



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

# Sample

<p><b>Products to phase out</b> 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><b>Alternatives to trial</b> Which new products could replace these? List name, brand and supplier, if relevant.</p>	<p>Trial:</p> <ul style="list-style-type: none"> <li>• reduced fat flavoured milk equal to or less than 250ml</li> <li>• 100% juice (no added sugar) 250ml</li> <li>• fresh made berry smoothie (reduced fat milk and yoghurt, frozen berries) 250ml</li> <li>• fresh made banana smoothie (reduced fat milk and yoghurt, banana) 250ml, and</li> <li>• plain water 600ml.</li> </ul>
<p><b>Classification</b> Which category do the products fit into? Everyday or Select carefully?</p>	<p>Reduced fat flavoured milk equal to or less than 250ml - <b>Everyday</b></p> <p>100% juice (no added sugar) 250ml - <b>Select carefully</b></p> <p>Berry smoothie (made with reduced fat milk and yoghurt, frozen berries) 250ml - <b>Everyday</b></p> <p>Banana smoothie (made with reduced fat milk and yoghurt, banana) 250ml - <b>Everyday</b></p> <p>Plain water 600ml - <b>Everyday</b></p>
<p><b>Timing</b> 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><b>Promotional ideas</b> 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><b>Feedback</b> 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><b>Finalise choices</b> Finalise choice(s), contact suppliers and place orders, etc.</p>	<p>Introduced to the food service:</p> <ul style="list-style-type: none"> <li>• reduced fat flavoured milk equal to or less than 250mL</li> <li>• 100% juice (no added sugar and no larger than 250ml serve)</li> <li>• berry smoothie 250ml (as weekly special or recess only), and</li> <li>• plain water.</li> </ul>