



GLOBAL GUAC

**One Fruit. Twelve Guacs.
Endless Possibilities.**

Craveable Recipes and Valuable
Techniques for Every Menu

**Avocados
From
Mexico**
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ALWAYS GOOD

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Global Guac | Craveable Recipes and Valuable Techniques for Every Menu



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ALWAYS GOOD

FOODSERVICE'S MVP

Let Avocados From Mexico® become your most valuable partner in foodservice. We can help you capitalize on market demand with one of the most exciting, most thoughtfully executed partnership programs in the foodservice market today. Whether you're interested in our extensive library of culinary inspirations, operationally tested storage and handling techniques, immersive educational tools and workshops, robust menu ideations, or one-of-a-kind Guac Cart Program, when you partner with us, you get the support you need in every aspect of your operation—every step of the way.

For more information, visit us at AvocadosFromMexico.com/foodservice, or reach out to our team.



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THE POWER OF FRESH



77%

of consumers **prefer the taste of fresh avocados** compared to processed options.*

So give your diners the fresh flavor they crave. When you serve guacamole made with Avocados From Mexico, you're guaranteed:

- ◆ **FRESHNESS:** the consumer-preferred avocado format*
- ◆ **AVAILABILITY:** the only fresh avocado available all year long
- ◆ **VERSATILITY:** one SKU that works across cuisines, dayparts, and usage occasions
- ◆ **QUALITY:** a rigorous quality control program to ensure the highest-quality fruit
- ◆ **PROFITABILITY:** consumers are willing to pay up to \$2 to add fresh avocado to their dishes across segments**

*Fresh vs. Processed Taste Test Report, AFM November 2020
**2016 Technomic, Inc., Patron Report, Avocados From Mexico



GUAC: OUT OF THE BOWL AND AROUND THE WORLD

GLOBALLY INSPIRED RECIPES THAT
**MAXIMIZE THE LIFE
OF YOUR AVOCADOS**

The numbers are in, and we know consumers love fresh guacamole. So our latest foodservice innovations feature creative guacamoles inspired by global cuisines so you can put the value of fresh guacamole to work on any and every menu.

We've thoughtfully innovated against a variety of trending global cuisines, dayparts, and menu segments to bring you easy and actionable dish inspiration. From low-cost, high-impact appetizers to premium new handhelds and fresh center-of-plate builds, these recipes utilize ingredients you likely have on hand and feature techniques that will help you maximize the life of your valuable avocados.

One avocado is all you need to unlock a world of menu possibilities!





A perennial top-three global cuisine, the birthplace of guacamole, and the home to Avocadoland—the Mexican state of Michoacán where avocado trees bloom four times per year. These guacs are inspired by regional Mexican flavors and are featured in creative new dishes to excite your diners with fresh takes on the Mexican flavors they love.

39% of consumers **want to try Yucatecan** food.*

56% of consumers would like to see **more Gulf Coastal Mexican** influence on menus.*

48% of consumers have **tried and enjoy Northern Mexican** cuisine.*

*SupHerb Farms White Paper, Technomic 2018

Yucatán

GUACAMOLE

Fresh diced avocado marinated overnight with red onion, minced habanero pepper, vinegar, and sour orange and grapefruit juices, and then mashed into a hearty, citrus-and-spice-flavored guacamole.

FEATURED ON:

YUCATÁN-STYLE PORK TACOS

Slow-roasted citrus-marinated pork with a dollop of tangy and fiery Yucatán Guacamole with shaved red onion and cilantro on a fresh corn tortilla.

ALSO TRY:

- ◆ Hot & Tangy Guac Dip with Seasoned Tortilla Chips
- ◆ Burger Spread
- ◆ Panini or Torta Spread

BACK-OF-HOUSE TIP

Marinate these guac ingredients (including the avo!) overnight to streamline tomorrow's prep and extend the life of your avocados.

FRESH LTO

118 Craveability Index

121 Uniqueness Index

\$8 Median Willingness to Pay

*Technomic Menu Concept Screener,
Avocados From Mexico, February 2021



YUCATÁN GUACAMOLE

(Serves 24)

TO MAKE:

In a large non-reactive bowl, combine 6 cups medium-diced Stage 4 Avocados From Mexico, 1/2 cup small-diced red onion, 1/4 cup minced habanero peppers, 4 teaspoons kosher salt, 2 cups fresh orange juice, 1 cup fresh lime juice, 1 cup fresh grapefruit juice, and 1 cup distilled white vinegar. Cover bowl with plastic wrap and let marinate overnight in the refrigerator. The next day, strain away liquid and mash remaining ingredients into a chunky-smooth guacamole.

