

### 'New world brewery' gears up for growth

Skinner's Brewing Co. Ltd. was founded by Steve and Sarah Skinner in 1997. The company currently produces a range of six brands named after characters from Cornish folklore, the most popular being the multi-award-winning Cornish Knocker Ale and Betty Stogs Bitter.

Having started in a converted garage in Truro, the brewery recently moved into new city-centre premises that include a visitors' centre.

The majority of its business is in cask production and wholesale distribution, but there is also a rapidly growing bottling operation.

#### WORKFORCE

The company has a staff of 20.

"All our brewers have been trained in-house," says Managing Director Steve Skinner. "We are proud that we have brought new skills to the city."



#### CLIENTS

Skinner's has around 400 regular customers. "Most of them are free house pubs and hotels in Cornwall and Devon, which we supply on a weekly basis. But we also deal with the big companies such as Scottish & Newcastle and Wetherspoons," Skinner says.

"Our bottlers also sell into Sainsbury's, Safeway and other supermarkets. It even exports in small quantities around the world."

#### TECHNOLOGY

The company uses some traditional 'hardware' for the brewing process, including a genuine copper 'copper' with steam coils that would not look out of place in a whisky distillery.

But it also prides itself on the modern recipes and blends of international hops that have earned it the moniker of a 'new world brewery'.

"We're a young, fun company and that is reflected in the eye-catching artwork used on our labels and vans," Skinner says. "For us as a family, Cornwall is the perfect place to be. We actually came here from Jersey for the surf and only got into brewing a year or so after that, so the beach culture suits us down to the ground."

"But it's an interesting place to do business, too. There's a lot of innovation in the county and that makes it a really exciting, enterprising environment."

