**Video Transcript**

**Sailors grave mp4 1080p**

[Invest Gippsland - Gippsland’s Exporters - Sailors Grave, Orbost]

*Gabrielle Moore - Co-founder Sailors Grave*

Sailors Grave is a craft brewery here in Orbost, East Gippsland.

We make beers that are of place and of time.

[Vision: Aerial view of Orbost area]

We draw a lot of inspiration from East Gippsland and the farms and the sea and use a lot of ingredients from local areas and farmers.

[Vision: Aerial view of coastline. View of Chris brewing beer]

The creative process for the beer comes both from both me and Chris.

Chris is definitely the brewer, but I come up with a lot of the ideas and kind of the art direction of the beer, but he takes my crazy ideas and makes it a reality.

[Vision: View of cans of various Sailors Grave beers]

We have a core range of four beers, but we do a special release nearly every two weeks or – so I think we do about 30-35 special release beers a year which is a lot.

[Vision: View of packed beer being packed and shipped]

We sell our product mostly Sydney and Melbourne, Gippsland is becoming a really big market for us now, and we also export to Japan, Singapore, we’ve done a bit of exporting to Hong Kong and England, and also New Zealand as well.

[Vision: View of Sailors Grave Brewing factory. View of Chris working in the brewery]

We would like to grow the export markets that we’ve already established and also branch out to new ones.

[Vision: View inside brewery and staff peeling lemons and Chris working]

We would love to go to America and do more in England, and especially in south-east Asia as well, and I think what we do, we make, you know, beer that is of place and, you know, it’s from a clean and green environment is really important to those kind of export markets.

Even if it’s just a small percentage of that population that is drinking our beer, that is a huge amount of beer for us.

[Vision: View of cans and inside brewery]

From the beginning we’ve been self-funded but we’ve had two grants along the way from Regional Development Victoria, one for a new canning line for upscaling, and the second one was to move our brewing facility to our farm called Dunetown in between Marlo and Cape Conran.

[Vision: View of beer being poured into glass]

So there will be a new brewing facility, beer hall, micro-malting plant and we’re really excited about the move, we can’t wait to get in there.

The inspirations for Sailors Grave came from our tour around the US where we saw a lot of regional breweries having great impacts in their community.

There was one particular hill farmstead in Vermont where, you know, it was a tiny little town and it was sleeting, and we were driving down this dirt road and I was like we’re lost, and then the cars started to bank up, and the number plates were from all over America, even Canada, and it was at that point that I knew that if your product is good enough you can do it anywhere, and why not do it where you want to be.

[Invest Gippsland - [www.investgippsland.com.au](http://www.investgippsland.com.au). Victoria State Government. Regional Development Australia, Gippsland]