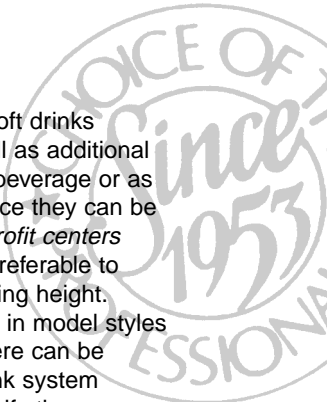


# MOBILE BARS

[www.fweco.com](http://www.fweco.com)

## AND THE ADVANTAGES OF SOFT DRINK DISPENSING SYSTEMS

Beverage service can be a major profit generator for any size operation! Offering soft drinks becomes an important component to the overall experience of the customer as well as additional profits for the operator. Drink stations offer advantages by serving soft drinks as a beverage or as a mixer for liquor sales at a central location. Mobile bars offer more advantages since they can be moved easily from site to storage to host any occasion and can be *self-sufficient profit centers* that provide additional opportunities of beverage service. Mobile bar systems are preferable to a skirted table since they provide a professional and durable work surface at standing height. All FWE bars provide a durable stainless steel work surface, sink and storage area in model styles to accommodate Conventional, Pre-Mix, or Post-Mix dispensing systems. Since there can be confusion regarding the operation and relative profitability of each different soft drink system and the required dispensing equipment, the following information is provided to clarify the differences and identify the pros and cons of each.



FWE MOBILE BAR BASICS



**IC-222**  
Ice Storage Cart  
is fully insulated  
and holds  
200 lbs of ice!



**BBC-88-PO**  
with Built-in Sealed in  
Cold Plate Ice Sink for Post-Mix Dispensing System  
(Carbonator, Dispensing Gun, Water Tank, Syrup Tanks,  
and CO2 Tank with lines and fittings)

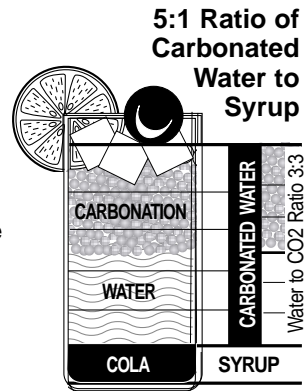
## SOME BASICS ABOUT SOFT DRINKS

Soft drinks are made up of three (3) ingredients:  
WATER, CARBONATION (CO<sub>2</sub>), and SYRUP.

**W**ATER: Since water is the basic ingredient in every soft drink, bottlers go to great lengths to filter and treat water to prevent impurities which could affect the overall consistency and taste of the drink. As cold water attracts and absorbs carbonation (CO<sub>2</sub>), the colder the water at the time of carbonation, the better the product. So, water is first chilled and then passed through the carbonator with the CO<sub>2</sub>, and then it is mixed with the syrup.

**C**ARBONATION: Soft drinks have a variety of "carbonation volumes" (CO<sub>2</sub> levels). For instance, fruit sodas and root beers have approximately @ 2:3 volume of CO<sub>2</sub> to an equal volume of water. Cola drinks are @ 3:3 / 3:6, and club soda is @ 4:2. The purified chilled water (described above) is carbonated and then it is mixed with the syrup.

**S**YRUP: Different products are mixed at various ratios of carbonated water to syrup. For instance, a Cola has a 5:1 ratio (5 parts carbonated water to 1 part syrup). It is critical to maintain this ratio – if the water ratio is too high, the drink will taste weak and watered down. If the water ratio is too low, a strong, overly sweet drink will result.

