

Ei

Elemental
IMPACT

IMPACT



**Annual Ei Partners Meeting
Atlanta, Georgia
November 20, 2014**



A Winning Combination



- Ei Partners
- Airports
- Fire Dept.
- Health Dept.
- Govt. Awareness
- Corporations
- Global Awareness via blog articles
- Meeting Attendance
- Email Marketing
- Social Media
- Networking
- National Contracts
- ATL Campus Rollout
- Potential Annual H₂O Savings in GA alone: **168 MILLIONS Gallons**

Great Networking

Great Assistance

Great Results



Great Partners



G.R.E.A.S.E.

Grease Recycling & Energy Alternative Solutions for the Environment

G.R.E.A.S.E. Mission:

To develop & promote best business practices in the grease industry to maximize the cornerstones of sustainability: environmental consciousness, economic vitality, social responsibility and health.

Current Status:

GREASE returns to action mode with a continued focus on kitchen grease expanded to the following:

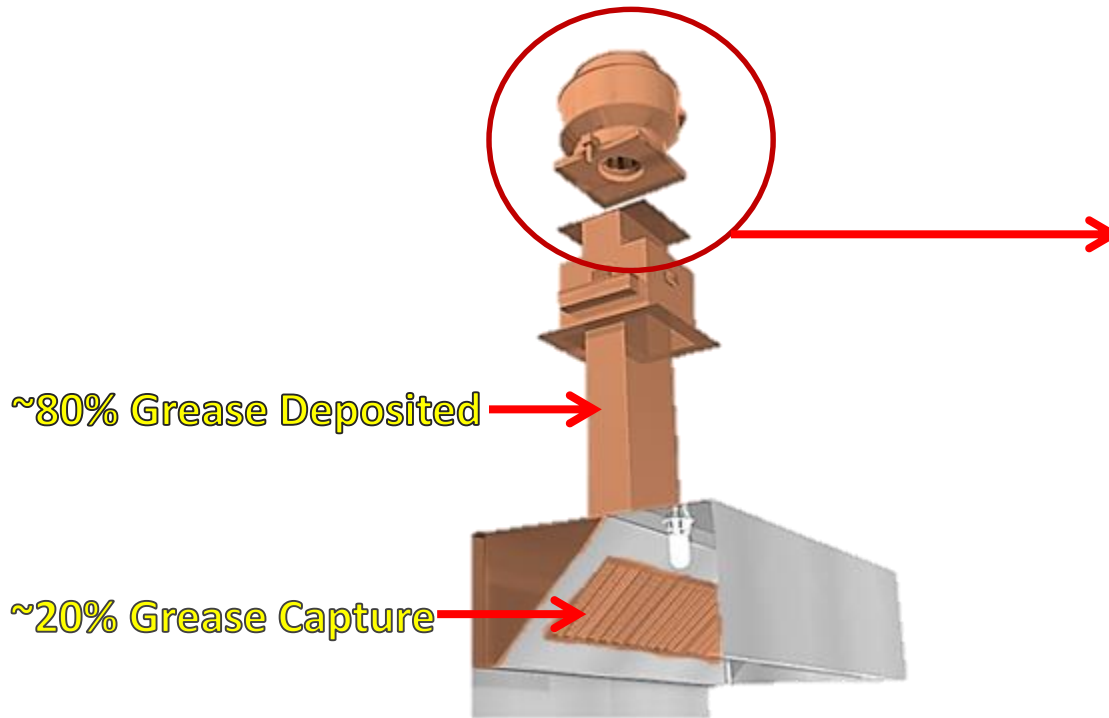
Spent Grease - used grease from fryers, “yellow grease”

F.O.G - Fats, Oils & Grease - grease collected from grease traps, “brown grease”

Airborne Kitchen Grease - grease accumulated in the exhaust system from kitchen operations

