

Welcome back to Term 2!

April 08

Hello and welcome back. We hope you had a restful break and are launching into term 2 with gusto! We take this opportunity to welcome a third Consultant **ROSEMARY SCHLITTLER** to the ASCA team. Rosemary brings a wealth of experience, to the ASCA team and we hope her time with ASCA will be extremely rewarding.

Congratulations!

We would also like to congratulate, our Business Development Manager, Loretta on the birth of a beautiful baby girl - JADE KELLIE SOUTH. We wish her, Adam and little sister Lauren a happy and fulfilling time ahead.

Workshops/Cluster Meetings

As part of our ongoing commitment to providing you with access to new information and ideas that may assist you in managing your canteen, we have organised two working sessions this term. The first session is focussed on "Canteen Managers" and for the first time we are introducing a second session for "Business Managers".

The Canteen Managers Cluster meetings will be held during May, between 3:00- 4:00pm and will be held at selected Secondary schools focusing on the canteen, equipment or innovation. The idea to run these came as a result of the "Buddy System", where schools nominated themselves to showcase their particular area of expertise. The list below details each Canteen, what it offers and when the workshops will be held. These meetings will be informal and an opportunity for you to catch up and network. If you wish to attend these meetings, please call 1800 219 556 to register your attendance and so we can ensure we sufficiently cater for those attending.

TUESDAY 6 MAY: Keilor Downs College- Odessa Avenue, Keilor Downs. Canteen Manager-Christine Paterson ph: 9365 8018

This year, Keilor Downs purchased a fantastic new "Combi-Oven" capable of cooking a range of dishes in a short amount of time. Come along and see a demonstration of just what this impressive oven can do. Keilor Downs is also a very large school, with an innovative menu and Chris has some very valuable hints and tips about how to get the most out of your canteen. We highly recommend attending this session and spending some time with Chris.

TUESDAY 13 MAY: Hawthorn SC- Burgess St, Hawthorn Canteen Manager-Carayl Atmaja ph: 9824 8375

Hawthorn SC underwent major kitchen renovations over the Xmas holidays. This school has also undergone a virtual metamorphosis transitioning their menu from 5 days of fried food to an innovative menu incorporating, among other things, the staff making their own sushi using an innovative sushi maker! The kitchen renovations are impressive and really worth checking out and Carayl has some insightful learnings about transitioning to a healthy menu that are really beneficial

TUESDAY 20 MAY: Gilson College- 450 Taylors Rd, Taylors Hill

Canteen Manager- Isabell Ippolito ph: 9365 9365

Gilson College has a canteen that's really worth taking a look at. They have a purpose built stainless-steel kitchen and upright commercial freezer. Their menu is also specialised featuring vegetarian food and they also undertake a lot of catering. This sessions is really beneficial if you are looking at upgrading your canteen or your students have specialised needs

Note this session will be from 2:30 - 4pm.

TUESDAY 27 MAY: Donvale Christian College-155 Tindals Rd, Donvale

Canteen Manager- Lesley Fulford ph: 98442080

Donvale College has an impressive approach to their canteen. They are a large school but their canteen kitchen is small with limited equipment. In spite of this they have an innovative menu that works well and brings in a substantial profit. Additionally, Lesley has managed to secure a team of volunteers that help each day. This is a canteen that is really worth visiting and Lesley has some great ideas and suggestions that can be really beneficial.

The second session will be a workshop for Business Managers to be held at Crown Casino. These sessions will focus on maximising Canteen profits, savings to be made from ASCA Preferred Suppliers, managing the shift away from Confectionery, as well as pricing and menus. Watch this space for further details on this session.

Stambos Expo

Stambos will again be holding its annual Expo at the Darebin Arts Centre on Tuesday 29 April, 11:00am- 5:30pm. For more details contact Rita at Stambos on 9466 2054.

AGM/ASCA Expo

The ASCA AGM format has been reviewed and will no longer be held at Mooney Valley. The 2008 AGM will be held in the ASCA offices in Abbotsford on Tuesday October 14, 2008 at 4:00pm. Suppliers will not be attending this meeting, but we intend to hold a separate Suppliers Expo early in 2009, combined with a workshop.

Dickson's/Confectionery

It's important to note that as part of the new Confectionary Contract, due to continually rising petrol prices, Dickson's have implemented a minimum order value for confectionary deliveries. The following will be implemented this term:

- Any order with a value of \$250 or more (excluding GST) will not incur a delivery fee.
- Orders with a value between \$150 and \$249 (excluding GST) will incur a \$10.00 delivery fee.
- Orders with a value of \$149 or less (excluding GST) will not be delivered.

