

Ready Draft Systems

Commercial Foodservice Applications

Wine, Coffee and Tea solutions:
Cold Brew
Nitro Cold Brew
Cold Nitro Draft
Craft Draft (kegs and BIB)
Nitro Hot Draft
Kegged Shelf Stable Coffee and Tea
Bag in the Box (BIB) Coffee and Tea

A presentation by

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Cold Brew Coffee History

Brewing coffee cold is a centuries old process

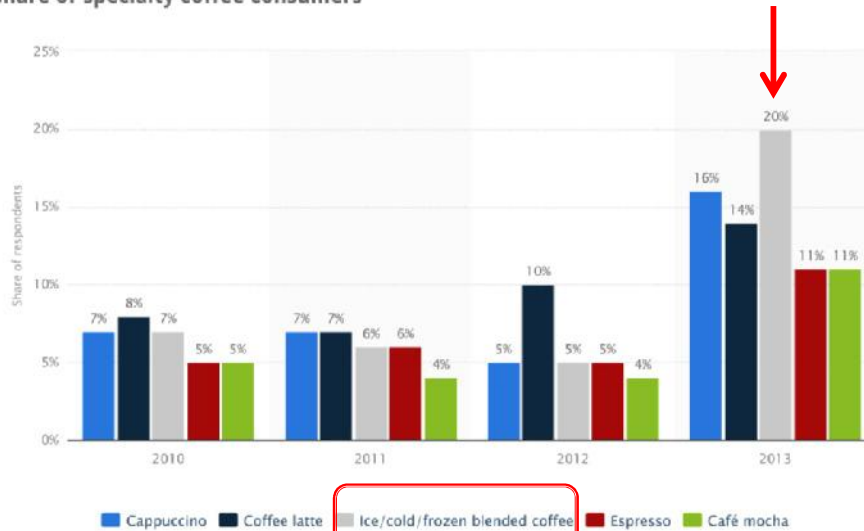
- 15th Century Ethiopia (East Africa) and Yemen (Southern Arabia) is where traditional coffee drinking originated
- Coffee growing origins in Latin America and Java started the evolution of brewing cold coffee concentrates
- In the 1600's, Dutch traders from Indonesia packaged cold-brewed coffee into concentrates for long travel at sea and introduced the cold-brew coffee methodology in Korea and Japan as "Dutch cold-brew coffee"
- 19th Century Americans, French, Scots and Brits used cold-brewed coffee concentrates as military rations.