TO SERVE:

Serve 1/4 cup guacamole with a dipper like seasoned corn chips, or try it dolloped on top of our Yucatán-Style Pork Tacos.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 24 hours.



Elotes

GUACAMOLE

Mashed fresh avocado blended with roasted corn kernels, charred poblano peppers, and cotija cheese and finished with crema and chile-lime spice for a street-food-inspired guacamole.

FEATURED ON:

CARNE ASADA CEMITA

A toasted, sesame-crusted cemita bun filled with Elotes Guacamole, sliced carne asada steak, pickled red onions, and shredded Oaxaca cheese.

ALSO TRY:

- ◆ Street-Corn-Style Guac & Chips
- ◆ Taco Topper
- ◆ Burger Topper

MENU MAINSTAY

64% of Consumers Would Order
on Some or Most Visits

57% of Consumers Would Order
All Year Long

\$8 Median Willingness to Pay

*Technomic Menu Concept Screener, Avocados From Mexico, February 2021



ELOTES GUACAMOLE

(Serves 24)

TO MAKE:

In a large mixing bowl, combine 4 cups mashed Stage 4 Avocados From Mexico, 3 cups roasted corn kernels, 1/4 cup small-diced roasted poblano peppers, 8 teaspoons cotija cheese, and 2 teaspoons Tajín until evenly combined.

TO SERVE:

Serve 1/4 cup guacamole drizzled with 1 teaspoon crema and a pinch more Tajín and serve with a dipper like fresh tortilla chips, or try it scooped into our Carne Asada Cemitá.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 12 hours.





FOR MORE REGIONAL MEXICAN MENU INSPIRATION:

- ◆ **WHIPPED VERACRUZ GUACAMOLE:** creamy avocado puree with lime juice, garlic, onion, and jalapeño, folded with whipped aquafaba. **Try it as a new twist on avocado toast.**
- ◆ **SONORAN GUACAMOLE:** fresh mashed avocado folded with savory mashed white beans, fresh lime juice, garlic, and a kick of cumin. **Try it in a plant-powered burrito.**
- ◆ **PEPITA GUACAMOLE:** fresh mashed avocado folded with toasted pepitas, roasted garlic paste, cumin, coriander, serrano chiles, lime, and Mexican oregano. **Try it on a crispy duck taco.**

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REGIONAL USA

Avocados have proven their crave factor in Tex-Mex cuisine but have so much more potential to be explored. Guacamoles inspired by the bold and hearty flavors of Southern cooking, smoky barbecue, and the spice-forward dishes of Cajun and Creole cuisine are a fresh way to deliver the comfort classics your diners crave, and the ticket boost your operation needs.

Regional American is one of the

TOP 5 GLOBAL CUISINES

in foodservice.*

68% of consumers like the cuisine from the **Southern U.S.****

32.2% 4-YEAR GROWTH RATE for **pimento cheese**, making it a popular choice for LTOs.*

*NRN, What's Hot 2020 Culinary Forecast, 2020

**Datassential MenuTrends, 2020

AVO-PIMENTO GUAC

Fresh mashed avocados folded with pimento chiles, shredded cheddar cheese, and sweet chopped pickles, topped with more chopped pimentos, for a smoky, spicy guacamole.



THE ALLURE OF FRESH

The majority of consumers in a study reported a preference for fresh guacamole over processed, describing it as authentic, homemade, and balanced.*

*Fresh vs. Processed Taste Test Report, AFM November 2020

MENU MAINSTAY

52% of Consumers Would Order on Most or Every Visit

\$8 Median Willingness to Pay

*Technomic Menu Concept Screener, Avocados From Mexico, February 2021

FEATURED ON:

COUNTRY FRIED CHICKEN & AVO-PIMENTO SANDWICH

Butter-griddled Texas toast filled with golden buttermilk fried chicken, Avo-Pimento Guac, bread-and-butter pickles, shredded lettuce, and a drizzle of avocado ranch aioli.

ALSO TRY:

- ◆ Premium BLT Sandwich Spread
- ◆ Biscuit Topper or Brunch Dip
- ◆ Fried Popper Filling

AVO-PIMENTO GUAC

(Serves 24)

TO MAKE:

In a large mixing bowl, fold together 3 cups mashed Stage 4 Avocados From Mexico, 1/2 cup small-diced pimento peppers, 2 cups shredded cheddar cheese, 1 cup minced bread-and-butter pickles, 1/2 cup fresh lime juice, and 4 teaspoons kosher salt until evenly combined.

TO SERVE:

Top 1/4 cup guacamole with 1/2 teaspoon each diced pimento peppers and shredded cheddar cheese and serve with Southern-style fritters for dipping, or try it in our Country Fried Chicken & Avo-Pimento Sandwich.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 24 hours.





