

## 3M™ Oil Quality Test Strips

### 3M Solution

A fast, accurate, and easy way to help monitor oil quality and save money by preventing premature oil disposal. Each test strip objectively and consistently measures increased concentrations of free fatty acids (FFA) — a major by-product of oil breakdown that greatly impacts the quality of your fried foods. When your oil has too much FFA, the quality of your food can suffer.

### Key Features

- Easy to use and eliminates guesswork.
- Help maintain high quality of fried foods.
- Helps save money by preventing premature oil disposal.
- Use with animal or vegetable or A/V blend oils.
- Each test strip features four bands that change color from blue to yellow as the level of FFA increase in your oil.
- Potential for first year savings of 50% or more with oil strips versus electronic fryer oil testing devices.\*

### 3M™ Standard Range Oil Quality Test Strips 1004

- FFA range of 2% - 7%
- Discarding the oil is recommended if test strip indicates more than 6% free fatty acids concentration.<sup>1</sup>

### 3M™ Low Range Oil Quality Test Strips 1005

- FFA range of 1% - 2.5%
- The low range test is ideal for monitoring oil quality for both oil manufacturers and food manufacturers using oil products as an ingredient to measure early degradation of oil.

### Potential for first year savings of 50% or more with oil strips versus electronic fryer oil testing devices.\*

3M™ Oil Quality Test Strips*	Electronic Fryer Oil Test Device Cost	Annual Service	Ref. Oil	Breakage (25%)
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\*One test strip used per day. Results may vary.



### Kitchen manager problems we can help solve.

With rising labor, food, and other costs, kitchen managers and restaurant owners are always looking for efficiencies as they are forced to do more with less staff and continued price pressures.

Consistent oil monitoring can maximize oil life — reducing cost while maximizing fried food quality. Use the 3M™ Oil Quality Test Strips to determine the discard point for your oil.

Premature oil disposal results in spending more than needed on cooking oils and discarding after the oil is degraded can impact visual appeal and taste.

Easy to use. Simply dip the paper strip into your oil at operating temperature (163–204°C/325–400°F) until all four bands are submerged, then remove. The bands will change color within seconds to indicate FFA concentration. Discarding the oil is recommended if test strip indicates more than 6% free fatty acids concentration.<sup>1</sup>

### Target Audience and Competition

Target Markets	Target Departments for Chains	Target Decision Makers for Independents	Competition
Food Service providers such as: Quick, Full and Limited service restaurants as well as hospital, school, college and hotel cafeterias	Food & Beverage Purchasing, Culinary, Executive Chef, Food & Beverage operations, Food service operations	Kitchen Manager, Restaurant Manager, Head Cook/Chef, Restaurant owner	Electronic fryer test devices from manufactures such as Testo, Inc. and VITO AG (require annual calibration and subject to breakage). Fryclone™ Frying Oil Visual Test Kit with Eye Droppers (requires oil to be completely cooled down prior to testing)

# 3M™ Oil Quality Test Strips

## Making the sales call

### STEP 1: Ask the following questions to help assess the existing oil monitoring processes and products used:

1. Please describe the process you currently use to check the quality of your cooking oils.
2. What products do you use to test the oil?
3. If your employees are using an electronic testing device to test their oil, what do they ensure the device is calibrated correctly? Is there a cost to calibrate the device and how often is this done? How long does the device typically last before it breaks from misuse?
4. If your employees are using an eye dropper testing process, how long does it take for the oil cool down before your employees can test the oil?
5. How often do you require your employees to test the cooking oils?
6. What do you like about the existing process and products you use?
7. What do you dislike about the existing process and products you use?

### STEP 2: Ask to do a demo of the 3M™ Oil Quality Test Strips in their kitchen.

For conducting the demo you will need:

1. A 3M™ Standard Range Oil Quality Test Strip 1004 for restaurants or,
2. A 3M™ Low Range Oil Quality Test Strip 1005 for an oil or food manufacturer application.
3. Using tongs, hold test strip by longest white end.
4. Dip test strip into hot oil so all blue bands are submerged.
5. Hold in oil for 5 seconds.
6. Remove strip from shortening.
7. Wait 30 seconds.
8. Hold strip up to the light.
9. Refer and compare strip to Evaluation Guide Chart and follow its recommendations.
10. Throw away used test strip in regular kitchen trash.

### Storage Instructions

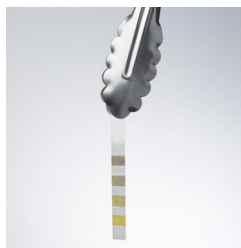
Keeping test strip bottles tightly closed will prevent strips from exposure to moisture and humidity and will also prolong the life of the test strips.

Everyday use test strips are to be stored in cool or room temperature (70°F/21°C) and away from high moisture and humidity areas. Always keep test strip bottles tightly closed after each use.

Test strips that are to be kept for six months or more are to be stored in refrigerator to prolong the life of the test strips. Keep test strip bottles tightly closed.

### Sales Tools

1. New brochure.
2. New web page.
3. Cost calculator.
4. Product video



### Common Objections/Questions

1. Can I use the strips in hot or cold oil? The oil test strips can only be used with hot oil at an operating temperature of (325-400°F/163-204°C).
2. What types of cooking oil can the oil test strips be used with? Works in all type shortening (vegetable, animal, or vegetable and animal blend)
3. Do the test strips have a shelf life? Test strips are to be used within the expiration date stamped on the bottle.



### Commercial Branding and Transportation Division

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<sup>1</sup>Free fatty acids concentrations indicated on the oil quality test strip are equivalent to those that can be obtained by A.O.C.S. Official Test Methods Te la-64 and Ca 5a-40.  
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