



Impact Summary

Auto-Rinse™

Automatic Bar Tool Rinsing Station



PATENTED
MODEL BTRS-1

Product description:

Auto-Rinse™ increases beverage production capacity by automatically rinsing the inner and outer surfaces of a complete set of drink-making vessels and tools (mixing tins, mixing glasses, jiggers, Hawthorne strainers, etc.).

The automatic rinsing that Auto-Rinse™ provides saves water & energy, lowers costs, ensures quality, and improves sanitation.

Foodservice industry applications:

Restaurants, cocktail bars, specialty coffee shops, and bubble tea shops.

Purpose of this study:

Testing was conducted to quantify the impact of Auto-Rinse™ in three key operational areas:

1. **Efficiency Impact** - drink production capacity
2. **Environmental Impact** - water and energy savings
3. **ROI Impact**- production increases, revenue increases, and cost savings

Method used in this study:

In-house testing was conducted to measure time and water usage of Auto-Rinse™ compared to other industry standard methods of rinsing (beer glass rinsers, glass washers, 3-compartment sinks, faucets, and soda guns).

Basic data was extrapolated to show differences in variables such as drink production time, water & energy usage, revenue capacity, and cost savings over time.

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Efficiency Impact Summary

Auto-Rinse™ Bar Tool Rinsing Station



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Claims made below are based on data collected through in-house testing and field observations.

Fig 1: Handling Times - Per Each Method of Rinsing

- The table below shows average handling time to thoroughly rinse a complete cocktail set (2 mixing tins + 1 cocktail strainer).
- Does not include rinse cycle times for Auto-Rinse™ (4-6 seconds) and Glass Washer (90 seconds)

	Auto-Rinse™	Beer Glass Rinser*	Glass Washer*	3-Compartment Sink	Faucet	Soda Gun
Handling Time (seconds)	2 secs.	6 secs.* (+200%)	7 secs.* (+250%)	10 secs. (+400%)	12 secs. (+500%)	18 secs. (+800%)

* Beer glass rinser cannot rinse cocktail strainers or outer surfaces of mixing tins - additional time & process required.

* Glass washers use chemicals & electricity, with an average cycle time of 90 seconds - additional cost & time required.

Click button to watch Comparison Video:

[click to watch video](#)

Fig 2: Individual Drink Production Times - Per Each Method of Rinsing

Drink production times based on a static build time of 20 seconds per shaken drink + handling times for each method of rinsing - see Fig. 1.

Example: Auto-Rinse™ production time is 22 seconds (20 second build time + 2 second handling time = 22 seconds)

	Auto-Rinse™	Beer Glass Rinser*	Glass Washer*	3-Compartment Sink	Faucet	Soda Gun
20 second build time + handling time	22 secs.	26 secs.*	27 secs.*	30 secs.	32 secs.	38 secs.

* Beer glass rinser cannot rinse cocktail strainers or outer surfaces of mixing tins - additional time & process required.

* Glass washers use chemicals & electricity, with an average cycle time of 90 seconds - additional cost & time required.

Efficiency Impact Summary - Auto-Rinse™ Bar Tool Rinsing Station

Fig 3: Hourly Drink Production Capacity - Per Each Method of Rinsing

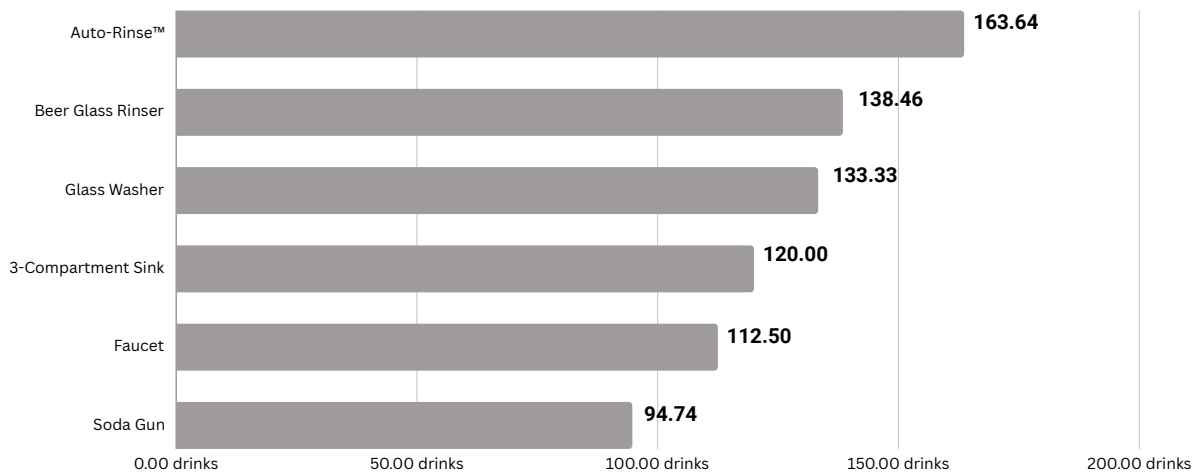
Drink production times based on a static build time of 20 seconds per shaken drink + handling times for each method of rinsing - see Fig. 1.

