

One Way Keg: Disrupting draft beer delivery

By

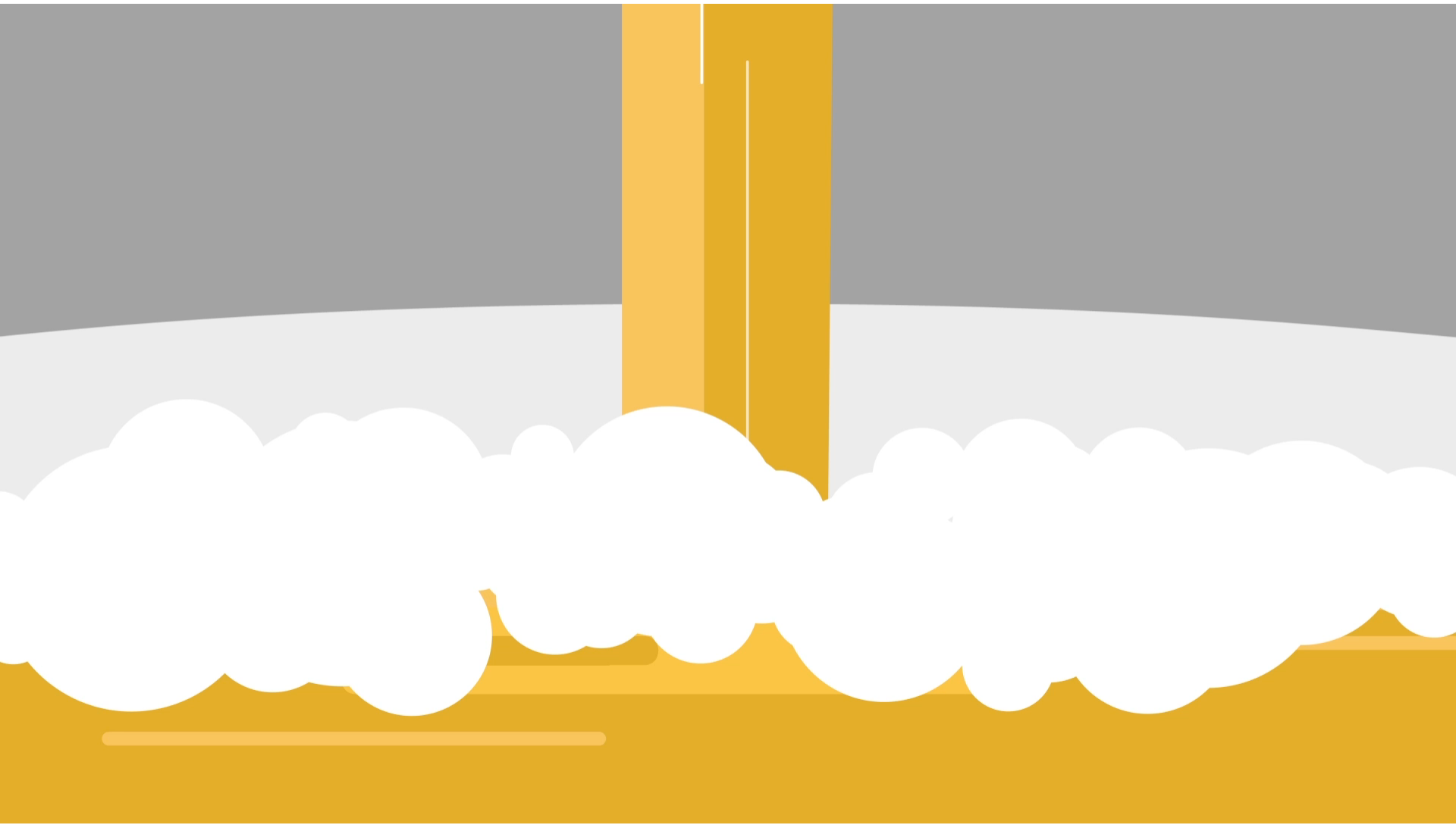
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One way kegs are they for you?

- ▶ One way keg information.
- ▶ What are their advantages.
- ▶ What are their disadvantages.
- ▶ How are they filled.
- ▶ Conclusions.
- ▶ Questions.



