



Join the Evaluation

Get Sample Ox, open the Kombucha Kon event





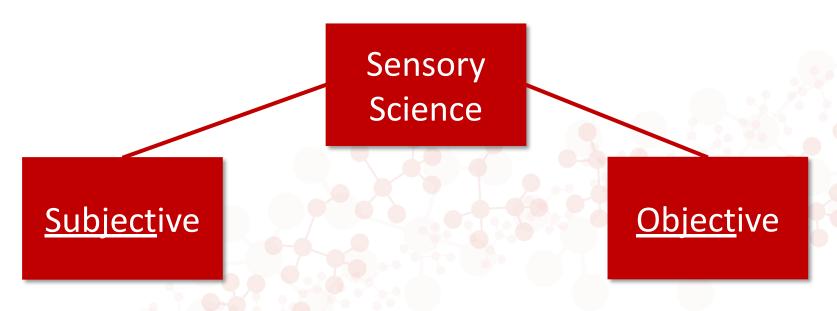
What is Quality?







Quality can be Measured



Hedonic Measures
Experience of liking or disliking
Measures the SUBJECT

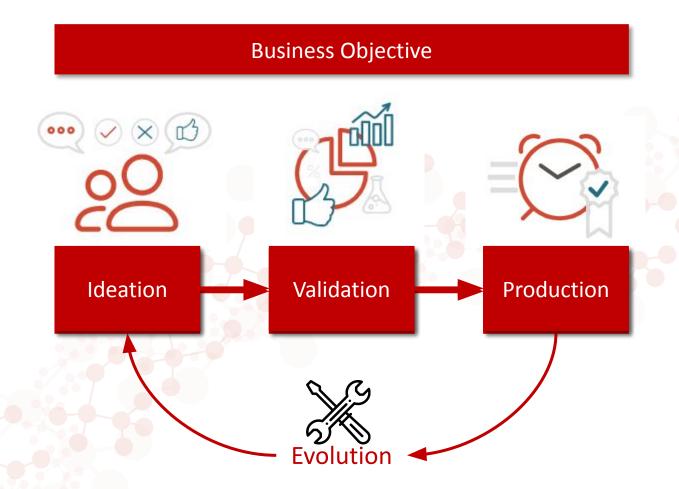
Analytical Measures

Factors that *influence* liking

Measures the OBJECT



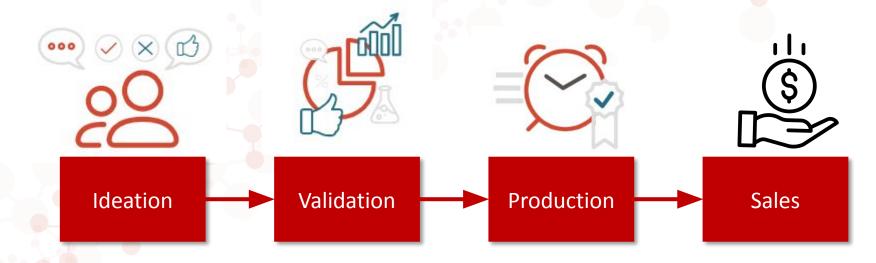
Brand Lifecycle





Applying Sensory Throughout

- •Ideation: How do I know what to make?
- Validation: What parameters should I hit in production?
- Production: Am I making consistent products?
- Sales: How do I communicate the benefits of my products?





It Starts (and Ends) Here! Describing Our Products





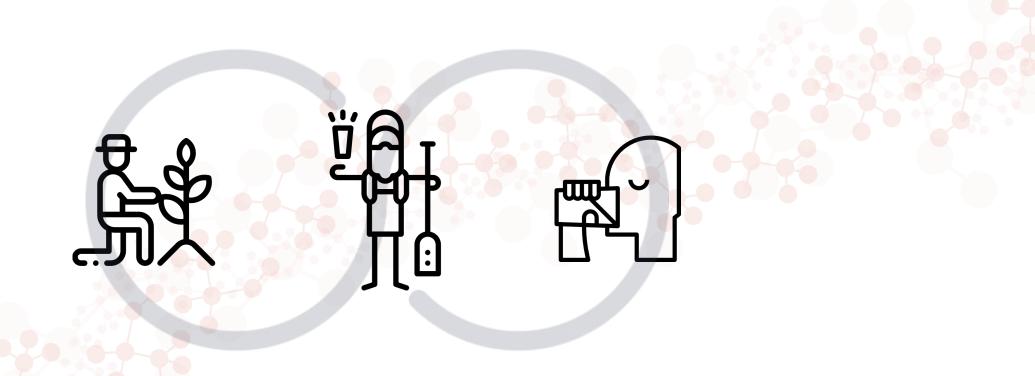


Importance of Product Descriptions

- Basis to help you decide WHAT to make and HOW
 - What What do we/my consumers like and why
 - How What tea should I source? What production parameters should I hit?
- Gives you a goal and a measuring stick
 - Did we hit the target flavor for this product?