FOR MORE **REGIONAL MEXICAN** MENU INSPIRATION:

- ◆ **GUMBO GUACAMOLE:** fresh mashed avocados folded with gumbo filé, tomato, vinegar, hot sauce, and a mixture of sweated trinity vegetables. **Try it in a Cajun-style dirty rice and bean bowl.**
- ◆ **SALTED WATERMELON GUACAMOLE:** fresh mashed avocado folded with fresh mint, lime juice, and diced watermelon, finished with a sprinkle of coarse sea salt. **Try it on a Kentucky-style pulled pork sandwich.**
- ◆ **LOUISIANA HOT GUACAMOLE:** fresh mashed avocado mixed with lemon pepper seasoning, minced garlic, cayenne pepper, and lemon juice. **Try it paired with hush puppies and seafood fritters.**

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CENTRAL & SOUTH AMERICA

The tastes of Central and South American cuisine are a natural home for fresh avocados, and they are grounded in flavors that are likely in your operation already, like peppers, tomatoes, garlic, onions, and herbs. But this region is less familiar to consumers and can deliver a sense of exploration to pique your diners' interest with a twist on the familiar.

68% of consumers are interested in trying **Venezuelan cuisine**.*

A MAJORITY OF CONSUMERS EXPRESSED INTEREST
in **trying South American cuisines**, like Brazilian, Argentine and Colombian.*

*Technomic 2018—Ethnic Food & Beverage Consumer Report

GUASACACA

Guacamole

Fresh mashed avocados blended with green bell peppers, garlic, onion, cilantro, jalapeño, and parsley for a smooth, tangy, sauce-style guac.

FEATURED ON:

GUASACACA FRENCH DIP

A toasted, crusty French roll lathered with creamy Guasacaca Guacamole and topped with rare shaved roast beef, savory sautéed onions, melted Swiss cheese, and avocado garlic aioli, served with au jus for dipping.

ALSO TRY:

- ◆ Seafood Taco Topper
- ◆ Steakhouse Sauce
- ◆ Arepa or Sandwich Spread

BACK-OF-HOUSE TIP

The blended texture can extend the life of softer avocados, and the acidity can help this guac hold longer for advance prep needs.

OFF-PREMISE PREFERRED

53% of Consumers Would Order
for Takeout

\$8 Median Willingness to Pay

*Technomic Menu Concept Screener,
Avocados From Mexico, February 2021



GUASACACA GUACAMOLE

(Serves 24)

TO MAKE:

In a large food processor, combine 4 cups pureed Stage 4 Avocados From Mexico, 1 cup small-diced white onion, 1 cup small-diced green bell pepper, 1/2 cup deseeded, small-diced jalapeño peppers, 1/2 cup minced garlic, 1/2 cup roughly chopped fresh parsley, 1/2 cup roughly chopped fresh cilantro, 1 cup lime juice, 1/4 cup water, 1/4 cup distilled white vinegar, and 8 teaspoons kosher salt until mixture is smooth.

TO SERVE:

Serve 1/4 cup guacamole with a dipper like thick-cut steak fries, or slather it into our Guasacaca French Dip.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 72 hours.





FOR MORE CENTRAL & SOUTH AMERICAN MENU INSPIRATION:

- ◆ **SMOKY BACON GUACAMOLE:** fresh mashed avocado folded with crispy rendered diced bacon, bacon fat, sautéed onion, garlic, and lime.
Try it on a meat-lovers quesadilla.
- ◆ **NICARAGUAN EGG GUACAMOLE:** fresh mashed avocado folded with chopped hard-boiled eggs, onion, cilantro, and lime.
Try it on a breakfast guac bagel.
- ◆ **POPPED BLACK BEAN GUACAMOLE:** crispy sautéed black beans folded with fresh mashed avocado, red onion, tomato, cilantro, and lime.
Try it with grilled flatbread points for dipping.

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CARIBBEAN ISLANDS

Known for spicy, fruity, smoky, and bright flavors, the cuisines of the Caribbean islands are perfectly complemented by fresh avocados. Whether you opt for sweet island-style flavors like mango and coconut or explore richer flavors like jerk seasoning or spicy Scotch bonnet peppers, fresh avocados instantly add familiar crave appeal to more exotic tastes.

38%

of consumers are interested in **Jamaican cuisine**.*

42%

of consumers have **tried and liked Caribbean** food, and think it's unique and exciting.**

60%

of **millennials** love the flavor of **jerk**.*

*Datassential MenuTrends, 2020

**Technomic 2018—Ethnic Food & Beverage Consumer Report



JERK GUACAMOLE

Fresh mashed avocados and chopped grilled mango mixed with a fiery jerk paste made of scallions, ginger, thyme, habanero, white vinegar, and warm spices for a sweet and spicy guac with a kick.

