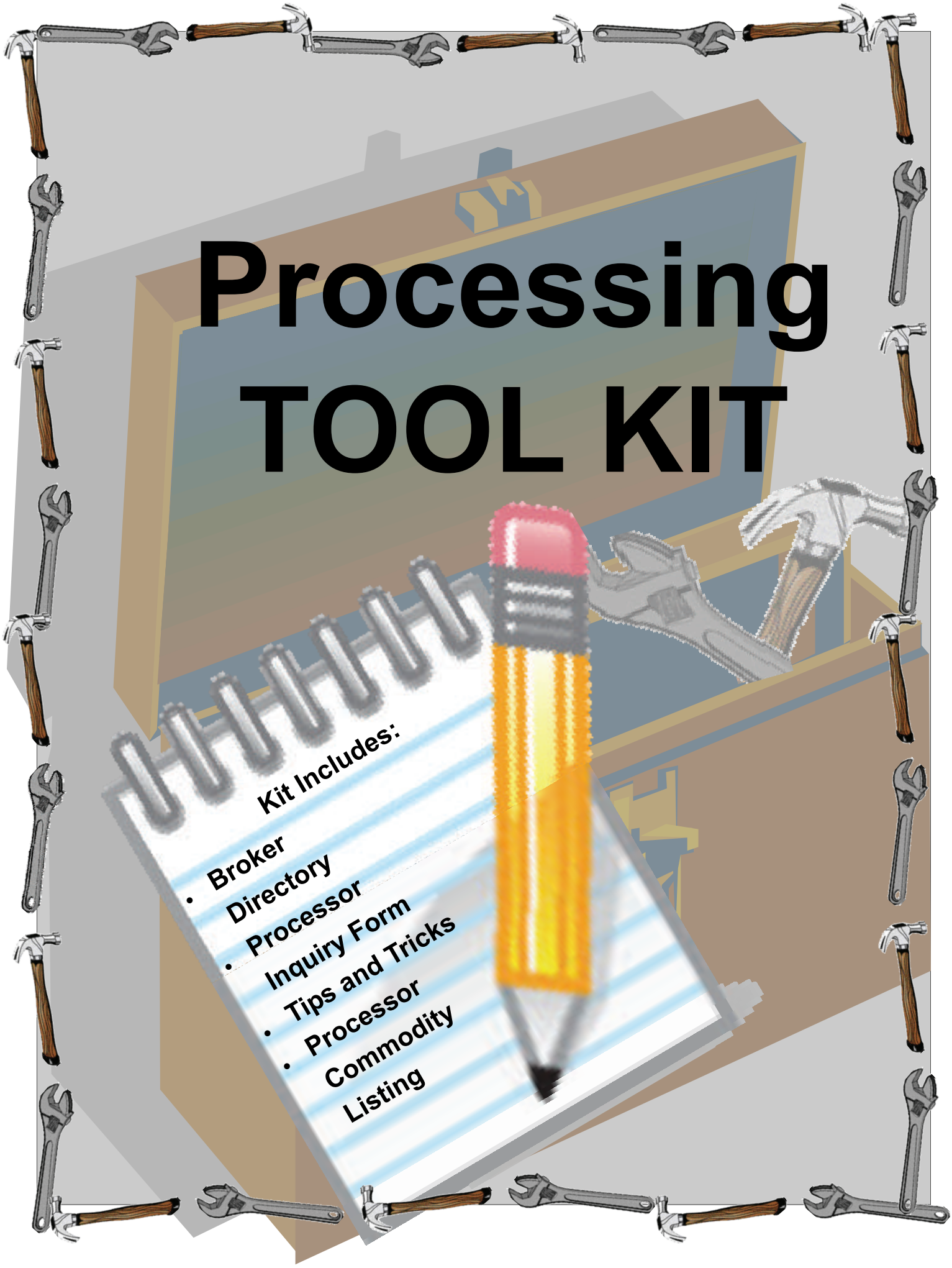
Processing TOOL KIT



Food Show Tips and Tricks…

1. Do Your Homework (Before the Food Show)
   - ✓ Idea of products
     - What products <u>you currently</u> process
     - What products you <u>may want</u> to process
   - ✓ Menu plan
     - Cycle menu for the upcoming year
   - ✓ Approximate usage
     - Servings per Day x Number of Days on Menu

2. Come Prepared
   - ✓ Pen/Pencil and Notepad
   - ✓ Took Kit:
     - Completed commodity diversion worksheet
     - 2-3 copies of Processor Inquiry Form
     - Broker phone book – look for these contacts at the food show
   - ✓ Site Plan - List of Key Vendors You Will Visit First
     - Who you <u>currently</u> process with
     - Who you <u>want</u> to process with – make sure they process commodities

