AGENDA

- Product introduction
- Business case
  - Target & KPIs
  - Conditions
  - Procedure
  - TPM Analysis French Fries Fryers and Multi Fryers
- ROI
- Conclusion

VITO filters remove food particles and carbon from your frying oil.
Frying in clean filtered oil results in a better tasting and better looking fried product.
Your oil costs will be cut, and there will be less work load due to less changes of oil and cleaning.

Microfiltration with the
VITO® oil filter system

TPM/ quality measurement
with the oiltester

- VITO creates vortex/ circulation.

  Suction depth: 35 cm

- Particles go into the VITO and with high pressure through the filter paper to get caught.

  Filtration power: 60 l / min

  Total cycle time: 4,5 mins

- Clean oil comes out in front.

Business case: Target & KPIs

Frying process

- Prove frying oil savings on top of built-in filtration.
- Easy and safe handling.
- Safety in the kitchen.

Business case: Conditions

Burger King Europe GmbH
Dirk Ehegötz
Claire Niemtschik
Sebastian Martinez

VITO AG Germany

|	Test
Test stores, Germany	# 14273 in Tuttlingen
Franchisee	BK-Tuttlingen GmbH
Weekly sales	Ø 25.000,00€
Fryers	4 x 25 l (50lbs) Pitco ME 2 with built-in filtration 2 French Fries Fryers 2 Multi Fryers
Frying oil	19,11 € / 15 l box → 1,27 € / l

Experience		
# 14941 in Hildesheim	Wunstorf	# 12606 in Bad Oeynhausen
Burger King Deutschland GmbH		
4 x 25 l (50lbs) Frymaster	4 x 15 l (30lbs) Frymaster	4 x 15 l (30lbs) Frymaster
1,27 € / l		

Business case: Procedure

|	Pre Test	VITO® Test
Start	Mid December 2016	Mid January 2017
Parameter	- Oil quality (TPM) measurement with oiltester - Limit: 24% TPM	
Daily procedure	1. Night: Fryer Filtration 2. Morning: - Measurement with oiltester - Documentation	1. Night: Fryer filtration 2. Morning: - Measurement with oiltester - Documentation - **Filtration with VITO®**
→ TPM data comparison Pre Test and VITO® Test to work out oil savings		

TPM Analysis – French Fries Fryers

French Fries (Fryer 1)

French Fries (Fryer 2)
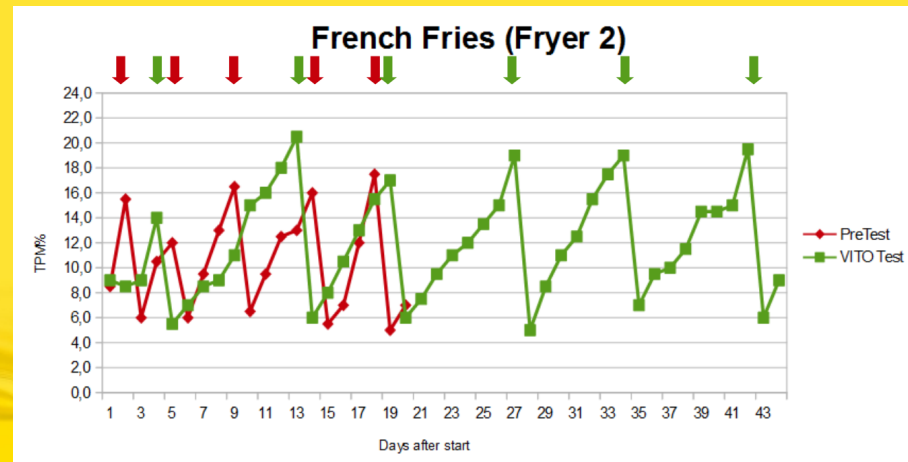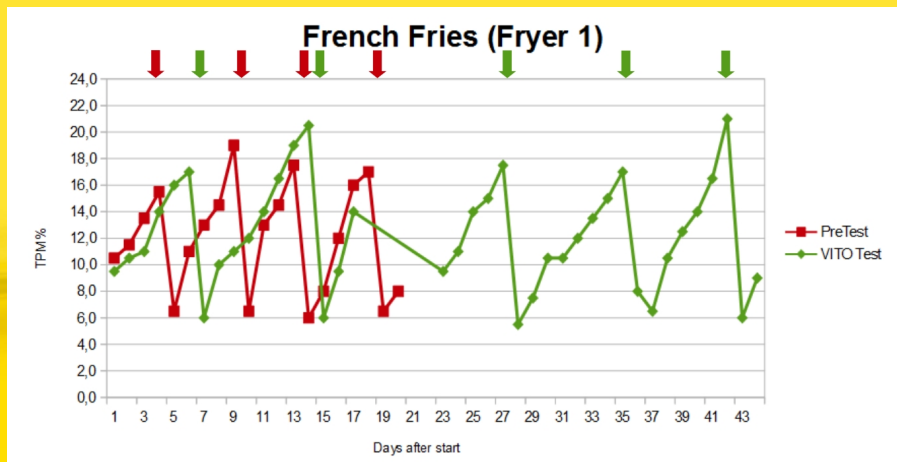
Without VITO®	With VITO®	Results
Ø oil duration: 5 days	Ø oil duration: 8 days	→ 60% of increase/ oil life extended: 3 days
1,4 changes per week/ 72,8 changes per year	0,875 change per week/ 45,5 changes per year	→ 27,3 changes saved per year

