

DETECTO Ingredient Management System Key Account Payback Analysis

1. Total Cake Icing purchased* in pounds yearly: _____
(Please net from total 7% shrink...icing left in bucket bottom and sides, dropped on floor, etc.)
2. Divided NET amount by the Average amount of icing applied/cake: 1.75 pounds**.
3. Equals the number of cakes produced yearly: _____

Payback/Savings

Multiply the total number (#3 above) of cakes produced yearly by the amount of excess cake icing and divide by 16 oz. to obtain pounds.

4 oz.	6 oz.	8 oz.
Least Likely	Most Likely	High Likely
_____ #'s	_____ #'s	_____ #'s

Multiply pounds in each category by your average cost per pound of cake icing delivered (F.O.B. used) to obtain yearly savings. Best estimate (use actual if available) @ \$1.05/per pound. This average includes the buttercreme base icings, vanilla, and chocolate, plus the more premium cream cheese, carrot cake, and colored icings.

_____	_____	_____
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Divide annual savings by total investment of DETECTO unit to arrive at payback in months.

_____ mo.	_____ mo.	_____ mo.
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Important Notes:

*Total should include all buttercreme and "whipped" cake icing products.

**Conservative estimate used as 7/8 inch double layers with top/bottom borders and accents on average have 1.5-2.0 pounds of cake icing applied. Quarter sheets, halves and full sheets substantially more.

