

FRONTLINE INTERNATIONAL

Cost Savings Analysis

FRONTLINE SMART OIL MANAGEMENT SYSTEMS
How better management of cooking oil creates cost savings and increases food quality.



Introduction

Founded in 2000, Frontline International, Inc. is a leader in solution-based cooking oil management solutions with more than 20,000 installations internationally. We consult, design, manufacture, and distribute superior commercial foodservice equipment for the storage, handling, and disposal of cooking oil.

These wide-ranging capabilities have created a new business model in which customers can own their own equipment and not only reap the benefits of their assets but also can negotiate their own oil rebates—versus the old model of customers receiving a discount on leasing equipment, having to purchase oil from the equipment vendor, and having no control over their waste oil rebates. Frontline’s modern business model has cost savings built in, and they begin with Frontline’s Smart Oil Management systems.

20,000 installations for over 200 international clients:



Frontline Smart Oil Management Systems

Our fresh oil, filtration, and waste oil management solutions help our customers in every aspect of using cooking oil:

1. Manage their fresh oil supply
2. Extend the life of fresh oil with filtering
3. Collect and dispose of waste oil safely and profitably
4. Track and monitor oil usage data at all stores
5. Control profits on fresh and waste oil



Frontline's Smart Oil Management: A Way to Take the "Heat" off Deep Frying

Recent discussions putting the "heat" on commercial deep frying have focused on society's concerns about trans fats as a contributor to the growing problem of obesity in the U.S.

The good news is, Frontline offers solutions that help take the heat off frying—and start heating up your profits. By practicing Smart Oil Management, restaurants and non-commercial foodservice establishments can produce menu items that are not only better in quality and better for the consumer, but also more profitable.

Purchasing healthier oils, filtering frequently, and discarding degraded oil are the major components of those solutions.

Fresh Oil, Quality, and Savings

Cooking oil is the second most expensive component in a frying program after the food. How can you reduce your costs on oil without cutting corners? The answer lies in the old saying, “It takes money to make money.” Investing in better oil will actually save you money in the long run. Although higher-quality oil costs more, it also lasts longer with Smart Oil Management equipment and processes. And by investing in better oil, most operators will notice cost savings on oil immediately. So, better oil lasts longer, makes foods taste better, and allows restaurateurs to promote foods that are cooked in zero-trans-fat cooking oil, targeting and bringing in more health-conscious customers. Win-win.

Getting More From Your Fresh Oil

As an equipment manufacturer, Frontline does not sell fresh oil. But that gives you an advantage. Operators purchase our oil management equipment and therefore own it—giving them complete freedom to choose their own fresh oil in boxes or jugs from any vendor and negotiate their own prices.

Owning fresh oil equipment manufactured by Frontline will contribute even more to lowering your oil costs. Frontline’s award-winning **Box System for Standard Packaged Oil** was designed to be a hands-free, convenient, safer, and more cost-effective way to dispense fresh cooking oil for refilling fryers.

This is how it works: Simply place boxes or jugs upside-down in Frontline racks. Several boxes can be connected to several fryers simultaneously. Then fryers are filled either automatically (direct-plumbed) or by using a convenient, no-mess dispensing wand. Upside-down storage is the key—every drop of oil gets dispensed, increasing yields up to 10%. Higher yields mean cost savings.

The hands-free, automated Box System also frees kitchen staff from filling fryers all day, reducing labor and improving productivity in the kitchen. Both add to the bottom line.

When most operators purchase higher quality oil and the Frontline Box System, they immediately start seeing a greater ROI from their increased oil yields, better food quality, and savings on labor.



Frontline Oil Filtration: Extend Your Fresh Oil Supply

Let's look at the concept of filtering and how it extends the life and maintains the quality of fresh oil, seemingly increasing your supply.

And aside from the fact that filtering extends the life of your cooking oil, what are some other cost-related benefits associated with filtering? Simply said, food quality and flavor. Consistent and proper filtration affects not only the quality of food but the flavor as well.

The fact is, cooking oil affects and can alter the texture, color, and taste of fried food. Large chains have a big investment in making sure the flavors of the food across the chain are consistent. The brand experience must be the same every time to ensure customer loyalty. Lost customers equals lost profits.

