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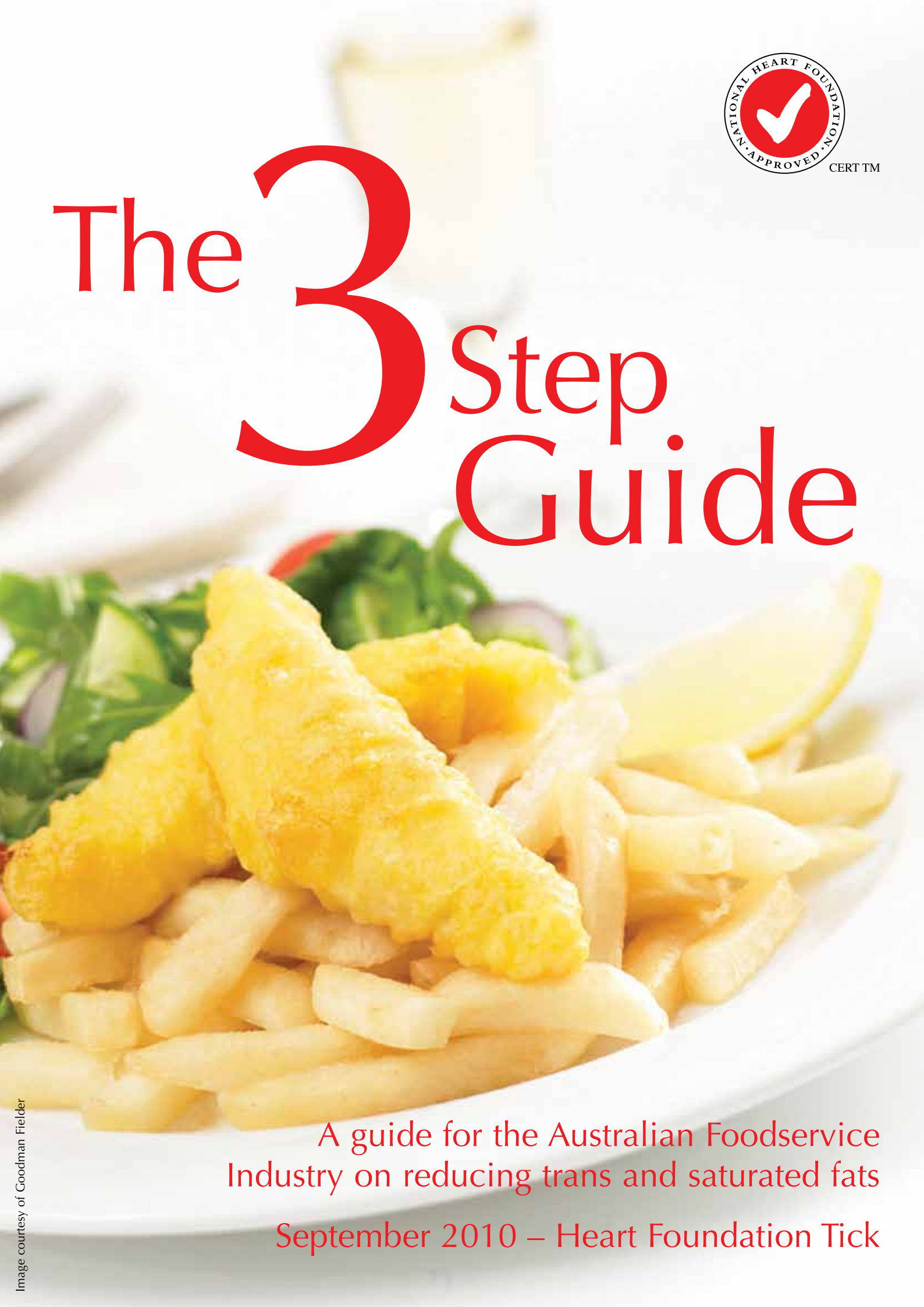
The 3 Step Guide



A guide for the Australian Foodservice Industry on reducing trans and saturated fats

September 2010 – Heart Foundation Tick

Image courtesy of Goodman Fielder

The 3 Step Guide - reducing the level of trans and saturated fat in the food that you serve.

Why should I be concerned about saturated and trans fat and reduce these on my menu?

1. Health of all Australians

There is a definite link between the amount of saturated fat that a person eats and the risk of heart disease – the more you eat the greater the risk. Trans fats have an even greater effect on our health, especially those found in some processed vegetable oils. Australians eat too much of these two unhealthy fats which makes it really important to reduce the levels in the foods that we eat and replace them with healthier fats – monounsaturated and polyunsaturated fats.