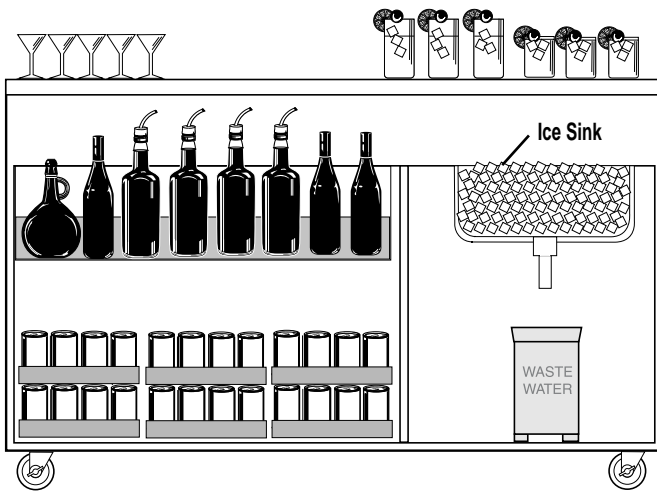


**Typical Cola Ratio**



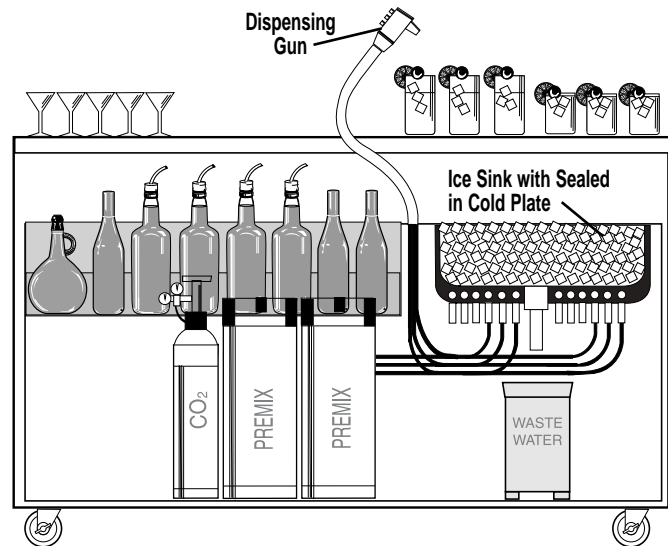
# Conventional Series

“CB Series”



# Pre-Mix System

“BBC-PR Series”



**CONVENTIONAL BAR SERVICE** is considered the “Entry Level” style of beverage service since equipment for a “dispensing system” is *not* required, only the investment of the bar structure itself. CONVENTIONAL service uses CANS and BOTTLES of product, like those purchased in the local supermarket or from the beverage provider. As the bottling / can company has already taken care of preparing the product in the right ratios, this is the simplest and the most “fool-proof” way to serve soft drinks. For **small volume operations**, a CONVENTIONAL bar is a profitable solution and adds to the overall ambiance. This mobile work station is more comfortable and practical for the bar tender than using a skirted banquet table for beverage service. FWE CB Series bars provide a durable stainless steel **work surface** at “bartending height”, a built-in **ice sink** that holds 60 lbs. of ice, stainless steel **storage areas** that keep the cans and bottles easy to manage without frequent restocking, **speed rail** to support bottles and prevent breakage, a **4-bowl server** for drink garnishes, and a convenient **towel ring!**

## Calculating Serving Capacity

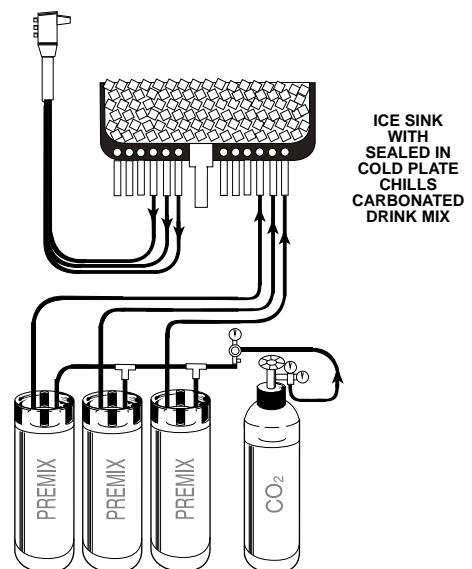
It is generally agreed upon that for “pre-function” cocktail service in a banquet situation, one 5 foot mobile station bar (single sink) will adequately serve 140 - 160 people.