If oil is not changed or filtered in a timely manner, it will negatively affect food quality, flavor consistency, and, ultimately, your brand and reputation. Frontline's Smart Oil Management equipment lets you establish a consistent filtration program. Without a regular monitored program, you could easily find yourself in the position of cooking with old oil in the middle of the lunch or dinner rush.

Filtration procedures heavily depend on store volume and the types of food that are being fried. For example, you'll need to filter your oil less when frying French fries because they produce fewer fall-off food particles that could contaminate the oil. Breaded products, on the other hand, will need filtration more often as these foods are normally cooked in smaller loads and produce more fall-off particles, thus degrading the oil.





The Right Oil Filtration System Matters

Frontline's filtration systems allow operators to get the most value from their cooking oil without compromising food quality, taste, or their brand by stretching oil usage by 20%–50%. Our filtration equipment also helps maintain the quality of the oil, allowing operators to produce better-tasting fried food time after time.

A highly functional extension of any frying system, the **Frontline Caddy System with Filtration Options/Upgrade** converts a simple transport caddy into a powerful filtration system that uses disposable paper or carbon media filters or a reusable stainless steel filter.

Designed to operate with any commercial fryer, Frontline caddy systems are easy to assemble, easy to use, and easy to clean. With high-capacity filtration, operators quickly benefit through longer and more consistent oil life as well as by reducing oil waste.

Frontline Filter Options

Stainless Steel Filter

- A reusable stainless steel filter screen eliminates the need for paper filters. The durable stainless steel screen will not tear, rust, or rupture under normal use.
- Moisture does not affect stainless steel, so filters do not get plugged up as with ordinary paper filters, reducing labor costs and saving money.

Paper Filter

- The simplest way to get more fry life from your oil, paper filters save money and help increase oil life.
- Less oil is absorbed into food.
- Powder counteracts the destructive chemical reactions that take place in oil. Frontline paper filters don't require loose powder—our paper filters contain filter powder that is impregnated into the pad.
- Simply place a fresh pad in filter machine each day.

Carbon Filter

- Carbon filters have a large reactive and adsorptive surface area.
- Carbon has thousands of interconnected graphite-based platelets, which create interior channels, holes, and pockets that increase adsorptive capacity over that of powder filter aids.
- Carbon filters remove critical particulate contamination, down to the nominal range of 0.5 microns.

Waste Oil Management With Frontline Containment Tanks

We've explained that investing in better fresh cooking oil and equipment such as Frontline's **Box System for Standard Packaged Oil** and the **Caddy System with Filtration Options/ Upgrade** can increase your profits by extending the life of your cooking oil and improving food quality. Now let's come full circle and close the loop of Smart Oil Management by considering the used cooking oil just drained out of the fryers. First, it's hot.

Hot grease causes more than half of all injuries among restaurant workers.* According to the US Bureau of Labor Statistics, 57% of all foodservice general liability insurance claims are for slip-and-fall accidents.

With Frontline's Smart Oil Management solutions, foodservice establishments can reduce or eliminate the risk of burns caused by hot oil and slip-and-fall injuries on greasy floors with a completely automated **Direct-Plumbed® Waste Oil System** that eliminates pouring or toting buckets of hot oil.

Frontline's Smart Oil Management solutions for waste oil work together with our fresh oil equipment and filtration systems as a complete hands-free system—from filling fryers with fresh oil to draining out and storing waste oil.

Here's how the **Direct-Plumbed® Waste Oil System** works:

Automatically, with just a push of a button, the fryer is filled with oil. Push another button, and used oil is drained from the fryer and to a Direct-Plumbed® waste oil containment tank. Your employees will never touch cooking oil again, and your facility will be a cleaner, safer work environment and have fewer Workers' Compensation claims.

**Source: Feng Li, MD, MPS, MS Injury Prevention Service.*



Benefits of Owning Your Waste Oil Equipment

- 1) Maximize oil rebates with accurate data reporting and higher quality of waste oil stored in Frontline equipment. To get the highest rebate, oil should be filtered and of good quality. Frontline equipment can help you earn average rebates of \$.15 to \$.25 per pound. And Frontline offers the best yellow grease yields in the industry, up to 95%. You own your equipment and therefore you own your waste oil. See chart below.
- 2) Owning your equipment will free you of monthly lease payments and yearly contracts, and Frontline equipment pays for itself in 12 to 16 months.
- 3) Our Smart Oil Management systems are modular, so you can buy only what you need.