Ice/Cold/Frozen Coffees

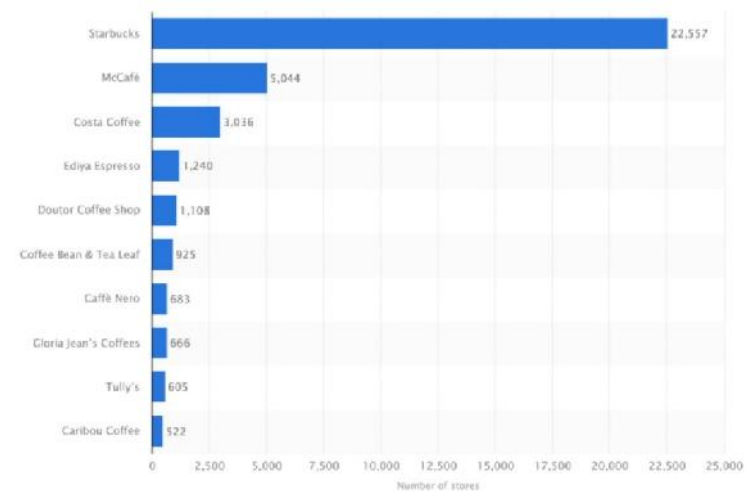
The industry's fastest growing segment

Share of specialty coffee consumers



Coffee House Chain Growth
Coffee remains specialty retails
rising star

Leading coffee house chains ranked by number of stores worldwide in 2015*



Additional Information:
Worldwide; Euromonitor; 2011 to 2015

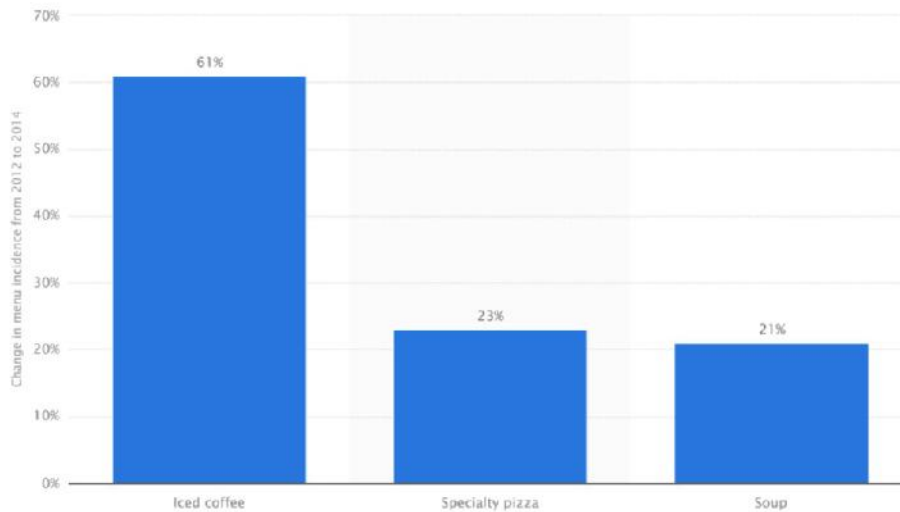
Source:
Euromonitor



Cold Coffee Growth

The fastest growing QSR new menu item

Fastest-growing items on limited-service restaurant (LSR) chain lunch menus in the United States in 2014



Additional Information:
Technomic; as of August 2014; Top 500 restaurant chain lunch menus

Source:
Technomic

- Most coffeehouses are cold-brewing coffee and serving unique and hand crafted cold-brew and nitrogen infused cold coffee beverages
- Cafés, bakeries and restaurants rapidly adding cold-brew coffee beverages to their menus



Cold Brew Coffee Trends

The popularity in the United States has exploded

- Retail sales of cold brew reflect its expanding role in the coffee category with 115% growth in the past year
- Growth has been steady since 2010, increasing 339% through 2015
- 24% of consumers currently drink retail-purchased cold brew coffee. Millennials age 29-38 (55 %), and men (30%) main consumers.
- Consumers interested in cold brew are curious and enjoy trying new styles of coffee preparation
- Starbucks launched its cold-brew coffee into 2,800 stores in July 2015.
- Peet's Coffee replaced its iced coffee with cold-brew increasing its cold coffee sales by 70% and Caribou Coffee introduced a Crafted Press cold-brew drink in its stores.
- McDonald's reportedly spent \$100 million dollars on the cold coffee war in their McCafe line.
- In August 2015 Chick-fil-A® introduced a cold-brew Frosted Coffee to it's menu and more than doubled their sales. 75% of the growth was attributed to cold-brew coffee.
- Dunkin Donuts announced cold brew coffee into their national menu in August of 2016.



What is Nitro Coffee

Brewed coffee infused with nitrogen



INTRODUCING!

COFFEE ON TAP

Artisan cold brewed coffee is now available on tap.

Cold brewed coffee is prized by purists for its richness and complex flavor, now enjoy it exactly how the brewer intended. Stored in a keg at 41°F and released through a special tap. When the tap is pulled, not only is the flavorful coffee dispensed, a creamy head is produced courtesy of nitrogen.

The eco-friendly keg package is the smart choice for improving profit margins and operating efficiencies.



BEST PRACTICES

STORAGE

- Store and serve coffee at 41°F

EQUIPMENT

- Hardware: Use 304 grade stainless steel or better
- Tubing: Prevent oxygen permeation – only use GEN-X® tubing

DISPENSE GAS

- 100% Nitrogen @ 35PSI

SYSTEM HYGIENE

- Clean lines and hardware with caustic every 6 weeks
- Brush faucet daily to remove any dried build up

Petainer ▶



Beverage Tank ▶

On Site Nitro Coffee

Dispensing cold brew nitro coffee

The process of preparing on site nitro cold brew:

- (1) Brew Cold Brew Coffee on site (cold brew process)
- (2) Pour coffee into Beverage Tank filling up $\frac{3}{4}$ of the volume of the tank.
- (3) Assemble beverage tank
- (4) Cool coffee to 38°F or 3°C degrees.
- (5) Purge head space of the Beverage tank of air replacing it with Nitrogen at 45 psi / 3 Bars.
- (6) Nitrogenate the coffee by turning beverage tank on its side to increase the surface area of the liquids contact with the nitrogen head space
- (7) Serve out of a Nitro Faucet with a restrictor disk at 45 psi / 3 Bars.