One Way Keg: Disrupting draft beer delivery

What is a One way keg?



Horn

Clay

Ceramic

Wood

Steel

PET

A One way keg is a keg that once filled and sent into the market is not returned for re-use.

One way kegs

In Recent years a number of One way kegs have been introduced into the market.



One way kegs

Though some kegs use a their own valve design, most are available using standard keg valve fittings.

Sizes available are 20L and 30L (1/6 and 1/4 Brl.)



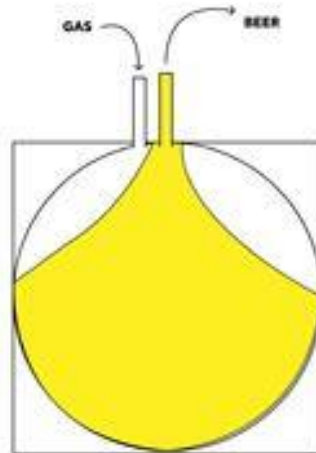
One way kegs

Different One ways kegs do offer different design features and advantages, there are basically two designs.

▶ **Bag in the Ball.**

This design has a bag fitted inside the keg structure, with an opening attached to the valve fitting where the spear tube would be.

The Product is dispensed by pushing the outside of the bag with gas through the valves gas ports.

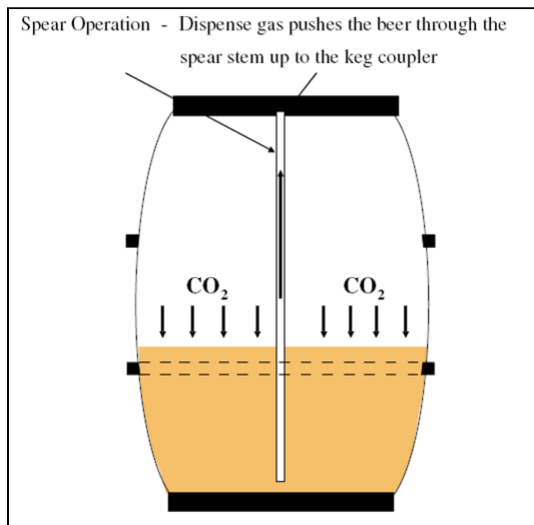


One way kegs

Different One ways kegs do offer different design features and advantages, there are basically two designs.

▶ Conventional keg design.

The keg is fitted with a spear tube like a regular steel keg, except made of plastic and the keg is filled and dispensed the same way as a steel keg.



One way kegs

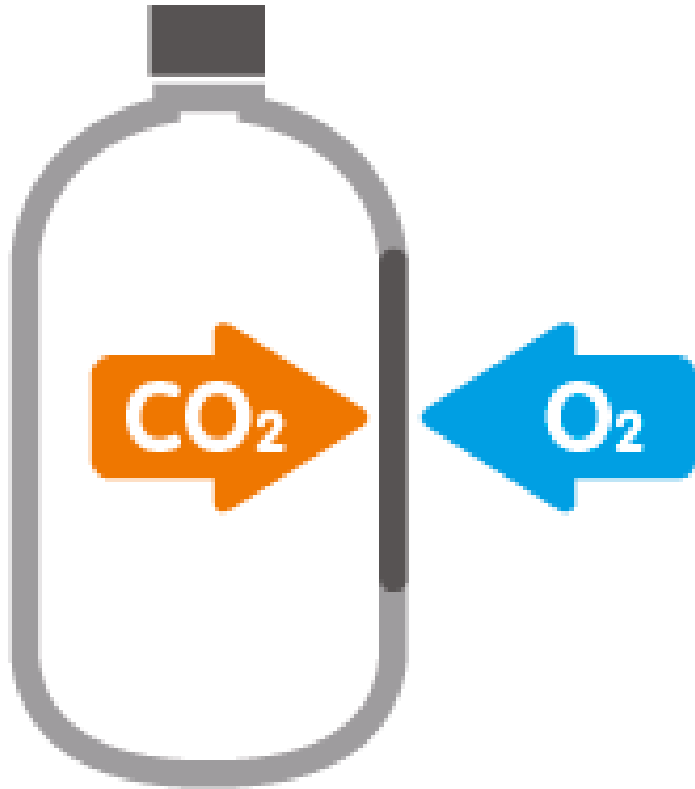
Many One way kegs offer the same shelf life as steel kegs and some offer:

- ▶ O2 scavenging in the PET material.
- ▶ Made of a material that is fully recyclable.
- ▶ Made of PET with barriers to stop CO2 loss or O2 pickup.

