

## Is Your Oil Supply Putting Product Consistency at Risk?

Consistency is one of the hallmarks of any successful restaurant chain. Guests expect the same great product quality this week, next week and next month. They expect the same product from location to location. According to Vixxo, consistent food quality is the number one reason customers pick one restaurant over another<sup>1</sup>. As such, ingredient selection is an arduous process of formulation and testing with potential suppliers. Once the decision is made, ensuring consistent supply is a major concern. While often overlooked, determining the best oil for fried and sautéed foods is a key to product quality; and a key to consistency is using the same frying oil everyday and at every location.

### A New Consistency Challenge

Often times inconsistencies can be found in training processes or restaurant execution best practices, but inconsistency can also be the result of ingredient supply. Today, many restaurant operations are struggling to deliver consistency in their fried products at an acceptable cost as both high oleic canola and high oleic sunflower experienced poor harvests in 2019 leading to murmurs of product shortages. The culprit? Unfavorable weather during the growing season and harvest resulted in lower production per acre and crops left unharvested. As both canola and sunflower production is geographically constrained to the upper Midwest and Canada, large portions of the crop can be at risk of singular regional weather events and patterns. This concentration is further exacerbated for a specialty crop like high oleic varieties that account for only a portion of the overall production.

### A more consistent frying option

To ensure consistent supply, restaurant operators can turn to high oleic soybean oil. While in existence for less time than both high oleic canola and sunflower, high oleic soybean oil offers greater supply stability through broader geographic distribution as well as potential future acreage. In 2018, high oleic soybeans were planted on approximately 350,000 acres across 13 states from Nebraska to Maryland<sup>2</sup>. Furthermore, soybeans cover more than 80 million acres in the U.S., all of which will have access to high oleic varieties in the next four years, including several non-gmo varieties for those customers who require it. Canola on the other hand is grown on only 20 million acres, mostly in Canada, and sunflower is grown on only 1.4 million acres in 8 states, with more than 75% concentrated in North and South Dakota<sup>3</sup>. Over the long term, high oleic soy has far greater ability to consistently deliver reliable, affordable supply than either high oleic canola and sunflower oils.



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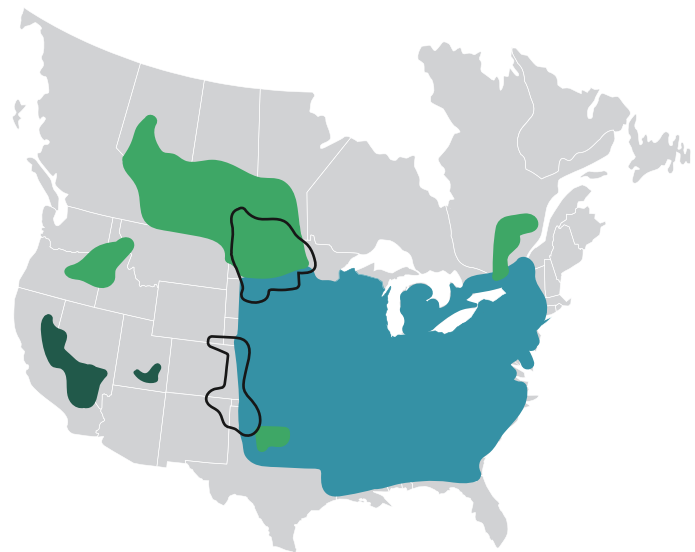
### Dont sacrifice performance

High oleic vegetable oils gained popularity for their long frying life and healthy fatty acid profile in comparison to other options. In making the switch to high oleic soybean oil, restaurateurs don't need to sacrifice performance or health. In fact, they may see improvements in both. High oleic soybean oil has an OSI of more than 25 hours, slightly greater than high oleic sunflower and significantly longer than high oleic canola with an OSI less than 20 hours.




### Take Action

Plant-Based Food Facts is dedicated to helping packaged foods and foodservice companies sustainably meet the demands of a growing food marketplace while supporting U.S. soybean growers. To learn more about the sustainability of various oilseeds and protein sources and what U.S. grown soybean oil and protein can do for your business, contact David Miller at [info@plantbasedfoodfacts.com](mailto:info@plantbasedfoodfacts.com).

### Oilseed Production in North America



#### Total Available Acreage

-  Soybean | 90 Million Acres
-  Canola | 20 Million Acres
-  Sunflower | 20 Million Acres
-  Safflower | 20 Million Acres

1) <https://www.prnewswire.com/news-releases/survey-finds-that-dining-experience-beats-convenience-when-us-consumers-make-restaurant-choices-300972715.html>

2) [Qualisoy.com](http://Qualisoy.com)

3) [USDA.gov](http://USDA.gov) Quickstats database