

## SPECIAL SUPPLIER ISSUE

September 2007

Hello again! Term 3 is flying by and winter is finally beginning to relent (yeah!). We are writing to you again as we have some important supplier notices that we need to let you know about, so please take time to read this at your earliest convenience.

## SUPPLIER UPDATES

### ***Nestle Peters Special Announcement Regarding Discounts***

Nestle Peters would like to apologise for a miscommunication to their field force regarding the discount supplied to ASCA schools. As you know Nestle Peters launched their healthy ice cream lines this term. Schools were advised the new lines did not receive the ASCA discount. This is not true. With the exception of a few `agency` lines, **the ASCA discount applies to all Nestle Peters products**. For complete details please read the attached letter from Nestle Peters which has been circulated to all Nestle Peter's representatives.

A Nestle Peter's representative should have visited you to place orders for Term 4. If you have not had a visit, please call your ASCA consultant.

### ***Coca Cola***

Coke would like to advise that cans of Zero (all brands) are now back in stock and ready to go in time for the wonderfully warm weather we're experiencing. As cans of Fanta Zero are run in batches, it's a good idea to order stock now and keep some stock in reserve to avoid any potential out of stocks as demand increases over the warmer months.

Coke would also like to clarify the frequency of visits by CCA representatives. CCA representatives will call on canteens on a monthly basis with vending machines being visited 6 monthly. If you would like to see your representative between calls, please phone and additional visits will be organised.

### ***Lettuce Shredder***

For those of you who attended our recent workshops, you'll be very aware that preparation time now, more than ever, is very costly. Reducing canteen preparation time is one of the key areas we strongly suggest schools focus on. Sourcing labour saving devices of high quality, which are simple to use, is one of the areas ASCA is targeting to assist you keep your preparation time to a minimum.

We mentioned the Lettuce Shredder in our recent workshops and after much investigation, we're pleased to be able to provide you with details (and a great discount!)

Introducing the Harbin lettuce shredder. This lettuce slicer cuts mountains of lettuce, cleanly, evenly, and FAST (and with all your fingers still intact!)

This amazing appliance literally shreds a whole lettuce in seconds. Simply place the cored and "tidied" lettuce on the tray, pull the lever and Voila! - Shredded lettuce falls neatly into the bowl underneath. Two, four or ten, done in a matter of minutes rather than an hour!

**Handy Hint:** One savvy manager at one of our ASCA workshops recently said that she washes all her lettuce after it is shredded, as it releases grit more readily, and is far quicker.

**Cost to ASCA Member Schools:** \$1460. (Normal Retail \$2400)

A big outlay? Perhaps, but remember it is quality equipment so will last for years. More importantly, the lettuce shredder quickly pays for itself. We have illustrated overleaf just how quickly the shredder pays for itself.

#### **School A:**

- \* Uses around 20 lettuces per week.
- \* The Canteen Manger estimates it takes around 2 hours of staff time for these lettuces to be washed, sliced, stored, and for equipment clean up.
- \* The same volume of lettuce could be prepared in less than **30 minutes** with the lettuce Shredder.
- \* That's a saving of 1.5 staff hours per week. If your staff member was being paid say \$15 ph, there is an immediate saving of **\$22.50 per week, \$225 per term, or \$900 per year.**
- \* In addition to this saving the staff member can be employed in another useful area of the Canteen reducing the preparation costs in other areas. But for this example, we'll use only the money saved by the reduction for time preparing lettuce or **\$900** a year.
- \* Based on this alone, the lettuce shredder would pay for itself in 1 1/2 years, in addition to freeing up 60 hours of workers time. That's a huge saving in time. Imagine what you could do with an extra 60 hours of time!

#### **Other Options:**

- \* 30 lettuces per week are used.
- \* Involves roughly 3 hours of preparation time.
- \* Using the above criteria, the lettuce shredder would pay for itself in 1 year, and free up around 100 working hours per year.
- \* If you use 40 lettuces per week, using the above criteria, the lettuce shredder would pay for itself in just over 3 terms, and free up 120 working hours per year

These are big savings in both money and time – and remember – you DESERVE IT.

Please call your ASCA consultant or the ASCA Help Desk on 1800 219 556 if you would like further information on this fantastic labour (and sanity) saving device, or contact Simon Whittaker (Harbin Gartrell Australia P/L) Phone: 0408 317 022. A representative from Harbin will also have a Lettuce Shredder at the ASCA AGM for viewing on Oct 9<sup>th</sup>.

#### **Don Small Goods**

Don advise that they've reformulated their new School Frank so the School Frank now looks more like the traditional frank and is much softer bite in texture. The School Franks no longer needs to be boiled for longer than the traditional franks, and are now being enjoyed by many, many students. Don advise sales of the School Frank are doing fabulously and have actually doubled in the last 12 months. To celebrate such massive sales and to say "thank you", Don are running a great promotion on the School Frank. For the months of Sept & Oct, the Franks will be on sale for:

### **School Franks**

Normal Price is \$5.95kg

Promo Price will be \$5.45kg

Also, to entice you to try one of their other great healthy products, they're also offering a great deal on their Pre-Sliced Ham (which is low fat):

### **Pre-Sliced Ham 1kg - 50 slices per pack. 97% Fat Free**

Normal Price is \$9.40kg

Promo Price will be \$8.95kg

So if you aren't using Don's School Frank, now's a great time to introduce it/reintroduce it to your canteen and why not try Dons pre-sliced ham?

**Handy Hint:** Remember, while we all want the students to eat healthier, the students often don't like being told what they're eating is healthy. So it's always best to introduce healthy foods without pointing it out to students!

### ***Red Rock Deli – Supply Issues***

There have been some supply issues with the 28g Red Rock Deli. This has been driven by the fact that demand for Red Rock has been greater than expected and Smiths have not been able to keep up! Red Rock deli is proving to be a very, very popular product. Smiths apologises for the out of stocks and the good news is that they are now well and truly back in supply with a third Red Rock Deli manufacturing plant up and running and able to supply double the normal capacity. Please let us know if you're still experiencing any problems with supply as they should all be fixed.

### ***ASCA Annual General Meeting (AGM)***

Remember, ASCA's fourth Annual General Meeting will be held on **Tuesday 9<sup>th</sup> October 2007** in the Committee Room at Moonee Valley Racecourse. Registration: 3.30pm. Meeting: 4pm. Ample parking available. Formal notice of the AGM, Proxy Forms and ASCA's Annual Report will be mailed to your Principal mid September.

### ***Until Next Time***

If you have any queries about any of the supplier details in this newsletter or any other queries or items you'd like included in the next newsletter, please contact your ASCA consultant, the ASCA Help Desk - 1800 219 566, or I can be contacted by Mail/E Mail/Fax/Phone on the following:

Loretta Coughlin E Mail: <a href="mailto:Loretta@asca.com.au">Loretta@asca.com.au</a> Ph: 0417 742 222 Fax: (03) 9415 7679 PO Box 1496 COLLINGWOOD VIC 3066
---