“This is not your fathers PET.”



One way kegs



Gamechanging Barrier Technology

- ▶ Improved CO₂ performance
- ▶ Shelf life - > Filled Keg 9 month
- > Blown Keg 6 month
- > Preforms 6 month
- ▶ Scavenger technology
- ▶ Polyester Plus in combination with unique Blending
- ▶ Taste/Quality equal to Metal Keg

Global

Entering new markets.

One way keg advantages

▶ **No requirement to buy a large keg float.**

Steel kegs can cost \$100 and more and for every tap handle you have you need at least 3 kegs or more to maintain availability depending on your supply chain.

▶ **Reduction of logistics.**

Having your own keg float or using a shared keg float, requires managing.

▶ **No costs due to keg losses.**

Many people who use steel kegs experience losses of 5% or more per year.

▶ **No requirement to charge deposits.**

This reduces the initial outlay for your customers and does not require them to have to return the keg.

One way keg advantages

▶ Allows Keg to be Branded

The kegs can be Branded a number of ways, which increases Brand visibility.



▶ Kegs are available when you need them.

No waiting for kegs to be returned before being able to fill and ship.

Many people use One way kegs at times of high production to reduce the need to increase their keg float.

▶ Kegs can be manufactured at the at production facility.

To reduce costs and if production levels are high enough, the kegs can be blown and assembled locally, on or off the filling line.

One way keg advantages

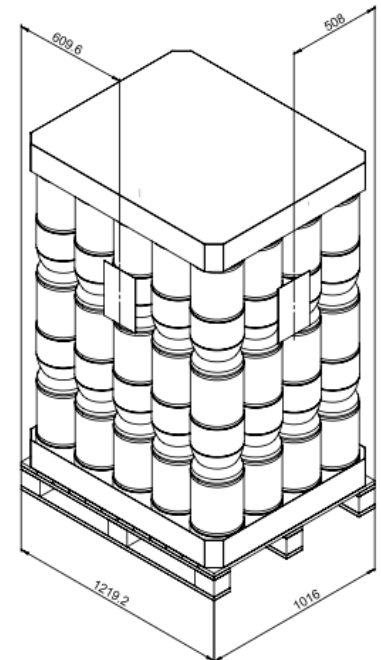
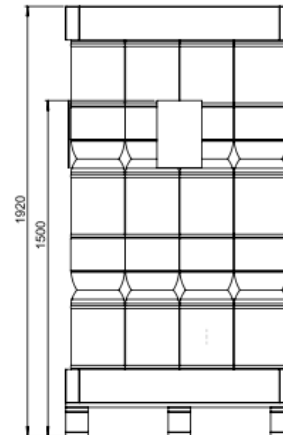
▶ Weight.

Generally the weight of an empty One way keg is one tenth that of a steel keg, making easier to handle and reducing shipping costs.



▶ Stack ability.

Easier to store and ship.



5 rows with 4 kegs

20 kegs / layer
3 layers
60 kegs / pallet

One way keg advantages

- ▶ **No requirement to wash and sterilize the keg.**

This reduces equipment costs and greatly reduces utility usage.

A steel keg requires at least 11L of water to wash it and great deal of energy to heat washes etc.

No chemicals are required to wash the keg, further reducing costs.

One way keg advantages

- ▶ **A clean fill every time.**
No concerns of filling a dirty or unsterilized keg.



One way keg disadvantages

- ▶ **There is often a push back with a new product.**
 - Questions on Carbon Footprint.
 - Questions on recyclability.



With more “One way kegs” entering the market place the greater the acceptance..