FEATURED ON:

JERK GUACAMOLE CHICKEN WINGS

Jerk-seasoned, flame-broiled chicken wings coated in a sticky honey glaze and served with a bowl of sweet-and-spicy Jerk Guacamole.

ALSO TRY:

- ◆ Plantain Chip Dip
- ◆ Grilled Shrimp or Fish Topper
- ◆ Pork or Chicken Sandwich Spread

TURN UP THE HEAT!

75% of consumers report liking some spice in their guacamole, from peppers like jalapeños, serranos, and habaneros.*

*AFM 2019 Away-From-Home Guacamole Patron Study, Technomic

OFF-PREMISE PREFERRED

53% of Consumers Would Order
for Takeout

\$8 Median Willingness to Pay

*Technomic Menu Concept Screener,
Avocados From Mexico, February 2021



JERK GUACAMOLE

(Serves 24)

TO MAKE:

In a large mixing bowl, fold together 3 cups mashed Stage 4 Avocados From Mexico, 2 cups small-diced grilled mango, 1 cup jerk paste, 1/2 cup fresh lime juice, and 4 teaspoons kosher salt until evenly combined.

TO SERVE:

Top 1/4 cup guacamole with 1/2 teaspoon sliced scallions and serve with a dipper like fried plantain chips or with our honey-glazed Jerk Chicken Wings.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 24 hours.





FOR MORE **CARIBBEAN** MENU INSPIRATION:

- ◆ **BAHAMIAN GUAC SAUCE:** fresh mashed avocado folded with lime juice and “Old Sour” sauce—a traditional Bahamian condiment made of sour orange juice, habaneros, and salt. **Try it drizzled on a blackened chicken bowl.**
- ◆ **AVO-MANGO CHUTNEY GUAC:** fresh mashed avocado folded with a tangy mixture of diced mango, white vinegar, onion, ginger, clove, mustard seeds, and crushed red pepper. **Try it on a fried fish sandwich.**
- ◆ **SPICY SCOTCH BONNET GUAC:** fresh mashed avocado folded with chopped Scotch bonnet peppers, white onion, lemon juice, tomato, and a swirl of sour cream. **Try it with plantain and sweet potato chips.**

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Many of the popular bakery and bistro-fresh flavors your diners already love have Nordic roots—those pickled, salted, smoked, and herby touches often seen in sandwiches, salads, toasts, or smorgasbord-style bowl builds. Now we've added the premium value of fresh avocados to these flavors for both a crave and ticket boost on breakfast, brunch, and lunch menus.

42% of consumers **love the bold flavor of dill.***

777% **4-YEAR GROWTH RATE** of **avocado toast** on menus.**

91% **4-YEAR GROWTH RATE** for **tartine-style, open-faced sandwiches** across menus (like Scandinavian smørrebrød).**

*Technomic 2018—Ethnic Food & Beverage Consumer Report

**Datassential MenuTrends, 2020

Forager's

GUACAMOLE

Fresh mashed avocado folded with minced fresh dill, juniper, diced red onion, capers, fresh lemon juice, and salt, for a fresh and herby guacamole.

FEATURED ON:

EVERYTHING AVOCADO & SALMON BAGEL

A split, toasted everything bagel served open-faced, topped with Forager's Guacamole, savory kippered salmon, chopped hard-boiled egg, fried capers, sliced radish, and fresh dill.

ALSO TRY:

- ◆ Potato Salad Dressing
- ◆ Crudit  Dip
- ◆ Salmon Entr e Topper

FRESH AVOCADOS BOOST MENU APPEAL

67% of consumers believe the use of fresh avocados increases a menu's overall quality.*

*2016 Technomic, Inc., Patron Report, Avocados From Mexico

OFF-PREMISE PREFERRED

57% of Consumers Would Order for Takeout

\$7 Median Willingness to Pay

*Technomic Menu Concept Screener, Avocados From Mexico, February 2021



FORAGER'S GUACAMOLE

(Serves 24)

TO MAKE:

In a large mixing bowl, fold together 5 cups mashed Stage 4 Avocados From Mexico, 1 cup minced red onion, 1/2 cup fresh lemon juice, 1/2 cup minced dill, 1/4 cup chopped capers, 4 teaspoons toasted, ground juniper, and 4 teaspoons kosher salt until evenly combined.

TO SERVE:

Top 1/4 cup guacamole with a small pinch each of minced red onion, minced dill, and toasted ground juniper. Serve with something crunchy like crudites for dipping, or try it smeared on our Everything Avocado & Salmon Bagel.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 24 hours.





