



Two Track Malting



One of the biggest pushbacks we get with our malt is pricing. It is sometimes easy to only look at price per pound but using us doesn't cost much more and what you get in return has significant value to deepen your customer's experience with your products. The table below shows that depending on what you are buying malt for its not as expensive as you think and the added value that our malt provides can pay off.

MALT PRICE COMPARISON					
Based on 60 lbs of Malt per Barrel of Beer					
Base Malt Price	Cost per lb	Malt Cost per Pint	Difference in Malt Cost Per Pint	Malt Cost Per 12 oz	Difference in Malt Cost per 12 oz
Two Track Malting	\$0.75	\$0.19		\$0.14	
Comparison - \$0.70/lb	\$0.70	\$0.18	\$0.01	\$0.13	\$0.01
Comparison - \$0.65/lb	\$0.65	\$0.16	\$0.03	\$0.12	\$0.02
Comparison - \$0.60/lb	\$0.60	\$0.15	\$0.04	\$0.11	\$0.03
Comparison - \$0.55/lb	\$0.55	\$0.14	\$0.05	\$0.10	\$0.04
Comparison - \$0.50/lb	\$0.50	\$0.13	\$0.06	\$0.09	\$0.05

Added Value that Two Track Malting Provides

- **Vertically Integrated Malthouse - Growing, Malting, and Supplying you direct**
 - Ever wanted to know the fine folks who are growing the ingredients. At Two Track Malting we are the farmers and you can reach us anytime to talk about what goes into growing the grains that you use. Beer is an agriculture product, and consumers are looking for a connection, we deliver this perfectly. Walk the barely fields, learn about the regenerative practices we use to make the world a better place, and share this information with your customers.
- **Your Personal Malthouse**
 - When you work with us you get us. Visit with the Head Maltster and discuss how the malt is performing, get advice on how to adjust milling to improve performance, craft a recipe using our maltsters experience, and discuss new product ideas or create a custom batch.
- **Better for the Environment**
 - North Dakota isn't on the top 10 list for much but we are historically #1 for barley production. This is because we are in the right environment to produce high-quality grains year after year. We do this without the need for irrigation and through our regenerative agriculture methods we continue to make the land better each and every year we are producing. With our unique barley varieties, we are achieving imported quality and flavor without the need to cross the ocean. All of this results in a better for the environment product which also supports the hardworking farmers which is a win/win.
- **Come Visit**
 - We always have an open invitation to visit our farms and malthouse. This is a great experience for everyone on your team as you get to understand what goes into every pound of malt produced. This not only becomes an experience but a conversation starter for your team as you get to know the growing and malting process that you can share with your customers.
 - Can't make it to North Dakota, no problem. Send us some products, signage, or anything you think would be cool and we will accommodate getting you content for marketing and education. We are in this together and we are a partner that can help you succeed.

