



# Fact Sheet

## Winding down for the end of the school year!

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As the end of the school year approaches you can hear a collective a sigh of relief from canteen staff, teachers and of course students!

While you are busy planning what to do over the extended Christmas break you also need to consider what stock you need to use before the last day of trading. It is rumoured that the specials menu board in any restaurant is just a clever way for the kitchen to use up stock that is close to expiry. So it's time to get creative and get rid of stock that won't keep over the long break.

First step to ensuring you are not caught with a huge excess of any particular item is to find out what the teachers have planned, this includes off campus excursions. As the year groups in secondary schools finish at different times making sure you are aware of this will ensure you don't over cater.

It's far better to turn stock into a special with reduced profits margin than to on sell to parents at cost to clear it. The latter is not a practice to be encouraged as it affects mark-up calculations.

Ideas for using stocks include -

- Make meal deals or combos by teaming any drinks that won't keep such as milks and juices with popular food items. Check expiry codes on UHT drinks as they may still be within date code when school resumes
- Ask teachers to use any class money that is left to purchase ice creams/icy poles direct from the canteen
- Talk to school staff about their end of year wind ups; see if they would like to purchase platters of food, snacks, drinks or after sales items for class parties or other end of year functions
- Let teachers know that you have specials on offer for them as well
- Any perishable produce such as salad items can be used as holiday meal deal such as:
  - o Big break bonanza
  - o No homework lunch pack
  - o Christmas special
  - o Santa's burger deal.

Don't forget the more you sell the less you have to count for your end of year stock take, it's a win, win!