EXAMPLE OF YIELDS

Company A – Collection company estimate

Assumption:
 1,000 lbs of waste cooking oil in bin
 60% yield – all yields given by collection company
 \$.15/lb – rebate on yield oil

$(1,000) \times (60\%) = 600$ lbs of oil (approx. wt according to collection company)
 $(600) \times (\$.15) = \90.00 rebate

Frontline, using data from M³ Data Management System

Assumption:
 1,000 lbs of waste cooking oil in tank
 92% yield – Exact yield extracted from M³ data
 \$.15/lb – rebate on yield oil

$(1,000) \times (92\%) = 920$ lbs of oil
 $(920) \times (\$.15) = \138.00 rebate – 35% increase over collection company estimate

REBATES FROM WASTE OIL



Monitor, Measure, and Manage Your Oil: the M³ Data Management System

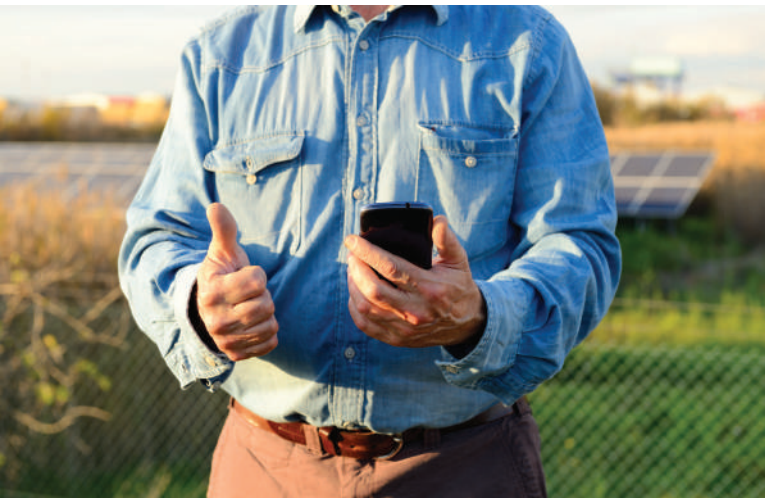
Since the Frontline Smart Oil Management solution means ownership for operators, we wanted to make it as easy as possible for foodservice establishments to efficiently Monitor, Measure, and Manage (M³) their oil use and gain greater control over their oil management processes and profits.

The **M³ Data Management System** works in concert with Frontline's fresh oil and waste oil systems and allows users to track usage and collection volumes and compare statistics daily, weekly, or monthly. Automatic alarms are sent by email or text before the fresh oil supply is exhausted or the waste oil tank reaches "full" status. For waste oil, the system can automatically alert the oil collection company to collect. When needed, diagnostic warnings are sent simultaneously to the store and to Frontline service technicians. Assignable reporting allows both store level and corporate management to receive data on each unit's usage. Reports can be accessed at any time online.



Benefits of Monitoring

- Ensures food quality and consistent taste across the chain, enhancing customer experience. More customers = more profits!
- Ensures procedural consistency across the chain.
- Manages costs of oil through the filtration process and ensures higher rebates on sale of waste oil.



Conclusion

Improving the handling and monitoring of cooking oil can make a significant difference in its quality and cost. And the public's concerns about health issues such as obesity aren't going away any time soon.

Food establishments and operators must start taking steps towards ensuring a better quality of fried food. Purchasing higher quality and healthier oil, along with Frontline's Smart Oil Management systems, can result in producing menu items that are not only better in quality and better for the consumer, but also more profitable.

Frontline's Smart Oil Management solutions for fresh oil work together with our filtration systems and waste oil containment tanks as a complete hands-free system—from filling fryers with fresh oil to draining out and storing waste oil and being able to collect the rebates on your used cooking oil. Add in Frontline's M³ Data Management System to keep track of usage, monitor and report data, and manage oil collection. It's a recipe for savings, quality, and ensuring the long-term viability of your brand.