	Auto-Rinse™	Beer Glass Rinser*	Glass Washer*	3-Compartment Sink	Faucet	Soda Gun
# of drinks per hour	163.64	138.46* (-15.4%)	133.33* (-18.5%)	120 (-26.7%)	112.5 (-31.3%)	94.74 (-42.1%)

* Beer glass rinser cannot rinse cocktail strainers or outer surfaces of mixing tins - additional time & process required.
 * Glass washers use chemicals & electricity, with an average cycle time of 90 seconds - additional cost & time required.

Fig 3A: Hourly Drink Production Capacity

- Calculations based on build time of 20 seconds per drink + variable handling times for each method of rinsing.
- Potential drink production capacity will be higher or lower based on actual build times.



Summary:

Handling times for other methods are 200% - 800% less efficient vs. Auto-Rinse™. (see pg. 2, Fig. 1)

Hourly beverage capacity for other methods are 15.4% - 42.1% less efficient vs. Auto-Rinse™. (see above, Fig. 3)

Increased beverage production speeds allow servers and bartenders to spend more time with guests, increasing sales opportunities.

Auto-Rinse™ improves sanitation by eliminating the use of dump and hand sinks for rinsing drink-making tools.

Eliminating the usage of dump and hand sinks for rinsing also saves water, as faucets are no longer left running to rinse tools.

Automated rinsing provides consistently clean tools, which minimizes flavor cross-contamination and ensures quality.

Water from every Auto-Rinse™ rinse cycle also melts shaker ice. Other methods (except for Faucet Rinse) require additional water and time/process to melt shaker ice.



Environmental Impact Summary

Auto-Rinse™ Bar Tool Rinsing Station



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Claims made below are based on data collected through in-house testing and field observations.

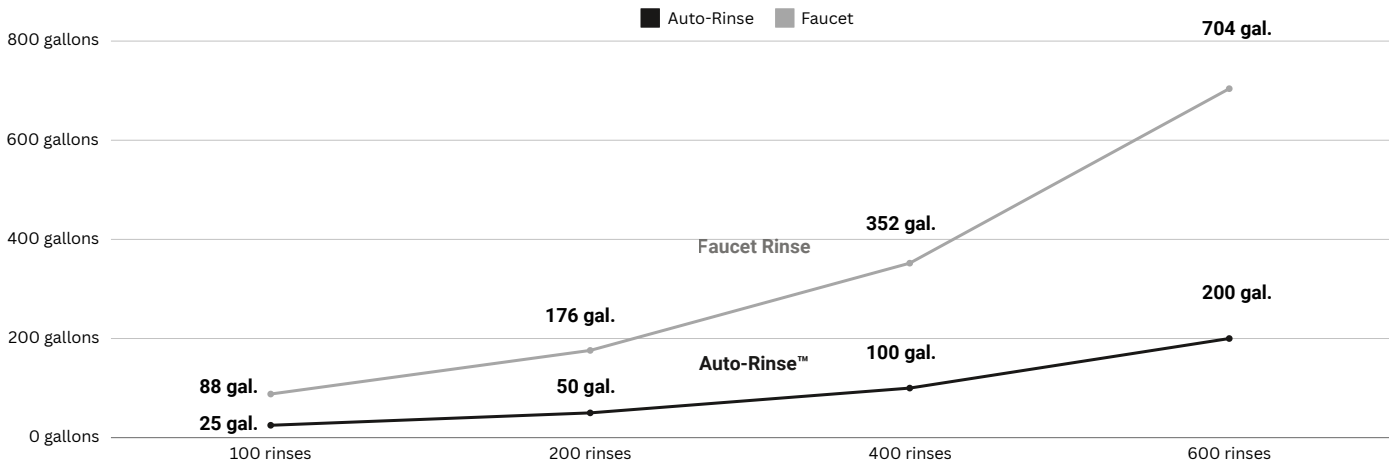
Fig 1: Auto-Rinse™ vs. Faucet: Water Usage Comparison Per Rinse