## System Comparisons Regarding Serving Volume

**PRE-MIX Systems** serve a **higher volume** at less cost than a conventional bar, and only require a CO2 tank to propel the “pre-mixed” soda product. Mobile bar service, no matter what system is employed, generates a much higher profit and can reduce the required waiter staff.

**POST-MIX Systems** serve the **highest volume** at less cost since the syrup is purchased in bulk and the carbonated water is added. Initial investment is higher for the dispensing system, but for large operations or **frequent usage**, the long term profitability is greater.

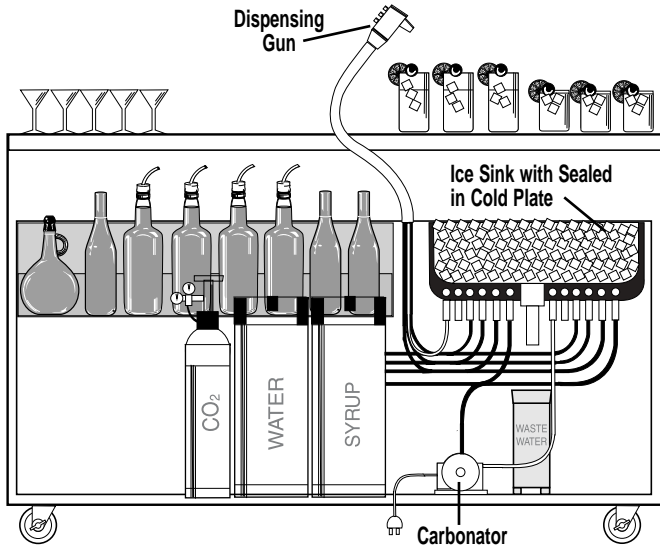
**PRE-MIX SYSTEM.** This system is the first step into a “delivery” system for soda. PRE-MIX soda systems are named such as they are delivered to the operation “*pre-mixed*” (*pre-carbonated*) in 5 gallon tanks, ready to use. PRE-MIX requires installation of dispensing equipment which includes a dispensing “gun” regulator and a CO2 tank used for propelling the PRE-MIX. (Even though water is not required for the PRE-MIX, a water tank, lines and fittings are generally included for the convenience of dispensing as a mixer for liquor.) The system is purchased from the manufacturer of the bar itself or the supplier of choice (Coke, Pepsi, etc.) can provide and install the system. The PRE-MIX system is an excellent investment for a **low to medium volume operation**, or an operation without a power source available near the serving area. PRE-MIX systems provide a good return on investment (cost of installation and equipment) since the product is in tanks, it has a long shelf life for excellent and consistent soft drink servings. The expense for the purchase of the pre-mix dispensing equipment itself, compared to the zero investment of CONVENTIONAL bar service, is still less than the more expensive POST-MIX or BAG-IN-BOX system equipment for a low to medium volume operation. **No power source is required.**



PRE-MIX SYSTEM

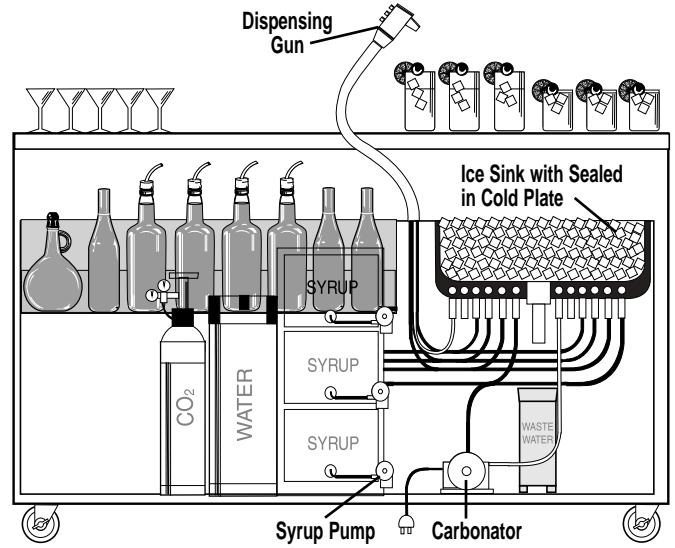
# Post-Mix System

"BBC-PO Series"