3. Processor Inquiry Form
   - ✓ Complete for each product and processor you currently work with or would like to work with
   - ✓ Use when determining what products to order

4. Product Information Flyer (Point of Sale)
   - ✓ Pick up for each commodity product in which you are interested to evaluate serving size, nutritionals, different flavors, etc.
   - ✓ Use when placing orders with the brokers

5. Business Cards
   - ✓ Ask for business cards from all processor contacts to which you are interested in diverting
   - ✓ Keep all information separated by processor – attach cards to each stack of information

6. Schedule Appointments
   - ✓ Your questions were not answered
   - ✓ You are more comfortable discussing processing at your location
   - ✓ You want to sample items with staff members not present at the food show

7. Visit Remaining Booths
   - ✓ Visit other commodity processing booths for new menu ideas
   - ✓ Remember: Not all vendors process commodities, some are there for commercial purposes only

All commodity orders must be submitted to the broker <u>before</u> leaving for summer break!

PROCESSOR INQUIRY FORM

Processor:_____

Product Description:_____

Commodity Code:_____

Pounds per case:_____

Approximate Monthly Usage:_____

Shipping/Pricing Method: FFS ☐ NOI ☐ DIRECT ☐ REBATE ☐

Delivery Restrictions: _____

Delivery Lead Time: _____

Popular Products:_____

_____

New products that fit school needs: _____

_____

Price Comparison

Product Code				
Commodity				
Commercial				

NOTES: _____

_____

_____

Processor:_____

Product Description:_____

Commodity Code:_____

Pounds per case:_____

Approximate Monthly Usage:_____

Shipping/Pricing Method: FFS ☐ NOI ☐ DIRECT ☐ REBATE ☐

Delivery Restrictions: _____

Delivery Lead Time: _____

Popular Products:_____

_____

New products that fit school needs: _____

_____

Price Comparison

Product Code				
Commodity				
Commercial				

NOTES: _____

_____

_____

Commodity Diversion Work Sheet

To determine the number of raw pounds needed to divert to a processor for desired end products and pricing of end products.

Processor:_____ Date:_____

Product Information

A. Product Code _____

B. Product Name/Description _____

C. Number of Servings per Case _____

D. DF (commodity code & short title) _____

E. DF Inventory Draw Down Per Case _____

F. Value per Pound of DF
(Current November 15th pricing) $ _____

End Product Calculation

G. Number of Servings Needed for Each Day _____

H. Number of Days Item on Menu
(for entire year – use cycle menu) _____

I. Total Servings Needed (**G × H**) = _____

J. Total Cases (**I ÷ C**) = _____

K. Number of Raw Pounds Needed (**J × E**) = _____

L. Units to Divert (K ÷ Pack Size)
Pack Size: _____ = [ ] Needed for ADE Survey

M. Total Entitlement Used for Product (**K × F**) = $_____

Processing Costs

N. Case Price of End Product (school price) $ _____
FFS – last column in ADE catalog
NOI – call processor for price

O. Total Processing Fee (**J × N**) = $_____

P. Delivery Fees (**J × Delivery Cost per Case)**
(differs by distributor) = $_____

Q. TOTAL COSTS (O + P) = $_____

Commodity List with Processors

Code	Commodity Description	Processors
A212	Sweet Potato Bulk	McCain
A213	Potatoes Bulk Dehydrated	JR Simplot Company
A232	Potatoes Fresh	JR Simplot Company Lamb Weston McCain Foods Inc
A241	Diced Tomatoes	Tabatchnik Fine Foods
A245	Tomato Paste Bulk	J.T.M. Provisions Co. PortionPac Red Gold, Inc.
A249	Tomato Paste Drum	Tabatchnik Fine Foods
A293	Cherries Dried	United Commodity Group
A301	Orange J Frz Conc	Pierre Foods Inc
A303	Orange Juice	United Commodity Group
A305	Orange J 55 Gal	Pierre Foods Inc
A306	Cranberry Whole Frozen	United Commodity Group
A345	Apple Slices Canned	Horizon Snack Foods Pierre Foods Inc Wawona Frozen Foods
A346	Apple Slices Frz	Horizon Snack Foods Pierre Foods Inc Tabatchnik Fine Foods United Commodity Group Wawona Frozen Foods
A350	Apple Sauce 10	Pierre Foods Inc Wawona Frozen Foods
A358	Apricots Frz 20	Tabatchnik Fine Foods United Commodity Group Wawona Frozen Foods