FOR MORE **NORTHERN EUROPEAN** MENU INSPIRATION:

- ◆ **SPRING BERRY GUACAMOLE:** freshly mashed avocado folded with diced onion, lingonberry jam, and crumbled goat cheese. **Try it on a roasted turkey sandwich on rye.**
- ◆ **AVOCADO HORSERADISH GUAC:** fresh mashed avocado folded with diced shallot, lemon juice, a dash of Worcestershire sauce, and grated fresh horseradish. **Try it on a Reuben-style sandwich.**
- ◆ **CUCUMBER AVOCADO SALSA:** fresh mashed avocado blended with chopped cucumbers, cilantro, jalapeño, and lime. **Try it topped on a grilled chicken salad.**

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The flavors of the Mediterranean Basin are diverse, from southern Europe to northern Africa and the eastern Levant. But what they all have in common is their ability to seamlessly pair with fresh avocados. Our pan-Mediterranean guacamoles deliver the flavors your diners love most like savory garlic, fresh herbs, bright citrus, and bold spice blends, in creative new avocado dishes that can elevate your menu appeal.



84% of consumers **love or like Italian food.***

42% of consumers have tried **Mediterranean food and think it's unique and exciting.***

43% **4-YEAR GROWTH RATE** of **Mediterranean "shawarma"** on QSR menus.

Roasted Garlic GUACAMOLE

Fresh mashed avocado folded with slow-roasted garlic, chopped fresh parsley, and cracked black pepper, for a simply savory guacamole.

FEATURED ON:

CRISPY PORK MILANESE & AVO SANDWICH

A grilled French roll slathered with Roasted Garlic Guacamole and topped with grilled broccoli rabe, a crispy pork cutlet, hot avocado giardiniera, shaved pecorino cheese, and a drizzle of avocado aioli.

ALSO TRY:

- ◆ Avocado Pesto Base
- ◆ Focaccia Flatbread Spread
- ◆ Salad Topper

**OFF-PREMISE
PREFERRED**

55% of Consumers Would Order for Takeout

\$9 Median Willingness to Pay

*Technomic Menu Concept Screener, Avocados From Mexico, February 2021



ROASTED GARLIC GUACAMOLE

(Serves 24)

TO MAKE:

In a large mixing bowl, fold together 5 cups mashed Stage 4 Avocados From Mexico, 1 cup mashed roasted garlic, 1/2 cup roughly chopped fresh parsley, 1/4 cup fresh lemon juice, 8 teaspoons kosher salt, and 4 teaspoons ground black pepper until evenly combined.

TO SERVE:

Serve 1/4 cup guacamole with a dipper like grilled focaccia, or try it in our Crispy Pork Milanese & Avo Sandwich.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 24 hours.



Italian Avocado

SALSA VERDE GUAC

Diced avocado folded with a rich and tangy blend of olive oil, flat-leaf parsley, capers, garlic, and fresh lemon juice for a bright and fresh salsa-style guac.

FEATURED ON:

BISTECA PIADINA CLUB

Rich and tangy Italian Avocado Salsa Verde Guac is layered with slices of flame-seared rib eye, griddled red onions, and melty provolone cheese, all folded into a grilled Italian flatbread.

ALSO TRY:

- ◆ Bruschetta Topper
- ◆ Salad Dressing Base
- ◆ Grilled Fish Topper

MENU MAINSTAY

68% of Consumers Would Order
on Some or Most Visits

59% of Consumers Would Order All Year Long

\$7 Median Willingness to Pay

*Technomic Menu Concept Screener, Avocados From Mexico, February 2021

BACK-OF-HOUSE TIP

Using olive oil in this salsa-style guacamole can help preserve the texture and color of the diced avocados and extend the hold time, making it a great choice for advance prep or takeout dishes.



ITALIAN AVOCADO SALSA VERDE GUAC

(Serves 24)

TO MAKE:

In a large mixing bowl, combine 3 cups small-diced Stage 3 Avocados From Mexico, 2 cups roughly chopped parsley, 1/2 cup roughly chopped capers, 4 teaspoons minced garlic, 4 teaspoons red pepper flakes, 1 cup olive oil, 3/4 cup fresh lemon juice, 2 teaspoons kosher salt, and 1 teaspoon ground black pepper. Transfer to an airtight storage container and let marinate in refrigerator for at least 2 hours before use.

TO SERVE:

Serve 1/4 cup avocado salsa with a dipper like grilled flatbread, or try it featured on our Bisteca Piadina Club.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the avocado salsa. Hold for up to 72 hours.



