

Final Report

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Pulled Meat Project

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Pulled Meats An exciting value adding opportunity

Pulled meats are a common American BBQ item within the slow cooked, meat fillings segment. In combination with selecting suitable secondary red meat cuts such as brisket and shoulder along with sous vide and other cooking platforms, ripping meat fibres can produce premium, natural value added products. Meat and Livestock Australia have been undertaking various proof-of-concept trials using a commercial slicing equipment producing pulled beef and lamb products that have a commercial capacity up to 2,500kgs/hr with excellent clean ability and ability to feed and unload.

Pulled red meat is well suited as a meat filling alternative to sliced and shaved small goods and ground minced toppings for Tacos, Quesadilla and hot bun slider rolls as well as Asian noodle and rice toppings.



An opportunity for you

MLA is currently seeking expressions of interest from companies wishing to pursue the development of Beef, Veal, Lamb and Goat pulled products.

Abstract

Pulled meat has typically been used in the USA sandwich market, both hot and chilled applications. Pulled meat has typically been a pork based product, in recent years chicken has filled part of this market but only in the US has beef ever played a substantial role. By pursuing this program and achieving a manufacturer plus a product, pulled red meat can be positioned as a viable menu and category new product opportunity in Quick Service Restaurants (QSRs) and Hotel Restaurant and Cafes (HORECA) outlets and Retail supermarkets. Several proof-of-concepts products have been assessed.

Background: Pulled Meat Market & Kitchen Process

Pulled meat in the Australian market to date has basicially been non existent. In Australia over the last 20 years has seen occassionally pulled meat in some finer dining restaurants as a garnish on either a canape or appetiser and typically, this would have been a pork product. It may also have been named, pork floss. Beef was simply not on the radar!

In recent years with the explosion of the food network the concept of pulled meat has become more and more popular in foodservice, with operators looking for new concepts and being shown the process of producing pulled meat as well as the increased profitability of putting meals together. This has seen restaurants regulary writing such dishes as:

- Sliders (lunch and dinner menus)
- Stuffed sandwhiches (mainly lunch)
- Salads (once again lunch sometimes as a side)
- Tapas menus (lunch and dinners)
- BBQ American style will be the next biggest trend for casual dining both here and South East Asia
- Burritos
- Tacos
- Tortilla

Recently, Coles supermarkets have launched pulled pork in Australia (retailed at \$11.50/650g unit) as per photo below (<u>http://www.otwaypork.com.au/cms/</u>).



This product is similar to the USA Oscar Mayer "carving board" (<u>http://www.kraftbrands.com/oscarmayer/carving-board/hickory-smoked-pulled-pork.html</u>) product in terms of shred appearance – product produced using FAM machinery.

The profitability pulled meats offer can be derived from being able to extend the meat even further than a classic cut. For example, roast beef and mustard as a filling on a slider would require 90 grams of meat. By using pulled meat, this can be reduced to 50 grams. This will of course depend on the other garnishes and sauces used but it demonstartes very quickly the opportunity just in one popular dish the ability to reduce food cost. Salads, pasta, QSR chains and pizzas will lend itself to this style of preparation also.

A simplistic food costing variation would look like this:

Roasted beef MSA rump@ 14.00 per KG 100 grams = \$1.40 per serve **Versus** Slow roasted MSA pulled topside @8.78 per kg 50 grams = 44c per serve

A more detail overview of costings and product build is presented from page 10 (milestone 4).

In addition to the benefit of food serving cost, the flavour sensation and eating qualities for pulled meats far surpass traditional roasting methods. The ability to coat threads of meat delivers a greater flavour coverage by completely surrounding the thread of beef or lamb against the pour over method. The meat has been slow cooked (and/or sous vide) and therefore the tenderness will again be greater than any other platform.

Preparation and Cooking

Method 1: Slow Roast

The most simple method is to quickly roast the joint of meat in a hot oven (180 degrees) to achieve browning, then turn the oven down - beteween 70 degrees and 100 degrees and cook for the desired time. Depending on the oven seals and amount of control you have on steam injection etc., a 3kg piece of brisket is to be cooked for approximately 7 hours or untill the portion is able to be teared with a fork apart whilst warm.

Method 2: Sous Vide

Sous vide requires sear/browning the meat before bagging the meat, seal and place under a vacuum. A 3 kg beef brisket takes approximatley 7 hours to cook at 65 degrees.