Auto-Rinse™ and Faucet were compared because both methods use rinse water to also melt ice

	Auto-Rinse™	Faucet
Water Usage Per Rinse (gallons)	.25 gal / rinse	.88 gal / rinse <i>(252% more)</i>

Fig 2: Auto-Rinse™ vs. Faucet: Water Usage Over Number of Rinse Cycles

- Auto-Rinse™ uses 0.25 gallons per rinse cycle
- Faucet uses 0.88 gallons per rinse cycle



Summary:

Zero Chemicals or Electricity Used

- Auto-Rinse™ does not use any detergents or sanitizers, which is environmentally friendly and saves cost.
- Auto-Rinse™ operates without the use of electricity.

Economical Use of Water

- Auto-Rinse™ uses water economically--the water that rinses the tools flows down and melts ice used for mixing/chilling drinks.
- Other rinsing methods (except Faucet Rinse) require additional water, time, and process to melt shaker ice.

Reduces Water Usage Where Faucets Are Used For Rinsing Tools

- Faucet Rinsing uses 252% more water vs. Auto-Rinse™. (see pg. 4, Fig. 1)
- Automatic rinsing with Auto-Rinse™ eliminates Faucet Rinsing (which can use up to 4.44 gallons per minute when water is left running).

Reduces Water, Chemical, and Energy Usage For Warewashing Equipment

For operations that use glass washers:

- Eliminates using glass washers for rinsing tools, which reduces total cycles
- Fewer cycles = reduction in water, chemical, and energy usage
- Fewer cycles also prolongs life cycle of glass washers

For operations that use 3-compartment sinks:

- Eliminates using 3-compartment sinks for rinsing tools, reducing frequency of water changes
- Fewer water changes = reduction in water and chemical usage



ROI Impact Summary

Auto-Rinse™ Bar Tool Rinsing Station



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Amortized daily cost of Auto-Rinse™ Core Unit for 1 year: \$1,295.00 / 365 days = \$3.55 per day

**See Auto-Rinse™ Efficiency Impact Summary for foundational data used in this summary*

Fig 1: Hourly Revenue Capacity - Per Each Method of Rinsing @ \$10 per drink

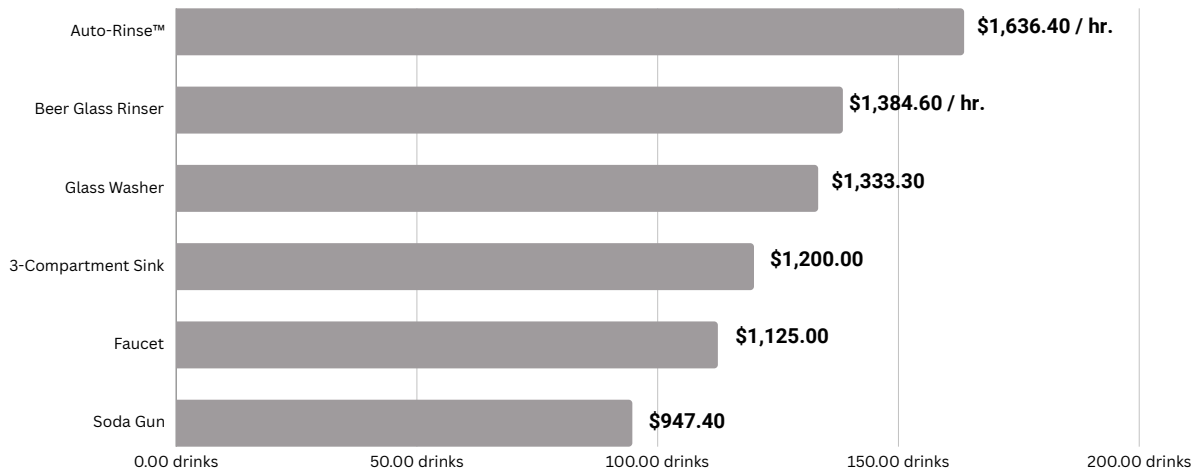
- Drink production times based on a static build time of 20 seconds per shaken drink + handling times for each method of rinsing
- See pg. 3, Fig 3 of Auto-Rinse™ Efficiency Impact Summary for hourly drink production capacity
 - Example: Hourly drink production capacity of Auto-Rinse™ is 163.64 x \$10 = \$1636.40 hourly revenue capacity