On Site Brewed Nitro Coffee Key Components

Dispensing our standard cold brew nitro coffee

Beverage Tank



Nitro Faucet



Faucet Wrench



Primary Regulator



A system Coupler



Air Bar



Pressure Relief
Valve



(1) Brew Coffee On-Site

Cold Brew coffee process (not shelf stable)



Commercial cold brew kit combines 7 lb of ground coffee to yield up to 6 gals (23L) of cold brew overnight, but comes with two challenges:

- The coffee is not shelf stable
- The coffee loses its flavors and complexity due to oxidation during the overnight ambient brewing

(2) Pour coffee into beverage tank, (3) Assemble tank, (4) cool coffee

2. Pour into the beverage tank.

- ✓ Fill tank $\frac{3}{4}$ of capacity.



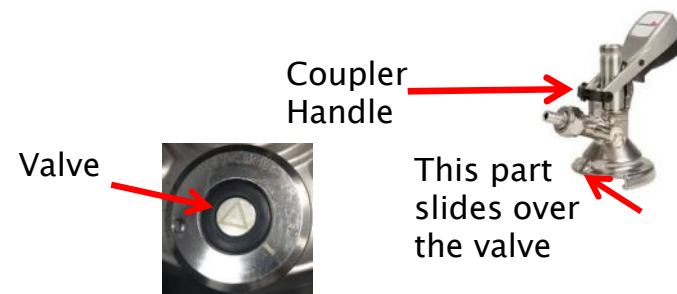
3. Assemble the beverage tank

- A. Center the lid inside the flange of the beverage tank and close



- B. Attach the A system Coupler to valve

- ✓ Slide coupler over valve
- ✓ Squeeze handle and press down until it locks on to the valve



4. Cool Coffee Down to 38°F degrees.

- ✓ If the coffee is still warm the coffee will not nitrogenate properly.

(5) Purging the Beverage Tank

5. Purge head space of air

A. Turn shutoff to the closed position on the air bar

Open
Position



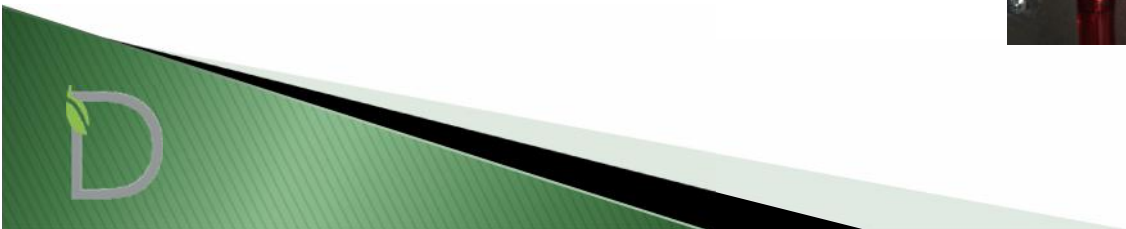
Closed
Position



B. Pressurize the Beverage Tank.

Turn the shutoff to the open position to fill the head space of the beverage tank