Preferred Method 3: a little more time but a much better outcome

Produce a dry rub to flavor the beef (an example of a dry rub is listed in milestone 4 section). Rub the mixture into the beef ensuring an even coverage. Place the meat on an elavated wire rack, hot roast untill coloured, back oven down as above and roast till done

Preferred Method 4: a little more time but a much better outcome, sous vide

In a hot pan or flat grill place your joint of meat and saute untill coloured. Season meat liberally whilst sealing/colouring the meat. Once sealed, place in the cool room and allow to cool. Place in the bag and "double" cook as the above "Method 2: Sous Vide".

Note: Meat must be shredded whilst warm, but not hot out of the oven. Allow meat to rest prior to processing 10 to 45C; this will ensure that the moisture is best contained.

Background: FAM Machinery: Capabilities and Limitations for Pulled Meat Production

FAM Machinery Model - YURAN

The Yuran is a stainless steel model designed for cutting a variety of meat products. It is constructed of stainless steel with a hinged cover and variable speed conveyor belt with push button controls.



Specifications

The conveyor belt is of customisable length and fixed width. (1450mm long x 290mm wide) The model used in the trials was a 4KW model (Australian agent – Summit Machinery). A 7.5KW model is also available.

There are 3 tool positions:

- i) feeder roll which feeds the product from the conveyor belt to the next tool;
- ii) circular knife which controls the width and type of cut (i.e straight cut/ tear/ pulled)
- iii) cross cut spindle tool which determines the final length of the product.

All tools are customisable, blades can be designed to suit size, cut and texture of meat for a specifed end result.

The inverter which dictates the speed at which the conveyor belt travels is also



customisable from 5Hz up to 70Hz. The model tested ran at 60 Hz maximum, the operator can easily select the speed with the push button control.



The machine has the ability to reverse to allow for ease of maintenance if a product was to become stuck in the blades.

Cleanability

During trials the machine was able to be fully cleaned in approximately 30 minutes. The belt and all tools are easily removed with an internal rod and pin system. The machine can be hosed and foamed with all parts accessible limiting risk of foreign object and contamination build up during commercial production and enabling provisions for optimal shelf life.



Maintenance and Servicing

Tools typically take less than 15 minutes to changeover where required with Summit Machinery able to provide servicing accross Australia. Many of the wearable parts of the machine are able to be sourced from local machinery suppliers not only Summit Machinery. FAM specific parts must be replaced with genuine FAM parts within the warranty period to maintain validity of the warranty. New tools can be provided within a week. Customised special tools may take up to 3 weeks (with FAM based in Belgium).

Capabilities and Limitations for pulled meat production

This machine is able to recreate a hand pulled look for beef and lamb using the correct tool combination. Some finer tuning of tool types for each specific product is recommended. The hand pulled look is most successful with cooked meat warmed to between 10 and 55 degrees celsius. The warmed meat is able to be compressed by the feeder roller. Chilled cooked meat at 4-5 degrees still achieves a pulled look, however less "natural" pulled meat fibres were found. Although the machine can process raw meat into slices or dices, the machine is unable to achieve a hand pulled look with raw beef and lamb. (The raw product appeared more like bulgogi than pulled/shreds). The connective tissue and sinews that run through raw meat are unable to be processed in this way and also require crust frozen/tempering step for raw meat slice/dicing.



Attention must be paid to the shape and dimensions (width and height) of the in feed meat. Particular spindles were not able to process larger cuts, particularly when chilled. The trials found meat that exceeded 65mm in height when at less than 10°C had insufficient "plasticity" to be compressed under the tool set trialled but product of greater height when warm temperaure easily produced pulled product.



Based on the initial trial work and review of operational overseas video supplied by the agent of the equipment, it is proposed pulled red meat if able to fed and transferred to pack off could operate at 2,700 kgs/hour (@ 90% productivity efficiency rate).

Additional technical specifications on cutting shapes, sizes, capacity and equipment dimensions can be found at: <u>www.summitms.com.au</u> <u>www.fam.be</u>

Project Objectives & Methodology

The project set out to establish if a pulled meat end product could result with beef or lamb cuts using a commercial machine designed for mass production. 20 trials were performed using various cuts of meat and lamb at various temperatures, raw or cooked with multiple methods. Detailed notes and photographs were taken of the cut before, during and after processing and have been catalogued by MLA.

