



Use this table to identify how you will phase out certain foods and drinks from your school food service, and introduce new products to provide healthier options.

<p>Products to phase out Which products do you need to phase out?</p>	
<p>Alternatives to trial Which new products could replace these? List name, brand and supplier, if relevant.</p>	
<p>Classification Which category do the products fit into? Everyday or Select carefully?</p>	
<p>Timing When, or over what time period, will this change occur?</p>	
<p>Promotional ideas How will the new products be promoted?</p>	
<p>Feedback What do students and staff members think of the products trialled? Which options are most liked?</p>	
<p>Finalise choices Finalise choice(s), contact suppliers and place orders, etc.</p>	

Sample

<p>Products to phase out</p> <p>Which products do you need to phase out?</p>	<p>Phase out sugar sweetened drinks (e.g. fruit drinks, soft drinks, sports drinks, iced teas, flavoured waters and energy drinks) from the food service.</p>
<p>Alternatives to trial</p> <p>Which new products could replace these? List name, brand and supplier, if relevant.</p>	<p>Trial:</p> <ul style="list-style-type: none"> • reduced fat flavoured milk equal to or less than 250ml • 100% juice (no added sugar) 250ml • fresh made berry smoothie (reduced fat milk and yoghurt, frozen berries) 250ml • fresh made banana smoothie (reduced fat milk and yoghurt, banana) 250ml, and • plain water 600ml.
<p>Classification</p> <p>Which category do the products fit into? Everyday or Select carefully?</p>	<p>Reduced fat flavoured milk equal to or less than 250ml - Everyday</p> <p>100% juice (no added sugar) 250ml - Select carefully</p> <p>Berry smoothie (made with reduced fat milk and yoghurt, frozen berries) 250ml - Everyday</p> <p>Banana smoothie (made with reduced fat milk and yoghurt, banana) 250ml - Everyday</p> <p>Plain water 600ml - Everyday</p>
<p>Timing</p> <p>When, or over what time period, will this change occur?</p>	<p>Sports drinks/energy drinks – immediately (try to arrange exchange from supplier for water) – sugar sweetened drinks shouldn't be sold in schools).</p> <p>Smoothies and flavoured milk – Term 3. Fruit juice – Term 4 (once existing stock of fruit drink has sold out).</p>
<p>Promotional ideas</p> <p>How will the new products be promoted?</p>	<p>Promote new options through advertising in classroom bulletin, assembly, on posters/notice boards around the school, in newsletters, and on the website. Have smoothie taste sampling. Competitively price new drinks, include as part of a combo deal and display at eye level in the fridge to promote sales of these drinks.</p>
<p>Feedback</p> <p>What do students and staff members think of the products trialed? Which options are most liked?</p>	<p>Banana smoothies weren't popular and required extra staff time (compared to pre-packaged flavoured milk). The other drinks on trial were well liked and popular with students and staff.</p>
<p>Finalise choices</p> <p>Finalise choice(s), contact suppliers and place orders, etc.</p>	<p>Introduced to the food service:</p> <ul style="list-style-type: none"> • reduced fat flavoured milk equal to or less than 250ml • 100% juice (no added sugar and no larger than 250ml serve) • berry smoothie 250ml (as weekly special or recess only), and • plain water.