# Bag-in-Box System

"BBC-PO-BIB Series"

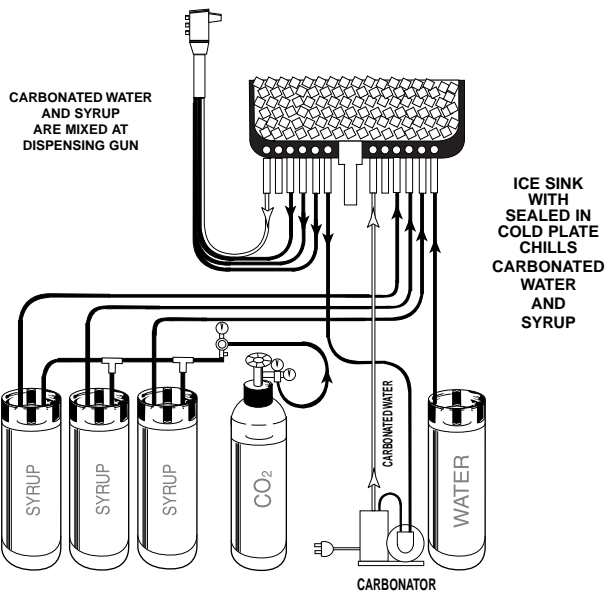


**POST-MIX.** This system is more sophisticated than PRE-MIX in that the soft drink delivered to the operator in a concentrated mix and is mixed at the point of dispensing at the gun or tower, thus "post-delivery". First, the water from 5 gallon tanks passes through the cold plate to chill the water, the colder the water, the better the absorption of the CO<sub>2</sub> after the water passes through the carbonator, creating carbonated water. (Some prefer to route the water to the carbonator, and then pass through the cold plate.) The concentrated syrup from 5 gallon syrup tanks passes through the cold plate to chill the product, and the chilled carbonated water and the chilled syrup is then mixed at the dispensing gun. Though the more complex POST-MIX system equipment is more costly than PRE-MIX, POST-MIX can be 2 times to 3 times **less expensive** to operate on a price per serving basis. POST-MIX is a better investment for the **medium to large volume operation**. Also, because the product is concentrated and purchased in 5 gallon tanks, it will last much longer. Remember the 5:1 ratio - 5 parts water (operator supplied) to 1 part syrup (purchased from bottler). An additional advantage of POST-MIX is that there are fewer tanks to move, store or change out. **Power source is required for the carbonator.**

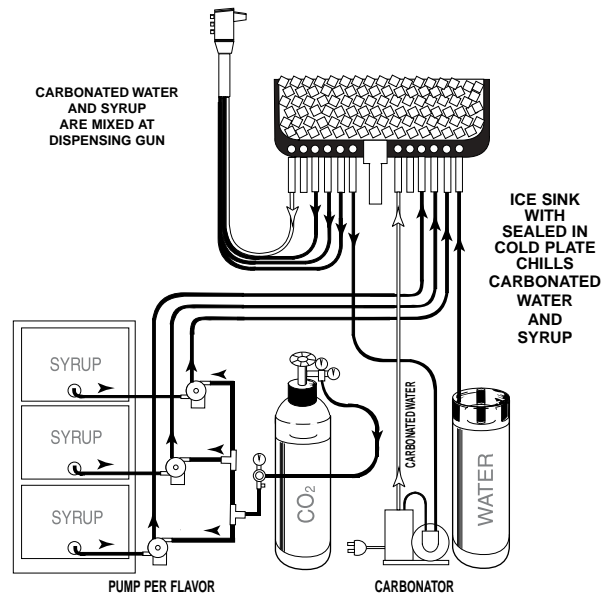
**BAG-IN-BOX. ("BIB")** This system is a form of post-mix and handles the soft drink syrup in 12" square boxes instead of 5 gallon cylinder shaped tanks. Syrup in boxes requires less storage space than syrup in tanks and each box is discarded after use instead of being stored as with tanks for exchange or pick-up by the bottler. A pump per flavor is required to move the syrup from the bag and is propelled by CO<sub>2</sub> to the cold plate for chilling. The chilled water from 5 gallon tanks passes through the carbonator, creating carbonated water. The carbonated water and syrup from 5 gallon bags are mixed at the dispensing gun. **Power source is required for the carbonator.**