Results: Proof of concept pulled prototypes/ Scope of "pull/ shred" dimensions

There is no doubt in my mind that the FAM machinery will achieve the desired result for potential industry players in the area of pulled meat. The dimensions and capabilities are only limited to the tooling specification dictated by the interested party. Again the attachments to this report demonstrate this. The disturbing factor about the trials conducted was the inability to produce a satisfactory outcome with any raw or chilled meat product; it simply did not generate an acceptable outcome in this area to recommend further opportunity.

What it did is show a resounding success in both chilled cooked meat (4 to 10 degrees) and hot cooked meat (15 and above). This produced great samples that should instil a "let's go to market" attitude for identified Australian manufacturers of red meat.

The market dominance of the other white meat categories and pork is now on shaky ground as we have demonstrated the ability of producing varying red meat products that can slot into QSR (quick service restaurants) FSR (full service restaurants) the snack food industry and HORRICA in general.

The meat for shredding does need to be defatted and to an extent have sinew removed. The process of pulling the meat apart highlights any undesirable traits in the product such as sinew. The removal of fat is only a requirement if building sandwiches', wraps or salads, hot applications would welcome an amount of fat to further caramelise and add flavour. A concern here is how we get even distribution of the fat and not clumping, the clumping is undesirable. The HMEC product performed well but did yield a very manufactured product, the HPP product did not perform well with it clumping in the blades. Again the table attached and photos verify the findings. HPP is a brilliant program; it is just not a suitable raw product for this application.

During the development team tasting, the cooked beef, brisket and topside, as well as the Lamb shoulders all as expected yielded tender flavoursome product. There was no exhaustive sensory or further flavour profiling done as we needed to ascertain what the neutral product would come out like. Tender, yes but as expected the topside was dryer than the other cuts, moisture enhancement would assist in solving this problem.

Shaping is another large consideration for this machine (as highlighted in milestone 2) it has significant height restrictions, which would force a processor to add another step in the shaping to height the meat to be shredded

Conclusion: Market Intel - Potential Processors / Buyers; Barriers to Market Entry and Product Costing

There are a number of potential processors whom currently have the required cooking and slicing platforms and supply chain networks to develop and launch new Pulled red meat products. The FAM machine assessed in the project has demonstrated that cook-chill and smallgoods operators that produce sliced/shaved and ground toppings would have complimentary capability and could be presented the opportunity to add a suitable "shredding machine" if forseen value in launcing pulled red meat products. This will require educating the market on where "pulled meat" is positioning to a suitable target market. Despite pricing, in terms of \$/kg being high, the reduced serving size for sandwich fillings etc could present suitable alternative for sliced and shaved and present a premium offer for pizza toppings for example then ground meats.

Describe potential processors

Vendors who have existing supply chains for supplying meat products into QSR and HORECA outlets and have existing cooking platforms such as steam cabinets, sous vide or retort would be the most suitable processors to develop pulled meat capability. Further, facilities that have high risk clean rooms and Listeria quality control programs common for cooked diced meat products common to smallgoods production would be ideal. , Value adding companies that currently range chicken, pork and precooked meal platforms, sandwich fillings are ideally suited to this value adding proposition. Domestic vendors (in no particular order) that could be considered include:

- Teys Food Solutions
- JBS Foodpartners
- Beak & Johnstone
- Snapfresh
- Top Cut Caterfare
- GWF / KR Castlemaine
- Primo / Hans
- Swickers Sunpork Fresh Foods

Buyers in the current market

MLA should consider the following key targets for pulled red meat ideation:

- Airline caterers in economy and business class, the pulled meat can enter into economy as a baked dish with rice or pasta, burrito or a salad. It is well suited to business class with your sliders, late night toasted sandwiches and garnishes for Asian style stir fry and omelette dishes.
- Aged care is a given for this style, by pulling the meat it adds volume and with the natural juices tossed through is high in flavour but easily consumed.
- Institutional catering gives a cost effective option. If you are currently in the cooked white protein business, as an example soups in pouches, compound salads.
- Chain restaurants like Subway and Hogs breath, the club and pub market all segments can have a pulled meat application on the menu especially sliders market and stuffed sandwiches. Pizza Hut and other chains could also use pulled meat both post and pre bake as garnishes for the pizzas