Importance of a Common Lexicon





FRUITY

STONE

BERRY

AÇAÍ

MARIONBERRY

GOJI

CITRUS

LEMON LIME GRAPEFRUIT ORANGE **BLOOD ORANGE** TANGERINE

TROPICAL

PINEAPPLE CONCORD GRAPE MANGO GREEN GRAPE COCONUT STRAWBERRY GUAVA RASPBERRY BANANA BLUEBERRY PLANTAIN BLACKBERRY KIWI CRANBERRY PASSION FRUIT PAPAYA POMEGRANATE

APPLE

FRUIT **GREEN APPLE** RED APPLE PEACH CIDER APRICOT APPLESAUCE CHERRY PEAR **BLACK CHERRY** PLUH

MELON

CANTALOUPE HONEYDEW WATERHELON CUCUMBER

DRIED FRUIT

PRUNE FIG DATE RAISIN DRIED APRICOT

FLORAL

ROSE

LEMON VERBENA

LILAC

LAVENDER

JASMINE

WILDFLOWER

POTPOURRI

PERFUME

HERBACEOUS

THYME

ROSEMARY

OREGANO

BASIL

CILANTRO

DILL

GREEN TEA

BLACK TEA

SPEARWINT

PEPPERMINT

HOPS

DRY GRASS GERANIUM FRESH CUT GRASS HIBISCUS LEMONGRASS CITRONELLA

SPICY

GRASSY

GINGER CINHAMON CARDAMON CLOVE LICORICE/ANISE JUNIPER **BLACK PEPPER** CHILI PEPPER CUMIN TURMERIC

WOODY

TREE BARK

SWEET

AROMATIC

CARAMEL

HONEY

MAPLE SYRUP

MOLASSES

COTTON CANDY

VANILLA

BUBBLEGUM

PEACH CANDY

CAKE BATTER

COOKIE DOUGH

PINE OAK MAPLE CEDAR

MUSTY SOIL BEET

EARTHY

BARNYARD MARSH/HOSS

BREAD

WHITE BREAD BREAD CRUST WATER CRACKER PIZZA CRUST TOAST YEASTY CHEERIOS™ PIE CRUST **BREAD DOUGH** SWEET BREAD

PASTA WATER

NUTTY

ALHOND

ALCOHOLIC

RED WINE WHISKEY CHARDONHAY CIDER

SOLVENT

VINEGAR PAINT THINNER **HAIL POLISH REMOVER** PETROLEUM/DIESEL

MEDICINAL

COUGH SYRUP PLASTIC RUBBER

BURNING RUBBER BAHD-AID® CHLORINE MENTHOL

VEGETAL

ONION

GREEN ONION

GREEN BELL PEPPER

JALAPERO

BLACK OLIVE

PUMPKIN

CARROT

BUTTER CANHED CORN BUTTERSCOTCH COOKED CABBAGE CHEESE SEAWEED BLUE CHEESE TOMATO PASTE GARLIC

STALE

ROTTEN

SWEAT

BOILED EGG

SKUNKY

ROTTEN GARBAGE

ROTTEN CHEESE

ROTTEN VEGETABLE

DAIRY

CARDBOARD WAXY **GOAT HAIR MEATY/SOY SAUCE** MOUSY

METALLIC

EFFERVESCENCE

BUBBLE DENSITY

DISPERSED (FLAT) COMPACT (BUBBLY) SIZE SMALL LARGE

BUBBLE



LIGHT HEAVY

THIN THICK

IRRITATION CARBO-SPICY NATION TINGLING HONE/LOW HIGH STINGING/BURNING

ALCOHOL

HONE HOT



SLICK

Digital and Interactive Version at DraughtLab Visit DraughtLab,com for details

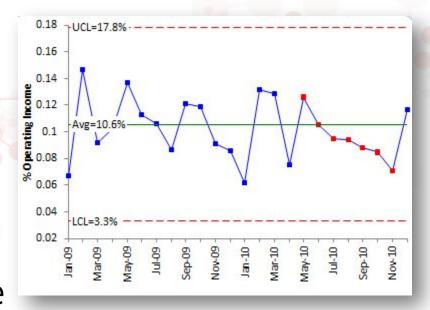
SYRUPY



Utilizing the Lexicon Determining Target Descriptions

Defining Targets

- Like an analytical marker, a sensory description gives you a <u>target</u> to measure your samples against.
- In product development it can be used to determine when you have the right prototype.
- In quality control it can be used to determine when a sample falls outside of the acceptable limits.





"We know what we like"







WHAT IS IT?

Measures Panelist liking

HOW IS IT USED?

