Customer Quote

**Vito Oil**

A yellow drop of oil with black text

Description automatically generated

{% assign labourRate = 16.55 %}{% assign total = 0 %}{% assign subtotal = 0 %}{% assign optionals = purchases | where: "quantity\_cf", 0 %}{% if lead.unit\_cf == "Pail" %}{% assign unit = "16l pails /wk" %}{% else %}{% assign unit = "Litres /wk" %}{% endif %}{% assign machine\_price = 0 %}{% for p in purchases%}{% if p.purchasable.type\_cf == "Machine" %}{% assign machine\_price = machine\_price | plus: p.purchasable.price %}{% endif %}{% endfor %}{% assign currMinFiltering = lead.currentminsfiltering\_cf | default: 0 %}{% assign numFryers = lead.numberoffryers\_cf | default: 0 %}

|  |  |
| --- | --- |
| Quote based on oil reduction of: {{lead.oilreductionpercent\_cf}}% | Current Filtering: {{lead.currentfiltering\_cf | escape}} |
| Current oil price per litre: ${{lead.currentoilpriceperlitre\_cf}} | Number of fryers: {{lead.numberoffryers\_cf}} |
| Current mins filtering per fryer: {{lead.currentminsfiltering\_cf}} | Est. Labour rate: ${% if lead.labourrate\_cf %}{% assign labourRate = lead.labourrate\_cf %}{{lead.labourrate\_cf | round: 2}}{% else %}{{labourRate | round: 2}}{% endif %} |

**Filtering Labour Costs: External Filtering methods vs. VITO in Fryer Method**

|  |  |  |  |
| --- | --- | --- | --- |
| External Filtering Time (Hrs/Week) | VITO Filtering Time (Hrs/Week) | VITO Saved Labour (per year) | VITO Saved Labour (over 5 years) |
| {% assign currFilter = currMinFiltering | times: 7 | divided\_by: 60 | times: numFryers %}{{currFilter | round: 1}} | {% assign vitoFilter = numFryers | times: 28 | divided\_by: 60 %}{{vitoFilter | round: 1}} | ${% assign vitoSavingsYear = currFilter | minus: vitoFilter | times: 52 | times: labourRate %}{{vitoSavingsYear | round: 2}} | ${{vitoSavingsYear | times: 5 | round: 2}} |

**What You Currently Spend On Oil:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| {{unit | escape}} | $ Week | $ Month | $ 1 year | $ 5 years |
| {{lead.currentoilamount\_cf}} | ${% assign currentCostWeek = lead.currentoilamount\_cf | times: lead.currentoilpriceperlitre\_cf %}{{currentCostWeek | round: 2}} | ${{currentCostWeek | times: 4.33 | round: 2}} | ${% assign currentCostYear = currentCostWeek | times: 52 %}{{currentCostYear | round: 2}} | ${{currentCostYear | times: 5 | round: 2}} |

**What You Could Spend On Oil With VITO:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| {{unit | escape}} | $ Week | $ Month | $1 year | $5 years |
| {% assign vitoOilCost = lead.currentoilamount\_cf | times: lead.oilreductionpercent\_cf | divided\_by: 100 %}{% assign vitoUnit = lead.currentoilamount\_cf | minus: vitoOilCost %}{{vitoUnit | round: 2}} | ${% assign vitoCostWeek = vitoUnit | times: lead.currentoilpriceperlitre\_cf %}{{vitoCostWeek | round: 2}} | ${{vitoCostWeek | times: 4.33 | round: 2}} | ${% assign vitoCostYear = vitoCostWeek | times: 52 %}{{vitoCostYear | round: 2}} | ${{vitoCostYear | times: 5 | round: 2}} |

**ROI and Estimated Savings Snapshot (Oil only, add labour figures above for total savings with VITO)**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| R.O.I on VITO Unit (Months) | $ Week | $ Month | $1 year | $5 years |
| {% assign savingCostWeek = currentCostWeek | minus: vitoCostWeek %}{% assign savingCostMonth = savingCostWeek | times: 4.33 %}{% assign roi = machine\_price | divided\_by: savingCostMonth %}{% unless savingCostMonth == 0 %}{{roi | round: 2}}{% endunless %} | ${{savingCostWeek | round: 2}} | ${{savingCostMonth | round: 2}} | ${% assign savingCostYear = currentCostYear | minus: vitoCostYear %}{{savingCostYear | round: 2}} | ${{savingCostYear | times: 5 | round: 2}} |

The filter life of every system is influenced greatly by the types of foods you fry and in what quantity. Because every menu (kitchen) is so unique we do not include filters in the R.O.I. calculation. That said, the range in filter life is between 2-10 filtrations. As such, the net of cost ranges from 1.65 to .33 cents per filtration. On average our customers typically run in the 4-8 range and will therefore consume around 200 to 250 filters annually.

**Recommended Equipment**

|  |  |  |  |
| --- | --- | --- | --- |
| Quantity | Item | Unit Price | Total |
| {% for p in purchases %}{{p.quantity\_cf}} | {{p.name | escape}} | ${{p.price | round: 2}} | ${% assign total = p.price | times: p.quantity\_cf %}{% assign subtotal = subtotal| plus: total %}{{total | round: 2}}{% endfor %} |
|  |  | **Subtotal** | ${{subtotal | round: 2}} |
|  |  | **H.S.T.** | ${% assign tax = subtotal | times: 0.13 %}{{tax | round: 2}} |
|  |  | **Credit** |  |
|  |  | **Grand total** | ${{subtotal | plus: tax | round: 2}} |
|  |  |  |  |

All VITO® brand equipment covered by a 12 Month Parts and Labour Manufacturers Warranty. Prices Quoted are valid for 15 days