



The 3 Step Guide



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

August 2007 – Heart Foundation Tick

The 3 Step Guide

This guide has been produced by the Heart Foundation Tick to support the foodservice industry to reduce the level of trans and saturated fats in food prepared and served to Australians. It briefly outlines why these fats are concerning, where they are found on menus and the simple steps that can be taken to reduce them.

To view the most current version of this guide, or for further support, please visit us at www.thetick.org.au.

Why should my food outlet be concerned about trans and saturated fats?

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 these Tick ingredients when used in approved meals.

1. Health of Australians

Concerns exist about the potential health effects of trans fats, particularly those that are manufactured from processed vegetable oils. There is strong evidence that eating a diet high in trans fats is linked to increased risk of coronary heart disease. There is also long-standing evidence of the link between saturated fat and heart disease. Australians consume more saturated fats than trans, so it is critical that steps are taken to reduce levels of both fats in the food supply.



Why should my food outlet be concerned about trans and saturated fats?

2. Consumer demand

There is considerable consumer and media interest in trans fats, much of it driven by international reports. Denmark is currently the only country that has set regulatory limits on the trans fat content of most foods. The USA and Canada mandate labelling of trans fat content of food. In September 2006, the New York City Board of Health decided to move forward with plans to prohibit restaurants from serving food that contains more than 0.5g per serving of manufactured trans fats. Canada is also likely to introduce regulatory limits on trans fat content of most foods in the near future.



In Australia and New Zealand, the Food Standards Code mandates labelling of saturated fats, but permits voluntary labelling of trans fats. Where nutrition claims are made in relation to cholesterol or fatty acids, it is mandatory to declare trans fats in an expanded nutrition information panel.

Consumers, at best, understand that saturated fats are 'bad' and unsaturated fats are 'good'. Heart Foundation Tick consumer research indicates that 7 in 10 consumers are directly concerned about levels and

types of fat when it comes to buying and eating food outside the home. Those more concerned about food are more aware of trans fat, but don't really understand the full picture and are asking for help.

Did you know?

Heart Foundation Tick consumer research indicates that 7 in 10 consumers are directly concerned about levels and types of fat when it comes to buying and eating food outside the home.

3. Leadership role

There is an opportunity now to take a leadership role in your industry, sector or local community and take positive steps towards reducing the level of trans and saturated fats found on your menu. Take advantage of current consumer and media interest and start delivering menu items lower in these types of fats. Be open and transparent and tell your customers what is on your menu by providing nutrition information at point of sale, so they can make informed decisions about the nutritional value of the food they are about to enjoy.

Where are trans and saturated fats found on the menu?

Trans fats in food are either manufactured from processed vegetable oils or occur naturally in beef, mutton, lamb and dairy products. The manufactured type occurs during the partial hydrogenation of vegetable oils. This process alters the properties of vegetable oils, increasing shelf life and imparting 'hardness or plasticity' to the oils. This allows them to be incorporated into a range of processed food products such as margarines and shortenings for baked goods, and it also extends the frying life of oils. Saturated fats tend to be highest in animal based foods, although some oils, such as palm and coconut, are high too.



When looking at your menu, trans and saturated fats are typically found in dishes that are deep fried or use ingredients that are high in trans and/or saturated fats like:

- palm oil
- tallow
- lard
- coconut oil/copha
- coconut milk/cream (including 'lite' versions)
- cream
- butter
- ghee
- shortening
- baking margarine
- pastry
- processed meats/poultry
- cheese

