



## Payback Program V.6.0

This Payback analysis software program was developed by IST, the main goal is to provide our distributors with an exclusive and professional sales tool. We have utilized the program successfully with many customers and have been able to closed many sales deals with this Payback analysis software. This software upgrades the distributor to a higher level of professional representation by providing to the manager or owner, a detailed cost and investment analysis, not just selling a widget at a low price.

The use of the program is easy once you collect and input the required Data from the customer. *The software requirement for this software is Microsoft Excel™.*

Once you have opened up the “Payback Program”, the following options will help you to get started:

We have made the program into a three steps process. Across the bottom of the screen you will see two headings:

**Step 1- Information Request Form**






**Step 2- Payback Analysis Form**

**Step 3- Leasing programm**

Each of these can be clicked on in order to use the form.

**Step 1 Information Form** – This allows you to add the customer name and provides an easy format for the customer or the distributor, to fill in the needed information for the “Payback Analysis”.

This is the most important part, getting the needed information. Usually if the customers are providing data off the top of their head, they always pick numbers less than their actual. They never realize how much their cleaning solvents are really costing them. In order to avoid these mistakes, following are average sample data frequently encountered with real customers in order to provide an accurate analysis:

-  Operational week: Usually we put 50 weeks
-  Solvent Purchase per week: put the number of gallons customer usage
-  Cost of solvent per week
-  Solvent disposal per week:
-  Cost of rental gun wash:

Shop Size	Vehicles/Wk	Solvent Usage (Gal/Wk)	Potential Savings
Heavy Industrial		110 – 440	\$ 30 000 – 120 000
Large Industrial		55-110	\$ 15000 - \$30000
Medium Industrial		25 – 55	\$ 8750 - 15000
Light Industrial		20 – 25	\$7000 - \$8750
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Large Shops	30 – 40	15 – 20	\$5250 - \$7000
Medium Shops	20 – 30	10 – 15	\$3500 - \$5250
Small Shops	10 – 20	5 – 10	\$ 1750 - \$3500

You can also offer to review their last 3-4 months of bills and you can calculate the average costs.



3M PPS system or similar plastic cups: quantity used per week



Price of the plastic cups:

<u>Shop Size</u>	<u>Vehicles/Wk</u>	<u>Cups Usage (Cups/Wk)</u>	<u>Potential Savings</u>
Large Shops	30 – 40	120 – 160	\$9 000 - \$12 000
Medium Shops	20 – 30	80 – 120	\$6 000 - \$9 000
Small Shops	10 – 20	40 – 80	\$3 000 - \$6 000

\*\*\*\* This is based on a \$1.50 per cup

You are now ready to go to Step 2

**Step 2 Payback Analysis Form** – This form only requires Input Data from step 1 and the calculations will be completed automatically. The following guide will help you to get started:

– **The following Inputs (Color Coded Green) are required for the Program to provide and accurate analysis.**

**Customers Business Name** – Personalize the “Payback Program” with the Business’s Name.

**Operational Weeks** – This is the number of weeks the facility operates in a year (typically 50-52 weeks).

**Solvent Purchases per Week** – This is the “Cleaning Solvent” the operation purchases on average per week – This can be obtained through a review of their bills or through the customer’s Solvent Distributor. If reviewing for Safety Kleen, verify what size is used – 5Gal or 15Gal Drum.

**Cost of the Solvent per Gallon** – This is the Cost of the “Cleaning Solvent” the operation is paying per Gallon. This ranges from \$5 - \$10 per gallon through a Solvent Distributor or \$6 - \$8 per gallon through Safety Kleen™. The differences in price are due to the various solvent qualities.

**Cost of Solvent Disposal per Gallon** – This is the Cost for Disposing of the Used Solvent. This can range from \$3 - \$6 per gallon through a certified waste hauler, depending on the part of the country or \$6 - \$10 per gallon through Safety Kleen™. These wide differences are due to the method of disposal and the local competitiveness of the market.

**Cost of Spray Gun Washer Rental** – This is for the Cost of the Gun Washer Rental Unit typically supplied by Safety Kleen™ or another similar Service company. The rental cost can range from \$150 – \$250 per visit. Most customers get the minimum once per month, others are more frequent. This number can add up fast.

**Cost of Maintenance of Gun Washer** – This is for the Cost of maintaining the existing Gun Washer.

**Unit Type & Purchase Cost** – This is for putting in the Description of the Equipment and the Cost. This can be just the unit or the total system installed cost.

**Amount of plastic cups used per week**– This is usually multiplied by 4 with the number of cars repaired per week.

**Price per plastic cup** – The average price per cup is between \$ 1.00 and \$1.50

## Step 3 Leasing Program

**Leasing Time Frame** – This area is for the Input of the length of time the lease is in effect.

**Leasing Calculation Input Data** – This area is for the Input of the Leasing Factor (The Factor in the program is only for display purposes; please refer to your Lease Information). These factors are available in our Leasing Package through Trinity or the Customer's Leasing Company. Once the Factor is entered, the program will calculate the monthly payment and compare that number against the customer's current operating costs.

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Once all of the Data Inputs are in, the Program automatically calculates the results. You are now ready to print out the "Payback Analysis" for your customer. Remember, the program does not include installation cost, unless you put it in with the price. You could identify the installation, freight and tax separately in your proposal letter that goes with the "Payback Analysis" sheet(s).

**We hope you find this Payback analysis program helpful and if you need further assistance or have any suggestions concerning this program call:**

**Thank you from the IST sales team**

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