

# SOFO FOODS

## Fresh Pre-Cut Vegetable Guide

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### **COST ANALYSIS OF RAW PRODUCE**

Pre-cut produce offers fresh opportunities to help customers cut labor costs and boost profitability. The following information, provided by Sofo Foods, will help you determine the added value in purchasing pre-cut produce.

- Cost Analysis Worksheet
- Conversions of Bulk vs. Pre-cut
- Handling Procedures
- Benefits and Advantages of Pre-cuts

The information provided is only the beginning. In order to find the real savings, one must with actual hands on preparation over a 52 week period determine their actual gain. One must also take the sanitary conditions of pre-cut product into account when determining if a product proves to be beneficial.

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# **COST ANALYSIS OF RAW PRODUCE**

## **INFORMATION YOU WILL NEED:**

1. Employee hourly rate of pay.
2. Raw product case weight.
3. Cost of raw product.
4. Actual minutes it takes to process product. (Start to finish, including clean up.)
5. Weight of finished product.

### **1. DETERMINE ACTUAL LABOR COST**

- a. Take hourly pay rate x 25% = (subtotal)
- b. Subtotal + Hourly Rate of Pay = **ACTUAL LABOR COST**
- c. Take Actual Labor Cost and divide/ by 60 minutes = Cost per minute.

### **2. DETERMINE ACTUAL LABOR COST TO PROCESS IN-HOUSE:**

- a. Take total amount of minutes used for in-house processing x labor cost per minute = **COST TO PROCESS IN-HOUSE**
- b. Cost to process in-house + cost of raw product = **FINISHED PRODUCT COST**

### **3. DETERMINE COST OF FINISHED PRODUCT:**

- a. Weight of raw product–weight of unusable product = **FINISHED WEIGHT**
  - b. Finished product cost / useable product = **CENTS PER POUND**
- \*\*\* Weight & yield will vary depending on raw product quality.

### **4. COST OF PRE-CUT VEGETABLES:**

- a. Weight of vegetables / case cost of processed product = **CENTS PER POUND**

### **5. COMPARISON OF IN-HOUSE PROCESSING VS. USING PROCESSED PRODUCT:**

- a. Take your in-house cents per pound and compare to processed cost per pound

In order to find the real savings, one must with actual hands on preparation over a 52 week period determine their actual gain. One must also take the clean and sanitary conditions of using pre-cut product into account when determining if a product proves to be beneficial.

# COST ANALYSIS OF RAW PRODUCE

1. Employee hourly rate of pay. \_\_\_\_\_
2. Raw product case weight. \_\_\_\_\_
3. Cost of raw product. \_\_\_\_\_
4. Minutes to process product. \_\_\_\_\_
5. Weight of finished product. \_\_\_\_\_

## 1. DETERMINE ACTUAL LABOR COST

- a. Employee hourly wage = \_\_\_\_\_ x \_\_\_\_\_ (Benefits, Insurance, Etc.) = \_\_\_\_\_
- b. Subtotal \_\_\_\_\_ + \_\_\_\_\_ Hourly Rate = \_\_\_\_\_ Actual Labor Cost
- c. Actual Labor Cost \_\_\_\_\_ / \_\_\_\_\_ Min. to prep. + Cents per min. \_\_\_\_\_

## 2. DETERMINE ACTUAL LABOR COST TO PROCESS :

- a. \_\_\_\_\_ Min. In-house to process x cents per lb. = \_\_\_\_\_ In-house Cost
- b. \_\_\_\_\_ In-house Cost + \_\_\_\_\_ Raw product Cost = \_\_\_\_\_ Total Cost

## 3. DETERMINE COST OF FINISHED PRODUCT:

- a. \_\_\_\_\_ lbs. Raw Product (-) \_\_\_\_\_ lbs. Unusable Product = \_\_\_\_\_ lbs.  
Finished Goods
- b. \_\_\_\_\_ Total Cost (✓) \_\_\_\_\_ Useable Product Cost = Cents per lb.

Compare your cost per pound to purchased pre-cut cost per pound. Remember to take into account the additional benefits and advantages of Value Added Pre-Cut Product.

CASE WEIGHT \_\_\_\_\_ (✓) CASE COST \_\_\_\_\_ = \_\_\_\_\_ PRICE PER LB.

## COST ANALYSIS OF RAW PRODUCE

# EXAMPLE

1. Employee hourly rate of pay.	7.00
2. Raw product case weight.	23 LBS.
3. Cost of raw product.	15.75
4. Minutes to process product.	45 MIN.
5. Weight of finished product.	14 LB.

### 1. DETERMINE ACTUAL LABOR COST

- a. Employee hourly wage = 7.00 x .25 (Benefits, Insurance, Etc.) = 1.75
- b. Subtotal 1.75 + 7.00 Hourly Rate = 8.75 Actual Labor Cost
- c. Actual Labor Cost 8.75 / 45 Min. to prep. + Cents per min. .195

### 2. DETERMINE ACTUAL LABOR COST TO PROCESS :

- a. 45 Min. In-house to process x .195 cents per lb. = 8.77 In-house Cost
- b. 8.77 In-house Cost + 15.75 Raw product Cost = 24.52 Total Cost

### 3. DETERMINE COST OF FINISHED PRODUCT:

- a. 23 lbs. Raw Product (-) 9 lbs. Unusable Product = 14 lbs. Finished Goods
- b. 24.52 Total Cost (✓) 14 lb. Useable Product Cost = 1.75 per lb.

