

# Beer Dispense

## Pouring yields

### Increase profits by reducing wastage

Did you know that filling one drip tray per day with waste beer is equivalent to almost £1,400 per year at £2.50/pint\* in a typical ten tap account, this could cost you up to £14,000!

Imagine how much money can be wasted due to poor pouring practices, fobbing caused by dirty lines, high cellar temperature and casks or kegs that have been on sale for too long.

\*1.5 pints per drip tray @ £2.50/pint (Net) @ 365 days per year (2)

#### Tips:

1. iDraught can identify any poor pouring practices! Highlighting when drinks are being over poured! Who is wasting your beer? Identify the instances and use the data as an incentive to re-train your staff.
2. Is the wastage caused by dirty lines? If so then iDraught will be highlighting to you the lines that require cleaning.
3. Is the wastage, equipment or cellar cooling related? If so iDraught will be highlighting to you the equipment (if monitored) that is causing the issue.
4. Always use a clean, undamaged glass for every order (2)
5. Where possible, ensure that glasses display appropriate branding. Research indicates that most customers prefer branded glassware and it significantly improves product presentation (2)
6. Use nucleated glasses to ensure good head formation. Hold the glass at the base during pouring, avoiding contact with the brim(2)
7. Make sure that the customer has a proper measure. Industry good practice is that 95% of the volume of a pint is liquid, with the head accounting for no more than 5%. There may be regional customer preferences and you should always try and satisfy customer requirements. If a customer requests a top-up you must oblige (2)
8. Store glasses upside down on sheets of plastic lattice; this allows fresh air to circulate within the glass. (2)
9. DON'T refill a used glass, for two reasons: (2)
  - a. It's unhygienic, bacteria from customer's saliva will be passed to the tap spout
  - b. A used glass suppresses the release of gas bubbles; reducing head retention and making the beer appear lifeless.
10. DON'T use warm glasses straight from the glass washer, beers will fob if the glass is warm (2)
11. DON'T use glasses that are still wet inside, the beer head will collapse rapidly(2)
12. DON'T store wet glasses upside down on hard surfaces because the trapped moisture generates unpleasant smells and off flavours. (2)

To calculate your losses at the drip tray look at the table or use the iDraught benefits calculator on the main page.

**Wastage in £s per year (£2.50 per pint, one drip tray holds 1.5 pints)**

		Drip trays of beer wasted per tap									
		1	2	3	4	5	6	7	8	9	10
Taps on bar	1	1369	2738	4106	5475	6844	8213	9581	10950	12319	13688
	2	2738	5475	8213	10950	13688	16425	19163	21900	24638	27375
	3	4106	8213	12319	16425	20531	24638	28744	32850	36956	41063
	4	5475	10950	16425	21900	27375	32850	38325	43800	49275	54750
	5	6844	13688	20531	27375	34219	41063	47906	54750	61594	68438
	6	8213	16425	24638	32850	41063	49275	57488	65700	73913	82125
	7	9581	19163	28744	38325	47906	57488	67069	76650	86231	95813
	8	10950	21900	32850	43800	54750	65700	76650	87600	98550	109500
	9	12319	24638	36956	49275	61594	73913	86231	98550	110869	123188
	10	13688	27375	41063	54750	68438	82125	95813	109500	123188	136875
	11	15056	30113	45169	60225	75281	90338	105394	120450	135506	150563
	12	16425	32850	49275	65700	82125	98550	114975	131400	147825	164250
	13	17794	35588	53381	71175	88969	106763	124556	142350	160144	177938
	14	19163	38325	57488	76650	95813	114975	134138	153300	172463	191625
	15	20531	41063	61594	82125	102656	123188	143719	164250	184781	205313
	16	21900	43800	65700	87600	109500	131400	153300	175200	197100	219000
	17	23269	46538	69806	93075	116344	139613	162881	186150	209419	232688
	18	24638	49275	73913	98550	123188	147825	172463	197100	221738	246375
	19	26006	52013	78019	104025	130031	156038	182044	208050	234056	260063
	20	27375	54750	82125	109500	136875	164250	191625	219000	246375	273750

Figure 1 - Beer wastage table (net price)