

Glossary

Beer	A fermented beverage brewed with hops; the generic term covering ale (including stout) and lager .
Beer Orders	The Supply of Beer (Loans Ties, Licensed Premises and Wholesale Prices) Order 1989 (the Loan Ties Order); and the Supply of Beer (Tied Estate) Order 1989 (the Tied Estate Order).
BFBI	Brewing, Food & Beverage Industry Suppliers Association.
Branded TSE	The specific equipment used for the dispense of a particular brand of beer . The branded items are mainly those items visible to the customer on top of the counter, which bear the logo or name of the supplying brand owner, but may include other equipment which is used to distinguish certain characteristics of the relevant brand.
Buyers Survey	A buyer survey that was conducted on behalf of the CC by BMRB International, a market research firm, on buyer attitudes to the purchase of TS and TSE with draught beer . The results of the survey have been published on the CC web site.
Carlsberg	Carlsberg UK Limited (formerly Carlsberg-Tetley Limited), a national brewer and member of the FBI and a wholly owned subsidiary of Carlsberg A/S, a company incorporated in Denmark and listed on the Copenhagen Stock Exchange.
Cask	Term usually used for the container in which beer continues to ferment until served.
CC	Competition Commission.
Cooler (Remote Cooler)	Refrigerating apparatus to reduce the temperature of beer. The remote cooler is included in the definition of generic TSE and is usually found in the cellar of an outlet. A supplementary cooler (known as a flash cooler) may be a branded item and is found under the bar of an outlet.
Coors	Coors Brewers Limited, a national brewer and member of the FBI and a wholly owned subsidiary of Adolph Coors Company, a company incorporated in the USA and listed on the New York Stock Exchange.
Constellation	Constellation Brands Inc, of which Mathew Clark is a subsidiary.
CPO	Cooler Python Owner. Used in the context of the FBI , the CPO is responsible for the installation and maintenance of the cooler python system and shared generic TSE. The CPO is also known as the principal supplier .

City	City Refrigeration Holdings Ltd.
Diageo	Diageo plc.
Draught beer	Beer dispensed from a keg or cask.
FBI	The Four Brewers Initiative is an informal agreement between the four (originally five) major brewers whereby (i) they will provide secondary lines to secondary suppliers at the pubs at which they are the principal supplier and, (ii) where there is a switch of principal supplier at a pub, the outgoing supplier must sell and the incoming brewer must buy the shared generic TSE at the pub for a standard price fixed under the FBI. In addition, non-shared generic TSE which is specific to a brand owner is also transferred on a change of user at a standard price fixed under the FBI.
Generic TSE	Generic TSE is all the beer dispense equipment that is not branded TSE , including the lines, the python , the remote cooler and the keg connectors. Generic TSE is used for the dispense of any beers regardless of brand and forms part of the infrastructure necessary in an outlet for serving draught beer and other drinks. Generic TSE is either shared or non-shared (specific to each brand owner). Shared generic TSE (the remote cooler and the python) is usually the responsibility of the FBI principal supplier or regional brewer. Whilst regional brewers do not participate in the FBI, they own the generic TSE in outlets which they own or for which they are the main beer supplier. Non-shared generic TSE which is specific to a particular beer line is the responsibility of the brand owner who uses it.
Hallriver	Hallriver Ltd.
Innserve	Innserve Limited, a wholly owned subsidiary of Innserve Holdings .
Innserve Holdings	Innserve Holdings Limited.
Interbrew	Interbrew UK Ltd, a national brewer and member of the FBI and a subsidiary of InBev SA who is based in Leuven, Belgium and is publicly traded on EuroNext.
Joint main submission	The joint main submission of SDEL and Coors to the CC dated 20 October 2004 a non-confidential version of which can be found on the CC web site.
Keg	Sealed container usually for inert chilled and filtered beers whose maturation has been completed.
Lager	A straw coloured fermentation drink made from lightly kilned malts and fermented at 7 to 13 ⁰ C (45 to 55 ⁰ F).
M&F	Mordaunt & Foster Ltd.

Mathew Clark	Mathew Clark plc, a subsidiary of Constellation .
Must Buy Must Sell or MBMS	The stipulated standard price contained in the FBI that in the event of a change of principal supplier at an outlet the outgoing supplier must sell and the incoming supplier must buy the shared generic TSE and any relevant non-shared generic TSE .
national brewers	Carlsberg, Coors, Interbrew and Scotco.
non-shared generic TSE	Includes equipment specific to a particular beer line, such as the pump and controller.
OFT	Office of Fair Trading.
On-licence	An on-licence authorizes the sale of intoxicating liquor for consumption and is some cases off the premises.
Original merger	The acquisition by SDEL of the business and assets of the TS functions of Scotco and Carlsberg .
Outlets	Retail establishments with on-licences allowing them to sell alcohol for consumption on or away from the premises.
Principal supplier	Under the FBI , the principal supplier is generally the owner of the shared generic TSE (the remote cooler and the python). The principal supplier in a pub is generally identified as the brewer who has the most taps on the bar. Non-shared generic TSE which is specific to a particular beer line (eg a pump and controller), however, is the responsibility of the brewer using the line not the principal supplier. Where there is no remote cooler at an outlet , there is generally no requirement for a principal supplier, as the generic TSE is unlikely to be shared.
Proposed merger	The proposed acquisition by SDEL of the business and assets of the TS function of Coors .
Pub	Public house (other than those licensed under Part IV of the Licensing Act 1964) having an on-licence .
Pubco	A company, other than a brewer, owning or controlling a number of pubs ; usually on a national basis.
Python	A generic tube apparatus used to contain and insulate multiple beer pipes.
Regional brewers	Brewers who supply beer to regions of Great Britain and supply less than 5 per cent of beer in Great Britain.
S&N	Scottish & Newcastle Plc, a company incorporated in Scotland and listed on the London Stock Exchange. The parent company of Scotco .

shared generic TSE	Includes a remote coolers and pythons (enclosing beer lines), which tends to be built into the fabric of the building.
Scotco	Scottish Courage Limited, a national brewer and member of the FBI and the brewing division and wholly owned subsidiary of S&N .
SDEH	Serviced Dispense Equipment (Holdings) Limited, the parent company of SDEL.
SDEL	Serviced Dispense Equipment Limited, a wholly owned subsidiary of SDEH .
SDEL Brewers	Scotco and Carlsberg .
TS	Technical Services.
TSE	Technical Services Equipment.