



F U E L S

So you want to be a renderer

An overview of collecting oil as a
business venture

Jason Burroughs

So You Want To Be a Renderer

How to collect vegetable oil quickly, safely, and legally

Business Structure

Insurance

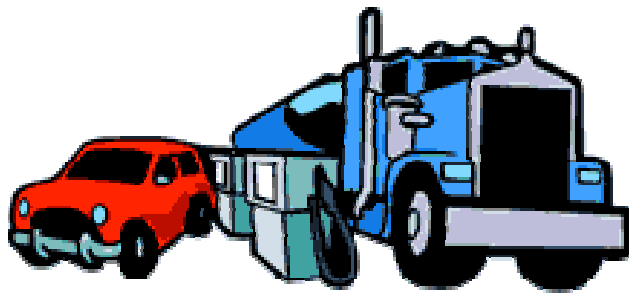
Equipment

Contracts

Collection

Process Flow / Software

Selling WVO



DIESELGREEN
FUELS

About Us

Collecting oil since 2005

Started as coop, became LLC in 2006

Licensed to collect but not process oil by state

Currently collect 3000 gal per month

20% of revenue, 60% of profit



Setting up shop

Choose business structure (partnership, sole prop, corp)

Register name, get EIN from IRS

Find location

Zoning, Occupancy Permit

Invite Fire Marshall before agreeing to lease

Make sure landlord understands what you're doing

Get large general liability coverage (check local laws)



The right tools for the job

Start small and modular to scale up cheaper

1 ton pickup can pull a variety of trailers

Trailers are cheaper to insure and maintain than big truck

Used propane tanks can be converted into a variety of useful tanks

Find a welder or learn to weld







DIESELGREEN
FUELS

\$4 barrel or \$200 big tank



DIESEL GREEN
FUELS

Sales Material

Sales packet includes:

Prospectus

Contract (2 copies)

Sticker

Brochure

Business Card



Lead Generation

Call the city and ask for a list of all restaurants

Make friends with the local brown grease hauler (Liquid Environmental Solutions loves biodiesel)

Make friends with a hood vent cleaner

Join or start a restaurant lead generation group



Contracts

Call it a Service Agreement

Should spell out rights and responsibilities of each party

Make it as long as possible

Allow customers to make changes





e.g., "10 market st, san francisco" or "hotels near lax"