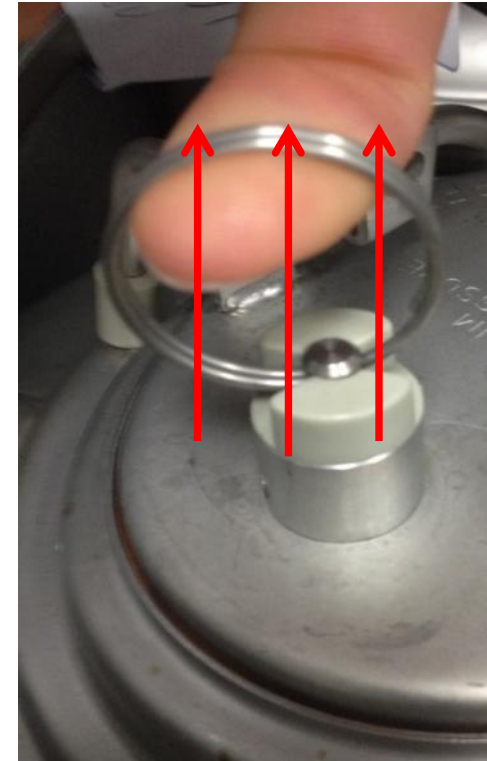
Open
Position



(6) Decanting and Nitrogen Infusion

5. Purge the beverage tank by using the Pressure relief valve.

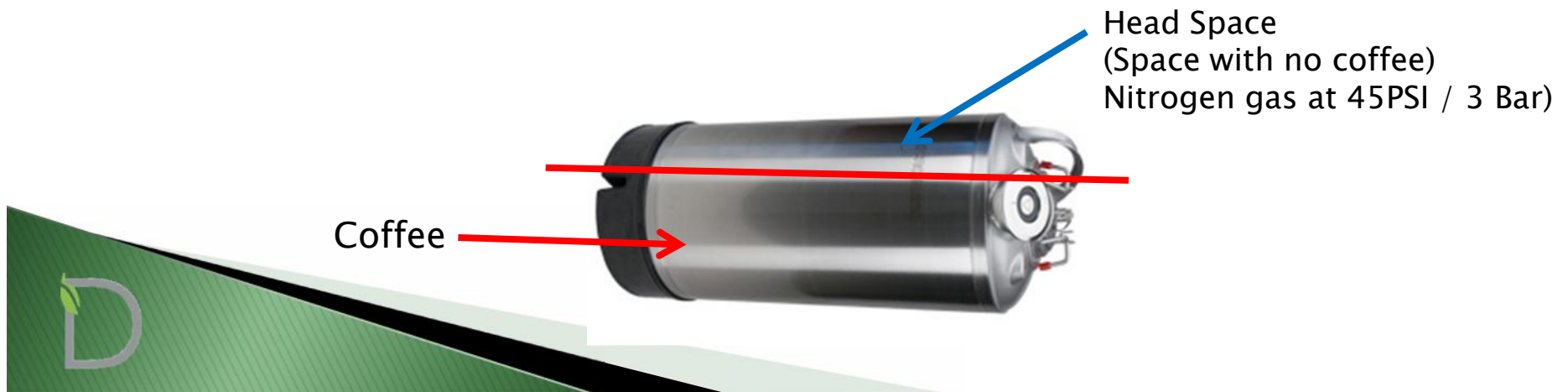
Pull the pressure relief valve upward and you will hear air escape if it is under pressure.



6. Nitrogenate the Coffee

Once the coffee has cooled down over night to 38°F or 3°C degrees, attach the A system coupler to the valve on the beverage tank

- ✓ Slide coupler over valve
- ✓ Squeeze handle and press down until it locks on to the valve
- ✓ Turn the beverage tank on its side to increase the contact area of the nitrogen with the coffee.
- ✓ Leave Coupler on for 48 hours while the coffee Nitrogenates



(7) Dispensing from the beverage tank

- Attach the coupler that is connected to the desired faucet.
- Press the handle down on the coupler to dispense the coffee.

Once the product is ready to dispense then you can remove the coupler that is only connected to the nitrogen supply.



Supply line to
Faucet

Ready Draft Shelf Stable Nitro Coffee

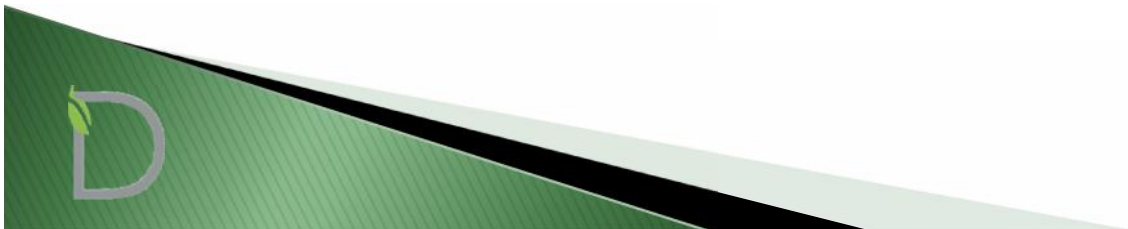
**Our newest system simplifies the process,
eliminating costs and improving taste.**

► System Advantages:

