



Dorado Environmental, Inc.

225 W. Clay Avenue
Roselle Park, NJ 07204
(732) 598-1058
www.gofilta.com

Curtains - Avenel Filta Proposal

June 6, 2019

Proposal Overview

This service proposal was updated and prepared by John Michals of Dorado Environmental, Inc. (Filta) for Nicholas Smith, The Front of the House Manager, and Chris Waltman, The Executive Chef, of Curtains Bar & Restaurant located at 150 Avenel Street, Avenel, NJ 07001. The original service proposal was dated May 18, 2019. This document serves as an updated potential scope of work upon the commencement of services. Please note, this proposal has been prepared based upon the infrastructure observed and specifically, on information obtained during the May 16, 2019 meeting. Any changes to infrastructure would subject this proposal to modification.

Assumptions & Review

Curtains Bar & Restaurant has two fryers located within the kitchen. The units hold 50 pounds each for a total of 100 pounds of serviceable oil. The current practice is to drain, clean and refill these units twice a week. Due to the spatial restrictions of the property, a waste oil bin is not able to be kept on site. Curtains is seeking an improved long term solution for their waste oil removal & storage. The current practice is to remove waste oil from this location and dispose of it offsite.

Curtains operates six days a week, Tuesday through Sunday. During the week the establishment is open for business at 3pm and on the weekends, open for business at 11 am. Current practice is for a kitchen staff employee to work on Monday, a non-business day, and perform the cleaning, discarding and refilling of the kitchen fryers. The current method takes three hours to complete. For the purpose of our updated analysis, we assumed that it took only two hours to complete. Additionally, we originally assumed that the present labor rate was \$12.00 an hour. However, we lowered our assumed rate to \$10.00 per hour for the purpose of this updated analysis.

The fryers are cleaned and the oil drained and refilled once again later in the week. For our analysis, we only factored in two hours of additional labor given the non-business day labor charges.

Current oil usage is approximately six boxes per week. At this time, it is unknown if any oil is left for top-off. The oil used is a high-quality soybean based oil costing roughly \$39.50 per box. The Dry Storage closet was not observed at the time of the visit but it is assumed that boxes are ordered and stored within the closet, not supplied on-demand.

Proposed Services Provided

1. **Oil Filtration:** Based upon the kitchen and fryer sizes, DEI estimates that our service technician would microfilter the fryer oil and clean the cooking well/surfaces of the fryer every Tuesday morning at approximately 11:00 am. Our charge for oil filtration and cleaning would be \$63.00 per visit. We discounted the original filtration price by 10%.
2. **Oil Removal:** Based upon the kitchen size, DEI estimates that our service technician would remove the waste vegetable oil from the Curtains Bar & Restaurant premise and clean the cooking well/surfaces of the fryer every Friday at approximately 11:00 am. The technician would also refill the fryer with the fresh oil supply on hand. The fee would be the same as was established for filtration service, \$63.00 per visit. We also discounted the discarding service price by 10%.

3. **Oil Supply:** Based upon additional information gathered, Filta observed that soybean oil was the oil of choice for the establishment. Furthermore, it was observed that the price per box paid was approximately \$39.50. As previously stated, Filta estimates that between six and seven boxes per week are currently used to refill fryers, assuming oil is changed twice per week and one box is left for top-off. Given this information, we would like to offer Curtains the opportunity to **buy oil through DEI at a six month price per box of \$34.00**. We discounted our price per box by approximately 3%.

We guarantee our oil price for a six month period of time. At the conclusion of six months, our price per box would be subject to alteration based upon market conditions. Each six month period would contain the ability to either keep the price constant or adjust the price higher or lower, but not by more than 3% at a time. Additionally, once the oil of choice is selected, changing the supply could subject Curtains to a market price alteration, based solely upon the newly selected oil. Each oil is different.

For comparison to your current oil, DEI would look to sell an oil of similar quality to Admiration Pro Fry Liquid Shortening. This oil is formulated for heavy duty frying applications and is a higher-stability oil, reducing the foaming tendency and increasing the smoke point. This oil is made with high-oleic soybean oil and a proven winning choice amongst frying oils.

Oil would be supplied to Curtains on an on-demand schedule with no need to have inventory build up on site. Oil charges and filtration/removal charges would be itemized and appear on the same invoice for convenience purposes. Invoicing would be done weekly and payment terms would be Net 15 days.

Service Benefits and Savings

DEI estimates that by utilizing the Filta service, twice a week, Curtains Bar & Restaurant would receive the following, immediate benefits:

1. **An estimated monthly savings of \$116.00 dollars and an annualized savings** (based on 52 weeks), of nearly **\$1,508.00 dollars. These savings are solely based on using our service over current practices**
2. **An annualized reduction of oil used** of approximately **156 boxes of oil or 5,460 pounds!**
3. **Less expensive oil supply & additional savings**, \$39.50 per box versus \$34.00 per box
4. **Cleaner and more efficient** cooking fryers
5. A **safer work environment** and generally **happier staff**
6. **More dry storage space as oil does not need to be stored, delivered on demand**
7. **Keeping the facility clean by not bringing waste oil storage on site.**

Conclusion

It was a pleasure to provide you with this updated proposal. We thank you for the opportunity and look forward to hearing from you.