Traditional “AKG” Background

Minimal Grease Filtration = High Fire Risk & Extreme Water Usage



3 months without Grease Lock™



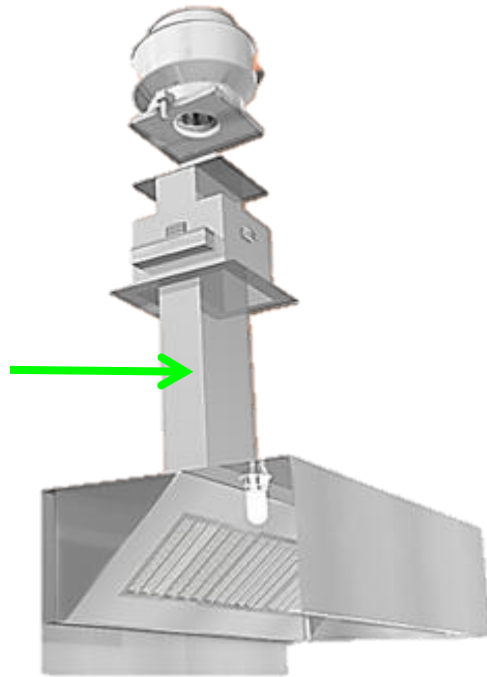
Airborne Kitchen
GREASE



Proactive Grease Maintenance

High Grease Filtration = Reduced Fire Risk & Huge Water Savings

approximately
1%
Grease Deposited



up to
99%
Grease Capture



3 months without Grease Lock™



3 months with Grease Lock™



Note: The rocks on the rooftop were replaced with new rocks on the day that the Grease Lock™ Filters were installed. Notice there is no new grease collection since the installation.

Proactive Grease Maintenance

High Grease Filtration = Reduced Fire Risk & Huge Water Savings





Easy Installation

less than 5 minutes

UPDATED





Facility Benefits

Increased Fire Safety!



Water Savings



Sustainable & Compostable (ILSR)



Prolonged Roof Life



Reduced KEC Freq.




Reduced Nightly Labor








Fire Safety Comes First!

 Made from a patented, proprietary-blend of natural fibers, Grease Lock filters are naturally oil absorbent and flame resistant. This allows the filters to keep the grease out of the hood and increase restaurant fire safety.

Grease Lock® is tested, compliant and/or recognized by the following codes:

-  **Std UL 1046/ULC-S649 & UL 710** – Flame Exposure & Abnormal Flare-Up Test
-  **NFPA 96 / IFC** – Ventilation Control & Fire Protection of Commercial Cooking Operations
-  **TYCO** – World Leader In Fire Suppression Systems




tyco



Work Completed





Elemental Impact



An Independent Engineer's Report on
**Water, Chemical,
& Cost Savings in
Commercial Kitchens**

simplifying
Airborne Grease Filtration





Cost Benefit Analysis

Brand	Water Savings (gallons annually)	AKG Captured (lbs. annually)	Est. Annual Cost Savings
TGI Fridays	16,086	150	\$4,506.72
Popeye's	11,382	450	\$6,902.64
Chipotle	12,558	450	\$6,902.64
Varsity	12,558	600	\$6,866.16
Chick-fi-la	17,262	450	\$10,060.24
McDonalds	14,910	450	\$9,493.20

Average Install Cost: \$350



Interactive Metrics Tracker

COMING SOON

- **Online Benefits Tracker**

- Water Conservation
- Chemical Usage Reduction
- Prevented Airborne Grease
- Labor Savings
- Rooftop Savings



See your **GREEN** savings now...

grease LOCK SYSTEM

User name:
PeiWeiHMSHost1

Password:

[Login](#)

[Sign-Up](#) ...IT'S FREE!

eco benefits

Cumulative Savings:
Select a monthly range...

Water Savings:	7,386	Gallon's
Chemical Savings:	\$8.8	Gallon's
Prevented Airborne Grease:	660	Pounds of Grease

[Print](#) [Email](#)

grease LOCK SYSTEM

Go Green and Save Green

Administrator Tracking:
Sort 1st by: Restaurant Name State City

[Sort](#)

Restaurant Name	State	City	Water Saved	Chemical Saved	Prevented Airborne Grease	Employee Labor	Roof Maintenance	3rd Party Hood Cleanings

[Group Report](#) [Email](#)

ECO Impact

Savings

Savings:		Select a monthly range...	
December '13			
Water:			
Money Saved	\$20.41		
Chemical:			
Money Saved	\$132.80		
Employee Labor:			
Money Saved	\$63.83		
Roof Maintenance:			
Money Saved	\$0.00		
3rd Party Hood Cleanings:			

grease LOCK SYSTEM

SIGN UP - LAST STEP:
Input the following data based off of your grease management practices prior to the installation of the disposable Grease Lock filters.

Prior to Grease Lock Filters		
3rd Party Hood Cleanings:		
# of cleanings / year	12	quantity
Cost / cleaning	\$325	
Metal Baffle Filter Cleanings:		
Total # of metal baffle filters	16	quantity
# of cleanings / year	12	quantity
Labor time / cleaning	15	minutes
Big labor rate / hour	18.40	
Hourly cleaning method		
Roof top maintenance:		
Roof savings per year	0	quantity
Cost / roof cleaning	40.00	





Milestones



Published 3rd Party Article – Airport Magazine
 Fire And Health Dept. Approval
 100+ Site Surveys and Installation Approvals
 Awareness to 50+ National Brands
 New Customer Education & Reassurance
 Broadliner Distribution