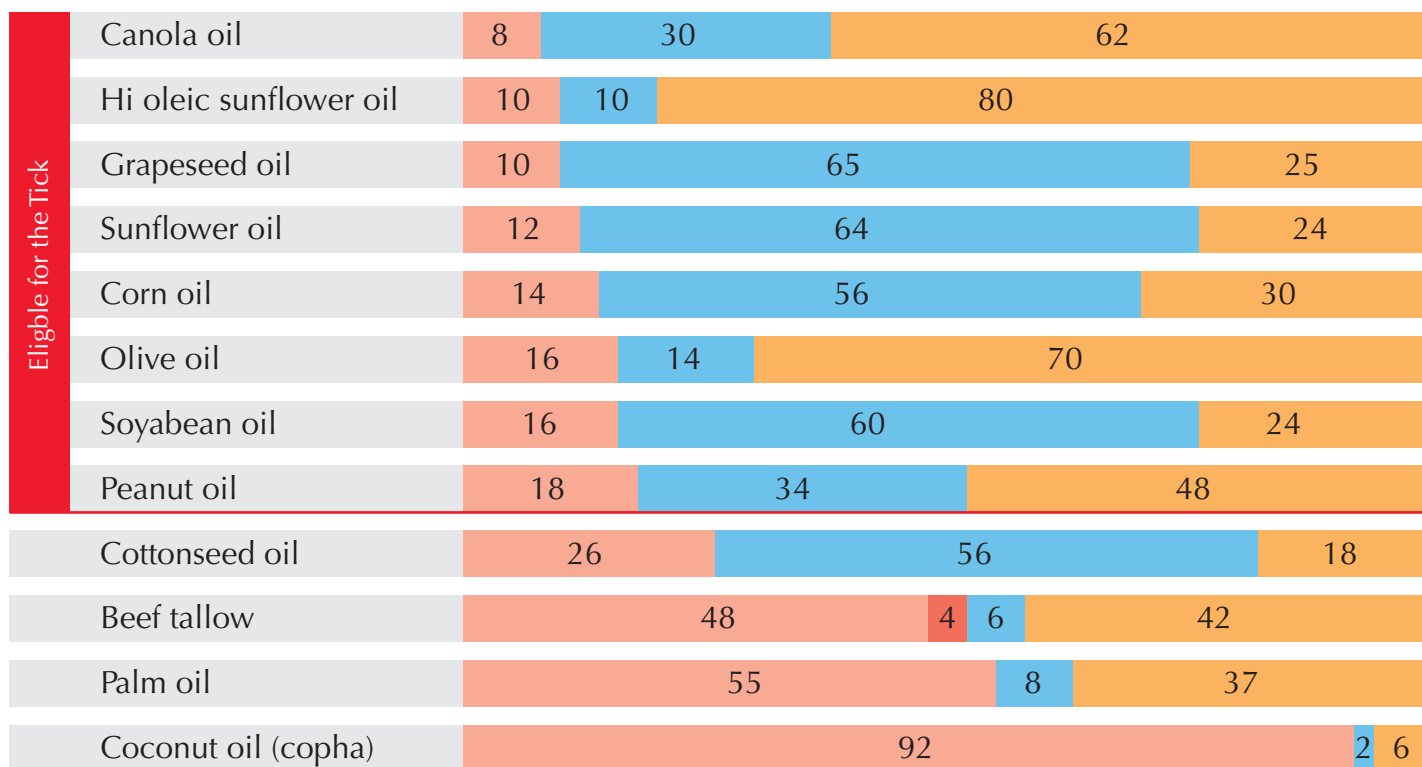
You can always ask your supplier for more information about the nutrition value of the ingredients you are using.

The chart on the next page shows you the levels of trans and saturated fats typically found in many oils and spreads.

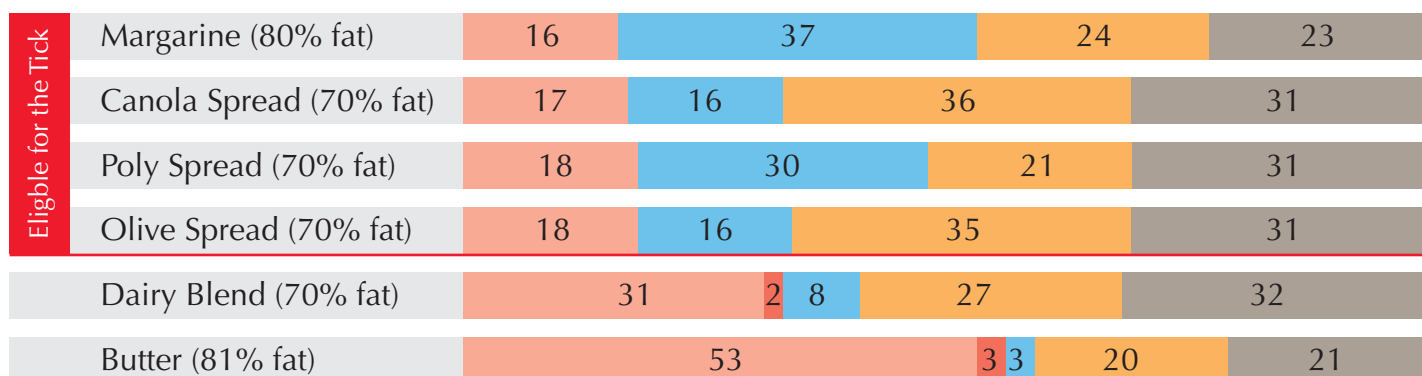
Comparison of oils and spreads (Nutrients per 100g)