Search the map

Find businesses

Get directions

Search Maps

Show search options

Search Results

My Maps

View in G

Created by others

DieselGreen Fuels oil sources








Featured content

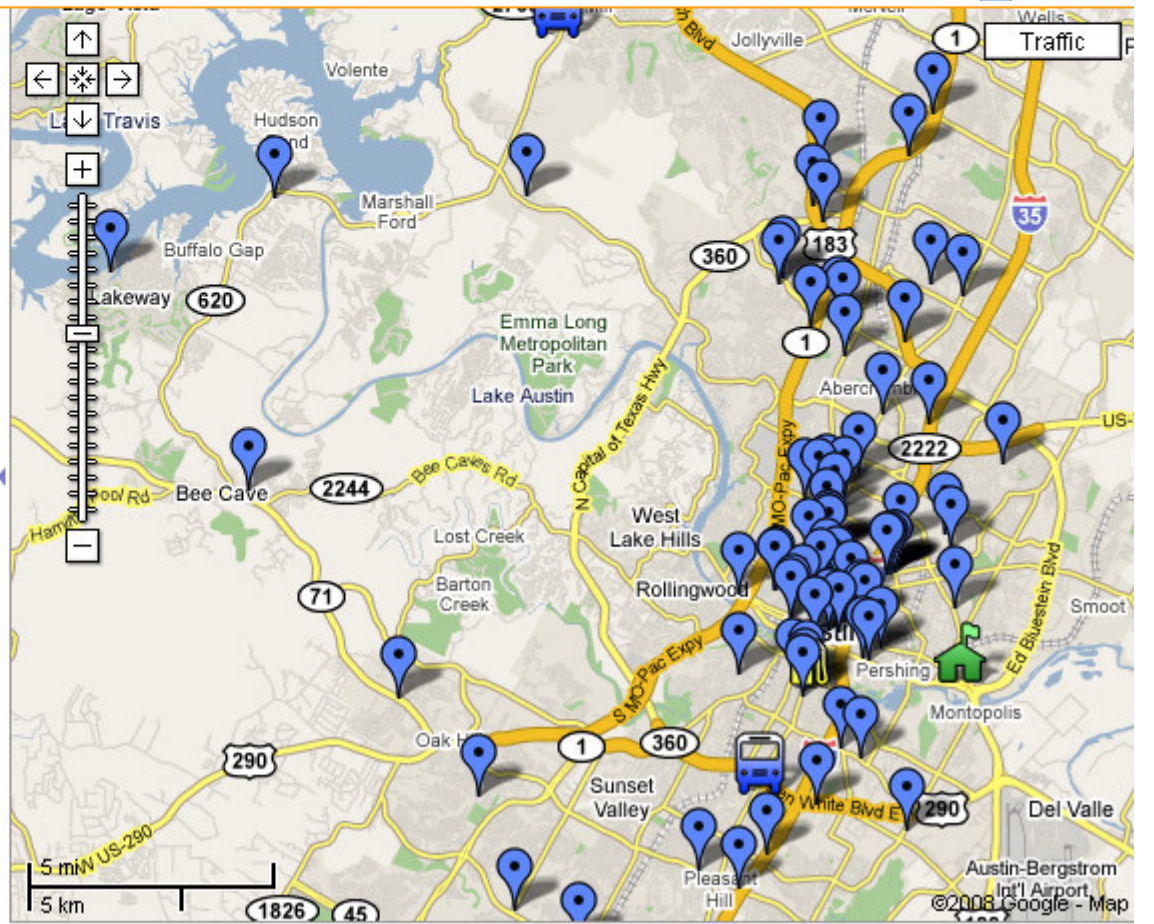
Google Real Estate Search

Hot Spots Guide

Island Guide

Videos from YouTube

-  [Seton Medical Center](#)
1201 W 38th St Austin, TX 78705 (512) 324-1000
-  [Seton Shoal Creek Hospital](#)
3501 Mills Ave Austin, TX 78731 (512) 324-2000
-  [Seton Northwest Hospital](#)
11113 Research Blvd Austin, TX 78759 (512) 324-6000
-  [Madam Mam's Noodles & More](#)
2514 Guadalupe St Austin, TX 78705 (512) 472-8306
-  [Thai Noodles Etc House](#)
2602 Guadalupe St Austin, TX 78705 (512) 494-1011
-  [El Chile Cafe](#)
2209 Manor Rd Austin, TX 78722 (512) 457-9900
-  [El Chilito](#)
2225 Manor Rd Austin TX 78722 (512) 382-3797



Is it legal to sell WVO?

Depends on who you ask:

EPA – Has not been through Tier I and Tier II health effects testing, therefore not a recognized motor fuel

IRS – if it goes on the road, let's tax it (24.4 cents)

Some enlightened state legislatures have legalized WVO as a fuel
(NC, IL, TX, CA?)



Incentives

IRS offers a 50 cent per gallon rebate, similar to biodiesel credit, but referred to as “Liquid Hydrocarbons from Biomass” (changing to “Liquid Fuels from Biomass”)

IRS offers a 20% rebate on an Alternative Fuel refueling station, supposed to be for B20 – B100 tanks, could be repurposed for WVO

Some states exempt WVO from their road taxes



What is it worth?

Google for “yellow grease USDA” for market price (currently \$3.00)

We sell for \$3.29 including road tax

We pay 50 cents to render it, 50 cents for transportation, 25 cents in road tax, and get 50 cents back from IRS

Profit margin = \$2.50

Can sell to biodiesel producers for \$2.75 - \$3.00



Discussion and Questions

DIESEL GREEN

F U E L S

DIESELGREENFUELS.COM

512.247.FUEL

5217 CESAR CHAVEZ ST.

AUSTIN, TX 78702

- BIODIESEL DISTRIBUTION AND RETAIL SALES •
- FILTERED VEGETABLE OIL AND VEHICLE CONVERSIONS •
 - FREE GREASE COLLECTION SERVICES •
- REFUELING STATIONS FOR HOME OR BUSINESS •