

Www.metamate.cc

Mier.metamate.cc

M1ER

A failed attempt in combining the sharing Philosophy of Mate in a capitalistic beer Industry.

Talk by Fabricio do Canto @oinfiltrado23 www.MetaMate.cc

#CCCamp15

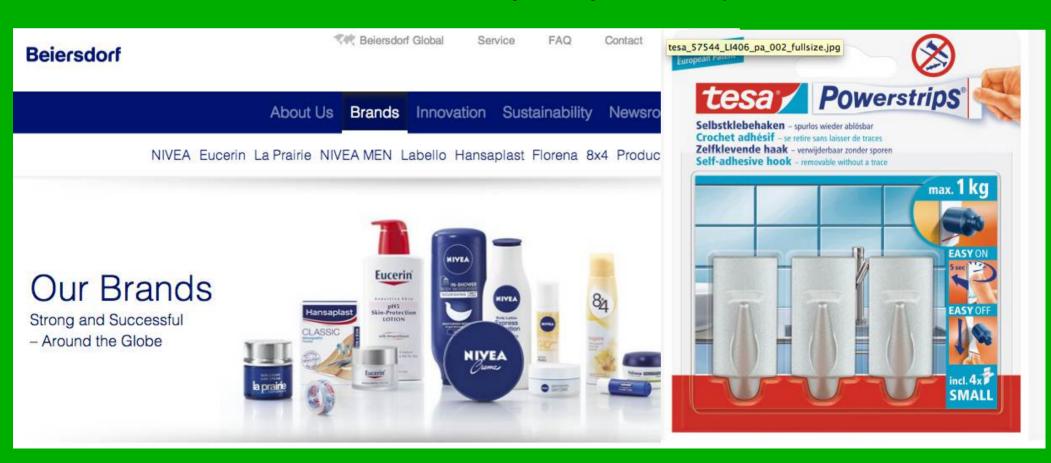


- 0. Personal Background
- 1. Introduction Mate & Meta Mate
- 2. History of Mier
- 3. Mier's challenges
- 4. CC License as a Failure for products.
- 5. Questions future considerations for working with an International CC Brand.



0. Personal Background

From Brazil to Beiersdorf / Germany – 5 years / 5 patents / WEB / POI



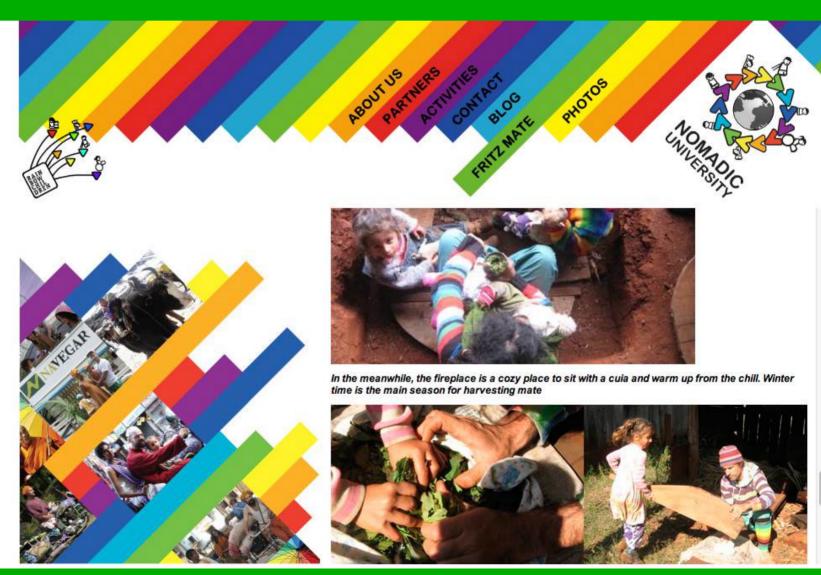
10 years Sabbatical / Creation of www.rainbow-children.org India / Brazil