→ **savings of frying oil: 37,5%**

TPM Analysis – Multi Fryers

Multi Fryer (Fryer 3)

Multi Fryer (Fryer 4)
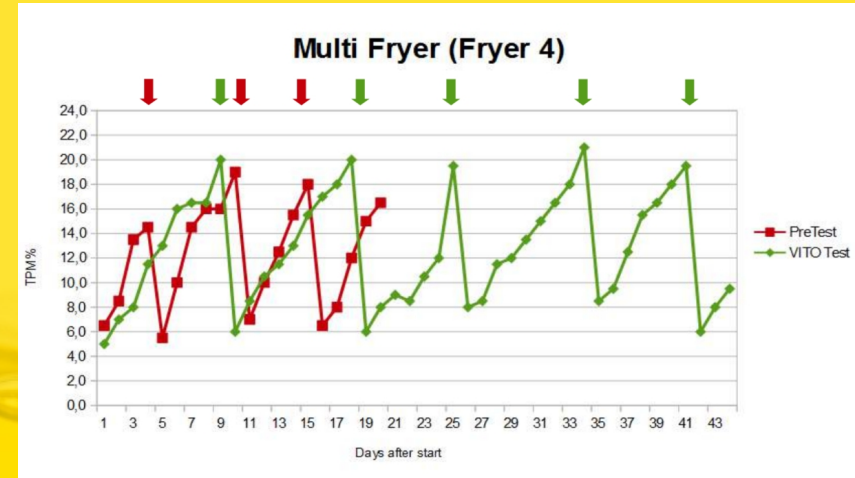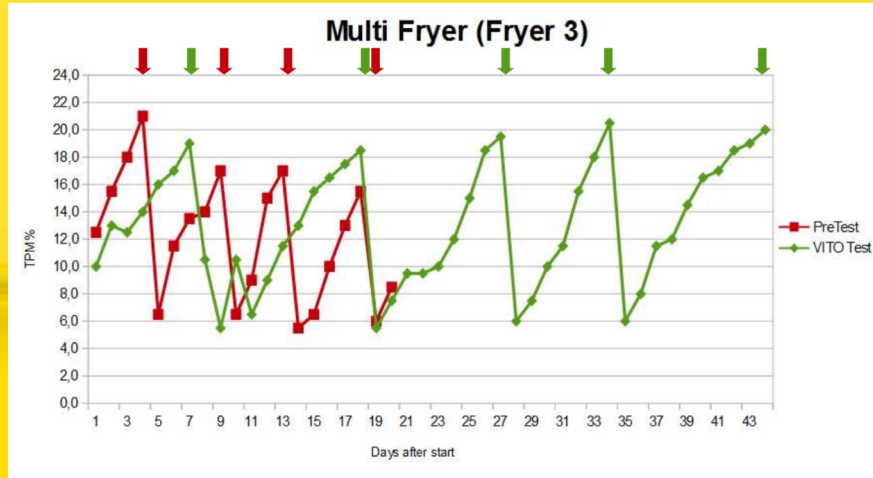
Without VITO®	With VITO®	Results
Ø oil duration: 4,5 days	Ø oil duration: 7 days	→ 55,56% of increase/ **oil life extended: 2,5 days**
1,55 changes per week/ 80,6 changes per year	1 change per week/ 52 changes per year	→ 28,9 changes saved per year