(additional flavouring to offer dishes like "BBQ" and "Smokey beef". Currently, the meat for these dishes are ground mince toppings or dry thinly sliced roasts or formed meat logs

- Distributors such as Bidvest, PFD and QFFS, Spotless who supply food vans and events catering could incorporate as pulled meat per serving cost would be cost effective
- Pulled red meat using brisket and shoulder cuts can be an alternative to the twice cooked and slow cooked meat trend which has typically been an area for the pork industry to dominate with the pork belly craze.
- The bakery market will also embrace this concept, the opportunity to use pulled meat as a fold through or topping will increase market share as this segment has not had a new meat offering since bacon and mince. This will suit, pies, pasties, sausage rolls and is well suited to replace the bacon as a topper. Mixed with a pesto will yield an excellent range of savoury scrolls and pull a parts

Merchandising pulled red meat in Retail supermarkets will require suitable packaging design as the product appearance could appear messy, especially in a thick marinade. However, pulled meat may represent an ideal alternative for kids sandwich fillings to sliced/shaved ham and chicken.

Barriers to market entry

Currently with any new opportunity that hits the market there is always resistance until it is a proven money maker. Larger companies take too long to get to market and smaller companies do not have the cash or infer structure to purchase, manage then launch such a concept. Training staff in selling a new value add proposition takes time and currently the amount of time spent on staff training is minimal so expecting pulled meat to be the game changer is a big call. Market research needs to be done to ascertain pack sizes, packaging, actual cuts and flavour profiles to help define the product brief and marketing mix to inform any CAPEX required for a pulled meat machinery similar to the FAM machine assessed in this project (~EUR 60,000).

MLA can play a significant role in the educational aspect of the opportunity as well as be the introduction to end users. Consumer education domestically for the term "pulled" or "shredded" will need to be considered and strategies as to whether product is launched in retail or foodservice first will most likely dictate suitable tactics.

As mentioned above, it is important suitable bill of materials in menu design are presented to buyers with pulled red meat expected to be higher \$/kg price than minced toppings and diced/shredded, sliced/shaved ham, pork, turkey and chicken but due to the superior texture the product builds will required less grams per serving in a pulled meat build.

The matrix on the ensuing page presents a predicted positioning Map for Pulled Beef (meat component) in the domestic market.

Product costing

Depending on the end user volume and style of product required , an indicative food component cost of using sous vide beef pulled brisket is presented on the ensuing pages – \$6.28/kg (where additional manufacturing, labour, packaging, overhead cost and margin of \$2.50/kg is assumed if producing pulled meat in retail packs – i.e. \$8.78/kg ex works).

It is important to note that when looking at the actual cost of the fully cooked brisket, in real commercial terms the product cost to an end user to pull at today's price is \$5.90 per kg. If the product was heated up with a 6% shrinkage cost to allow for shredding yield loss in the machine to cost of \$6.28/kg (or \$8.78/kg for pre-packaged ex-factory cost).

The report shows actual comparison costs of products like Devon, pizza topping and leg ham highlighting where pulled beef could be positioned. Prices were derived from commercial trader – effective 20th Jan, 2014. When doing an actual food cost on pulled meat a consideration needs to be made on what application the meat filling is used for. The proposed costing of \$5.90 plus 6% for shrinkage would be suitable for cooked sliders and hot dishes. Alternatively, pulled meat for a salad or sandwich application would require a further 15% trimming loss to derive leaner shreds to ensure the product is acceptable when consumed cold that is \$6.94/kg (or \$9.44/kg sold as pre-packaged pulled meat ex-factory, to sell to a wholesaler). Again, in hot application, this "fat" adds to the caramelisation and moisture of a hot dish.