- Therapy for Differently abled
- Digital inclusion In remote areas



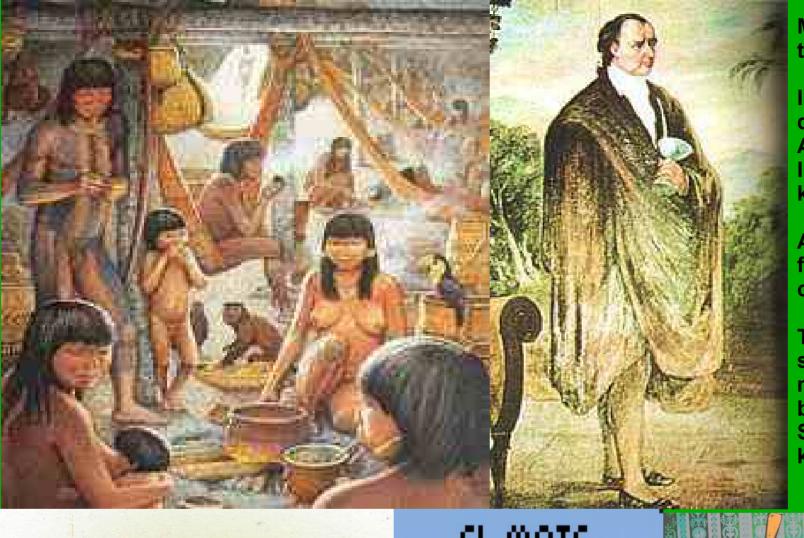
10 years Sabbatical / Creation of www.rainbow-children.org India / Brazil

- Research on Traditional Mate Production
- Noisy production In the forest
- Theater Play On the Mate Goddess Myth "Caayari"



- 0. Personal Background
- 1. Introduction Mate & Meta Mate





Mate has its origins in the commons –

Initially a ritualistic drink from The South American Guarani Indians to share the knowledge

Adopted to a drink of friendship by the colonizers

Transformed here to a substance that fuels many of you (in a bottled form) to keep Sharing the knowledge



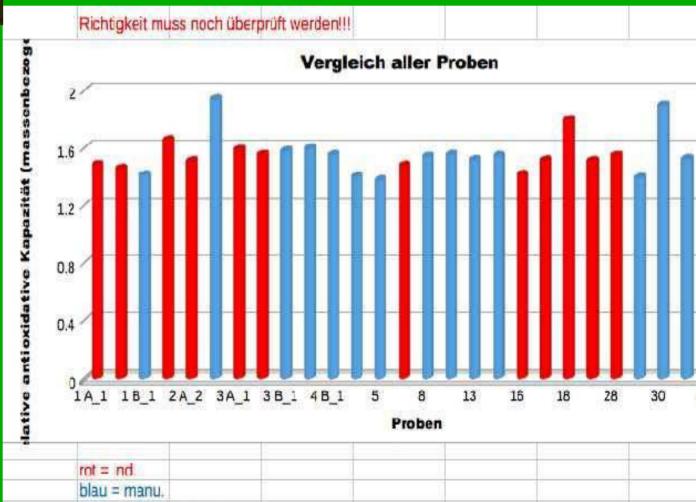






Collected several samples of mate from industrial to traditional, from forest grown to monocultures, processed in different manners

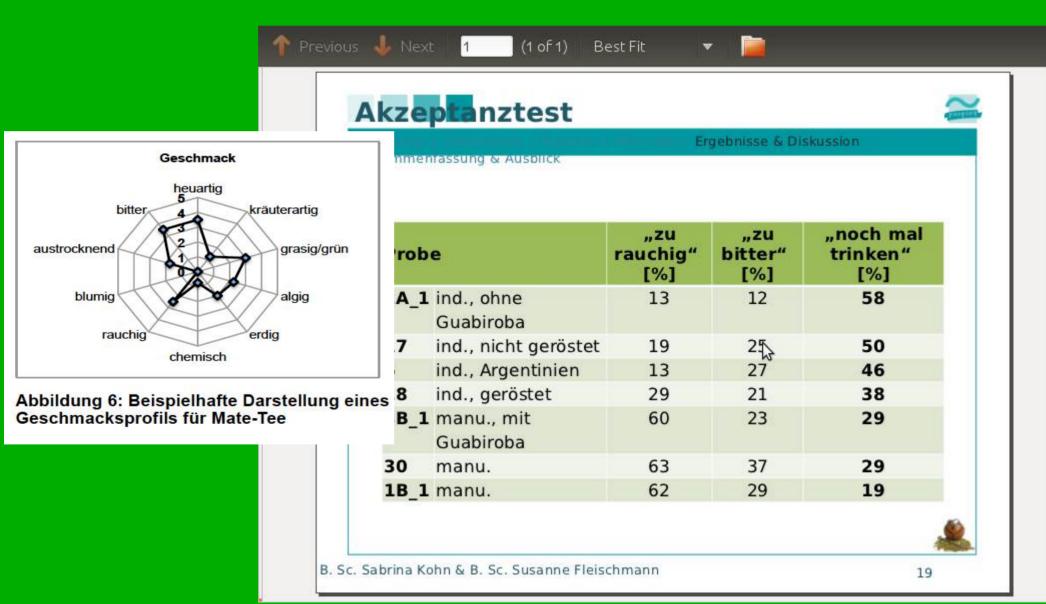
3 Semesters Studies of food engeneering at **Beuthe University** e.g. Mate made out of big leaves had higher antioxidant capacities.