2. Consumer demand

There is considerable interest in saturated and trans fats in our food, not just in Australia but also internationally. In the US there are laws requiring restaurant chains to provide information about their menus while here in Australia there is also support for menu labelling.

Heart Foundation Tick consumer research indicates that 7 out of 10 consumers are concerned about the levels and types of fat in the food that they are consuming when they eat out. Consumers want the option to choose healthier food and are asking for help to do this.

3. Leadership role

In reducing the saturated and trans fats found on your menu, you are showing that you are an industry leader, serious about helping people make healthier choices.

Saturated fat - a type of fat found mainly in animal products and some plant sources (palm oil and coconut). This means saturated fat is found in many take-away foods, commercial cakes, pastries and fried foods because of their ingredients and/or type of oil used to cook them.

Trans fat - a type of fat that is found naturally in small amounts in meat and some dairy products. However, it is in larger quantities in foods made using processed (partially hydrogenated) vegetable oils including shortenings as well as baked goods and par-fried chips.

Mono / polyunsaturated fat - types of unsaturated fat that reduce your risk of heart disease if replacing saturated fat. Foods higher in mono/ polyunsaturated oils include canola, olive, sunflower, soybean and safflower oils and margarines.

Note: If you are using any ingredients with the Heart Foundation Tick in your meals you cannot reproduce the Tick or refer to it in your promotions. Only food outlets audited and licensed to the Heart Foundation are permitted to promote the Tick ingredients when used in approved meals.

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Follow these tips for healthier chips

1. Temperature – cook at 185°C

- cook for about 3 minutes
- turn the thermostat to less that 140°C when not frying. To restart, heat the oil back slowly to 180-185 – any higher and you will damage the oil
- check your thermostat accuracy regularly – buy a thermometer or ring your equipment supplier

2. Chips – thick not thin, if frozen don't thaw

To absorb less oil:

- use a thick cut chip – 12mm or bigger
- straight cut and wedges are best – crinkle cut and fries/straw cut absorb more oil
- do not overload the chip basket
- do not allow frozen chips to thaw before cooking

Only buy chips par-fried in healthier oil

Shake and drain well after cooking

3. Oil – use Tick approved and keep it clean

- Skim frequently and filter the oil daily
- Use a separate fryer for cooking chips
- Use a deep frying oil approved by the Heart Foundation Tick. Refer to page 6 for the list.

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Comparison of oils and spreads (Nutrients per 100g)

Fats & Oils

	Saturated fats	Trans fats	Polyunsaturated fats	Monounsaturated fats	Other Nutrients*
Eligible for the Tick					
Canola Oil	8		30	62	
Hi oleic canola oil	8		25	67	
Hi oleic sunflower oil	10		10	80	
Grapeseed oil	12		70	18	
Sunflower oil	12		64	24	
Olive oil	14		10	76	
Corn oil	14		53	33	
Soyabean oil	15		62	23	
Peanut oil	18		34	48	
Ricebran oil	22		35	43	
Cottonseed oil	26		56	18	
Beef tallow	48	4	6	42	
Palm oil	51		10	39	
Coconut oil (copha)	91		2	7	

Margarines & Spreads

	Saturated fats	Trans fats	Polyunsaturated fats	Monounsaturated fats	Other Nutrients*
Eligible for the Tick					
Margarine (80% fat)	16	1	37	24	23
Canola spread (65% fat)	16	<1	15	33	35
Sunflower spread (65% fat)	17	<1	30	17	35
Olive spread (65% fat)	17	<1	14	33	35
Dairy blend (70% fat)	38	3	6	28	25
Butter (81% fat)	53	4	2	21	20

*Includes water, non-triglyceride lipids, carbohydrate, protein, vitamins and minerals. Content may vary slightly due to natural variability of components. Lower fat variants of Tick margarines do exist.

Adapted with permission from Goodman Fielder, August 2010

Saturated fats
Trans fats
Polyunsaturated fats
Monounsaturated fats
Other Nutrients*

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How can I reduce saturated and trans fats on my menu?

There are three steps you can take to reduce the saturated and trans fats on your menu. Improvements at every step, however small, can still make a difference!

Step 1: Identify where saturated and trans fats are on your menu

Go through your menu and highlight all the dishes & accompaniments that are deep fried and/or use ingredients high in saturated &/or trans fats such as:

• Palm oil • Tallow • Lard • Coconut oil / copha
Coconut milk / cream (including 'lite' versions) • Cream • Butter • Ghee
Shortening • Baking margarine • Pastry • Processed meats / poultry • Cheese

Note: If you are unsure about the nutritional value of the ingredients you are using, ask your supplier for more information/clarification.