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, May 2007

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

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

Step 1: Identify where they are on your menu

Sit down with your menu and highlight all the dishes and accompaniments you have that use the ingredients high in trans and/or saturated fats, or where you use deep frying to prepare them.



Step 2: Use healthier alternatives

Healthier menu planning

Can you reduce the number of dishes and accompaniments highlighted and replace them completely with healthier alternatives? This could be as simple as swapping butter for a spread, chips for baked wedges or keeping the number of deep fried or pastry dishes on the menu to a limit.

Healthier cooking methods

Can you change the method used to prepare dishes and accompaniments highlighted to a healthier one? So instead of deep frying, look at baking, grilling, steaming or microwaving. While it may take a little longer, 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 highlighted that you really do want to deep fry. Can you change to healthier oil? For those dishes that use ingredients high in trans and/or saturated fats, can you change to a healthier alternative? The tables on the following pages will help you to identify healthier fat and oil alternatives. For ideas on other ingredients please contact us.



Step 3: Tell your customers about it!

Make it easy for your customers to find out about the positive steps you've taken by letting them know about it in your communications. This might include advertising, promotions, media releases or contact with your local community networks. For suggestions on what to tell customers please contact us.

Central to all these communications is providing your customers with nutrition information panels about your dishes when they visit. Ideally this should cover the whole menu, but try to at least include those dishes where you've made improvements.

Healthier Ingredients

Deep Frying Oils

Ingredient	Type	Application	Manufacturer	Distribution	Pack size	End User Price (estimated)
HIGHLY RECOMMENDED – Tick approved, available in foodservice pack size and national distribution						
Pura Signature range - Hi-Oleic sunflower	Higher in mono-unsaturated and lower in saturated fats than regular sunflower oil	Long frying and best for sautes, basting, grilling as well as salad dressing, marinades and mayonnaise	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	20L drum	\$55
Pura Signature range- Canola	A mono unsaturated 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	\$45
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	\$45
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	NA
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	NA
Crisco Liquid Gold	A 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	NA

NA = not available

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Healthier Ingredients

Pan Frying Oils

Ingredient	Type	Application	Manufacturer	Distribution	Pack size	End User Price (estimated)
HIGHLY RECOMMENDED – Tick approved, available in foodservice pack size and national distribution						
Pura Signature range - Hi-Oleic sunflower	Higher in mono-unsaturated and lower in saturated fats than regular sunflower oil	Long frying and best for sautes, basting, grilling as well as salad dressing, marinades and mayonnaise	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	20L drum	\$55
Pura Signature range- Canola	A mono unsaturated 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	\$45
Pura Signature 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	\$55 drum, \$15 cask
Pura Signature Range - Pan release spray	Canola oil spray	Pan frying, oven baking	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	12 x 440g carton	\$40
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 x2L & 3 x4L	NA
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 & 20L drum	NA
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 & 20L drum	NA
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	NA

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Healthier Ingredients

Pan Frying Oils (continued)

Ingredient	Type	Application	Manufacturer	Distribution	Pack size	End User Price (estimated)
HIGHLY RECOMMENDED – Tick approved, available in foodservice pack size and national distribution						
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	20L drum	NA
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	NA
Crisco Vegetable spray	Vegetable 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	NA
Tick approved and only available in retail pack size						
Refer to www.heartfoundation.org.au 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 high in polyunsaturated fats	Halal, all round cooking, light frying and as an ingredient	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	20L drum	NA

