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## *The Case for Gourmet Biodiesel*

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### **GOURMET BIODIESEL** (AS GOOD AS THE FOOD YOU SERVE)



In an industry where every restaurant needs to concentrate on profitability, new same store profit streams are valuable. A Gourmet Biodiesel program provides the restaurant with a meaningful additional profit stream – roughly \$150.00 of profit for every use of a BioPro™ biodiesel processing appliance (maximum annual capacity = 180 batches, or “uses”, per year, or \$27,000 of potential profit!)

Restaurant operators are familiar with the expense constraints of managing a “unit”. Industry profit margins are tight – 4-8% - and if a solution is found that boosts results, restaurant operators are used to rolling out those solutions so as to capture the value of incremental profit gains on a per unit basis.

We sell an appliance, and [with diesel above \$4.00/gallon] our appliance will write the owner/operator a check every time the start button is pushed. Add to this the fact that biodiesel burns in an diesel engine (without conversion) and burns 78.5% cleaner than regular diesel, according to the EPA, and you have a compelling combination of environmental and economic benefits.

A recent article in a restaurant magazine underscores the importance of optimized equipment based solutions for the restaurant industry:

*"The world of restaurant equipment has never looked busier or better stocked. There's a piece of machinery for virtually every kind of purpose. The modern day restaurateur is likely to feel spoiled for choices. Gone are the days of a naive freezer in the kitchen, a cooler beside the bar and the odd pieces of cooking equipment. A modern food service establishment houses many different pieces of equipment, one for every aspect of its operation. It's one area that definitely calls for a better*



*understanding, because your success depends on it.*"(Article Source: <http://EzineArticles.com/4510401>)

**It's Easy to Begin:**

1. Biodiesel is an alternative fuel that works in any diesel engine, in any mixture without any change to the diesel engine.
  - a. It burns 78.5% cleaner than diesel.
  - b. It's non-toxic and it's made from vegetable and animal oil.
  - c. The vast majority of small-scale biodiesel is made using recycled cooking oil from restaurants.
2. Restaurants use vegetable oil to cook their meals. When the oil is "exhausted" they replace it with new vegetable oil, and they dispose of their old oil.
3. The County and State mandate that this used oil is disposed of in a prescribed manner.
4. Generally a service is employed to pick up the grease.
5. The restaurant either pays for this service or receives a modest payment.
6. The person/company that picks up the used oil is reprocessing it and selling it.
7. What if the restaurant began a [gourmet] biodiesel program?
  - a. Economics of production assure the restaurant of a positive ROI and relatively quick payback on the initial investment.
  - b. Same store profitability increases.
  - c. Marketing benefits to concrete "green" actions.

***GOURMET BIODIESEL ECONOMICS***

Average Gallons of Used Oil Produced		Average Savings/Revenues from Biodiesel with Diesel at: (assumes \$1.00/gal processing cost)		
# Gallons/Week	# Gallons/Yr	<b>\$3.50</b>	<b>\$4.00</b>	<b>\$4.50</b>
10	500 (50 wk/yr)	\$1,250.00	\$1,500.00	\$1,750.00
20	1,000 (50 wk/yr)	\$2,500.00	\$3,000.00	\$3,500.00
40	2,000 (50 wk/yr)	\$5,000.00	\$6,000.00	\$7,000.00
50	2,500 (50 wk/yr)	\$6,250.00	\$7,500.00	\$8,750.00
60	3,000 (50 wk/yr)	\$7,500.00	\$9,000.00	\$10,500.00
100	5,000 (50 wk/yr)	\$12,500.00	\$15,000.00	\$17,500.00
200	10,000 (50 wk/yr)	\$25,000.00	\$30,000.00	\$35,000.00

Federally supported tax credits<sup>1</sup> and carbon credits are available for every purchase of a piece of our equipment. Further, marketing benefits associated with cleaner burning biodiesel abound.

This represents an easy and profitable alternative to the current status quo.

<sup>1</sup>There is currently a 30% investment tax credit available with Springboard's BioPro™ appliance: <http://www.irs.gov/pub/irs-pdf/f8911.pdf>



The BioPro system is designed to be a “plug and play” system, however, Springboard Biodiesel will work with any restaurant to ensure that the unit is installed correctly, that all chemicals can be sourced, fuel made and logistics properly managed. Every unit comes with a 1 year warranty.

*Save money making a clean-burning, renewable fuel from a waste stream, locally!*