Portion serving size

Recommendations

Clearly there is opportunity in the Australian market to accept a pulled red meat product, I recommend we identify through meeting and discussions a willing player then follow the following steps

- Identify a supplier wanting to enter the market with this technology
- > Lead the partner through the market opportunity
- > Help the identified partner develop product to trial with market feedback
- > Assist with marketing collateral

Appendix – Product costings / builds



Registered to: Glenn Austin

Method:

Oven @ 90 degrees 10 hour cook

Recort Executive - Extreme Che Favorites--Recipe 4 (With pictures)--One Category

Page 1 of 1

Glenn Austin global hospitality consultant 4 Leah Close buderim Queensiand Australia 4556

Souv vide brisket

Notes

After the 72 hours cooking the product was clearly moist but there was no eveidence that it could shred with two forks the meat simply would not pull apart. i resealed the productd. Yield was considerably better than the slow roast but if you are unable to use it for the desird results that is of no consequence. The meat once cooled was tender for a brisket and would be great shaved on a sandwhich or sald but would not pull apart



Recipe Details 14-Oct-2013 8:34434M Last Modified: October 11, 2013 15:30

Ingredients:			Produces:	1,205 g	
			Scaled:	1,205 g	
Production Qty.	Scaled Qty. Unit	Item			Sub- Recipe?
1,600	1,600 g	Beef brisket			
20	20 g	The mojo steak rub			Y

Method:

Cook temperature 80 degrees celcius time 20 hrs

Glenn Austin glo	bal hospitality consultant				Rec	ipe Details
4 Leah Close buderim	Queensland Australia 4556				15-Jan-2014	7:18:40AM
Alamo Texas di	ry rub					
Last Modified:	November 17, 2013 13:19	Author:	Glenn Austin			
Produces:	240 g	Email:	glenn@glennaustincons	ulting.com		
Scaled:	100 g	WWW:	www.glennaustinconsul	ting.com		
		Prod.	Scaled	Yield	Prod.	Scaled
Item		Qty.	Qty. Unit	%	Cost	Cost
Paprika		125	52.0833 g	100	1.36	0.57
Sea salt Krio crush		60	25 g	100	1.14	0.48
Sugar White		65	27.0833 g	100	0.06	0.03
Brown Sugar		65	27.0833 g	100	0.00	0.00
Cumin Ground		50	20.8333 g	100	0.50	0.21
Chilli flakes krio cru	ısh	40	16.6667 g	100	0.72	0.30
Kibbled black pepp	er Krio crush	45	18.75 g	100	0.77	0.32
Pepper Cayenne		20	8.3333 g	100	0.71	0.30
Total:					5.26	2.19

Blend

Glenn Austin glob	oal hospitalit	y consultant								Rec	ipe Details
4 Leah Close buderim G	Queensland Aust	ralia 4556							15	Jan-2014	7:18:40AM
Baked rice and	pulled beef	brisket									
Sautable for QSR	, Asian style										
Last Modified: Produces: Scaled:	January 15,	, 2014 7:15 1 serve 5 serve		Author: Email: WWW:	Glenn glenn(www.g	Aust @gle glenn	tin ennaustinc naustincon	onsulting. sulting.co	com m		
ltem				Prod. Qty.	S	caleo Qty.	d Unit		Yield %	Prod. Cost	Scaled Cost
Boiled white rice				1	1		5 serve		100	0.30	1.50
Pulled Beef brisket,	non MSA fully	cooked sous vide		80)	40)0 g		94	0.50	2.51
Curry Sauce				100)	50)0 ml		100	0.34	1.70
Carrot Medium				60)	30)0 g		90	0.06	0.32
Fresh Brown Onions	6			30)	15	60 g		100	0.06	0.30
Parsley				1	I		5 piece		80	0.05	0.25
Cottonseed Oil				10)	5	50 g		100	0.02	0.12
Total:										1.34	6.69
Outlet		Cost	Price Ex. Tax	Price Inc. Tax	Ta	ax %	Food Cost %	Factor	Markup %	GP %	Gross Profit
Austin Wright consu	Iting	1.34 /serve	5.35	5.88		10	25	4	300	75	4.01

Dice onions and carrots Saute in oil

Place in a bowl and toss with pulled meat and sauce Place at one end of a tray, rice at the oppisite end and run through the impinger cycle Garnish with parsley and serve

Glenn Austin glo	bal hospitality consultant				Rec	ipe Details
4 Leah Close buderim	Queensland Australia 4556			15	5-Jan-2014	7:18:40AM
Pulled beef Sal	ad Thai					
Last Modified: Produces: Scaled:	January 15, 2014 7:04 1 cover 5 cover	Author: Email: WWW:	Glenn Austin global hos glenn@glennaustincon: www.glennaustinconsul	spitality consultar sulting.com lting.com	its	
Item		Prod. Qty.	Scaled Qty. Unit	Yield %	Prod. Cost	Scaled Cost
Pulled Beef brisket,	non MSA fully cooked sous vide	80	400 g	94	0.50	2.51
Lettuce Cos		0.25	1.25 ea	85	0.59	2.94
Salt and Pepper Mi	x.	0	0 g	100	0.00	0.00
Oil Garlic		10	50 ml	100	0.03	0.16
Thai Salad		0.04	0.2	100	0.14	0.69
Total:					1.26	6.30