Creamy Tahini **GUACAMOLE**

Fresh mashed avocado folded with silky tahini, lemon juice, and za'atar spice, a blend of oregano, thyme, and toasted sesame seeds, for a hummus-like spin on guacamole.

FEATURED ON:

SHAWARMA WRAP WITH CREAMY TAHINI GUACAMOLE

A garlic-butter-brushed pita is slathered with Creamy Tahini Guacamole and layered with crispy chicken shawarma, pickled turnip, and shredded cabbage, and drizzled with an avocado garlic sauce. Served with a side of french fries and cheesy spin' dip guac.

ALSO TRY:

- ◆ Falafel Topper
- ◆ Pita Chip or Crudité Dip
- ◆ Salad or Grain Bowl Topper

NOVELTY ITEM

139 Uniqueness Index

\$8 Median Willingness to Pay

*Technomic Menu Concept Screener, Avocados From Mexico, February 2021



CREAMY TAHINI GUACAMOLE

(Serves 24)

TO MAKE:

In a large mixing bowl, fold together 5 cups mashed Stage 4 Avocados From Mexico, 1 cup tahini, 1/4 cup za'atar seasoning, 6 tablespoons fresh lemon juice, and 1 teaspoon kosher salt until evenly combined.

TO SERVE:

Serve 1/4 cup guacamole with dippers like garlic pita chips and falafel bites, or try it spread into our savory chicken Shawarma Wrap.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 48 hours.





FOR MORE **MEDITERRANEAN** MENU INSPIRATION:

- ◆ **AVO TAPENADE GUACAMOLE:** diced avocado marinated in a rich mixture of chopped olives, capers, roasted red pepper, and eggplant. **Try it on a tuna salad sandwich.**
- ◆ **CHERMOULA GUACAMOLE:** fresh mashed avocado studded with a mixture of fresh and fried garlic, toasted cumin, coriander, crushed red pepper, ginger, clove, parsley, and lemon juice. **Try it on top of crispy chickpea fritters.**
- ◆ **PRESERVED LEMON GUACAMOLE:** fresh mashed avocado folded with salty and sour preserved lemon, fresh lemon juice, parsley, and feta cheese. **Try it on a grilled lamb burger.**

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AFRICA

Avocados provide a wholesome creaminess that pairs wonderfully with the richly spiced and complex flavors of African cuisine. These guacamoles are perfect for bold appetizers and fresh small plates that give your diners a taste of something new and truly exploratory, while remaining rooted in the avocados they know and love.

36% of consumers **would like more restaurants to offer African fare.***

36.8% **4-YEAR GROWTH RATE** for **piri piri pepper** on menus,* making it a popular choice for LTOs.

52% of **older Gen-Z** consumers would **like to try West African cuisine** and think it sounds good.**

*Datassential MenuTrends, 2020
**SupHerb Farms White Paper, Technomic 2019

Piri Piri GUACAMOLE

Fresh mashed avocado blended with a mixture of red chile peppers, green bell peppers, minced onion, garlic, white vinegar, and lemon for a smooth, spicy guac sauce.

FEATURED ON:

SPICED CHICKEN KEBABS WITH PIRI PIRI GUACAMOLE

Marinated and spiced chicken is skewered, grilled, and served with a side of Piri Piri Guacamole for dipping.

ALSO TRY:

- ◆ French Fry Dip
- ◆ Grilled Fish Topper
- ◆ Tapas Dip

FRESH GUAC IS BETTER GUAC

In a taste study, fresh guacamole outperformed processed guacamole across indicators such as overall liking, texture, flavor, appearance, and color.*

*Fresh vs. Processed Taste Test Report, AFM November 2020

NOVELTY ITEM

140 Uniqueness Index

\$9 Median Willingness to Pay

*Technomic Menu Concept Screener,
Avocados From Mexico, February 2021



PIRI PIRI GUACAMOLE

(Serves 24)

TO MAKE:

In a large mixing bowl, fold together 1 1/2 cups mashed Stage 4 Avocados From Mexico, 3/4 cup white vinegar, 3/4 cup olive oil, 1 1/2 cups minced green bell pepper, 1 1/2 cups minced white onion, 3 tablespoons minced garlic, 6 tablespoons minced red chiles, 3/4 cup fresh lemon juice, and 1 1/2 teaspoons kosher salt until evenly combined.

TO SERVE:

Serve 1/4 cup guacamole with a dipper like grilled flatbread or whole-grain crackers, or serve with our Spiced Chicken Kebabs.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 48 hours.