Step 2: Use healthier alternatives

Healthier menu planning

Can you *reduce* the number of dishes and accompaniments highlighted and/or *replace* them completely with healthier alternatives? For example, this could be as simple as swapping butter for a margarine spread; and/or limiting/reducing the number of deep fried or pastry dishes on the menu e.g. replacing deep fried chips with baked wedges.

Healthier cooking methods

Can you change the *methods* used to prepare dishes and accompaniments highlighted to healthier ones? For example, instead of deep frying, look at baking, grilling, steaming or microwaving. It may take longer, but most crumbed items can be cooked in the oven, or quickly microwaved and then browned off under the grill.

Healthier ingredients

Finally, look at the oil you are using for those dishes and accompaniments that you really do want to deep fry. Can you change to a healthier oil? Or for those ingredients highlighted as being high in saturated and/or trans fats, can you change these to a healthier fat or oil alternative? The tables on the following pages will help you identify healthier fat and oil alternatives.

Step 3: Tell your customers about it!

Let your customers know about the positive steps that you have taken to improve the food on your menu. This could include advertising promotions, media releases or contacting your local community networks. For suggestions on what to tell your customers please contact us.

Key to promoting these positive changes to your customers is letting them know about the dishes that you have made healthier. For example, have nutrition information panels available for the menu items you have improved.

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Healthier Ingredients

Deep Frying Oils

Ingredient / Meal Component	Type	Application	Manufacturer	Distribution	Pack size
Tick approved, available in foodservice pack size and national distribution – HIGHLY RECOMMENDED					
Pura Range - Canola	Canola oil	A premium oil used primarily for shallow frying and light duty deep frying	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	20L drum and 15L bag in box
Sunoil	A sunflower blended oil	A premium oil used for deep frying	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	20L drum
Crisco Sunola	A premium high oleic sunflower oil, rich in monounsaturates	Halal, deep frying, pan frying, dressing	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	15L bag in box and 20L drum
Crisco Endura	A premium high-oleic canola oil, rich in monounsaturates	Halal, deep frying, pan frying	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	15L bag in box
Crisco Liquid Gold	A unique blend of cottonseed oil and high-oleic sunflower oil	Halal, deep frying, pan frying	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	15L bag in box and 20L drum
Ultimate Chef - Hi-Oleic Sunflower oil	A high oleic sunflower, high in monounsaturated fat	Halal, use as a food ingredient, general purpose cooking, baking and all frying applications	Cargill Australia	Nationwide via foodservice distributors or contact Cargill on 02 4920 0100	15L bag in box and 20L drum
Ultimate Chef - SuperBlend	Blend of high oleic sunflower and cottonseed oil	Halal, use for deep, shallow and pan frying	Cargill Australia	Nationwide via foodservice distributors or contact Cargill on 02 4920 0100	20L drum

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Healthier Ingredients

Shallow Frying Oils

Ingredient / Meal Component	Type	Application	Manufacturer	Distribution	Pack size
Tick approved, available in foodservice pack size and national distribution – HIGHLY RECOMMENDED					
Pura Range - Canola	A monounsaturated oil	A premium oil used primarily for shallow frying and light duty deep frying	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	20L drum and 15L bag in box
Pura Range - Tuscan Blend	A blend of canola and olive oils to give an oil high in monounsaturated fats	This oil blend gives a smokey colour and rich aroma. Suitable for shallow frying, mayonnaise preparation and salad dressings	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	20L drum and 4L cask
Pura Range - Extra Virgin Olive Oil	Olive oil	Shallow, pan or wok frying	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	4L cask
Gold'N Canola oil	Canola oil	Halal, all round cooking, light frying and as an ingredient	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	6 x 2L and 3 x 4L
Crisco Canola oil	Canola oil	Halal, all round cooking, light frying and as an ingredient	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	15L bag in box and 20L drum
Pilot Canol oil	Canola oil	All round cooking, light frying and as an ingredient	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	15L bag in box and 20L
Crisco Sunflower oil	Sunflower oil	Halal, all round cooking, light frying and as an ingredient	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	15L bag in box
ETA Salfry Blended Vegetable oil	Blended vegetable oil	All round cooking, light frying and as an ingredient	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	15L bag in box and 20L drum
Gold'N Canola Oil spray	Canola oil	Pan frying, oven baking	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	12 x 450g and 200g in supermarket
Solya Sunflower oil	Sunflower oil	All round cooking, light frying and as an ingredient	Dulewalu International Group	Nationwide via foodservice distributors	1L and 5L
Soffola Safflower oil	Safflower oil	All round cooking, light frying and as an ingredient	Riverina Oils	Nationwide via foodservice distributors or contact Riverina on 03 8850 3311	1L, 2L and 20L drum
Ultimate Chef - Hi-Oleic Sunflower oil	A high oleic sunflower, high in monounsaturated fat	Halal, use as a food ingredient, general purpose cooking, baking and all frying applications	Cargill Australia	Nationwide via foodservice distributors or contact Cargill on 02 4920 0100	15L bag in box and 20L drum
Ultimate Chef - Canola oil	Canola oil	Halal, premium oil used as a food ingredient and shallow frying	Cargill Australia	Nationwide via foodservice distributors or contact Cargill on 02 4920 0100	20L drum