	Auto-Rinse™	Beer Glass Rinser*	Glass Washer*	3-Compartment Sink	Faucet	Soda Gun
revenue per hour	\$1,636.40	\$1,384.60* (-15.4%)	\$1,333.30* (-18.5%)	\$1,200.00 (-26.7%)	\$1,125.00 (-31.3%)	\$947.40 (-42.1%)

* Beer glass rinser cannot rinse cocktail strainers or outer surfaces of mixing tins - additional time & process required.

* Glass washers use chemicals & electricity, with an average cycle time of 90 seconds - additional cost & time required.

Fig 1A: Hourly Revenue Capacity - Per Each Method of Rinsing @ \$10 per drink



Monthly Extrapolations

Based on 1,000 shaken cocktails sold per month - results will vary based on volume and price per cocktail

Fig 2: Total Time Needed To Make 1,000 Cocktails - Using Each Method Of Rinsing

- Drink production times based on a static build time of 20 seconds per shaken drink + handling times for each method of rinsing
- See pg. 2, Fig. 2 for Individual Drink Production Times
 - Example: Auto-Rinse™ drink production time = 22 seconds x 1,000 cocktails = 6.11 hours

	Auto-Rinse™	Beer Glass Rinser*	Glass Washer*	3-Compartment Sink	Faucet	Soda Gun
Time (hours)	6.11 hrs.	7.22 hrs.* (+18.17%)	7.50 hrs.* (+22.75%)	8.33 hrs. (+36.33%)	8.89 hrs. (+45.50%)	10.56 hrs. (+72.83%)

* Beer glass rinser cannot rinse cocktail strainers or outer surfaces of mixing tins - additional time & process required.

* Glass washers use chemicals & electricity, with an average cycle time of 90 seconds - additional cost & time required.

Fig 2A: Total Time Needed To Make 1,000 Cocktails - Per Each Method Of Rinsing

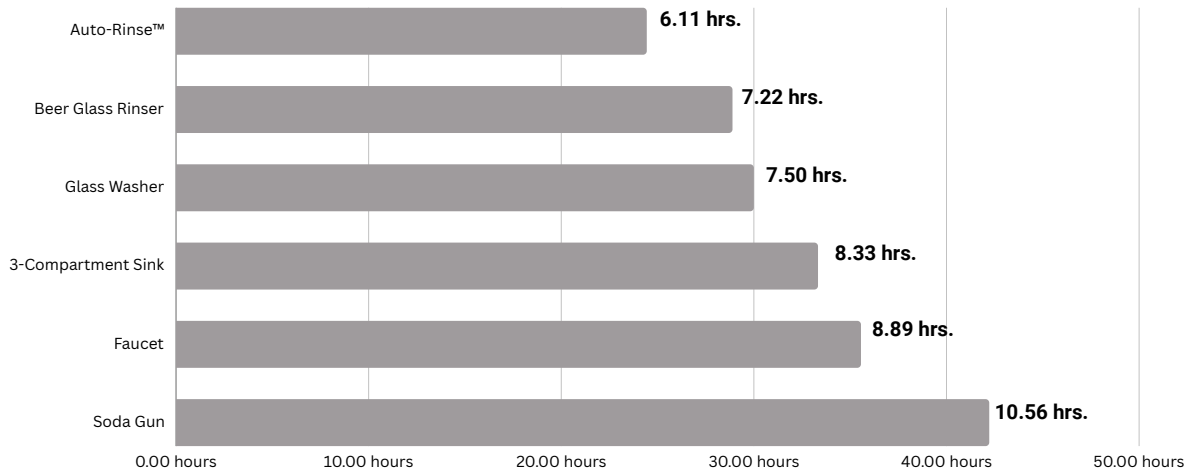


Fig 3: Total Time Wasted Per Month - Auto-Rinse™ vs. Other Rinsing Methods (per 1,000 shaken drinks)

- See Fig. 2 above to see differences in total time needed to make 1,000 cocktails per each method of rinsing

	Beer Glass Rinser*	Glass Washer*	3-Compartment Sink	Faucet	Soda Gun
Hours Wasted Per Month With Other Rinsing Methods	1.11 hrs.*	1.39 hrs.*	2.22 hrs.	2.78 hrs.	4.45 hrs.