Research with Beuthe University 2011 / 2012

Sensoric & performance tests of existing Mate drinks

Acceptance tests of different Mate herbs Development of new products

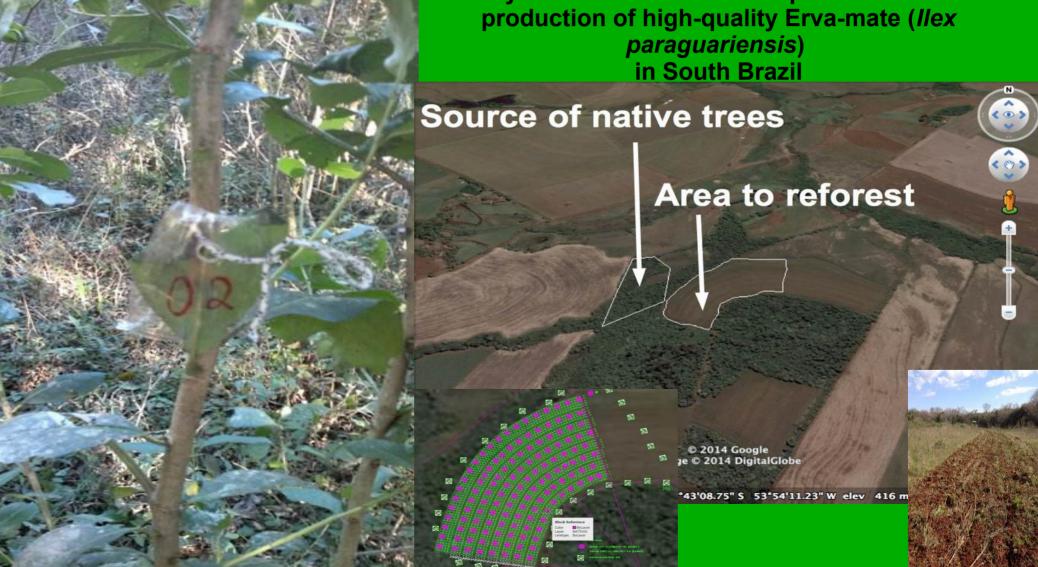




Hochschule für nachhaltige Entwicklung (FH)

How to stimulate autonomous artisan production?

Reforestation Mate Hack Farm Development of sustainable production systems with native tree species for the paraguariensis) in South Brazil





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Mier started with a joke during a Crew meeting from the Pirate Party in the Winter of 2011 We were trying to imagine the most ideal drink:

We all loved mate,

We all loved beer,

Why not make one drink out of them.

MIER: Mate + Bier (and it means peace in Russian)

For the first year we documented our history on a PAD https://edupad.ch/J3aJk0fk0G

M13R - Nicht Nur Mate, Nicht nur Bier / Dec '11



Taking learnings from the Pirate Party:
Online participation
Liquid Democracy
Decentral production

We tried to apply this to our drink.

Initially doing a small pre-sales to cover The costs of the first 2 productions.

Timing was a factor – this Mier was launched During the first official Pirate Party Meeting In Berlin after they were elected.