 Identify what samples are most liked Hedonic Test

NEXT

DONE



Ginger Kombucha

Batch: 210831

Like Extremely

Like Very Much

Like Moderately

Like Slightly

Neither Like Nor Dislike

Dislike Slightly

Dislike Moderately

Dislike Very Much

Dislike Extremely



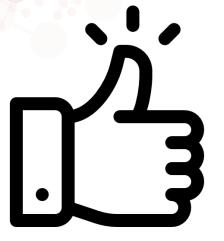
SENSORY METHOD

HEDONIC



Hedonic Test Value

- Help determine flavor targets based on existing flavors
- Identify where your brands stand next to the competition
- Measure what your customers want
- Build buy-in from stakeholders
- Caution: Internal hedonic tests should be taken as direction only







Description Test NEXT DONE



MBUCHA AVOR Batch: 210831

Can Ale 90Day

Sensory METHOD

Description

Test

VISUAL LIGHTORANGE COLOR. HAZE CLEAR PARTICULATE SIZE UNRATED WHITE FOAM COLOR LACING MODERATE FOAM QUANITTY UNRATED **SHOW MORE**

WHAT IS IT?

Determines the flavor profile of a sample

HOW IS IT USED?

- Describe flavor profile using common lexicon
- Aggregate results, find overlap, build target

You're the Professional

You know your products better than anyone. YOU and your co-workers, customers, family, are all qualified to do this.





Description Test Data Value

- Objective Target for QC
 - Basis to determine variability in QC
- R&D Guidance
 - Find flavors that are desirable to target in production
- Marketing Materials
 - Sales Sheets
 - Website
 - Menus



WRITTEN DESCRIPTION

This flavor description is the current written baseline target from which all subsequent batches will be compared.

VISUAL: Dark yellow color with a moderate amount of white foam and light lacing.

AROMA: Vanilla and bubblegum, citrus, orange, apricot, followed by some peach, water cracker, and spicy notes.

TASTE: Lightly sweet, no bitterness, with a subtle sourness.

MOUTHFEEL: Light body and moderate carbonation.



Goose Island Case Study



Beer Flavor Map Brand Code: N/A

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Sales Sell Sheets Taproom Menus 6.5% ABV

STYLE: BELGIAN STYLE FARMHOUSE ALE

ABV: 6.50%

IBU: 20

COLOR: CHAMPAGNE

HOPS: AMARILLO

MALTS: 2-ROW, PILSEN, WHEAT

FLAVOR: LIGHTLY SWEET, NO BITTERNESS, WITH A SUBTLE

SOURNESS.

NATIONWIDE

BOTTLES: 4 PACK BOTTLE / 765 ML BOTTLE

SOFIE

Sofie is wine barrel-aged with an abundance of hand-zested orange peel. Spicy white pepper notes contrast a vibrant citrus tartness, and her creamy vanilla finish is light and refreshing.

Originally brewed by Belgian farmers to attract the best farm hands, we were inspired to brew an exceptional saison as inviting as the original Belgian ales. Light and effervescent, we named it for our founder's granddaughter Sofie.

SOFIE | BARREL AGED SAISON W/ ORANGE ZEST 1202 | \$6 / \$8

Belgian Style Farmhouse Ale aged in wine barrels with hand-zested orange peel. Spicy white pepper notes contrast the citrus tartness. Light, refreshing, with a creamy vanilla finish.

2019 MADAME ROSE | WILD ALE

120z | \$8 / \$12

Using Descriptions in QC

- How closely does each batch adhere to the set target?
 - Panelists evaluate a representative sample of every batch against the set brand profile.
 - Each modality is evaluated separately and deemed either "true to target" or not "true to target".



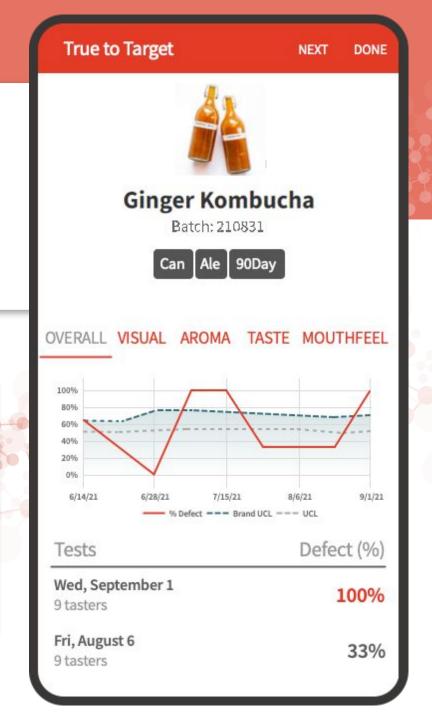


WHAT IS IT?

Flag samples outside target flavor profiles

HOW IS IT USED?

- Compare sample to the flavor target
- Analyze % "Not TTT" selections and comments





Sensory METHOD

True To TARGET PraughtLab

Case Study: Value of QC Checks





Measuring Quality

- Ideation Measure what you and your customers like to make production decisions
- Validation Identify and define sensory attributes to target in production
- Production Utilize TTT tests to verify consistency between batches
- Sales Communicate flavor attributes using a standard lexicon



Get Started

- YOU ARE QUALIFIED to taste and make decisions about your products. Engage your customers and even your family!
- Start with measuring what you and your customers like.
- Define what flavors drive liking and use this same language to communicate with your customers.
- Measure batch to batch consistency using these same definitions.





Join the Evaluation

Get Sample Ox, open the Kombucha Kon event







www.draughtlab.com/offer21