* Beer glass rinser cannot rinse cocktail strainers or outer surfaces of mixing tins - additional time & process required.

* Glass washers use chemicals & electricity, with an average cycle time of 90 seconds - additional cost & time required.

Fig 3A: Additional Time Needed Per Month To Make 1,000 Shaken Drinks With Other Rinsing Methods

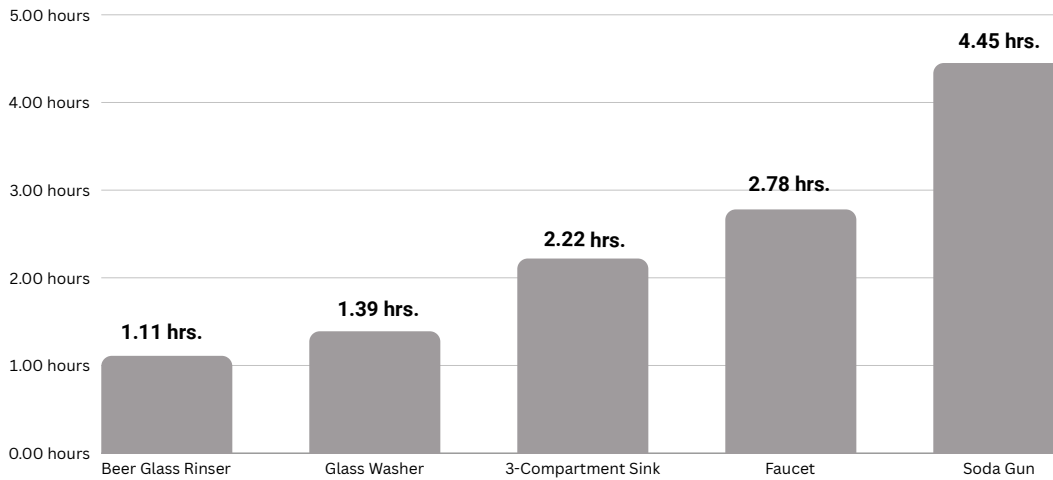


Fig 4: Monthly Production Capacity Lost With Other Methods (measured in # of shaken drinks)

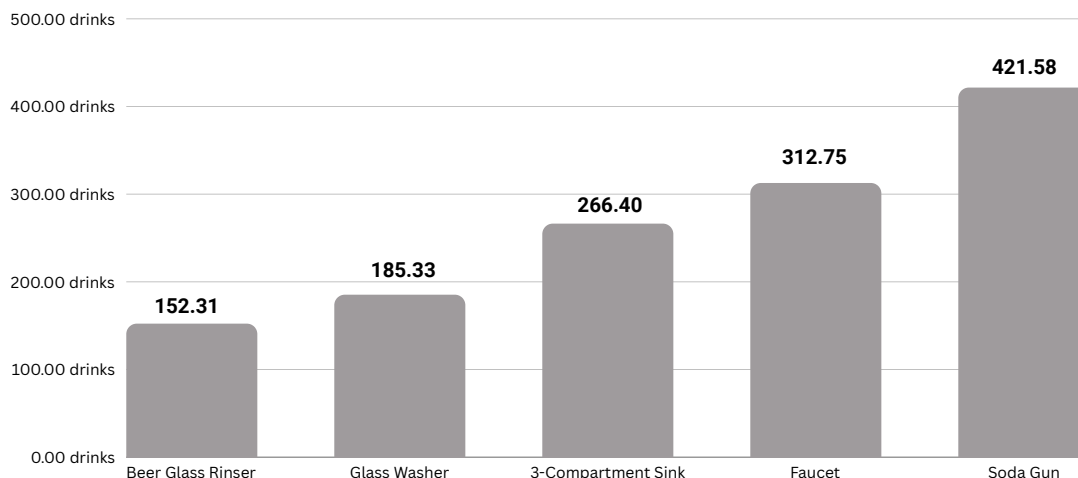
- The table below shows the number of drink-making opportunities that are lost when using other methods of rinsing vs. Auto-Rinse™
 - See Fig 3 and 3A above.
 - o **Example: Using a Beer Glass Rinser requires 1.11 additional hours to make 1,000 drinks. 1.11 hours / production time of 26 seconds per drink = 152.31 drink-making opportunities lost per month.**

	Beer Glass Rinser*	Glass Washer*	3-Compartment Sink	Faucet	Soda Gun
Auto-Rinse™ vs. Other Methods	-152.31 drinks*	-185.33 drinks*	-266.40 drinks	-312.75 drinks	-421.58 drinks

* Beer glass rinser cannot rinse cocktail strainers or outer surfaces of mixing tins - additional time & process required.