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Healthier Ingredients

Shallow Frying Oils (continued)

Ingredient / Meal Component	Type	Application	Manufacturer	Distribution	Pack size
Tick approved, available in foodservice pack size and national distribution – HIGHLY RECOMMENDED					
Ultimate Chef - Sunflower oil	Sunflower oil	Halal, Kosher, premium oil used as a food ingredient, shallow frying, greasing or basting	Cargill Australia	Nationwide via foodservice distributors or contact Cargill on 02 4920 0100	20L drum
Ultimate Chef - Corn oil	Corn oil	Halal	Cargill Australia	Nationwide via foodservice distributors or contact Cargill on 02 4920 0100	20L drum
Insignia Canola oil	Canola oil	Halal, food ingredient and shallow frying	Cargill Australia	Nationwide via foodservice distributors or contact Cargill on 02 4920 0100	20L drum
Insignia Blended Vegetable oil	Blended vegetable oil	Halal, food ingredient and shallow frying	Cargill Australia	Nationwide via foodservice distributors or contact Cargill on 02 4920 0100	20L drum
Real Ease Cooking Spray	Canola oil spray	Panfrying, baking, greasing	Unilever	Nationwide via foodservice distributors or contact Unilever on 1800 628 400	450g can
Tick approved and only available in retail pack size					
Refer to www.heartfoundation.org.au/tick for full shopping list of approved oils and sprays available in the supermarket					
Not Tick approved, but meets the criteria					
Sunveg Blended Vegetable oil	A blended vegetable oil	Halal, all round cooking, light frying and as an ingredient in salad dressing	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	20L drum
Sunbeam Canola Oil	Canola oil	Halal, Kosher, all purpose canola oil	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	15 L bag in box or 20 L drum

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Healthier Ingredients

Margarine spreads

Ingredient / Meal Component	Type	Application	Manufacturer	Distribution	Pack size
Tick approved, available in foodservice pack size and national distribution – HIGHLY RECOMMENDED					
Meadow Lea - Canola, portion control pack	A salt reduced canola spread	10g portion control pack for catering use	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	10g x 250 carton
Meadow Lea - Dairy Free, portion control pack	A lactose and salt free canola oil spread with no artificial colours	10g portion control pack for catering use	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	10g x 250 carton
Meadow Lea - Canola	A canola oil spread	For use as a spread, and ingredient in baking and cooking	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	500g tub x 20, 500g tub x 12, 750g and 1kg
Meadow Lea - Salt reduced Canola	A reduced salt sunflower and canola oil spread	For use as a spread, and ingredient in baking and cooking	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	500g tub x 20, 1kg tub x 12, 750g and 1kg
Meadow Lea - Dairy Free	A lactose and salt free canola oil spread with no artificial colours	For use as a spread, and ingredient in baking and cooking	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	500g tub x 20, 500g tub x 12
Vitalite - canola spread, portion control pack	A salt reduced canola spread	10g portion control pack for catering use	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	10g x 250 carton
Tick approved and only available in retail pack size					
Bertolli - Classico Olive Oil spread	Olive oil spread	For use as a spread, and ingredient in baking and cooking	Unilever	Supermarkets or call 1800 628 400 for details.	500g
Bertolli - Extra Virgin	Olive oil spread	For use as a spread, and ingredient in baking and cooking	Unilever	In Woolworths only	375g
Bertolli - Light Olive Oil	Olive oil spread	For use as a spread	Unilever	Supermarkets or call 1800 628 400 for details.	500g
Flora - Buttery	A canola and sunflower spread made with buttermilk	For use as a spread, and ingredient in baking and cooking	Unilever	Supermarkets or call 1800 628 400 for details	375g
Flora - Light	A reduced fat spread	For use as a spread	Unilever	Supermarkets or call 1800 628 400 for details	500g
Flora - Ultra Light	A reduced fat spread	For use as a spread	Unilever	Supermarkets or call 1800 628 400 for details	500g

