



YIELD TEST PROJECT- Part 2

Name _____

Your hotel catering department offers fresh fruit cups.

There is a banquet for 1,050 people coming up. You need to determine how much fruit to purchase.

The Ingredients for a batch of Fruit Cup Salad is:

Fruit Cups Yield: 2# Fills four (8oz. cups)

Ingredient	Spec	Amount	unit
Cantaloupe	Peeled, seeded, medium diced	8	Oz.
Honeydew	Peeled, seeded, medium diced	8	Oz.
Strawberries	Hulled and quartered	8	Oz.
Grapes, purple	Removed from all stems	8	Oz.

Yield % (each fruit, not per case)

Cantaloupe 58.1%

Honeydew 57.5%

Purple Grapes 89.4%

Strawberries 91.9%

1. Figure out yield and waste percentages
2. Fill in AP price
3. Figure EP out cost per pound

	CANTELOUPE	HONEYDEW	GRAPES	STRAWBERRIES
AP (Purchase Price: (per pound)				
Waste %:				
Yield %:				
EP Cost per #:				

Purchase Amounts:

Cantaloupe 15 ea. per case \$18.25 (one case is 12# approximately)

Honeydew 6 ea. per case \$16.95 (one case is 15# approximately)

Grapes 18# per case \$22.45

Strawberries 8(1pound containers) per case \$12.95

Formulas:

Waste % = Product Loss/AP Weight

Waste % = 100% - Yield %

Yield % = 100% - Waste %

EP Weight = AP Weight * Yield % (Remember to use decimal version of % when calculating)

Product Loss = AP Weight - EP Weight

EP Cost per # = AP Price / Yield % (Remember to use decimal version of % when calculating)

How much of each (knowing the yields) must you buy to make fruit salad for 1,050 people?

(multiply each qty. in the above recipe by ____ to get 1,050 portions. Then compute:



EP Required
 Product Yield % = AP Required
 Convert from ounces to pounds)

4.

	CANTELOUPE	HONEYDEW	GRAPES	STRAWBERRIES
Needed:				
Purchase QTY:				
Purchase \$: (number of cases X case \$)				

5. How much will your bill be (without taxes, delivery etc.) _____
 (how many cases of each do you need? Round numbers up to get a full case. Add up bottom row above)

6. Determine your pricing strategy

a. How much per fruit cup \$ _____ FC% _____ ?

(How much are you going to charge for an 8-oz. cup? Then figure out the FC %)
 [First, add together (EP cost per pound x .125) for each fruit for your cost]

b. How much per pound (such as in a big bowl) \$ _____ FC% _____

(Figure out how many pounds of EP fruit you have. Figure out your total costs [#5]. Divide. That is your price per pound. How much will you charge per pound?)
 [price per pound= add up amounts from purchase qty. and divide by answer in number five, then figure out selling price and FC%]

7. What could you do if you had to slightly lower the cost of a cup of fruit?
 (Think substitution, or portion size, or increased price etc.)

8. What would you charge as an “upsell” on a breakfast plate (approximately 5 oz.?)

 (Figure out price of 5 oz. of fruit first, then an appropriate selling price).

9. Since you over purchased the quantity of fruit needed what can you do to make a profit with the rest (no fruit cups/ fruit salad, etc.): new dishes/ ideas

- a. _____
- b. _____
- c. _____
- d. _____