* Glass washers use chemicals & electricity, with an average cycle time of 90 seconds - additional cost & time required.

Fig 4A: Monthly Production Capacity Lost (measured in # of shaken drinks)



ROI Impact Summary - Auto-Rinse™ Bar Tool Rinsing Station

Fig 5: Opportunity Cost - Additional Monthly Revenue Opportunity Lost With Other Methods

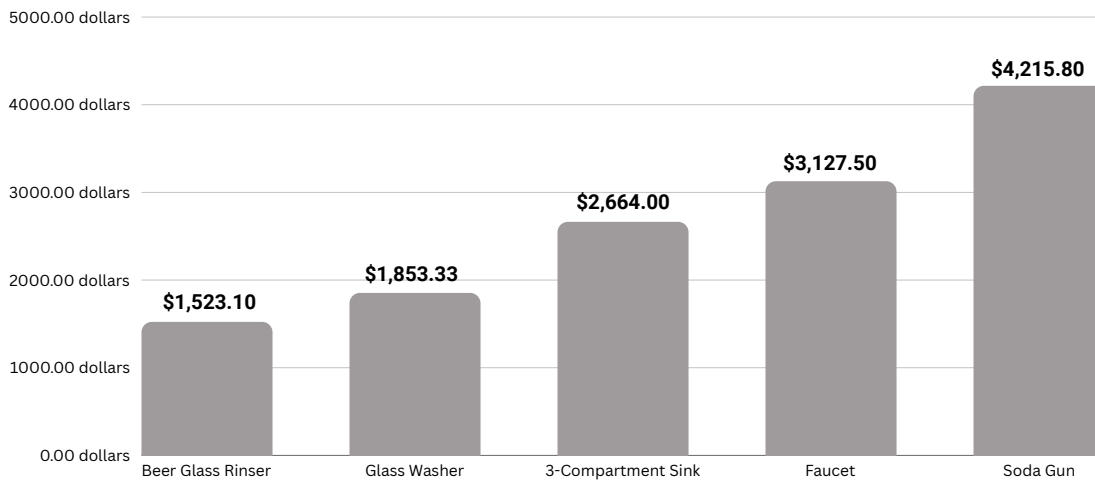
- based on 1,000 cocktails per month @ average sale price of \$10 per cocktail
- based on potential sales lost due to inefficiencies in beverage production
- variances in monthly sales volumes and pricing will alter results
- **Example: Production capacity loss per month using Beer Glass Rinser is 152.31 drinks @ \$10 per drink = \$1,523.10 in potential lost revenue.**

	Beer Glass Rinser*	Glass Washer*	3-Compartment Sink	Faucet	Soda Gun
Opportunity Cost Using Other Methods	\$1,523.10*	\$1,853.33*	\$2,664.00	\$3,127.50	\$4,215.80

* Beer glass rinser cannot rinse cocktail strainers or outer surfaces of mixing tins - additional time & process required.

* Glass washers use chemicals & electricity, with an average cycle time of 90 seconds - additional cost & time required.

Fig 5A: Monthly Opportunity Cost With Other Methods



Summary:

Other methods decrease hourly revenue capacity by 15.40% - 42.10% vs. Auto-Rinse™. (see pg. 6, Figs. 1 and 1A)

Other methods decrease production capacity by 18.17% - 72.83% vs. Auto-Rinse™. (see pg. 7, Figs. 2 and 2A)

Auto-Rinse™ saves 1.11 - 4.45 hours per month versus other rinsing methods (see pgs. 7 and 8, Figs. 3 and 3A)

Monthly production capacity lost with other methods result in 152.31 - 421.58 less shaken drinks produced and sold per month vs. Auto-Rinse™. (see pg. 8, Figs. 4 and 4A)

Opportunity cost - additional monthly revenue opportunity lost with other methods range from \$1,523.10 - \$4,215.80 with a baseline assumption of 1,000 shaken cocktails sold per month @ \$10 per cocktail. (see above, Figs. 5 and 5A)