Outlet	Cost	Price Ex. Tax	Price Inc. Tax	Tax %	Food Cost %	Factor	Markup %	GP %	Gross Profit
X-Treme Chef Consulting	1.26 /cover	4.35	4.78	10	29	3.45	244.83	71	3.09

Marinate pulled beef in oil salt and pepper

wash and tear lettuce

saute Beef on flat grill

mix with lettuce

place in bowl and drizzle with sauce

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Pulled beef s	lider										
Last Modified:	Januar	y 15, 2014 7:16		Aut	hor:	Glenn Aus	tin				
Produces:		1 serve		Em	ail:	glenn@gle	ennaustinc	onsulting.	com		
Scaled:		5 serve		WW	W:	www.gleni	naustincon	sulting.co	m		
					Prod.	Scale	d		Yield	Prod.	So
ltem					Qty.	Qty.	Unit		%	Cost	
Pulled Beef bris	ket, non MSA	fully cooked sous vide			45	2	25 g		94	0.28	
Fruit Chutney					20	1	00 a		100	0.09	
Total:					20		Jo g			1.07	
Outlat		Cont	E	Price	Price	Tax	Food	Fastar	Markup	GP	G
Austin Wright co	nsulting	1.07 /serve	E	4 29	4 72	70	25	Factor	300	70	
/ dour whight do	nouning	1.07 /301/0		4.20	4.12	10	20	-	500	15	
Break bread ro	ll in half										
Spread roll with	h chutney										
Add pre pulled	brisket										
Grill, wrap and	serve										
enn Austin glol	bal hospitali	ty consultant								Recipe Deta	ils
eah Close buderim	Queensland Aus	stralia 4556							15-Jan-201	4 7:18:40	AM
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ottonseed Oil					10	50 g		100	0.0	D2 O.	12
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Rub beef with Alamo Texus rub Brown beef in hot oven @ 210 degrees Oven @ 90 degrees 10 hour cook Pull beef apart whilst warm Sprinkle with powered smoke

Souv vide brisket

Notes

After the 72 hours cooking the product was clearly moist but there was no eveidence that it could shred with two forks the meat simply would not pull apart. i resealed the productd. Yield was considerably better than the slow roast but if you are unable to use it for the desird results that is of no consequence. The meat once cooled was tender for a brisket and would be great shaved on a sandwhich or sald but would not pull apart

Ex. Tax

5.06

			a track beau albert							
Last Modified:	October 11, 2013	15:30		Author:	Glenn Au	stin consult	ing			
Produces:	1,205 g			Email:	glenn@gl	ennaustinc	onsulting.	com		
Scaled:	1,205 g			WWW:	www.glen	naustincon	sulting.cor	m		
				Drod	Fool	d		Viold	Drod	Foolod
Item				Qty.	Qty	. Unit		%	Cost	Cost
Beef brisket				1,600	1,6	00 g		100	6.38	6.38
The mojo steak rub				20		20 g		100	0.54	0.54
Total:									6.93	6.93
					-					-
Outlet	c	Cost	Price Ex. Tax	Price Inc. Tax	lax %	Food Cost %	Factor	Markup %	GP %	Gross Profit

10

4

300

300

75

0.90

75

3.79

25

Cook temperature 80 degrees celcius

time 20 hrs

Austin Wright consulting

Boiled white rice

Last Modified: Produces: Scaled:	December 30, 2011 16:55 1 serve 1 serve		Author: Email: WWW:	Glenn Aus glenn@gle www.glenr	tin global l ennaustinc naustincon	hospitality onsulting.o sulting.cor	consultants com m	5	
Item			Prod. Qty.	Scale Qty.	d Unit		Yield %	Prod. Cost	Scaled Cost
Rice Jasmine			50	1	50 g		100	0.06	0.06
Water boiling			140	14	10 ml		100	0.00	0.00
Salt			1		1 g		100	0.01	0.01
Pendletons white w	rine vinigar		10	1	10 ml		100	0.22	0.22
Sugar Brown			5		5 g		100	0.01	0.01
Total:								0.30	0.30
Outlet	Cost	Price Ex Tax	Price	Tax %	Food Cost %	Factor	Markup %	GP %	Gross

5.56

X-Treme Chef Consulting 0.30 /serve 1.20 1.32 10 25 4

Place water in a pot with rice, vinigar, salt and sugar.