- ✓ Eliminates oxidized coffee in the cold brew process
- ✓ No lengthy and complicated nitrogen infusion process
- ✓ Cleaning and sanitation cycles that eliminate acid and caustic wash cycles and vendor cleaning services, using our proprietary daily self-cleaning process
- ✓ Bag-in-the-box or kegs offer shelf stable beverages that conveniently deliver maximum efficiency
- ✓ Our patents pending counter-top dispensers chill the beverages and feature a proprietary self-container carburetor for nitrogen infusion at the point of sale

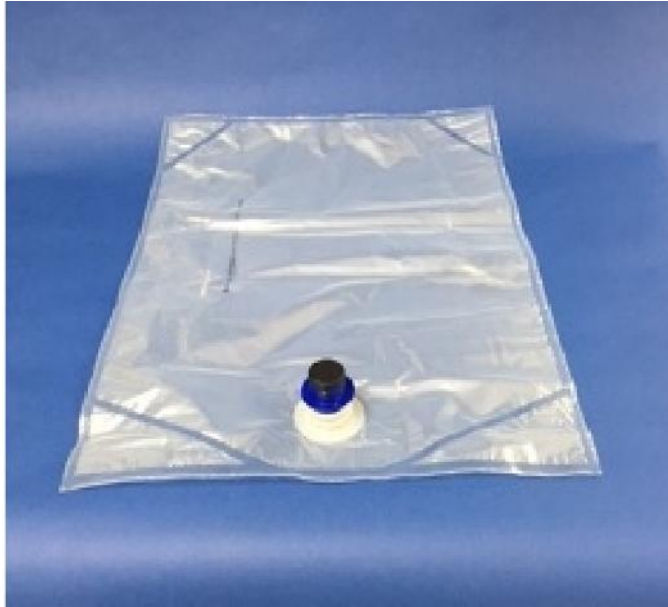
► Omnichannel Solutions:

- ✓ Blow molding
- ✓ Beverage Production
- ✓ RTD bottling
- ✓ Shelf-stable kegs
- ✓ Bag-in-the-box
- ✓ BIB filling equipment
- ✓ Beverage distribution
- ✓ Dispensing equipment
- ✓ Refrigeration
- ✓ Sanitation and cleaning



Convenient 9L Bag in the Box (BIB)

9-liter commercial foodservice packaging solution



- ReadyDraft beverage bags 2-ply construction combines an FDA approved outer film for strength, moisture and oxygen barrier with an inert layer made from polyethylene.
- The dispense valve is a double shutoff design allowing the bags to be disconnected without spillage.
- Bags are a low cost packaging option, at \$1.89 in 200 lot cases & \$1.59 in 4000 20-case pallet lots
- Beverage bags (BIB) are an efficiency proven technology among soft drink syrup suppliers



BIB fitment connectors

Quick connection valves for efficient loading

- The bag side connector valve is supplied as part of the 9 LT bag assembly
- Features a high barrier double shutoff design
- The partially inserted location in the bag spout ensures the valve is fully inserted after filling

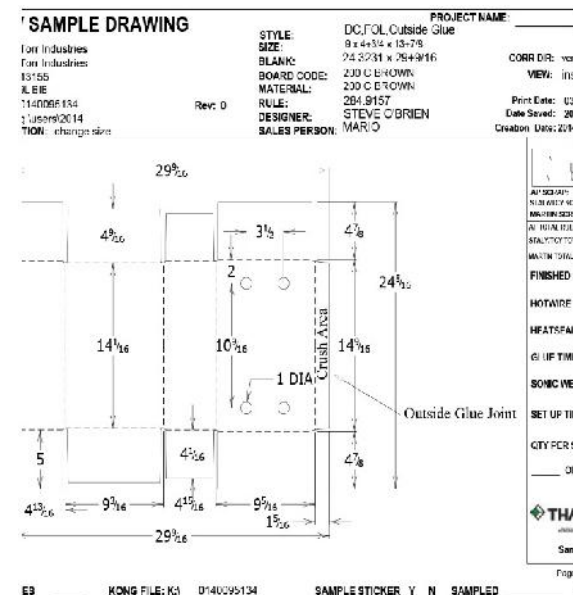


- The line side connector is ordered separately or as part of a line kit.
- Remove the dust cap on the bag side valve and screw the line connector onto the bag valve.
- Valve costs are \$12.50 each