Commodity List with Processors

Code	Commodity Description	Processors
A360	Apricots 10	Wawona Frozen Foods
A363	Cherries Red 10	Horizon Snack Foods Tabatchnik Fine Foods
A364	Cherries IQF	Horizon Snack Foods Pierre Foods Inc United Commodity Group Wawona Frozen Foods
A365	Cherries Frozen	Horizon Snack Foods Pierre Foods Inc Tabatchnik Fine Foods Wawona Frozen Foods
A366	Blueberries Frozen	Wawona Frozen Foods
A367	Blueberries Culta	Tabatchnik Fine Foods
A373	Raspberry Puree	Tabatchnik Fine Foods United Commodity Group
A375	Strawberries Frz	Pierre Foods Inc Tabatchnik Fine Foods United Commodity Group Wawona Frozen Foods
A380	Strawberries Slc	Pierre Foods Inc Wawona Frozen Foods
A408	Peaches Cling, Slc	Pierre Foods Inc Wawona Frozen Foods
A409	Peaches Cling, Diced	Pierre Foods Inc United Commodity Group Wawona Frozen Foods
A424	Peaches Frozen	Horizon Snack Foods Tabatchnik Fine Foods United Commodity Group Wawona Frozen Foods
A433	Pears, Slc	Pierre Foods Inc Wawona Frozen Foods
A434	Pears, Diced	Pierre Foods Inc Wawona Frozen Foods

Commodity List with Processors

Code	Commodity Description	Processors
A443	Pineapple Tidbits	Wawona Frozen Foods
A444	Pineapple, Crushed	Pierre Foods Inc United Commodity Group Wawona Frozen Foods
A470	Fruit Mix 10	Pierre Foods Inc Wawona Frozen Foods
A500	Raisins 30	United Commodity Group
A517	Chicken Diced	M.C.I. Foods Inc
A518	Chix Leg Chill	Ling's
A521	Chicken Chill Small	Crider, Inc. Pilgrims Pride/Gold Kist Tyson Foods Inc
A522	Chicken Chill Large	Crider, Inc. Kings Delight Perdue Farms Pilgrims Pride/Gold Kist Tyson Foods Inc
A534	Turkey Chill Bulk	Jennie-O Turkey Store
A548	Turkey Ham	Integrated Food Service
A566	Eggs Whole Bulk	Michael Foods Inc Sunny Fresh Foods Inc
A594	Beef Bulk Coarse	Advance Food Company Don Lee Farms J.T.M. Provisions Co. King's Command Foods Integrated Food Service Pierre Foods Inc Zartic
A608	Beef 40	M.C.I. Foods Inc

Commodity List with Processors

Code	Commodity Description	Processors
A632	Boneless Picnic	Advance Food Company Don Lee Farms J.T.M. Provisions Co. Pierre Foods Inc
A704	Beef BNLS FRSH Combo	Tyson Foods Inc Zartic
B031	Cheddar Shred Y 6/5	McCain Foods Inc
B035	Mozzarella Lt. Shred Frz.	McCain Foods Inc
B037	Mozz. LMPS SD 30	McCain Foods Inc
B042	Mozzarella Frozen	Ardella's Best Express Foods
B049	Cheese Barrel	ConAgra Foods Service East Side Entrees J.T.M. Provisions Co. Land O'Lakes Pierre Foods Inc Rich-Seapak Schreiber Foods Inc Tabatchnik Fine Foods
B059	Cheese Sliced	M.C.I. Foods Inc Pierre Foods Inc
B060	Cheese 30	Pierre Foods Inc
B064	Cheese 30 LVS	J.M Smucker Company
B065	Cheese Process Sliced	Integrated Food Service M.C.I. Foods Inc
B071	Cheese Cheddar White	Ardella's Schwan's Food Service

Commodity List with Processors

Code	Commodity Description	Processors
B072	Cheddar White	Ardella's Best Express Foods Integrated Food Service J.T.M. Provisions Co. M.C.I. Foods Inc Pierre Foods Inc
B077	Cheese Mozzarella Unfrozen	Best Express Foods Bosco's Pizza ConAgra Foods Service East Side Entrees Integrated Food Service Miceli Dairy Products Rich-Seapak S.A. Piazza & Associates Schwan's Food Service Tabatchnik Fine Foods
B114	Nonfat Dry Milk	Bosco's Pizza East Side Entrees J.T.M. Provisions Co. Schwan's Food Service Tabatchnik Fine Foods
B119	Cheese Blend SLC	Café Favorites J.M Smucker Company M.C.I. Foods Inc
B473	Peanut Butter Smooth	J.M Smucker Company Pierre Foods Inc
B480	PB Drum	J.M Smucker Company Pierre Foods Inc
B670	Veg. Oil	Mrs. Clark's Food
B672	Vegetable Oil	East Side Entrees PortionPac