Compare your cost per pound to purchased pre-cut cost per pound. Remember to take into account the additional benefits and advantages of Value Added Pre-Cut Product.

2/5# Peppers

CASE WEIGHT 10 lb. (✓) CASE COST 15.65 = 1.5650 PRICE PER LB.

## **COST ANALYSIS OF RAW PRODUCE**

<b>PRODUCE</b>	<b>RAW WEIGHT</b>	<b>YIELD</b>	<b>NET WEIGHT</b>	<b>PREP TIME IN MIN.</b>	<b>LABOR TIME PER POUND</b>
<b>ONIONS, DICED</b>	<b>50</b>	<b>63%</b>	<b>32</b>	<b>100</b>	<b>3</b>
<b>PEPPERS, DICED</b>	<b>23</b>	<b>59%</b>	<b>15</b>	<b>47</b>	<b>3</b>

# SOFO FOODS

## Produce Processing Product Guide



Sofa Produce Processing is the newest member of the Sofa family of companies. Here we process and dice peppers and onions for shipment in five pound tubs.

- We use chlorinated ice bath for extended shelf life.
- End product is 100% usable.
- Labor Saving.
- Less insurance liability.
- In addition, we carry over 150 whole and processed fresh produce items.

# Product Handling

## Conversion

This chart shows how much a bulk product will produce when *converted* into a fresh-cut product.

Bulk/Whole Case Product	Fresh-Cut Product	Yield Average	Fresh-Cut LBS. Equivalent	Fresh-Cut Shelf Life Expectancy
Iceberg, 24 Count 50#	Classic Salad-Cut	50%	25 lbs.	10 Days
Iceberg, 24 Count 50#	Shredded Lettuce	50%	25 lbs.	10 Days

## Cold Chain Management

Regardless of the greatness of our quality.....if the cold chain is broken, it destroys the integrity of our produce.

Temperatures below 32°F destroy the cell structure of the produce and cause it to bleed and go limp.

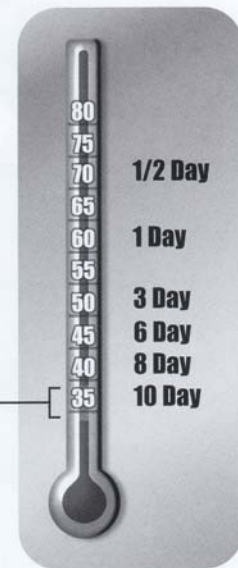
Temperatures above 40°F cause the shelf life to be shortened drastically. Take extra care to maintain accurate temperatures in coolers and keep them well maintained to avoid breakdowns. Pay close attention during the season changes.

The length of product shelf life/freshness is directly effected by the cooler temperature

### Cooler Tips

- Ideal temperature is 36°F
- The coolest place in the cooler is in the back on the lowest storage shelf (cold air drops.)
- Make sure coils are cleaned on a regular basis.
- Keep strip curtains in good condition and straight.
- Always keep the cooler door closed.
- Keep trips in and out of the cooler to a minimum.

Store Product at 33°F to 38°F for Best Balance of Freshness and Flavor



### Added benefits to fresh-cut produce:

- Great labor savings.
- No employee time loss due to injury.
- Elimination of equipment and replacement parts.
- Consistent, food safe products.

## Produce Processing Product Guide

2/5# Fresh Diced Green Peppers    Sofo Code #250341



3/8 in. x 3/8 in. diced peppers processed from whole fresh peppers. After spin drying the peppers are weighed and packaged into breathable tubs.

2/5# Fresh Pizza Cut Peppers    Sofo Code #250340



1/4 in. x 2 in. pizza cut peppers processed from whole fresh peppers. After spin drying the peppers are weighed and packaged into breathable tubs.

## Produce Processing Product Guide

2/5# Fresh Diced Onions

Sofa Code #250263



3/8 in. x 3/8 in. diced onions processed from whole fresh onions. After spin drying the onions are weighed and packaged into breathable tubs.

2/5# Fresh Pizza Cut Onions

Sofa Code #250262



1/4 in. x 2 in. pizza cut onions processed from whole fresh onions. After spin drying the onions are weighed and packaged into breathable tubs.

## Produce Processing Product Guide

2/12.5# Fresh Diced Onions Sofoc Code #250521



3/8 in. x 3/8 in. diced onions processed from whole fresh onions. After spin drying the onions are weighed and packaged in bulk bags for volume accounts.

2/12.5# Fresh Pizza Cut Onions Sofoc Code #250272



1/4 in. x 2 in. pizza cut onions processed from whole fresh onions. After spin drying the onions are weighed and packaged in bulk bags for volume accounts.

# SOFO FOODS

## Produce Processing Packaging

### 2/5# Tubs



### 2/12.5# Bulk Bags