Water should be one knuckle above the rice, no more

Bring to the boil and then turn down to a slow simmer with the lid on.

When all water is absorbed rice is cooked, approximately 18 minutes

1.26 /serve

Curry Sauce

Last Modified:	September 3, 2010 10:16	Author:	Glenn Austin global hosp	itality consultar	nts	
Produces:	30 I	Email:	glenn@glennaustincons	ulting.com		
Scaled:	30 I	WWW:	www.glennaustinconsulti	ng.com		
		Prod.	Scaled	Yield	Prod.	Scaled
Item		Qty.	Qty. Unit	%	Cost	Cost
Curry Powder Cliv	e Of India	150	150 g	100	1.28	1.28
Turmeric		90	90 g	100	0.90	0.90
Sugar Castor		90	90 g	100	0.07	0.07
Curry Paste Red		750	750 g	100	4.22	4.22
Sauce Fish		750	750 ml	100	1.95	1.95
Water		20,000	20,000 ml	100	0.00	0.00
Cream Whipping		10,000	10,000 ml	100	28.50	28.50
Coconut Milk Pow	der	6,000	6,000 g	100	56.64	56.64
Gardie		750	750 g	100	0.25	0.25

Total:								101.80	101.80
Outlet	Cost	Price Ex. Tax	Price Inc. Tax	Tax %	Food Cost %	Factor	Markup %	GP %	Gross Profit
X-Treme Chef Consulting	3.39 /l	13.57	14.93	10	25	4	300	75	10.18

Saute garlic add all pastes and powders. Add water, fish sauce and cream.

Bring to boil add coconut powder.

Ajust seasoning and thicken with corn flour.

Glenn Austin global h	ospitality consultant							Recip	e Details
4 Leah Close buderim Quee	nsland Australia 4556						15-J	an-2014	7:18:40AM
Salt and Pepper Mi	к.								
White pepper									
Last Modified: Ju	y 18, 2003 12:20		Author:	Glenn Aus	tin global h	ospitality	consultants	6	
Produces:	500 g		Email:	glenn@gle	ennaustinco	onsulting.o	com		
Scaled:	1,000 g		WWW:	www.glenn	naustincons	sulting.cor	n		
			Prod.	Scale	d		Yield	Prod.	Scaled
ltem			Qty.	Qty.	Unit		%	Cost	Cost
Pepper White Ground			80	16	60 g		100	5.96	11.91
Salt Table			420	84	40 g		100	0.29	0.58
Total:								6.24	12.49
		Price	Price	Тах	Food		Markup	GP	Gross
Outlet	Cost	Ex. Tax	Inc. Tax	%	Cost %	Factor	%	%	Profit
X-Treme Chef Consultin	g 0.01 /g	0.05	0.05	10	25	4	300	75	0.04
Glenn Austin global	hospitality consultant ensland Australia 4558							F 15-Jan-2014	ecipe Detail
Oil Garlic									
Last Modified: A	pril 18, 2012 19:04		Author:	Glenn /	Austin glob	al hospita	ality consul	tants	
Produces:	1,000 ml		Email:	glenn@)glennaus	tinconsult	ing.com		
Scaled:	1,000 ml		WWW:	www.gl	ennaustin	consulting	.com		
			Pro	d. Sc	aled		Yield	Prod	l. Scaled
Item			Qt	y. C	ty. Unit		%	Cos	t Cos
Oil Tuscan Blend			9	900	900 ml		100	2.5	2 2.52
Garlic Peeled			1	00	100 g		100	0.7	5 0.75
Total:								3.2	7 3.27
		Pric	e Price	e Ta	x Foo	d	Mark	tup (GP Gross
Outlet	Cost	Ex. Ta	ax Inc. Tax	(%	6 Cost	% Fac	tor	%	% Profi
Outlet	0.00 /g	0.0	01 0.01	1 1	10 2	5	4	300	75 0.01
X-Treme Chef Consult	ng 0.00 /g	0.0	01 0.01	1 1	10 2	25	4	300	75 0.01

1. Warm oil to 70c, add chopped garlic cloves. 2. Allow to mature in the coolroom for 4 days Pass (Serve at room temperature, but keep stored in the coolroom).