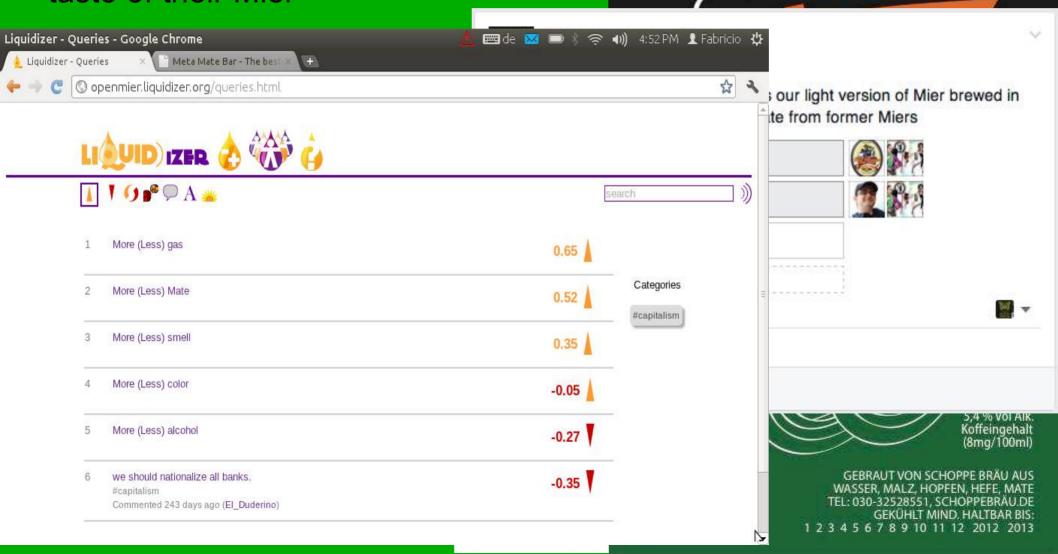




M13R - P1r473 C4v3 B1ER - Feb 2012

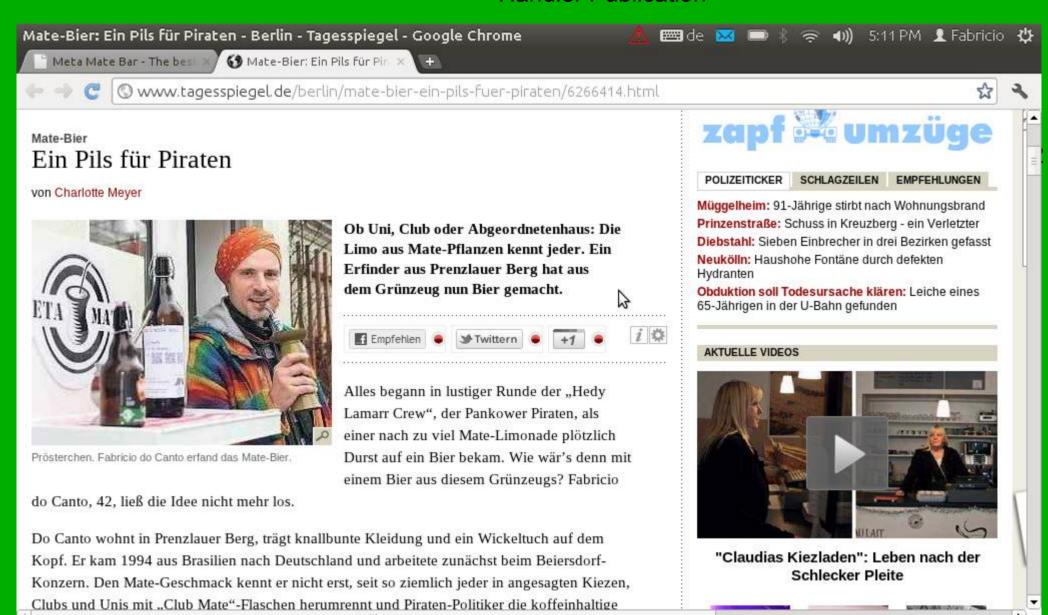
Online Liquid Democratic platform with individual QR codes on each bottle to allow drinkers to vote on the taste of their Mier

DU KANNST AUCH TOTAL BESOFFEN WERDEN, DAS BEI VOLLEM BEWUSSTSEINS!



PRESS ECHO

Caffeinated Beers – Report in October 2012 Drink Handler Publication



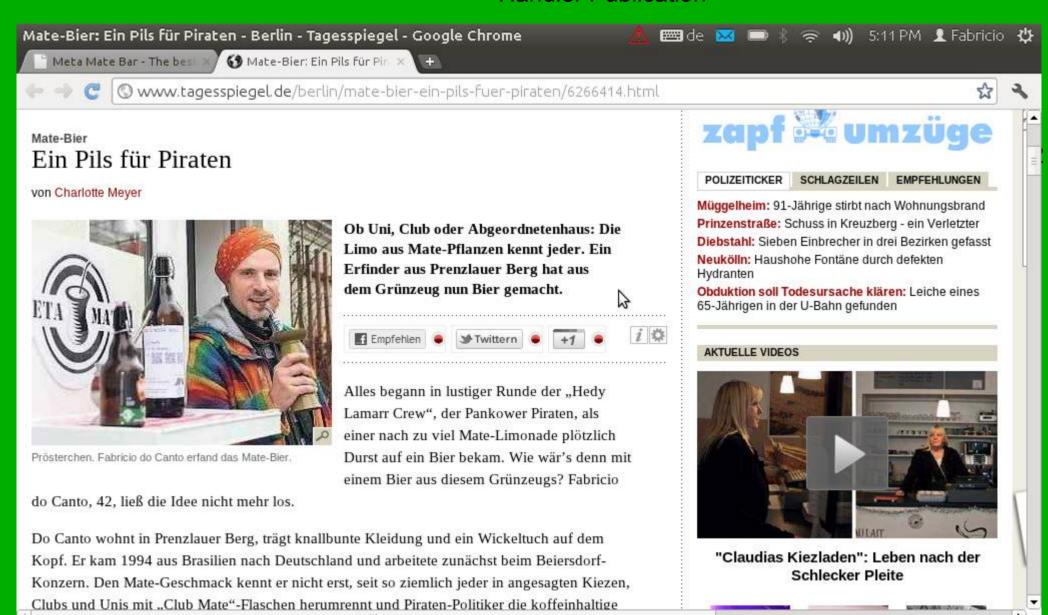
Beniner ragespiegei February zbin, zu rz

Wolfsburger Allgemeine Zeitung – March 29, 2012

Globo Mundo – Brasil March 15, 2012

PRESS ECHO

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ZDF TV





Decentralized production

Take a bottle back to your local brewer and create your own Mier

Adjust the taste according to local wishes





Wolfgang Stark from Haus 131 Biere Read about Mier in the papers and Immediately took a train to Berlin. He wanted to launch Mier in a Professional way.

