



JUNE 07

Hi,

Winter is almost here and it looks like there's finally some end in sight to the heartbreaking drought. Finger's crossed! As with all our newsletters, we hope this edition provides you with helpful information to assist you with operating a successful and profitable canteen. This newsletter includes some updates from our key suppliers, a great winter recipe as well as an option for you to more effectively network with each other if you wish. Happy reading!

REBATES/DISCOUNTS/PRICING

Some canteen managers are unsure if they are receiving the rebates / discounts they're entitled to as an ASCA member. The current rebates and discounts you should receive are shown on the 2007 Suppliers and Prices List. We recommend that you check all of your invoices and statements to ensure you are receiving the correct prices. Please contact us ASAP if you have any concerns.

Pricing

We're often asked about details for checking supplier prices. Following is a quick update on the state of play with various suppliers:

- **National Foods / P&N Juices** - Prices for ASCA schools are shown on the 2007 Suppliers and Prices list
- **Nestle Peters** – you are entitled to 30% off invoice prices and this is usually shown in the discount column in the monthly statement you receive from Nestle Peters. Please check you next invoice and advise us ASAP if for some reason the 30% discount doesn't appear to have been included.
- **Smiths** – You are entitled to a 12 ½% discount from your Smiths distributor. In most cases this will be shown on your monthly statement. In July and January the Smiths Company will ask your distributor to send them a copy of your Smiths purchases for the last 6 months. On receiving these, Smiths will then calculate an additional 28 ½ rebate based on the amount of Smiths products you have purchased. The rebate is given to you as a credit on your next statement. Please check that you have received this. Smiths depend on distributors to provide them with the information on your purchases and the reliability of the distributor can affect the time the rebate is received.
- **Mrs Macs** – 12 ½% discount applies to **all products**. However, if you're not familiar with the actual prices of Mrs Macs products, you may not be sure you are receiving the correct discount. To address this, Mrs Macs has agreed to provide all canteen managers with a current price list so you can check your discounted prices with the standard price for these products.
- **Countrywide** – Countrywide currently do not provide a list of prices or a rebate / discount levels. ASCA is taking steps to address this situation.

ASCA is there to ensure you receive the benefits given to you when you join this organization . If you feel you are not receiving the correct prices and/ or rebates and discounts contact your ASCA consultant.

NEW MEMBER SCHOOLS

When first joining ASCA please allow approximately 3 weeks for the administration process to be completed and for the relevant suppliers to make contact with you. We have been advised that there are some instances of suppliers taking many weeks and even months before they visit a schools. If you are one such school, please contact us so we can ensure you receive your rebates and discounts as quickly as possible.

SUPPLIERS

Mrs Macs Products.

The healthy food guidelines being implemented in schools around Australia are designed to ensure school canteens provide a wide range of tasty, nutritious foods that support the nutrition messages being taught in Schools. The Mrs Macs School Range has been specifically developed for the school market. The bulk of the products in the Mrs Macs School Range are registered with the School Canteen Association, Star Choice and Healthy Kids programs. They fit into the AMBER food category. While amber products should not dominate the menu, these products have been classified as Amber because they do have nutritional value and add interest and variety to the student's choice of food. It is recommended that amber foods be combined with green foods where possible eg the Cruise Lite or Good Eating Products can be combined into "Meals Deals" that incorporate fruit, vegetables or dairy foods. Meal Deals not only encourages a balanced diet they also encourage less adventurous eaters to try something new.

P&N Products.

Attached is the current P&N brochure detailing the range of products produced by this company. P&N is the ASCA supplier of juices, non-carbonated drinks and water. P&N not only range a large number of products approved by the NSW Canteen Association they are also **wholly Australian owned**. With the healthy canteen policy now firmly in place in NSW, P&N products are now even more relevant to schools. Many school canteens have found P&N's extensive product ranges offers a healthy and great tasting option for students. The pricing of these products has also contributed to increased canteen profits. Below are some comments from canteen managers:

"At the end of 2006 I was very concerned, like everyone else that the end of the sale of carbonated drinks would see a dramatic fall in canteen profits. Being an ASCA school I contacted the rep from P&N who visited the school and showed me the range of products available. I was very impressed with their pricing. They also provided me with some sample products and I was impressed with the taste and variety of their mineral waters. We decide to go with them but how was I going to get the children to try the new range of products? The only way I was going the get the children to try the new products was to sell only P&N for at least 2 weeks. The result – the children really liked the mineral waters and the juices (99% juice based). The Cola really tastes like Cola without any caffeine or added sugar. Sales were good and the daily takings did not vary much. After a couple of weeks I re-introduced other drinks to see what would happen. To my surprise the children still preferred the mineral waters and juices. Our main sales now are of favoured mineral waters, juices, plain water and lite flavoured milk. Profits have not fallen and we have now become an even healthier canteen