One way keg disadvantages


- ▶ Not as Robust as a Steel keg.
- ▶ No 50L or ½ Brl keg available.

One way keg disadvantages

- ▶ Often requires some education of kegs use and disposal.

Youtube and other social media can help here.


Apps are available in some cases.



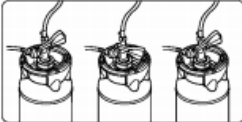
Use and Disposal Hybrid D npr PRTW

D npr = D-type without automatic pressure relief function

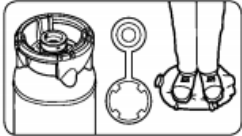
Hybrid D npr PRTW - Instruction for use



1. Break and remove the snap cap.
2. Push the dispense head into the fitting on top of the keg.
3. Hold the keg fitting with one hand, and turn the dispense head clockwise with the other hand until it stops.
4. Push down the dispense head handle.
The keg is now ready to dispense.





Hybrid D npr PRTW - Instruction for disposal



1. When the keg is empty, pull the dispense head handle upward, turn the dispense head counter-clockwise and gently remove it from the keg.
2. Push the depressurising tool (PRTW) into the fitting.
3. When fully depressurised, disassemble the Hybrid according to the disassembling pictograms and send for recycling in accordance with local recycling rules and regulations.



Hybrid disassembling
(Please use also the Hybrid disassembling video on our website):



The petainerKeg Hybrid D npr (without automatic pressure relief function) can be uncoupled and recoupled for cleaning of the dispense line, or for other reasons.

Take care.
The petainerKeg is under pressure.

18/02





Consumer Safety – Keg handling at point of sale



Tapping information

INSTRUCTIONS FOR USE:

1. Open the carton.
2. Break and remove the snap cap.
3. Push the dispense coupler into the fitting on top of the keg.
4. Hold the keg fitting with one hand, and turn the dispense coupler with the other hand until it stops.
5. Push down the dispense coupler handle. The keg is now ready to dispense.

INSTRUCTIONS FOR DISPOSAL:

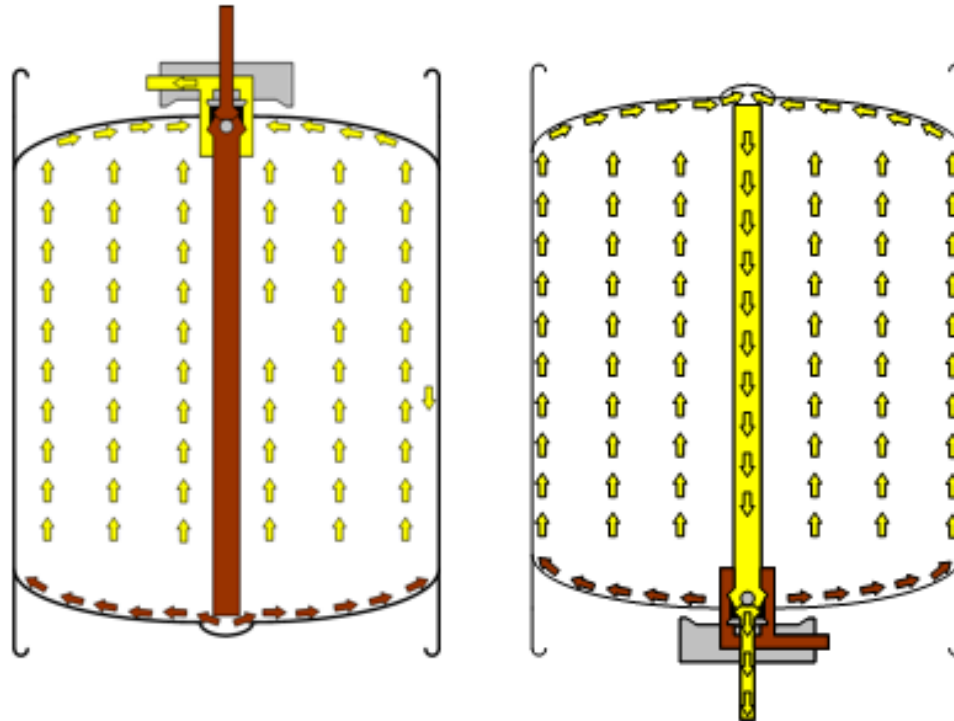
1. When the keg is empty, pull the dispense coupler handle upward.
2. Turn the dispense coupler counter-clockwise and gently remove the dispense coupler from the keg.
3. Push the pressure relief tool into the fitting.
4. When fully de-pressurized, flatten the Petainer Keg. Send the keg for recycling in accordance with local recycling rules and regulations.

