

Foodbuy Fry Guide

Your guide to our new program with McCain Foods in the fries and frozen potatoes categories. Inside find detailed product information, tips for menuing, innovation ideas and more.

Introducing McCain Foods

Foodbuy is thrilled to announce a new partnership with McCain Foods in the category of French Fries, frozen potatoes and hash browns. By moving to McCain in these categories, Foodbuy is able to expand competitive contract coverage for our Members while still offering delicious and quality products. Compared to our previous program through Lamb Weston, the McCain programs will offer an additional 6% in net savings for most of our Members.

[Click here](#) for more information about Foodbuy's program with McCain and learn how it will benefit your business.

Driving Profitability Through the McCain Program

Fries are a go-to item for consumers, and it's been proven that fries and potatoes bring more profit to foodservice organizations than the highest-margin items of dessert and alcohol.

Potato / Fry Profit

CATEGORIES	AVERAGE PROFIT PER TABLE OF FOUR		
	FAMILY DINING	CASUAL (BAR & GRILL)	QSR BURGER
DESSERTS	\$0.94	\$1.83	\$0.81
ALCOHOL*	\$2.63	\$15.22	N/A
POTATO SIDES & SNACKS	\$2.63	\$5.14	\$3.92

*Assumes average two drinks per serving
Background on profitability story available in Appendix.

Links to McCain Resources

[Potato Consumer Demand & Profit Opportunities by McCain](#)

[McCain Fry Takeout & Delivery Guide](#)

[McCain Behind the Counter](#)

There Are Many Ways to Ensure Optimization When Serving Fries

The higher the quality, the higher the yield.
The higher the yield, the higher the profit.

3 Factors Determine Yield:

- Cut Size**
Thinner cuts provide better plate coverage and higher yield.
- Solids**
More potato solids mean more servings per case.
- Length**
Longer fries deliver greater plate coverage and more profit.

LENGTH MEANS COVERAGE:

1 ½ lbs. pieces under 2 inches
1 ½ lbs. pieces over 3 inches



LOWER YIELD, LOWER PROFIT **HIGHER YIELD, HIGHER PROFIT**

Thicker Cuts Thinner Cuts
More H₂O Content Higher Solids Content
Shorter Cuts Longer Cuts



- Specialty cuts yield more servings per pound than straight cuts.
- Thinner straight cuts yield more servings per pound than thicken straight cuts.
- Skin on fries are less expensive than skinless options of the same cut and size.
- "Budget fries" such as field run have hidden costs in extra oil absorption and breakdown.

Specialty fries bring variety to menus and offer opportunities to charge a little more than the basic fry.

The most sought-after fry is the straight variety, but there is an opportunity for your customers to give their guests reasons to pay a little extra for a specialty fry.

How varieties help increase profit.

VARIETY	AVERAGE	OPERATOR CHARGE UP
STRAIGHT-CUT FRIES	\$3.10	0%
WAFFLE FRIES	\$3.50	13%
SPIRAL FRIES	\$3.45	11%
SEASONED FRIES	\$3.25	5%

The data on this chart is for restaurants 250 units or less and only for items on the side menu. Items with certain keywords/phrases are excluded: Loaded, Smothered, Cheese, Poutine, Substitute, Crinkle, Truffle, Basket of Fries.

Fry Innovation

Foodbuy's Culinary Solutions Team and McCain can partner with you to develop new and exciting dishes to WOW your customers.

Give your customers innovative options with these global inspirations.



Cubano Fries

1/4" shoestring russets loaded with sliced Swiss cheese, diced ham, shredded roast pork, pickles, mustard.
Product MFG Code: MCF03786



Frites a la Grecque

Golden russets served with a yogurt, oregano, thyme, Kalamata olive, feta, and a honey-lemon dipping sauce.
Product MFG Code: MCX40



Korean Beer Cheese Fries

Golden potatoes dusted with gochugaru (Korean red pepper flakes) and topped with an OB Lager cheese sauce and kimchi.
Product MFG Code: 1000000496



Sweet Potato Churro Fries

Crispy sweet potatoes dusted with cinnamon sugar and served with warm chocolate, strawberry and dulce de leche dips.
Product MFG Code: MCF03731

Sustainability Commitment



**SMART &
SUSTAINABLE
FARMING**



**RESOURCE -
EFFICIENT
OPERATIONS**



**GOOD
FOOD**



**THRIVING
COMMUNITIES**

Loaded Mac & Cheese Fries
Product MFG Code: MCL03623

Links to McCain Resources

[McCain Food Trends Guide](#)

[McCain Sustainability Guide](#)

[2021 Sportswatch Guide](#)

[Operator LTO Guide](#)

Nutritionals & Resources



Chris Hall, CEC
Senior Corporate Chef
Foodbuy

"The Culinary Solutions Team at Foodbuy understands the impact of maintaining and elevating product standards for our members. After testing and comparing the quality and consistency of products, we feel confident in making the transition to McCain as our preferred frozen potato supplier."



Links to Other Resources

[McCain Nutritionals & Spec Sheets](#)

[Tasty Videos](#)

[McCain Off-Premise Master Guide](#)