(Margaret Canteen Manageress Cambridge Park Hugh School Canteen)

"With the change to the Healthy Canteen Policy our school no longer sells carbonated drinks and has changed our drink supplier to P&N Beverages. We sell 100% fruit juice just right for the health conscious person. The 300ml FUZE Cola being the biggest seller. It is preservative free, has no added sugar and is made with 99% juice. P&N Frantelle water is the best seller of the lot"

(Jan Hemphill Canteen Manager Hay War Memorial High School Canteen)

“When the new guidelines were introduced in 2007 regarding the sales of soft drinks in school canteens, we were reluctant to offer alternative drinks fearing profits would fall. However the sales rep from P&N suggested we try FUZE – a carbonated fruit juice (99% juice). The students were given the opportunity to try this product and it proved very popular. Our sales have gradually increased and are now almost equal to our previous sales of regular soft drinks”

(Margaret and Kathy Managers Elderslie High School Canteen)

Nestle Peters

We're pleased to announce that Nestle Peters is expanding their range of products with an additional 8 items, 5 of which have a recommended retail price of 80c, and are suitable for primary and secondary schools. The new products will be available at the start of Term 3.

WINTER WARMERS

Jaffles are great favourites for cold students in the cooler months, especially at recess. They are simple to prepare (and the sandwich filling can be pre-prepared) and can also turn a nice profit. Remember, jaffles can be pre-cooked up to 15 min in advance, and kept warm bagged in a pie warmer or Bain Marie - ready to serve. So start thinking about tasty winter jaffles! Detailed below are a few ideas for tasty jaffle fillings for your hungry troupes. Let your imagination and your left overs carry you away!

Sweet Treats:

- Pie apple
- Apple, Cinnamon & sultana
- Banana & sultana
- Pie apple & custard
- Banana and custard
- Ricotta Honey & sultana
- Ham Cheese & pineapple thins

Savoury Options

- Baked Beans
- Canned Spaghetti
- Cheese & Tomato
- Chicken & creamed corn
- Lean meats with Cheese & tomato
- Bacon & Egg

RECIPE OF THE MONTH

Another great Winter Warmer is soup. There are some good hearty packet and tinned soup, but if you have facilities for cooking; nothing beats a delicious home-made Pumpkin Soup! Many thanks to Isabell Ippolito from Gilson College for sharing her student friendly recipe with us. This recipe can be halved if needed, or frozen for later use.

Pumpkin Soup (Approx 20lt)

8 Onions Thinly Sliced	1 Heaped Tblsp Minced Ginger
1/2 Bunch Celery	3 tsp Cinnamon
1 Large Red Capsicum Thinly Sliced	3 tsp Nutmeg
8 Medium Carrots Chopped	2tsp Turmeric
4 Medium Sweet Potatoes	2tsp Cardamom
2 Large Jap Pumpkin	2tsp Cumin
(or equivalent of another pumpkin)	1 Tin of Massel Vegetable Stock Powder
3Tblsp Extra Virgin Olive Oil approx	Bunch Coriander Chopped
2 Heaped Tblsp Minced Garlic	Water to cover

Sautee onions, celery, capsicum, carrots, ginger, garlic & spices until onions are transparent. Add the ingredients and cover with water (about 1inch above veggies for a thick soup or more for thinner). Add Stock Powder and cook until veggies are tender. Allow to cool slightly and puree with hand blender for a rough puree or a Vitamiser for a smooth puree.

NETWORKING

Nominate yourself for the 'ASCA Buddy Program'

It has always been a concern to us at ASCA, that as canteen managers, there is little opportunity for you to participate in any Professional Development sessions, or interact with other canteen managers. With this in mind we would like to create a "Buddy Program", enabling you to chat, meet, visit and network with other managers out there! Would you like to spend a day working in another schools canteen? Would you be happy to have another manager visit you for a canteen session, visit or chat?

Why not help fellow Canteen Managers and let them see the setup and operation of your canteen. In turn, you can see other great canteens in action. Imagine what we could all learn from this. If you'd like to take part in helping share your great ideas with other Canteen Managers, then please fill in the attached form and send it back to us. Alternatively, call Noel or Bob on the phone numbers detailed at the end of this newsletter.

Until Next Time

We hope you have found the information in this Newsletter helpful and useful, and that over time, the newsletter can become a vehicle for sharing ideas between Canteen Mangers. If you have a great idea, or if you're doing something in your Canteen that works really well, we'd love to hear about it so please contact us on one of the numbers below and let us know about any ideas you have.