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Healthier Ingredients

Margarine spreads (continued)

Ingredient / Meal Component	Type	Application	Manufacturer	Distribution	Pack size
Tick approved and only available in retail pack size					
Flora - Canola	A canola oil spread	For use as a spread, and ingredient in baking and cooking	Unilever	In Woolworths only	500g
Flora - Salt Reduced	A salt reduced spread	For use as a spread, and ingredient in baking and cooking	Unilever	Supermarkets or call 1800 628 400 for details.	500g, 1kg
Gold'n Canola - regular	A salt reduced canola oil spread	For use as a spread, and ingredient in baking and cooking	Goodman Fielder	Supermarkets, or call the Consumer Advisory Centre on 1800 025 066	500g, 1Kg
Gold'n Canola - Lite	A reduced fat and salt reduced canola oil spread	For use as a spread	Goodman Fielder	Supermarkets, or call the Consumer Advisory Centre on 1800 025 066	500g
Meadow Lea - Extra Lite	A reduced fat and salt reduced canola oil spread	For use as a spread	Goodman Fielder	Supermarkets, or call the Consumer Advisory Centre on 1800 025 066	500g
Olive Grove - Classic	A salt reduced olive oil spread	For use as a spread, and ingredient in baking and cooking	Goodman Fielder	Supermarkets, or call the Consumer Advisory Centre on 1800 025 066	375g, 500g
Olive Grove - Extra Virgin	A salt reduced extra virgin olive oil spread	For use as a spread, and ingredient in baking and cooking	Goodman Fielder	Supermarkets, or call the Consumer Advisory Centre on 1800 025 066	375g, 500g
Olive Grove - Lite	A fat reduced and salt reduced olive oil spread	For use as a spread	Goodman Fielder	Supermarkets, or call the Consumer Advisory Centre on 1800 025 066	375g, 500g

Magarine - bakery & shortening

Ingredient / Meal Component	Type	Application	Manufacturer	Distribution	Pack size
Tick category exists - at the time of printing there are no Tick approved or eligible shortenings or pastry margarines. Please contact us for updated information.					

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FAQs

I use vegetable oil - I thought this was a healthier oil to use?

Vegetable oils can be unhealthy depending on the level of saturated fat present. Palm oil, cottonseed oil and coconut oil are examples of vegetable oils with higher levels of saturated fats. Refer to page 4 for a comparison of typical oils and the levels of saturated fats present. Refer to pages 6-8 for the healthier oils to use.

What about cholesterol? The oil I use says that it is cholesterol free.

Cholesterol in foods has only a small effect on blood cholesterol levels especially when compared with the much greater increase caused by saturated and trans fat in food. It is most important that you limit saturated and trans fats.

What is the difference between regular canola/ sunflower oils and their hi-oleic counterparts?

Both oils have the same low level of saturated fat and are healthier choices. The only difference between them is that high-oleic oil, as it name suggests, contains more oleic acid (a monounsaturated fat) and less polyunsaturated fats such as alpha-linoleic acid (ALA) and linoleic acid (LA).

Stability of an oil is directly related to its degree of unsaturation. Oils with higher levels of polyunsaturated fats are less stable than oils with higher levels of monounsaturated fats. Thus, the higher stability of high-oleic oils allows for greater heat tolerance, broader culinary applications, and longer shelf-life, which all lead to greater cost efficiencies.

If I use sustainable palm oil, is this alright to use?

No, regardless of how the palm oil has been grown and refined, it is still high in saturated fat and is not recommended. Choose an oil such as canola, sunflower, hi-oleic canola or sunflower oils or vegetable blends with the Heart Foundation Tick.

What does the Tick on food mean?

The Tick on a food item means it is a healthier choice when compared to similar foods. For example, meat pies with the Tick are lower in saturated and trans fats and sodium than other pies.

If I follow the Heart Foundation's 'The 3 Step Guide' and/or use ingredients with the Heart Foundation Tick in the food prepared and served to my customers, can I reproduce and/or refer to the Heart Foundation Tick in my promotions?

No, if you are using any ingredients with the Heart Foundation Tick in your meals, you cannot reproduce the Tick or refer to it in your promotions.

So how do companies earn the Tick?

Food companies or outlets must have their foods or meals independently analysed to ensure they meet our strict nutrient criteria before they can use the Tick on their foods. If a product fails to meet the standards, it cannot enter the Program. Only food outlets audited and licensed to the Heart Foundation are permitted to promote these Tick ingredients when used in approved meals.

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Further information:

For more information, call our Health Information Service on 1300 36 27 87 (local call cost), email health@heartfoundation.org.au or visit www.heartfoundation.org.au.

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