To avoid incurring a delivery fee, it is strongly recommended that where possible, orders be combined. It may be more economical to place orders on a monthly basis in order to meet minimum order requirements and avoid the delivery fee. **NB the total order value includes ALL products supplied by our Confectionery supplier, including Smiths products and some drinks where appropriate.**

CCA

By now all CCA fridges should have been re-branded, and there should be no more "red coke" fridges in schools. If yours has not been re-branded, call the ASCA Helpdesk on 1800 219 556. Coke also highlighted how well Diet Sprite is selling. ASCA schools that ranged Diet Sprite last year sold an average of 40 cases of Diet Sprite per school. Might be worth considering Diet Sprite as a standard item in your Coke orders this year.

Pura News

Pura wishes to advise that Gisborne Dairy has closed effective the end of Term 1. Could schools in the Gisborne, Melton, Bacchus Marsh, Kyneton and Sunbury areas please note that your new supplier will be Stringers Dairy, who operate from Bendigo Base. Contact details are:

STRINGERS DAIRY: Manager: John Stringer
Phone: 544 777 02
Fax: 544 775 02

Could all schools affected please note that in order to ENSURE that you always receive your ASCA pricing, it is advisable to establish a National Foods "Direct Account". What this means is that while you will order directly from the dairy, you will be billed directly from National Foods, ensuring correct pricing at all times.

Please ring the ASCA help desk on 1800 219 556 to have a credit application forwarded to you.

Davies Bakery

As we head into cooler weather remember to stock Davies **LOW FAT WHOLEMEAL PIZZAS.....**

They come in three varieties Mediterranean, Margarita and Hawaiian all with Low Fat Cheese. Davies also has a delicious range of Lite Muffins- Blueberry and Cranberry Apple. Also new to Davies will be a range of SCONES, look out for them!

Canteen Reviews

As you know, the new Canteen Guidelines have resulted in most of us rethinking and re-looking at how our canteens are being managed. As part of this process, we have increasingly been asked to assist with reviews of Canteen operations. These reviews are often relatively straight forward however, some are fairly complex and detailed. To ensure the service we offer you are of a high standard, we have decided to implement a system that will evaluate the best type of review required by your canteen, so keep your eye out for updates on this as the system progresses.

As always, we are more than happy to assist with menu reviews. If you'd like us to review your menu, please do not hesitate to fax or E mail it to us at anytime and we'll get back to you as soon as possible. Or, if you'd like some feedback on a particular canteen issue you have (or menu query), please don't hesitate to contact your Consultant or call the ASCA Help Desk

School Visits

We aim to visit as many schools as possible, as often as possible. With the growing number of ASCA schools, this has become more difficult, which is why we've decided to expand our resources and employ a third consultant – to ensure we're better able to service your requirements. Our consultants are focussing on specific geographical regions over the course of this term. If however if you'd like a consultant to visit your school to address a specific need, please don't hesitate to contact your consultant, or the ASCA Help Desk to arrange an appointment. Our consultant will also phone each school individually over the course of the year to see how you're progressing and if you would like any assistance.

Kids Go For Your Life Healthy `Healthy Start in Schools Grant` (available to government schools only)

There is an opportunity for Government schools to obtain a grant to support your healthy canteen changes through the Department of Education's "Go for your life' Healthy Start in Schools Grant

For details go to the website below:

<http://www.education.vic.gov.au/management/financial/grants/healthystart.htm>

Applications close at 5.00 pm on Wednesday 30 April 2008.

Consultants

As part of reviewing the effectiveness of the service we provide to you, we have also recently re-zoned the areas which our two consultants Lynn & Joanna service and, as mentioned previously, have appointed a third consultant, Rosemary Schlittler.

The new re-zoned areas are:

Zone 1 Consultant (West of Hume Hwy, Geelong & Ballarat): Lynn Kelsall - ph 0407 541 105
lynnkelsall@asca.com.au

Zone 2 Consultant (East of Hume Hwy): Joanna Parlapiano – ph 0417 742 055 or
joannaparlapiano@asca.com.au

Zone 3 Consultant (South-East Region, Sth of Princes Hwy): Rosemary Schlittler –
ph 0417 106 674 o rosemaryschlittler@asca.com.au

If you're not sure which consultant now manages your school, please do not hesitate to call the ASCA Help desk on 1800 219 556

Contact us

As always, we are available to help.

Help Desk: 1800 219 556 or contact the individual consultant listed above.

Until next time

The ASCA Team