



Beer Overfoaming Revenue-Loss Chart

(dollar figures are the monthly losses in revenue due to overfoaming)

| Kegs Served per Month | Sell Price per Pint of Beer | | | | | | |
|--------------------------|-----------------------------|---------|---------|---------|---------|----------|----------|
| | \$2.00 | \$2.50 | \$3.00 | \$3.50 | \$4.00 | \$4.50 | \$5.00 |
| 20 | \$453 | \$566 | \$679 | \$792 | \$906 | \$1,019 | \$1,132 |
| 40 | \$906 | \$1,132 | \$1,358 | \$1,585 | \$1,811 | \$2,038 | \$2,264 |
| 60 | \$1,358 | \$1,698 | \$2,038 | \$2,377 | \$2,717 | \$3,056 | \$3,396 |
| 80 | \$1,811 | \$2,264 | \$2,717 | \$3,170 | \$3,622 | \$4,075 | \$4,528 |
| 100 | \$2,264 | \$2,830 | \$3,396 | \$3,962 | \$4,528 | \$5,094 | \$5,660 |
| 120 | \$2,717 | \$3,396 | \$4,075 | \$4,754 | \$5,434 | \$6,113 | \$6,792 |
| 140 | \$3,170 | \$3,962 | \$4,754 | \$5,547 | \$6,339 | \$7,132 | \$7,924 |
| 160 | \$3,622 | \$4,528 | \$5,434 | \$6,339 | \$7,245 | \$8,150 | \$9,056 |
| 180 | \$4,075 | \$5,094 | \$6,113 | \$7,132 | \$8,150 | \$9,169 | \$10,188 |
| 200 | \$4,528 | \$5,660 | \$6,792 | \$7,924 | \$9,056 | \$10,188 | \$11,320 |

It is known that over carbonation, due to pure CO₂ or incorrect mixed gas ratios pushing the beer to the tap, causes overfoaming. This overfoaming can cause from 5% to 10% of beer loss per keg. Hence, this is why kegs are changed out too early, with beer left in the keg, once foaming begins. The revenue loss is significant.

Example:

- 100 Kegs per month are poured at the establishment,
- There are 141.5 pints of beer per keg,
- With a sell price of \$3.50 per pint of beer,
- The revenue loss:
 - 100 Kegs/month x 141.5 pints/keg @ \$ 3.50/pint = \$49,525 potential revenue/mo.
 - With 8% loss due to overfoaming = \$3,962 revenue/month is lost (\$49,525 x 0.08)
 - Or a total of \$47,544 revenue is lost per year due to overfoaming (\$3,962 x 12mo).



**Product Cost Savings
By Reducing Beer Waste - Tangible**

| Kegs Sales per Month | Cost per keg | | | | |
|-------------------------|--------------|----------|----------|----------|----------|
| | \$75.00 | \$80.00 | \$85.00 | \$90.00 | \$95.00 |
| 20 | \$120.00 | \$128.00 | \$136.00 | \$144.00 | \$152.00 |
| 25 | \$150.00 | \$160.00 | \$170.00 | \$180.00 | \$190.00 |
| 30 | \$180.00 | \$192.00 | \$204.00 | \$216.00 | \$228.00 |
| 35 | \$210.00 | \$224.00 | \$238.00 | \$252.00 | \$266.00 |
| 40 | \$240.00 | \$256.00 | \$272.00 | \$288.00 | \$304.00 |
| 45 | \$270.00 | \$288.00 | \$306.00 | \$324.00 | \$342.00 |
| 50 | \$300.00 | \$320.00 | \$340.00 | \$360.00 | \$380.00 |
| 55 | \$330.00 | \$352.00 | \$374.00 | \$396.00 | \$418.00 |
| 60 | \$360.00 | \$384.00 | \$408.00 | \$432.00 | \$456.00 |
| 65 | \$390.00 | \$416.00 | \$442.00 | \$468.00 | \$494.00 |
| 70 | \$420.00 | \$448.00 | \$476.00 | \$504.00 | \$532.00 |
| 75 | \$450.00 | \$480.00 | \$510.00 | \$540.00 | \$570.00 |
| 80 | \$480.00 | \$512.00 | \$544.00 | \$576.00 | \$608.00 |
| 95 | \$570.00 | \$608.00 | \$646.00 | \$684.00 | \$722.00 |
| 90 | \$540.00 | \$576.00 | \$612.00 | \$648.00 | \$684.00 |

(*based on 8% average loss)

- ❑ It is known that over carbonation, due to pure CO₂ or incorrect mixed gas ratios pushing the beer to the tap, causes over-foaming.
- ❑ This over-foaming can cause from 5% to 20% of beer loss per keg. Hence, this is why kegs are changed out too early, with beer left in the keg, once foaming begins. The revenue loss is significant.