detail. And to us, having fun counts as a detail. Work is only work if you don't love what you do, and we definitely love what we do. When we partner together, we're building something that is the lifeblood of holidays, parties and happy hours. Who couldn't have fun doing that? We start every day knowing we have some of the best jobs on Earth. We're definitely ready to put in the hours and get the work done, but there's no reason we can't have some laughs together in between.

### WINERY AS SHOWROOM

Just like any vintner, we have dreams of our own. We are so confident of our systems and what they're capable of that we're working toward building a small winery to be used as a showroom. So when it's a reality, you'll be able to see that our bells and whistles aren't just some elevator pitch. Our advances are worth their weight in gold. *Our showroom is open; you are welcome anytime to come out to take a look at our wide variety of equipment offerings.*

"We'll put as much time into your winery as you put into your wine."

— CAMERON CANE





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