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Healthier Ingredients

Margarine – Soft

Ingredient	Type	Application	Manufacturer	Distribution	Pack size	End User Price (estimated)
HIGHLY RECOMMENDED – Tick approved, available in foodservice pack size and national distribution						
Meadow Lea - Canola, portion control pack	A salt reduced canola spread	10g portion control pack for catering use	GF Food Services	Nationwide via foodservice distributors or contact GF on 1800 060 271	10g x 250 carton	NA
Meadow Lea - Free From, portion control pack	A lactose and salt free canola oil spread with no artificial colours	10g portion control pack for catering use	GF Food Services	Nationwide via foodservice distributors or contact GF on 1800 060 271	10g x 250 carton	NA
Meadow Lea - Canola	A canola oil spread	For use as a spread, and ingredient in baking and cooking	GF Food Services	Nationwide via foodservice distributors or contact GF on 1800 060 271	20 x 500g tub, 12 x 500g	NA
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 Food Services	Nationwide via foodservice distributors or contact GF on 1800 060 271	20 x 500g tub, 12 x 1 kg tub	NA
Meadow Lea - Free From	A lactose and salt free canola oil spread with no artificial colours	For use as a spread, and ingredient in baking and cooking	GF Food Services	Nationwide via foodservice distributors or contact GF on 1800 060 271	20 x 500g tub, 12 x 500g	NA
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	\$18
Tick approved and only available in retail pack size						
Bertoli - Classic 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. 600g in Woolworths only	500g, 600g	500g \$3.49, 600g \$4.19
Bertoli - light olive oil	Olive oil spread	For use as a spread	Unilever	Supermarkets or call 1800 628 400 for details. 600g in Woolworths only	500g, 600g	500g \$3.49, 600g \$4.19

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Healthier Ingredients

Margarine – Soft (continued)

Ingredient	Type	Application	Manufacturer	Distribution	Pack size	End User Price (estimated)
Tick approved and only available in retail pack size						
Flora - Buttery Taste	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	500g	\$3.99
Flora - light polyunsaturated reduced fat	A reduced fat spread	For use as a spread	Unilever	Supermarkets or call 1800 628 400 for details	500g	\$3.99
Flora - Canola	A canola oil spread	For use as a spread, and ingredient in baking and cooking	Unilever	Supermarkets or call 1800 628 400 for details.1kg in Coles and IGA only	500g, 1kg	500g \$2.99, 1kg \$3.99
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.1kg in Coles and IGA only	500g, 1kg	500g \$2.99, 1kg \$3.99
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	NA
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	NA
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	NA
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	NA

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Healthier Ingredients

Margarine – Soft (continued)

Ingredient	Type	Application	Manufacturer	Distribution	Pack size	End User Price (estimated)
Tick approved and only available in retail pack size						
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	NA
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	NA
Tablelands - Canola	A canola spread	For use as a spread, and ingredient in baking and cooking	Peerless	Supermarkets. 750g exclusive to Woolworths and Safeway	250g, 500g, 750g	250g \$1.10, 500g \$1.57, 750g \$2.89
Tablelands - Dairy free	A milk free canola spread	For use as a spread, and ingredient in baking and cooking	Peerless	Supermarkets. 750g exclusive to Woolworths and Safeway	500g, 750g	500g \$1.57, 750g \$2.89

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Healthier Ingredients

Margarine – Bakery And Shortening

Ingredient	Type	Application	Manufacturer	Distribution	Pack size	End User Price (estimated)
No Tick category exists						
EOI VTF - Perfex	A pastry margarine with less than 1% trans	Pie tops	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	15kg	\$35
EOI VTF - Royal Danish	A pastry margarine with less than 1% trans	Pie tops and danish	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	12.5kg	\$28
EOI VTF - Pride	A shortpaste margarine with less than 1% trans	Quiche bases and savoury flans	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	15kg	\$35
EOI VTF - Flex	A shortening with less than 1% trans	Pie bottoms and cases	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	15kg	\$35
EOI VTF - Vantage	A shortening with less than 1% trans	Pie bottoms and cases	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	15kg	\$35
EOI VTF - Duo Vegetable	A shortening with less than 1% trans	Pie bottoms and cases	Peerless Foods	Nationwide via foodservice distributors or contact Peerless on 1800 986 499	12kg	\$28
Pilot TransEND Pastry Margarine - medium, hard	A vegetable oil pastry margarine that has less than 1% trans.	Pie tops and sausage rolls and pastry	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	15kg box	NA
Pilot TransEND Pie base shortening	A vegetable oil shortening that has less than 1% trans.	Ideal for pie bottoms and cases	GF Foodservices	Nationwide via foodservice distributors or contact GF on 1800 060 271	15kg box	NA

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