Mier 7.0 was premiered in the Berliner Beer Mile in Aug 2012.

Mier 7.0 took the CC license to another Level:

Haus 131 Biere did not understand the

Open source concept and their

Brewer created his own recipe.

This Mier made its way eventually to discounter stores.



Licence Agreement

Krithika & Fabricio do Canto do Canto Gbr Strassburger Stratte 16 10405 Berlin

called licenser

and

Haus der 131 Biere Kartshöhe 27 D-22175 Hamburg

-called licenses-

agree with their signature at mentioned date below the following agreement:

1362

- § 1 -The licenser allows guty the licensee to use the name of the beer

MIER

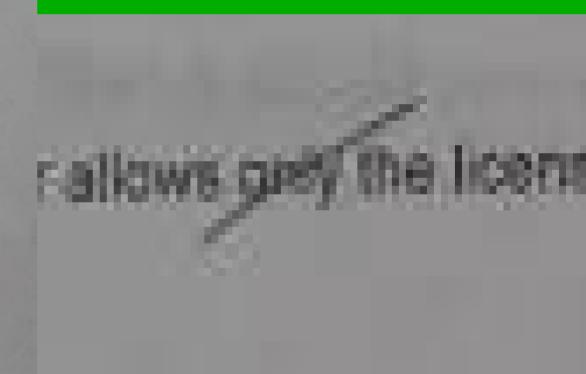
on beer products in Europe

- § 2 -The licensee gives the order to a brewery to brew the above mentioned beer according to the recipes of the licenser.

The licensee pays to the idenser

0.50 EUR for each sold carton (24/0,33)

The scenser presents the beer in the market on his own expenses. The iconser delivers the logo and the artwork master for the label so that the label and advertising material can be produced at the costs of the iconsec.





Mier was supported by the community with Cbase listing it in their menu and hosting events with Mier. the EHSM Conference in 2012 sponsored a special edition for their hacking event in Dec 2012 in Berlin and was at re:publica

Baverian Brewery Raab put out a smokey strong edition of Mier which had its fans.

Premium Cola Collective lends assistance in advise and their network.

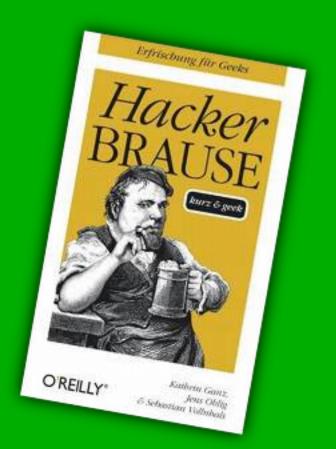






The real alternative drink industry has been very Supportive of the different projects that we did.

Brause fans who do not know the history are recommended to check out the Hacker Brause book.

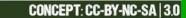






- 1. Product The taste was too complicated and inconsistent. Small handmade production was expensive an unusual drink with a high price.
- 2. Lack of Capital No loans, no big financial investors. Drink market is competitive and we were told we needed to pay to be listed.
- 3. REINHEIT'S GEBOTE German / Brazilian brewing purity laws forbade us from promoting Mier as a Mate Beer. It was hard to communicate the product to the public.
- 4. Lack of Experience . We knew nothing about the drink industry and how complicated it is to break in. We were in uncharted territory, we were mate producers.

WWW METAMATECC











LIQUID DEMOCRACY.

CREATIVE COMMONS.

Girtrust LOCAL CRAFT.



FAILOSOPHY GERMANY - No financial backing & laws

Conventional Businessmen would have taken a loan and launched a mass campaign during the World Cup Summer in 2014 to promote a German beer with Brasilian roots during the football festivities.

But we did not play this game.

Berlin Brewery faced legal challenges to continue producing Mier due to upcoming 500 year anniversary of Purity Laws.





Mier Failure:

Actual Situation:

- We could not get an income to maintain us working on Mier.
- We keep getting requests from people interested in Mier but:

Small breweries have high production costs and cannot often gaurentee long shelf-life

Large breweries produce a minimum amount that we cannot commit to distributing while keeping our focus on mate

Mier is history.....for now.....