→ **savings of frying oil: 35,7%**

ROI

	# 14273 in Tuttlingen	# 14941 in Hildesheim	Wunstorf	# 12606 in Bad Oeynhausen
Oil liters per fryer vat	4 x 25 l (50lbs)	4 x 25 l (50lbs)	4 x 15 l (30lbs)	4 x 15 l (30lbs)
Oil cost	1,27 €/ l			

	# 14273 in Tuttlingen	# 14941 in Hildesheim	Wunstorf	# 12606 in Bad Oeynhausen
Weekly oil cons. without VITO®	190,50 €	254,00 €	152,40 €	228,60 €
Weekly oil cons. with VITO®	121,92 €	165,10 €	106,68 €	160,02 €

	# 14273 in Tuttlingen	# 14941 in Hildesheim	Wunstorf	# 12606 in Bad Oeynhausen
Ø savings with VITO®	**36%**	**35%**	**30%**	**30%**
Oil cost savings	68,58 € per week / 274,32 € per month/ 3.566,16 € per year	88,90 € per week / 355,60 € per month/ 4.622,8 € per year	45,72 € per week / 182,88 € per month/ 2.377,44 € per year	68,58 € per week / 274,32 € per month / 3.566,16 € per year
Cost	1.700,00 € (VITO®) + 1,80 € (cost of filter paper) x 365 (days) = Total cost 2.357,00 €			
ROI	**8,6 months**	**6,6 months**	**12,8 months**	**8,6 months**

Conclusion

VITO
oil filter system
MADE IN GERMANY

Target

Prove frying oil savings on top of built-in filtration.

Result

VITO saves 30 – 35% on frying oil cost on top of built-in filtration.

180,00 – 350,00 € savings per month
= 2.300,00 – 4.600,00 € savings per year.

ROI: VITO pays off within 6 – 13 months.

Easy and safe handling.

Safety in the kitchen.

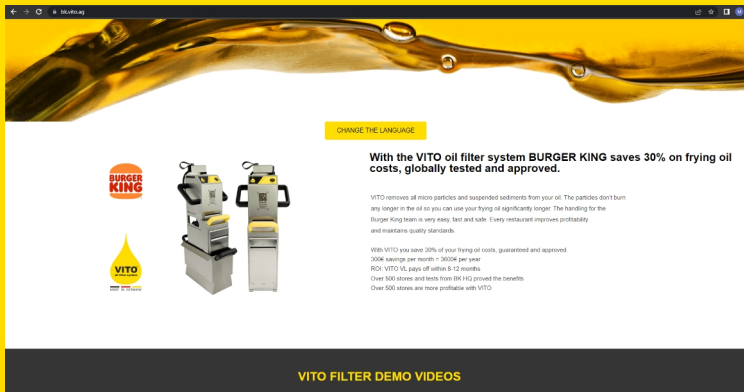Less, safe workload around the fryers due to easy handling and less oil changes.

→ **Increased profitability!**

Questions?

You still have questions? Then call us on
+49 7461-962890 or send an email to info@vito.ag

Now to the Website
www.bk.vito.ag

@VITOoilfilter

@VITOAG

@VITOoilfiltersystem

@VITOoilfiltersystem

@VITOfiltration