Bag in the Box (BIB) 9-L Shippers

Corrugated cases, your print ready shipper

- Our 9L bags ship in corrugated cases
- Bottling facilities can purchase cases direct from corrugated producers but must use recommended material grades and case size.
- The flap folding configuration is important to optimize stacking strength. Major flap is first, then two minors and then the final major.
- Closing the case can be done with tape or hot melt, a stronger alternative.
- The case is designed to be used with an outer shipper.
- Generic costs
 - 200 unit lots cost \$1.60 each
 - 2000 pallet lots cost \$1.29 each



Bag in the Box (BIB) Bulk Shippers

Shipping 2 x 9L bags reduces warehousing costs



- The shipper hold 2 x 9 LT cases laying horizontally.
- The case can be tapped or hot melt closed.
- Shipping two cases in one shipper reduces warehouse cost at the distributor.

Generic costs

- 100 lots are \$0.92 each
- 1000 pallet lots are \$0.69

QUOTE / SAMPLE DRAWING				PROJECT NAME:	
Customer:	Torr Industries	STYLE:	RSC Inside Glue	CORR DIR:	vertical
End User:	Torr Industries	SIZE:	15 x 9 1/8 x 10 1/4	VIEW:	inside
SR #:	13165	BLANK:	20+1/8 x 60+13/16	Print Date:	02/06/2014
PN:	2 x 9L Master Shipper	BOARD CODE:	32 ECT B BROWN	Date Saved:	2014-02-13
DESIGN #:	0130083775	MATERIAL:	32 ECT B BROWN	Creation Date:	2014-02-13
REV. DESCRIPTION:	size change	RULE:	337.4779		
	gdUsers\2013 GENERIC	DESIGNER:	STEVE O'BRIEN		
		SALES PERSON:	MARIO		

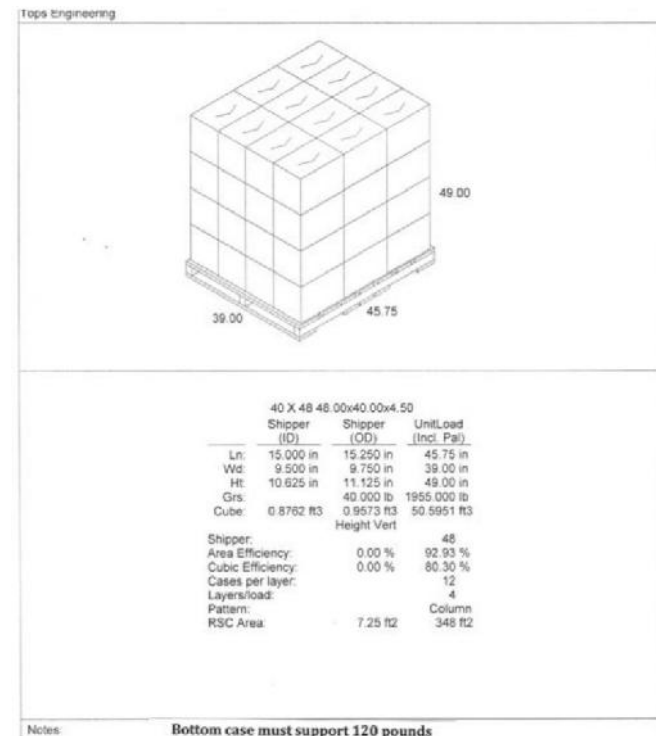
		AP SCRAP: 47-28 S ALTY SCRAP: 33-84 MARTIN SCRAP: 33-84 AD TOTAL RULE: 392.553 STABILITY TOTAL RULE: 392.773 MARTIN TOTAL RULE: 200.728 FINISHED SIZE: HOTWIRE TIME: HEATSEAL TIME: GLUE TIME: SONIC WELD TIME: SET UP TIME: QTY PER SET: _____ OF _____
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Bag in the Box (BIB) Pallets

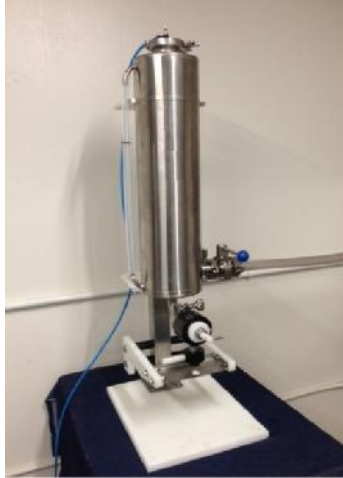
Maximize cubic space capacity and bulk density