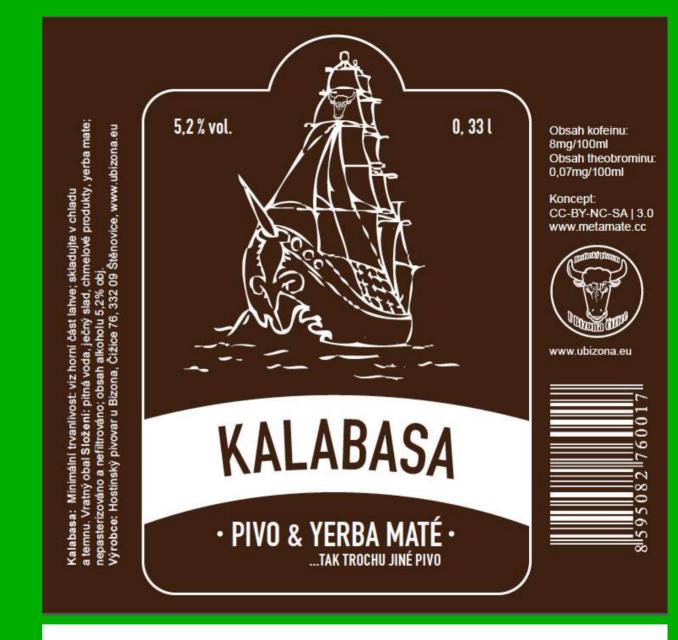
FAILOSOPHY – CC LICENSE

No fixed rules on how to handle the CC license with commercial partners.

Recipes were online for home brewers and Mier brewing kits were being sold in Brasil.

Brewers did not always understand the concept and funny things happened:

- 1. Strange labels
- 2. Different names
- 3. Mixing beer with YerbaMate.





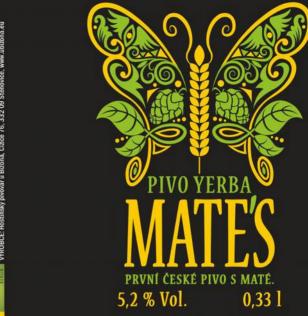
Tom sagt:

31. März 2013 um 17:14

Halo, how much is 6kg Meta Mate and 1kg smoked Meta Mate. I would like to brew it in Czech rep. for amouth 6ool. Thank you. Tom

Antworten





Despite difficulties in Germany, there was still hope when CZ brewery contacted us with interest to brew Mier.



Pushing the frontiers of open source and DIY

27-29 june 2014 At DESY - Hamburg

5,3% vol 0,331 With

Hardware and

Software Meeting

CONCEPT:

CC-BY-NC 3.0

Ubizona Brewery Pilsen, CZ

A small craft brewery that believed in Mier so much that they launched 3 types in their local market.

Regional production.

Unpasturized product.

Unable to distribute in Germany.



FAILOSOPHY BRASIL

7000 € investment by a partner and political contacts did not help the legal complications (similar to Germany)

However the public found the drink innovative and this along with our activities in Berlin brought more awareness to including mate in the drink industry in South America

Repeated press exposure inspired the creative replication of Mier.

Mier, Politics, Mate, Pirates, tasting and talking: March 10th @ Porto Alegre, Brasil



In Brazil Mier has inspired a wave of new Mate Beers including a small craft beer production In the capital of Erva Mate.

One of the largest Brasilian Beer producers, Bohemia (a Subsidary of Anheuser-Busch had no problems obtaining the permits that we were denied last year when they brought Caayari out on the market.



But from the Failure we learn, and the motivation stands.

Shall we do Meta Mate a CC Brand?

Do not Panic: 42 and 23 shall answer!

Welcome to extra session on Hacking

business:

August 16, 2015. 11am

La Quadrature du Camp.



QUESTIONS? MORE BEAUTIFUL CHARTS?



Extra Charts

***** Picture of Uwe Lübbermann email / Premium Cola Assessment



Am 09.08.2015 um 12:51 schrieb Fabrício M. Do Canto Metamate.cc:

Supe

Danke. Darf ich so mit Nennung der quelle weiter geben? Meine auch die presentation veroeffentlichen? Lg Fab)

-au)

----Original Message-----

From: "Uwe Lübbermann" < uwe@premium-cola.de>

Sent: 8/9/2015 12:44 PM

To: ""Fabrício M. Do Canto Metamate.cc"" < oinfiltrado23@googlemail.com >

Subject: Re: FW: The Failure of Mier

moinsen ...

ich glaube auch, dass das drei gründe hat :-) und zwar:

