

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.

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

Sample

Products to phase out	
Which products do you need to phase out?	Phase out sugar sweetened drinks (e.g. fruit drinks, soft drinks, sports drinks, iced teas, flavoured waters and energy drinks) from the food service.
Alternatives to trial	
Which new products could replace these? <i>List name, brand and supplier, if relevant.</i>	<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.
Classification	
Which category do the products fit into? Everyday or Select carefully ?	<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>
Timing	
When, or over what time period, will this change occur?	<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.</p> <p>Fruit juice – Term 4 (once existing stock of fruit drink has sold out).</p>
Promotional ideas	
How will the new products be promoted?	<p>Promote new options through advertising in classroom bulletin, assembly, on posters/notice boards around the school, in newsletters, and on the website.</p> <p>Have smoothie taste sampling.</p> <p>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>

Feedback

What do students and staff members think of the products trialled?

Which options are most liked?

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.

Finalise choices

Finalise choice(s), contact suppliers and place orders, etc.

Introduced to the food service:

- 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.

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