

## Welcome Back

**October 08**

Welcome to the final term of the year and the sweet sunshine that lets you know summer is almost here. A variety of supplier updates and ASCA happenings are included in this newsletter. We once again stress the importance of reviewing your menu pricing each term and hope, as you introduce your summer menu, you have reviewed your pricing. With confectionery removal just around the corner **good menu pricing** is more important than ever.

## Workshops

### *Canteen Manager Workshops*

Thank you to all the Canteen Managers who attended our recent workshops and thank you especially for your positive feedback and expressions of appreciation. We are glad you feel a little more confident about the best way to approach the Confectionery removal and are happy to provide you with further assistance, should you have any queries.

A special thank you also to the Canteen Managers who let us use the facilities at their school for the workshop - we couldn't have organised these workshops without you.

### *Business Manager In Service*

The response received from the In Services we held for Secondary School Business Managers last term – the first sessions we have held for Business Managers – was overwhelming! Due to numerous requests from regional schools we have organised further In Services in Ballarat, Shepparton, Mildura and Grovedale and are also organising additional sessions in Melbourne in November/December. Dates and venues for the Melbourne sessions are still to be confirmed, but if your Business Manager would like to attend, please call the ASCA help desk on **1800 219 556** and we will advise further details.

### *Confectionery removal 2009*

We are STILL awaiting formal clarification from DEET regarding details of the confectionery removal in 2009 and have been advised that a formal statement will be released by DEET in the middle of this term.

Importantly, from working with schools who have already removed confectionery from their canteens, we have identified three key categories that students tend to switch to once confectionery is removed:

- Flavoured Milk
- Ice Cream
- Snack Foods.

Fruit also becomes a much more popular alternative (if presented well). So make sure you have plenty of flavoured milk on hand from the start of term 1 and a good supply of Sakatas, Red Rock Deli Chips etc as well as ice cream to appease students wanting a sweet treat. Sales of fruit kebabs, fruit salad, yoghurts and frozen fruit pieces will also increase when confectionery alternatives are removed, so we suggest you stock lots of these too.

Attached is a list of snack ideas that can help fill the confectionery gap. We have tried to supply a variety of options from frozen fruit to simple snacks that you can make as well as off the shelf options. We have focussed on green items where possible, but have also included some amber and red alternatives. Once we have further clarification of the Confectionery removal, we will update this list again.

## SUPPLIERS

### ***NatVend***

As you may be aware, Mars has sold their vending machines to a company called NatVend. NatVend now own and service all Mars vending machines whether they are self fill, or TSV (total service vend) machines. After much negotiation with NatVend, they have agreed ASCA schools can continue to use self fill machines at no cost, but from this point forward, if you call them out to service the machine, it will incur a fee. NatVend charges an \$80 call out fee then \$80 for every hour they spend repairing the machine.

### ***Whitty`s / ICC***

You may be aware that Whitty`s/ICC was recently appointed the ASCA preferred supplier for Slushie machines. However, this relationship has not been successful and ASCA has decided not to continue the agreement with Whitty`s or any other Slushie supplier for the moment.

To those schools using Whitty`s, if you are happy with their current levels of service and quality feel free to continue. However, if you are looking into obtaining a Slushy Machine you could speak to Essentially Delicious. When we were visiting the recent Fine Food Fair we met with the owners - Andrew and Janet - and they promised to help even small schools own their own slush machine so all schools make more profit and keep it in the school. Essentially Delicious uses similar machines to Whittys and also has an excellent real fruit product (12 flavours). When you speak to them, mention that you are an ASCA school and they will offer you a special deal. They also mentioned that their ad is in Canteens News next week and that you can find out more information from their website [www.essentiallydelicious.com.au](http://www.essentiallydelicious.com.au). Essentially Delicious can be contacted on 1300 793 937.

### ***Juice – New Pack Size for Just Juice & Prima***

With demand increasing for small pack sizes in the education channel, National Foods is launching a new pack size for Prima and Just Juice. In the first weeks of Term 4, the Prima 250ml pack will move to a 200ml pack. Later in Term 4 the Just Juice 250ml pack will move to a 200ml pack. While the new 200ml packs will cost less than the 250ml carton price (refer attached brochures) we strongly recommend that you **keep your menu pricing for the Prima and/or Just Juice 200ml pack the same price as the 250ml pack**

### ***Powerade No Sugar***

Coca-cola Amatil is pleased to announce the launch of Powerade No Sugar – a **new** great tasting sports drink without the sugar. Powerade No Sugar comes in 3 great flavours – Citrus, Tropical and Lemon. Available from November 10, Powerade No Sugar falls into the same category as Coke Zero and is available for the same price as Powerade. Speak to your Coca Cola representative for further details.