	Total \$ (inlet water)	Total \$	Savings per Year (excluding water)	Savings per Year (including water)	Savings (shipping and labor and dollars)
Accio	\$3,500.00	\$3,102.76	\$8,475.00	\$8,702.64	\$235.00
Accio Support	\$5,000.00	\$5,046.52	\$7,375.00	\$7,763.68	\$142.70
Accio Support D5	\$4,500.00	\$4,322.50	\$5,850.00	\$6,060.32	\$274.00
Accio Support D6	\$4,100.00	\$4,173.48	\$4,105.00	\$4,506.72	\$130.70
Accio Support E	\$3,500.00	\$3,173.40	\$8,475.00	\$8,655.60	\$247.80
Accio Support F	\$4,500.00	\$4,364.44	\$6,675.00	\$6,926.96	\$227.20
Accio Support G	\$3,042.00	\$2,076.44	\$6,363.00	\$7,214.96	\$285.85
Accio Support H	\$3,300.00	\$4,023.00	\$6,735.00	\$6,939.32	\$274.00
Accio Support I	\$3,328.40	\$3,162.24	\$5,712.60	\$5,423.76	\$258.50
Accio Support J	\$3,342.00	\$3,374.76	\$6,063.00	\$6,280.64	\$263.50
Accio Support K	\$6,381.50	\$6,381.50			
Accio Support L	\$2,411.50	\$2,411.50			
Accio Support M	\$6,011.50	\$6,011.50			
Accio Support N	\$5,111.50	\$5,111.50			
Accio Support O	\$2,411.50	\$2,411.50			
Accio Support P	\$4,390.00	\$4,384.44	\$6,675.00	\$6,326.96	\$287.20
Accio Support Q	\$5,500.00	\$5,574.96	\$7,375.00	\$7,658.04	\$195.90
Accio Support R	\$5,210.00	\$5,251.96	\$7,375.00	\$7,604.24	\$411.40
Accio Support S	\$6,000.00	\$6,073.40	\$7,375.00	\$8,155.60	\$428.25
Accio Support T	\$4,500.00	\$4,384.44	\$6,675.00	\$6,326.96	\$287.20
Accio Support U	\$4,131.50	\$4,163.30	\$8,196.00	\$8,414.20	\$132.45
Accio Support V	\$1,650.00	\$1,677.72	\$3,375.00	\$4,132.08	\$208.60
Accio Support W	\$4,500.00	\$4,362.76	\$6,675.00	\$6,302.44	\$264.05
Accio Support X	\$7,700.00	\$7,754.52	\$8,895.00	\$9,207.28	\$139.60
Accio Support Y	\$4,500.00	\$4,384.44	\$6,675.00	\$6,326.96	\$287.20
Accio Support Z	\$5,850.00	\$5,884.44	\$7,375.00	\$7,626.96	\$287.20
Accio Support AA	\$5,111.50	\$5,111.50			
Accio Support AB	\$6,381.50	\$6,381.50			
Accio Support AC	\$5,500.00	\$5,584.44	\$8,875.00	\$9,197.20	\$317.20
Accio Support AD	\$3,650.00	\$3,682.76	\$5,375.00	\$5,707.20	\$212.24

ASSET MANAGEMENT

AIRBORNE KITCHEN GREASE A NEW FRONTIER IN SUSTAINABILITY

BY MICHEL CHENE, S.A.L. HOLTZEMER AND LUIS MARINO

A simple solution saves tremendous water use, labor and dollars.

Creating pollution-free grease is one way for companies to increase sustainability while improving the bottom line. In fact, it's one of the most effective ways to do so.

In addition to being a low-cost solution, grease is an environmental concern and safety issue. Local and national regulatory requirements for kitchen operations to avoid kitchen grease spills to ensure best grease removal practices are well known to the food service operator, as well as to the restaurant, in the existing open kitchen space is dependent on the area. Chapter 11.6.0101 in Denver, Chapter 11.6.0101 in Dallas that all kitchen exhaust systems shall be equipped and tested with a frequency requirement established by Table 11.6.0101. The maintenance program 3850 and Area 1200 pollution of grease. The 1,000 gallons of water consumed in a comprehensive system that includes daily buffer cleaning, as well as weekly cleaning.

By using airborne kitchen grease, companies can reduce the impact on providing one of the Denver Local 11.6.0101. Systems provided by Bill's Fryer as an example, maintain and consistent solution in addressing kitchen grease.

Simple and effective, the Bill's Fryer offers an innovative solution to address kitchen grease management.



Work In Progress



• Installation Roll-out

• Completed:

- HJAIA Installation
 - HMSHost ; ATL Airport
- Obtaining Hood Spec's
- Train Tenants
- Install Grease Lock

• In Progress:

- Metrics Benefits Tracker!
- HMSHost
 - 100+ airports worldwide
 - 99 Turnpike USA travel plazas



Questions?

Call (888) 594-0064
Jordan Salpietra ext. 704