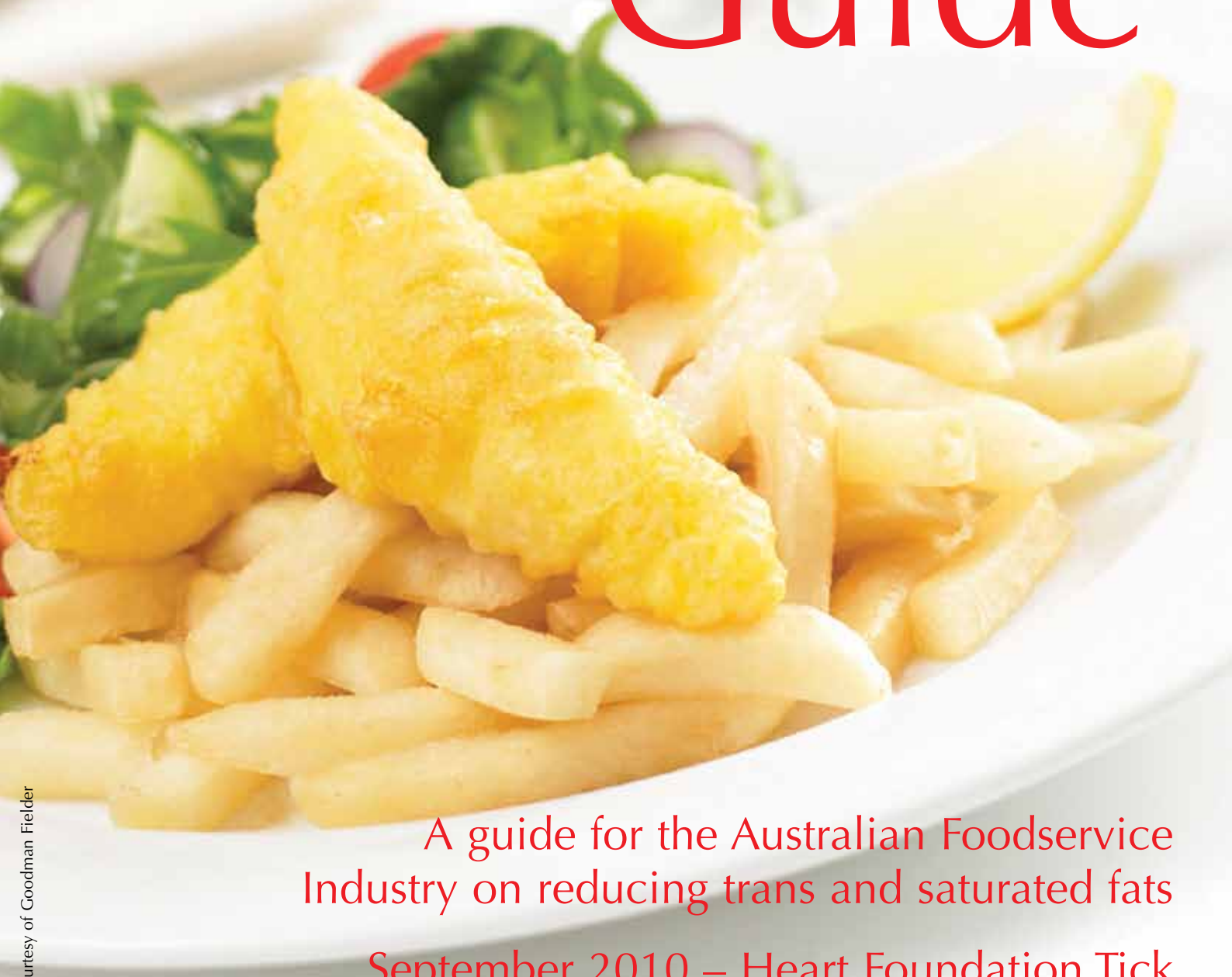




The 3 Step Guide



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

September 2010 – Heart Foundation Tick

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.

Follow these tips for healthier chips

1. Temperature – cook at 185°C

- cook for about 3 minutes
- turn the thermostat to less than 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