Glenn Austin global hospitality consultant	Rec	cipe Details
4 Leah Close buderim Queensland Australia 4556	15-Jan-2014	7:18:40AM
Thai Salad		

		Prod	Scaled	Vield	Prod	Scaled
Scaled:	2,450 ml	WWW:	www.glennaustincon	sulting.com		
Produces:	2,450 ml	Email:	glenn@glennaustinc	onsulting.com		
Last Modified:	July 2, 2003 17:39	Author:	Glenn Austin global h	ospitality consultan	its	

			riou.	Scaleu		ieiu	TTOU.	Julieu
Item			Qty.	Qty. Unit		%	Cost	Cost
Sauce Fish			1,000	1,000 ml		100	2.60	2.60
Juice Lime			500	500 ml		100	2.25	2.25
Sugar Brown			500	500 g		100	1.40	1.40
Pepper Black Ground			5	5 g		100	0.07	0.07
Sauce Sweet Chilli			400	400 ml		100	2.00	2.00
Lime Leaves			10	10 g		100	0.10	0.10
Total:							8.42	8.42
		Price	Price	Tax Food		Markup	GP	Gross
Outlet	Cost	Ex. Tax	Inc. Tax	% Cost %	Factor	%	%	Profit

Outlet	COSI	LX. Idx	IIIC. Tax	70 C	USL /0	Factor	/0	
X-Treme Chef Consulting	0.00 /ml	0.01	0.02	10	25	4	300	

Blend all ingredients together in a food processor.

0.01

75

4 Leah Close buderim	Queensland Australia 4558						15-	Jan-2014	7:18:40A
Pesto									
Last Modified:	July 17, 2003 16:04		Author:	Glenn Au	stin global	hospitality	consultant	ts	
Produces:	4,000 g		Email:	glenn@gl	lennaustin	consulting.	com		
Scaled:	4.000 g		WWW:	www.alen	inaustinco	nsultina.co	m		
	., 3								
Itom			Prod.	Scale	ed Unit		Yield	Prod.	Scale
Item Decil Freeb			Qty.	Qty	10 Dunch		70	LOST 15.00	15.0
Discrute			10				100	10.00	10.0
Corlia			400		100 g		100	2.75	10.4
Garric Jomon			200		200 g		100	2.75	2.1
Juice Lemon			100		100 ml		100	0.13	0.
Oli Olive Moro	and at the lines. Contaid		1,200	1,4	200 mi		100	5.07	5.0
Cheese Parmesan	perfect Italiano Grated		600) 6	500 g		100	9.83	9.8
iotal.								43.97	43.5
		Price	Price	Tax	Food	_	Markup	GP	Gros
Outlet	Cost	Ex. lax	Inc. Iax	%	Cost %	Factor	%	%	Prot
X-Treme Chef Con	isulting 0.01 /g	0.04	0.05	10	25	4	300	75	0.0
l <mark>enn Austin glo</mark> Leah Close buderim he moio steak	bal hospitality consultant Queensland Australia 4558						15-J.	Recip an-2014	De Detail 7:18:40A
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ilenn Austin glo Leah Close buderim he mojo steak ut back steak rul ints is can be made or fish erve with blue ch Last Modified: Produces: Scaled: tem Herb-Sage Thyme Ground Dry Gibbled black pepp	bal hospitality consultant Queensland Australia 4550 rub b in advance and stored in ar neese butter on whilted silve April 18, 2012 19:04 55 g 55 g	airtight container fo	or future use. Author: Email: WWW: Prod. Qty. 10 10	. is excelle Glenn Aus glenn@gle www.glenr Scale Qty. 1 1 1	nt for beef tin global h nnaustincon austincon d Unit 10 g	steak, not iospitality o onsulting.com	15-J recommen consultants om 1 Yield % 100 100 100	Recip an-2014 ded <u>Prod.</u> <u>Cost</u> 0.15 0.20 0.17	Scalec Cos 0.15 0.20
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Blend all together and rub on steak