FOR MORE **AFRICAN** MENU INSPIRATION:

- ◆ **BERBERE GUACAMOLE:** fresh mashed avocado folded with a fiery blend of berbere spice, green chiles, onion, garlic, ginger, and lemon.
Try it on a grilled shrimp taco.
- ◆ **HARISSA GUACAMOLE:** fresh mashed avocado folded with toasted slivered almonds, cilantro, lime, and a swirl of harissa paste.
Try it on grilled lamb chops.
- ◆ **SOUTH AFRICAN SWEET PEPPER GUACAMOLE:** fresh mashed avocado folded with corn kernels, curry powder, cilantro, tomato, and chopped sweet piquant peppers. **Try it in an egg and bacon breakfast wrap.**

Visit AvocadosFromMexico.com/foodservice for culinary inspiration, education, operational support, and more.





INDIA

Heavily rooted in rich spices like curry, cumin, and coriander, sauces and condiments are integral to Indian dishes to deliver a layered and balanced flavor experience. From bright and fruity, fresh and herby, to spicy and bold applications, fresh avocados bring both premium value and operational versatility to our Indian-inspired guacamoles and sauces.

With consumers seeking out bolder interpretations, **trends in small plates and appetizers are leaning toward**

INTERNATIONAL CUISINES,
including vegan and vegetarian plates.*

STREET FOOD has reached ubiquity on menus, as **diners are hungry for small bite excitement.**

*FSR Magazine "5 Ways to Harness the Shareable Trend" 2018



Curried Avocado

RANCH GUACAMOLE

Fresh mashed avocado blended with shallot, garlic, lemon, curry powder, and ranch dressing for a creamy, spicy-but-fresh guac.



FRESH GUAC DRIVES SALES

In a study, consumers expressed a higher likelihood to purchase fresh guacamole over processed guacamole, with over 2/3 indicating they definitely or probably would buy fresh.*

*Fresh vs. Processed Taste Test Report, AFM November 2020

FRESH LTO

141 Uniqueness Index

130 Craveability Index

\$10 Median Willingness to Pay

*Technomic Menu Concept Screener, Avocados From Mexico, February 2021

FEATURED ON:

AVO-POTATO SAMOSA PLATTER

Spiced avocado and potato samosas served with a side of Curried Avocado Ranch Guacamole and avo-mango chutney for dipping.

ALSO TRY:

- ◆ Flatbread Topper
- ◆ Chicken Wing Dipper
- ◆ Grain Bowl Topper

CURRIED AVOCADO RANCH GUACAMOLE

(Serves 24)

TO MAKE:

In a large mixing bowl, fold together 3 cups small-diced Stage 3 Avocados From Mexico, 2-1/4 cups ranch dressing, 9 tablespoons minced shallot, 3 teaspoons minced garlic, 6 tablespoons fresh lemon juice, 6 teaspoons kosher salt, and 3 tablespoons Madras curry seasoning until evenly combined.

TO SERVE:

Serve 1/4 cup guacamole with a dipper like naan bread or try it with our crispy fried Avo-Potato Samosas.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 24 hours.





FOR MORE **INDIAN** MENU INSPIRATION:

- ◆ **AVO-MINT CHUTNEY GUAC:** fresh mashed avocados blended with green chiles, lemon, cilantro, mint, and white pepper. **Try it as a dip for fried onion petals.**
- ◆ **AVO-TAMARIND GUAC SAUCE:** fresh mashed avocado folded with white and balsamic vinegar, tamarind paste, turmeric, cilantro, cumin, cloves, green onions, and chopped toasted cashews. **Try it as a dip for avocado frites.**
- ◆ **AVOCADO RAITA GUAC:** fresh mashed avocado folded with yogurt, onion, tomatoes, green and red chiles, cumin, and cilantro. **Try it on top of a seasoned chicken and rice bowl.**

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ASIA PACIFIC

Fresh avocados already shine on sushi menus, but that's only the beginning. Avocados are the ideal creamy and cooling complement for the spicy, salty, savory flavors most loved across various Asian cuisines. Chinese-, Japanese-, and Korean-inspired guacamoles are an easy, profitable way to serve up the Asian flavors your diners crave in creative new builds.

36% of consumers have tried **Korean food** and think it's unique or exciting.**

33.8% **4-YEAR GROWTH RATE** on menus for "**bao**,"* making it a popular choice for LTOs.

GEN Z prefers **Chinese food** more than any other global cuisine.**

*Datassential MenuTrends, 2020

**SupHerb Farms White Paper, Technomic 2019

Spicy Korean GUACAMOLE

Fresh mashed avocado folded with Korean red chile flakes, white onion, rice vinegar, sesame oil, and diced jalapeños, topped with gochujang pickled onions for a spicy-tangy guacamole.