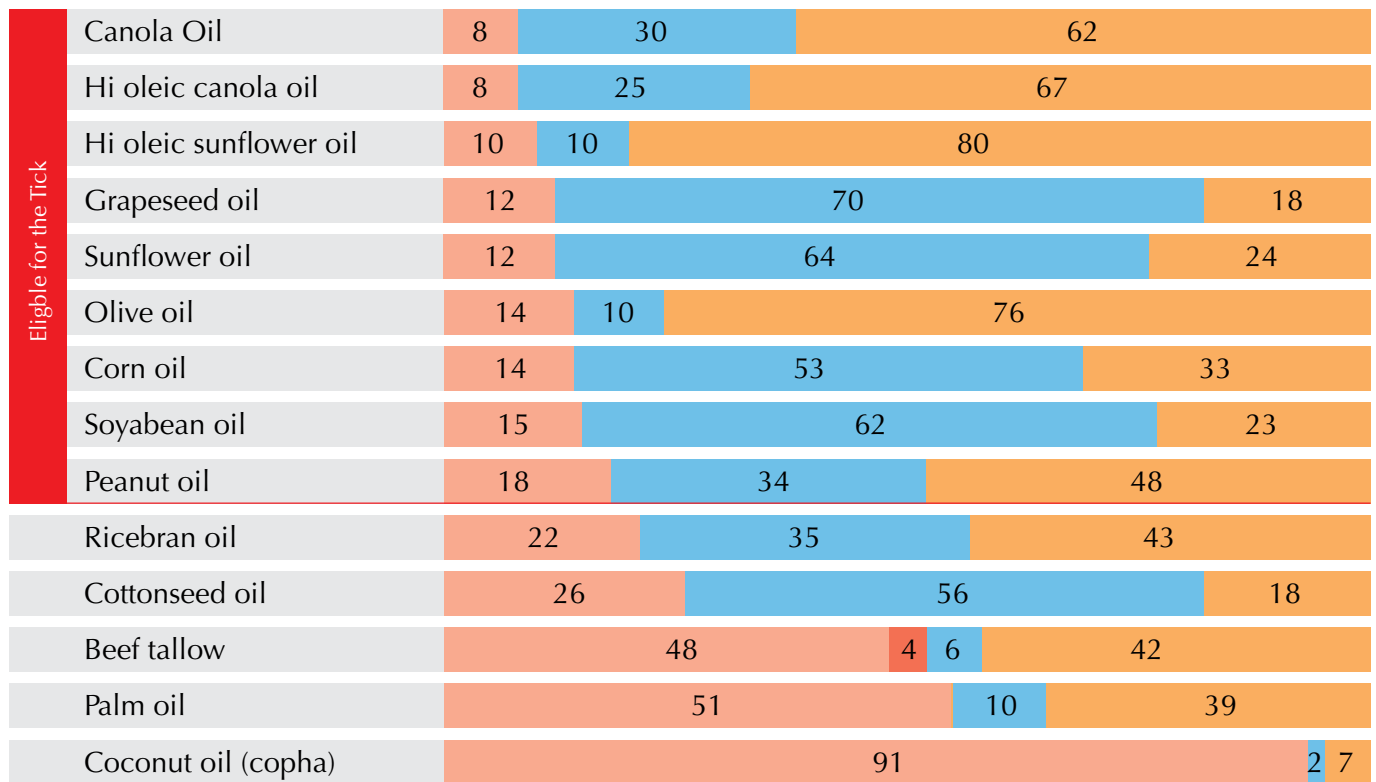
- Skim frequently and filter the oil daily
- Use a separate fryer for cooking chips
- Use a deep frying oil approved by the Heart Foundation Tick. Refer to page 6 for the list.



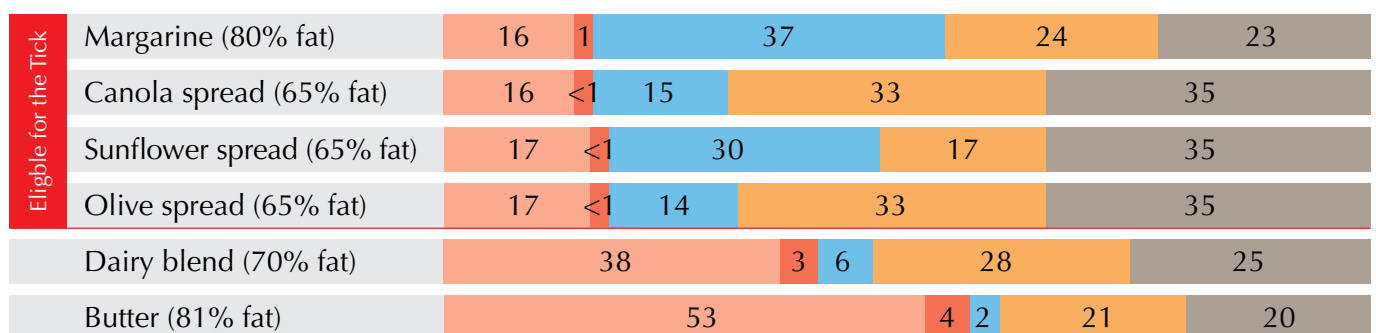
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Comparison of oils and spreads (Nutrients per 100g)

Fats & Oils



Margarines & Spreads



*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

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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 drum |
| 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 |

Margarine - 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 its 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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