Electric Pumps can be substituted for the CO<sub>2</sub> tanks, but for most mobile applications, CO<sub>2</sub> as a propellant is preferred.

Water can be routed directly to Carbonator or routed to the Cold Plate then the Carbonator. Chilled water produces the best carbonation.



**POST-MIX SYSTEM**



**BAG-IN-BOX SYSTEM**

FWE Bar Description	POWER REQUIRED	Serving Volume	Model Number			
			4 foot	5 foot	6 foot	8 foot
<b>CONVENTIONAL SERVICE</b> Use of cans and bottles without dispensing equipment	NO	Small to Low	CB-4	CB-5	CB-6	CB-8
<b>PRE-MIX SERVICE</b> Dispensed already carbonated	NO	Low to Med	N/A	BBC-5-PR	BBC-6-PR	BBC-8-PR
<b>POST-MIX / BEVERAGE TANKS</b> Carbonated on the spot	YES	Med to Large	N/A	BBC-5-PO	BBC-6-PO	BBC-8-PO
<b>POST-MIX / BAG-IN-BOX</b> Carbonated on the spot with syrup in boxes instead of tank	YES	Large	N/A	N/A	BBC-6-PO Bag-in-Box	BBC-8-PO Bag-in-Box

BEVERAGE SYSTEM TYPE	BEVERAGE COST	NUMBER of 6 oz SERVINGS	COST PER SERVING	DISPENSING EQUIPMENT								
				COLD PLATE	DISPENSING GUN	PREMIX	SYRUP	ELECTRICITY	CARBONATOR	CO2 TANK	WATER TANK	SYRUP PUMP
<b>CONVENTIONAL</b>	\$ .50 per 12 oz. can / bottle	2	\$ 0.25	-	-	-	-	-	-	-	-	-
<b>PRE-MIX TANKS</b>	\$13.00 per 5 gallons	106	\$ 0.142	●	●	●	-	-	-	●	-	-
<b>POST-MIX TANKS</b>	\$38.00 per 5 gallons	640	\$ 0.06	●	●	-	●	●	●	●	●	-
<b>POST-MIX BAG-IN-BOX</b>	\$38.00 per 5 gallons	640	\$ 0.06	●	●	-	●	●	●	●	●	●

Based on the current cost of Pepsi-Cola Corporation for Crystal Lake, IL.

### BEVERAGE SERVICE GUIDELINES

- Allow 10 - 12 square feet per person in a pre-function banquet setting, or 10,000 - 12,000 square feet per 1,000 people.
- 140 - 160 people for each Mobile Beverage Bar and Ice Cart
- When using soda systems, make sure full upper and lower tubing frames are part of the bar construction. Soda systems are HEAVY, **plus** the weight of the soda, tanks, and portable bar can weigh over 1,000 lbs! Many *other* manufacturer's bars cannot hold up under the weight stress.
- Post-Mix Systems require electrical outlets for the carbonator. (Electric pumps can be substituted for CO2 Tanks.)
- Full perimeter bumper protection is recommended for units which are moved frequently.

### ADDITIONAL EQUIPMENT

- Back Bar
- Ice Cart
- Utility Cart (Queen Mary): Commonly used to transport heavy materials, to set up and break down functions, and for storage of silver, dishes, buss totes, and liquor. Allow service of 125-150 people per cart.

### FREQUENTLY REQUESTED OPTIONS AND ACCESSORIES

- Locking doors
- Custom laminates
- Vinyl storage cover
- Bar gutters
- Decorative design on front
- Stainless vertical corner protectors



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