- der dezentrale ansatz führt dazu, dass mier überall anders schmeckt und anders aussieht. dadurch ist es für kunden kaum wiedererkennbar und vor allem nicht berechenbar; wenn ich ein mier kaufe, weiß ich nie, wie es schmeckt. und für händler ist es auch nicht berechenbar, weil es in keine vorhandene kategorie passt, immer anderes leergut hat, weil nicht klar ist wer der verantwortliche ist usw usf (so deute ich das). es fehlt also eine zentrale "führung" des ganzen. die kann sehr weich sein, klar, aber ganz ohne geht es meiner meinung nach nicht.
- es gibt überhaupt keinen hauptverantwortlichen. du machst zwar etwas kommunikation und lieferst mate usw, aber wenn es um die produktion oder das etikett oder die kundenbetreuung, oder die lieferung, oder die abrechnung usw usf geht, sind es immer andere leute. das an sich wäre zwar nicht schlimm, also wenn es verschiedene leute machen, aber eine/r muss das alles koordinieren, sonst gibt es chaos, und / oder es kümmert sich niemand drum. das ist beim mier so wie ich es sehe auch so. in der teilweise recht komplexen getränkewelt passiert aber fast nichts von alleine. es fehlt also an einer zentralen organisation des ganzen. und das war hier auch so, weil:
- du schaffst das zeitlich gar nicht, und kannst auch nicht mehr zeit investieren, weil es kein erlösmodell gibt. du verdienst zwar an der mate, das schon. damit ist aber der zweite punkt, die ganze struktur dahinter zu bekümmern, noch nicht abgedeckt. und ohne das gehts nicht. es fehlt also an einem erlösmodell, das zb für die zentrale orga geld einnimmt. ohne geld keine zentrale orga und keine zentrale führung (auch keine weiche) und damit auch keine zentrale verantwortlichkeit.

soweit meine meinung :-)

es grüßt



- Mate stayed local, it did not migrate
- Traditional productions were small and only for monthly consumption







CARIJO



CANCHEAMENTO



1970's Government's Progressive Program
'GRANDE BRASIL – Transforming unproductive into productive land'

Monoculture for mass production especially for export of items like Soya, making Brasil the grainery of the world.





- Mate could have been cultivated within the agro-florestal system but followed the trend
- Monocultures and mass production resulted in loss of diversity and quality





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Research with Beuthe University 2011 / 2012

Comparison of Caffeine levels in Mate Samples

→ Meta Mate with 100% big leaves and one another Meta Mate Samples had double the amount of caffeine than the average

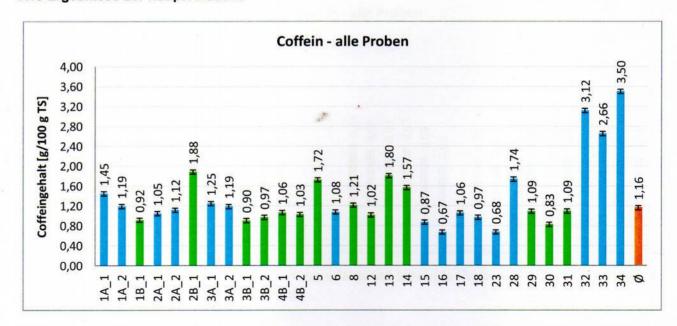
→ This poked holes in the theory that direct sunlight stresses the Mate plant and causes it to develop Caffeine, also Argentinean practices of storing mate longer to increase caffeine content did not

match

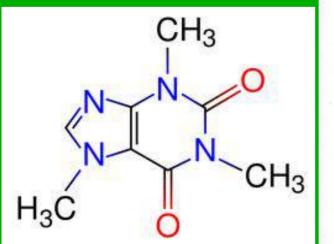
Anhang

BEUTH HOCHSCHULE FÜR TECHNIK BERLIN
University of Applied Sciences

A13 Ergebnisse der Hauptversuche



blau = industriell erzeugte Proben; grün = manufakturiell erzeugte Proben (Do Canto); orange = durchschnittlicher Gehalt ohne Probe 32-34

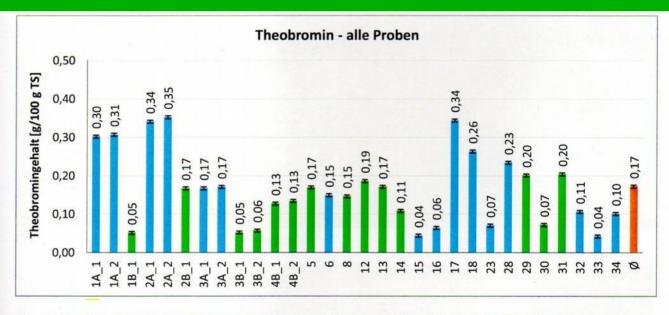


Research with Beuthe University 2011 / 2012

Mate Theobromine Content

→ The stuff in the Mate that makes you happy





blau = industriell erzeugte Proben; grün = manufakturiell erzeugte Proben (Do Canto); orange = durchschnittlicher Gehalt ohne Probe 32-34