5. The cardboard carton can also be crushed or folded and sent for recycling.

Handling and safety information

One way keg Filling

- ▶ Generally most One way kegs can be filled upright or neck down.



One way keg Filling

- ▶ All One way kegs can be manually filled through a simple modified coupler making it possible to get into the kegging business for as little as \$50.

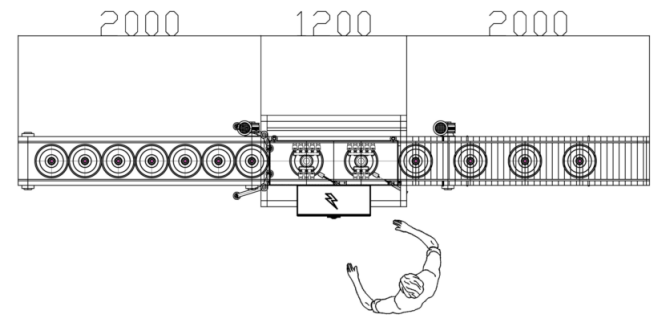


One way keg Filling

Automatic machinery is also available from a number of equipment suppliers, including one in the USA and one in Canada.

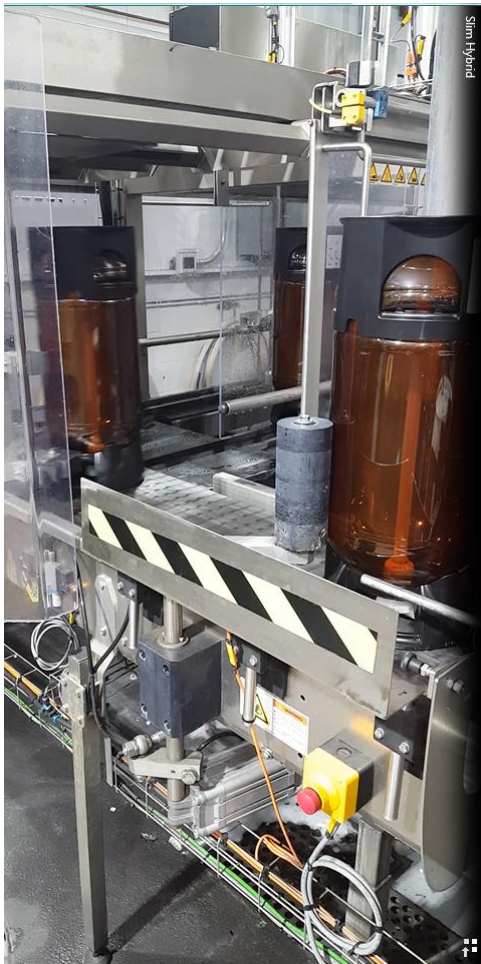
This equipment ranges in price from \$13,500 to \$70,000 dollars depending on throughput etc.

All of this equipment offers volumetric filling with fill accuracies on some equipment of $\pm 0.01L$ and losses of less than 100ml per keg.



One way keg Filling

With programming and some small mechanical changes
One way kegs can be filled on existing keg lines.



Conclusions : Why use One way kegs

▶ **Exporting.**

One way kegs are already being used by large and smaller breweries and wineries to export draft product. Markets include: Spain, Italy, UK, Sweden, Australia, Korea and China.

▶ **Selling kegs retail.**

No deposits required and customer does not have to return the keg.

▶ **Selling your Beer in new markets where distance is an issue.**

Not having to wait to get kegs back.

▶ **Using kegs for high demand periods or festivals.**

▶ **For Specialty or Pilot brewed products.**

▶ **Getting into the Draft production with little to no cost.**

Questions?