### ***Stambos Winners***

Stambos is pleased to announce the ASCA winners of the Fonterra Cheese Competition that was run over the month of August. The winners are:

- Braybrook Secondary College
- Brentwood Secondary College
- McKellar Primary School

Congratulations to you all!

## **Davies**

In the recent workshops Canteen Managers were able to sample Davies Lite Sausage Rolls and their new 4 Pack Pizzas. Davies advises that the Lite Sausage Roll is now one of their biggest sellers, with most schools purchasing them. Feedback on the 4 Pack Pizzas was very favourable with Canteen Managers commenting on the good flavour and size of the pizzas. Many managers mentioned that the pizzas, cut into 4, will be an ideal recess snack especially when confectionery is removed from sale.

Davies now also supplies their soft baguette roll in a dinner roll size - ideal for a quick filling and snack size for secondary schools, or lunch for the littlies.

Please contact Davies for further details or if you would like to order either of these products

## **Food Safety Training**

Unfortunately we have recently been informed that the City of Melbourne has disbanded its Food Safety Training Division along with the online Food Safety Training course. Josette Impey, who used to do our FST courses for the City of Melbourne, has been working with a national Registered Training Organisation and they have developed state specific food handling training courses on line. A basic Food Safety for Food Handlers course, and a Food Safety Supervisors course, is now available in an extremely user friendly format at: [www.qot.com.au](http://www.qot.com.au)

For those of you who are not computer confident, your local Adult Education Centre or TAFE Colleges are your best options for local Food Safety Training courses.

## **Canteen Manager's Corner**

### ***Green Nachos!***

Helen at Taylors Lakes Primary school has begun making Green "Everyday" Nachos for her students, using Oven Baked Pita Chips in place of corn chips. These can be simply made:

1. Lightly brush Tortilla (Stambo's) or Pita Wraps (Davies Bakery) with a little oil, and dust them with Paprika (alternately you could spray them with cooking spray), then cut them into small chip sized triangles.
2. Gently toast in the oven until dried but not browned (you could also use the pie warmer). Store in an airtight container once cooled.
3. Serve warmed in a 1/2 clam shell (Stambo's or Martin Packaging), topped with Rosita's Salsa and Grated Low Fat Tasty Cheese (Stambo's)
4. Watch them walk!

Thank you Helen for sharing your great idea with us all

### ***Helpful Hints***

With such changeable weather at this time of year, remember to keep on hand supplies to cater for unexpected demand eg why miss out on sales of ice creams when the warm days hit?

Ensure point of sale cards are displayed with correct pricing so the students know what is available.

Also, a reminder to start freezing Quelch sticks and Berri Juice Cups now, as they can often take several days to freeze hard. Just like Boy Scouts – Be Prepared.

## **AGM**

Reminder the ASCA AGM 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.** An ASCA suppliers Expo is being organised for Term 1 2009 combined with a work shop. Details of the Expo will be provided in the next newsletter.

## **Good Bye and Lots of Luck**

With much sadness, we announced that Joanna Parlapiano, one of our Melbourne Consultant has moved on to pursue interests in other areas. We know Joanna will be missed by all the schools in her area and we wish her much success. Until a replacement for Joanna is appointed, schools can contact the 1800 number for any assistance they may require.

This year we also farewell two longstanding ASCA canteen managers, and wish them well in their life beyond the canteen walls!

Safe travelling to Joy Watt from Braybrook Secondary College, as she swaps her home for a travel bus, and embarks on a trip around Australia.

Farewell also to Wendy Jordan from Cambridge Primary in Werribee, as she heads across the border to the city of churches with her husband's work.

If you have any other farewells you would like to be acknowledged in our last newsletter this year, please call the help desk and give us the details.

## **Position Vacant**

ASCA is currently looking for a new Consultant to replace Joanna and manage schools from the Hume Highway in the north to Princess Highway/Dandenong Road in the South East. The position is for approx 12hrs per week during school terms and would ideally suit someone with a Canteen Manager background, or who has had involvement in a school canteen. If you think this could be you, please do not hesitate to contact us. Selection criteria and a job description can be obtained by calling the ASCA Help Desk on 1800 219 556 or by emailing [office@asca.com.au](mailto:office@asca.com.au)

## **Contact us**

As always, we are available to help.

**Help Desk: 1800 219 556 or contact your ASCA consultant directly.**

Until next time

**The ASCA Team**