FEATURED ON:

CRISPY FRIED CHICKEN BAO

Extra-crispy double-fried chicken stuffed into fluffy, steamed bao buns and topped with Spicy Korean Guacamole, gochujang pickled onions, scallions, and toasted sesame seeds.

ALSO TRY:

- ◆ Rice Bowl Topper
- ◆ Asian-Style Taco Topper
- ◆ Lettuce Wrap Topper

FRESH LTO

127 Uniqueness Index

118 Draw Index

\$9 Median Willingness to Pay

*Technomic Menu Concept Screener,
Avocados From Mexico, February 2021



SPICY KOREAN GUACAMOLE

(Serves 24)

TO MAKE:

In a large mixing bowl, fold together 5 cups mashed Stage 4 Avocados From Mexico, 1 cup small-diced white onion, 1/4 cup deseeded, minced jalapeño peppers, 4 teaspoons red chile flakes, 1/4 cup fresh lime juice, 1/4 cup rice wine vinegar, 4 teaspoons sesame oil, and 4 teaspoons kosher salt until evenly combined.

TO SERVE:

Top 1/4 cup guacamole with 1 teaspoon gochujang pickled onions and 1 teaspoon red chile flake and serve with a dipper like wonton chips, or generously dollop into our Crispy Fried Chicken Bao.

TO STORE:

Place in a storage container and wrap tightly, pressing plastic wrap directly against the surface of the guacamole. Hold for up to 24 hours.





FOR MORE **ASIA PACIFIC** MENU INSPIRATION:

- ◆ **BULGOGI GUACAMOLE:** fresh mashed avocados folded with a hint of soy sauce, garlic, ginger, Korean red chile flakes, scallion, diced Asian pear, and toasted sesame seeds. **Try it on Korean barbecue lettuce wraps.**
- ◆ **TOGARASHI GUACAMOLE:** fresh mashed avocado blended with togarashi spice, ginger, garlic, and miso paste. **Try it in a spicy crunchy tuna maki roll.**
- ◆ **SPICY CHILE CRISP GUAC:** fresh mashed avocado blended with a hot chile oil studded with fried garlic, scallion, and ginger. **Try it on a poke-style rice bowl.**

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AVOCADO EDUCATION





BACK-OF-HOUSE TIPS & TRICKS FOR ADVANCE PREP

When you follow our best practices and back-of-house techniques, you can prepare these guacamoles in advance and count on longer hold times for off-premise occasions.

UP TO
12
HOURS

Elotes
Guacamole

UP TO
24
HOURS

Yucatán
Guacamole

Curried Avocado
Ranch Guacamole

Forager's
Guacamole

Jerk Guacamole

Avo-Pimento Guac

Spicy Korean
Guacamole

Roasted Garlic
Guacamole

UP TO
48
HOURS

Creamy Tahini
Guacamole

Piri Piri
Guacamole

UP TO
72
HOURS

Italian Avocado
Salsa Verde Guac
*(use a firmer avocado
for maximum hold!)*

Guasacaca
Guacamole



BACK-OF-HOUSE TIPS & TRICKS FOR TAKEOUT & DELIVERY

To deliver a top-notch off-premise guacamole experience, follow these simple, cost-effective tips to preserve the freshness, flavor, texture, and temperature your diners love about guac.

- ◆ **Package guacamole separately, in its own container.**
- ◆ **Fill container completely so that the seal is right against the guac, leaving no room for air.**
- ◆ **If necessary, seal with a double wrap of plastic to keep air out.**
- ◆ **Separate guacamole container from hot items to preserve temperature.**
- ◆ **Include a slice of lime or citrus, adding extra freshness and preservation cues.**
- ◆ **Offer a quality seal, with a time stamp showcasing when the guac was made and packed.**
- ◆ **Provide instructions or notes for best eating experience or how to build dish for best taste.**





HEALTHY, TASTY & DELICIOUS

are the top three words consumers use to describe avocados.*

VALUE ADDING, VERSATILE & ALWAYS AVAILABLE

are the top three words your operation should remember about Avocados From Mexico—the only fresh avocado that’s available all year round and that works across every menu and any cuisine style to add premium value and operational ease.

Reach out today to explore our industry-leading partnership capabilities:

- ◆ Virtual and In-Person Avocado Education
- ◆ Back-of-House Training and Tools
- ◆ Menu Support and Inspiration Resources
- ◆ Culinary Innovation and Custom Ideations
- ◆ 100% Fresh Seal Program
- ◆ Year-Round Custom Promotions and Marketing Support
- ◆ Custom LTO Promotions
- ◆ Customized Guac Cart Programs

For more information, visit us at AvocadosFromMexico.com/foodservice, or reach out to our team.



*2016 Technomic, Inc., Patron Report, Avocados From Mexico