Research with Beuthe University 2011 / 2012

Antioxidant levels in different Mates

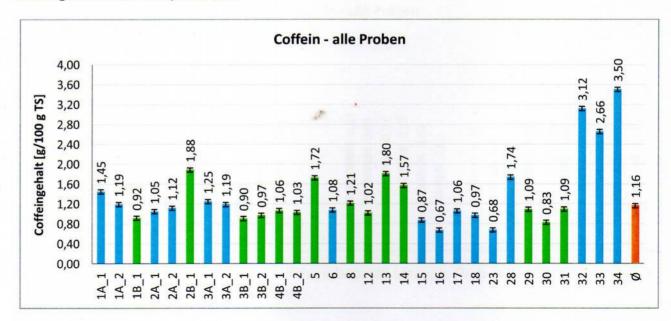
This is what makes the Mate healthy, it's capacity to prevent cells from aging

→ Mate with 100% big leaves had high values in all areas



Anhang BEUTH HOCHSCHULE FÜR TECHNIK BERLIN University of Applied Sciences

A13 Ergebnisse der Hauptversuche



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Research with Beuthe University 2012 / 2013

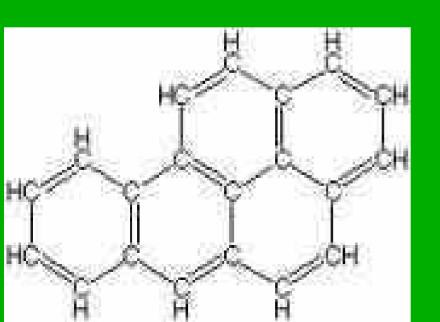
Testing Carcinogenic Benzopyrene in Mate

Some studies have been done but the industry does not talk about this

Origins of the PAH are unknown – if it arises from processing

University labs in Brasil and Berlin could not analyze the

samples for us.



Research with Beuthe University 2012 / 2013

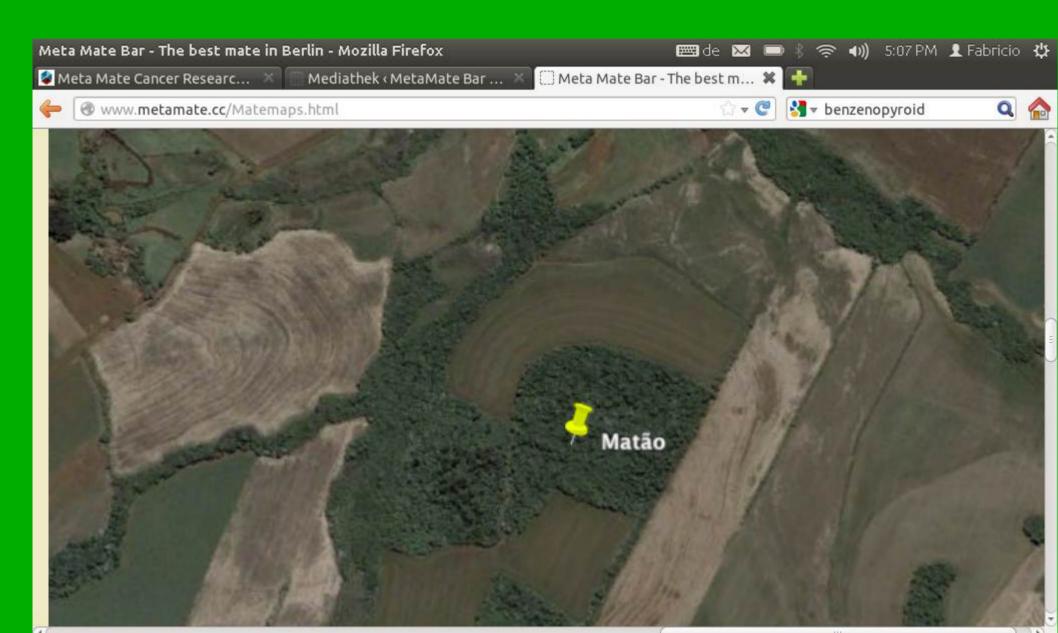
Crowdfunding with Inkubator 101% acheived 50% of support came from Premium network. 0% from mate industry Results expected end of January. How will our Mate test??



Upcoming University Studies:

HNE Eberswalde

 Reforestation project to add a ethical touch to Meta Mate



Upcoming Meta Mate Projects:

- Researching the optimal processing techniques for health and taste
- Applying this knowledge to produce a Mate Limo with soul







Belgian Light Mier 7.0

Berliner Malty Mier 10.0

EHSM Special Edition w/ Jemeinsam