- We recommend stretch wrapping all pallet loads for security.
- Shippers are column stacked to optimize stack strength.
- Pallets should be single stacked in the warehouse.
- With pallet corner boards, pallets can be stacked two pallets high.
- Pallets should be shipped one high with no top loading.
- Pallets should be stored below 75F



Bag in the Box (BIB) Fill Stations

Solutions delivering 40 to 480 bags per hour



Manual Bag Filler



Semi-Manual Bag Filler



Semi-Automatic Bag Filler

- All fillers have the capability to pre and post purge the bags with Nitrogen to ensure optimum shelf life and quality fills.
- We have a filler to meet all production needs from 40 to 480 bags per hour.
- Budget prices with vacuum and Nitrogen purge fill stations specifications:
 - 40/hr Manual Bag Filler \$3,825
 - 80/hr Semi-Manual \$23,550
 - 120/hr Semi-Automatic \$41,550
- Please call to discuss your specific needs as we offer pumps, tanks and ancillary equipment.
- For automatic web fillers model we can discuss specifications.



Pour using Ready Draft dispensers

Table top ice, electric or tower configurations

Ice Draft Dispensers

Hot Draft and Cold Draft Electric Dispensers



single (1), double (2), triple (3), and Quad (4) faucets



(1), (2), (3), (4) Faucet Draft, Cobra towers and kegerators



Enjoy craft draft nitrogen infusion

Video below pours our hot or cold Nitro coffee

- **How It Tastes**
Rich and creamy, almost velvety because of all the tiny bubbles, it is chocolaty and silky smooth.
- **How It's Served**
Straight from the tap and not over ice, which ruins the stout-like effect.



Patented Automated Sanitation:

Hydra Rinse Pro Logic Controller delivers beverage lines and equipment sanitation



- Hydra Rinse™ provides an environmentally-friendly process to clean beverage systems
- Standardizes the sanitation process so it's ultra clean, every time
- Reduces labor cost associated with manual processes, cleans in half the time
- Consumes less than 10 U.S. gallons of water, representing more than 50% water savings
- Reduces the potential for user variation associated with manual cleaning that can lead to bacterial contamination

Controlled K-Cup Dosing:

LEXX™ Liquid Sanitizer & Cleaner Concentrate Cups



- Naturally-derived and readily biodegradable cleaner and sanitizer consumables used with the Hydra Rinse™ system to clean dispensers and machines.
- Hydra Rinse™ reduces the impact on the environment by leveraging the cleaning power of LEXX™, a naturally-derived and readily biodegradable liquid sanitizer and cleaner concentrate
- Each cleaning cycle uses two premeasured cups; one cup for cleaning and one cup for sanitizing
- A low pH acidic-based sanitizer, LEXX™ liquid sanitizer and cleaner concentrate is able to remove and prevent build up.
- No rinse, EPA registered



Deliver Commercial Foodservice Markets with Higher Margins

Low Impact – High Efficiency Draft Beverages

- LOWER COSTS – Ready Draft systems reduces beverage costs at the bar – 15% to 25% on delivered price.
 - Savings are based on the same beverages delivered in glass and bottles.
 - Substantial packaging and shipping savings. Less than half the cost of KeyKegs.
 - Traditional metal kegs are a huge investment that must be returned and cleaned, offering no significant saving compared to glass packaging.
- NO WASTE – Eliminate beverage wastage – 10 to 15% savings on beverage costs.
 - No more broken, tainted corks or partially used bottles that have to be poured down the sink.
- FRESHNESS – Eliminate serving off taste, oxidized beverages and lost customers.
 - No oxygen contact with beverages from the first pour to the last glass because the bag collapses against high oxygen barrier nitrogenated lines.
 - Serve high quality varietals at a reasonable price. Inert gas preserves the beverages as they are pushed through the system, eliminating off taste and spritzing.
- ECO FRIENDLY – Environmentally friendly – No glass bottles to dump.
 - Corrugated shipper box and bags can be recycled.
 - Less impact on the environment.
- Reduce bar labor – Easy controlled pours.
 - No cutting capsules, unscrewing bottles or pulling corks.
 - Pour quickly in high volume pour applications.
 - Optional portion control pours.
 - Optional data collection via the internet.

