

Week 11 FNS

- Final exam is a case study, lab questions, lecture material and textbook
- Go through the textbook for things that we went over in class
- Procurement: getting something, not identical for purchasing something
 - o How we get food into system
 - o Purchasing: one facet of procurement
 - o More things like receiving, processing..etc
- Food is free for patients, use government money
- Charge food for family members (small profit), staff,
 - o Money goes back to the hospital
 - o As a manager- don't use the money yourself, some facilities do get a bonus
 - o From straight theoretical review- not a straight benefit for manager, but indirectly- added bonus with higher revenue
- Benefits of buying locally- in season menus, carbon foot print decreases, benefits local economy- beneficial for the entire community,
 - o Challenge is out of season produce- ex larger producer going to say that they will give you the produce for winter months, but don't want to loose you as a client for the rest of the day- try to aim for a annual contract
 - o Local farmers don't always have processing capability we need (ex: peeling, shredded potatoes...etc)
 - Cost dependent
- Regulations:
 - o Federal- across Canada
- Value analysis: take the things out that you can live without j
- Purchasing- need to know legislation, suppliers and reputations of suppliers, what are they coming in (i.e chilled truck), what food item is used for, what kind of products youre looking for,
- Is it quantity sufficient to make it useful to make it my own? Is there too much? Is it better to buy it or make it? What labour do I need If I buy it all made? Acceptability of consumer? Will they like it? Do taste tests.
 - o Might be cheaper, less labour- if it doesn't taste good, not worth it
 - o Ppl prefer premade one because its what they're expecting (might not be better, but what they're expecting)
 - Patient expecttions- want comfort foods
- 4 factors that determine wheteher a menu item will be made or purchased
 - o Cost and Labour
 - o Taste and quality
 - o Quantity
 - o Nutrient value
- Pressure ulcers for patients who are in hospital
 - o Being able to build that muscle mass is hard
 - o Now we say- lets get them to eat so their food has to be good
- Types of specification
 - o Technical- know what It is im looking for
 - o Approved brand- universal brand- something comparable to heinz ketchup

- Same qualities for a generic approved and know brand
- performance – I want to purchase a dishmachine: process, clean, and sanitie a certain number of racks for a certain amount of time
 - ex: not buying a 16 rack cleaner when you can only use 4 at a time because of staff- great quality but not useful
 - ex: texture modified products- what youre giving me how does that work for the diets that we're looking for?

Writing criteria for specifications

- fair to supplier- you have to have specified for what would have made the profit useful, cant send it back if you just don't need it
 - if they sent you something bad- then stand your ground but if its your fault, then accept it
- open bidding process- something like Heinz ketchup, not saying you want actual Heinz ketchup (which will decrease bidding options which can increase costs). Keep a few supplier options

types of methods of purchasing

- informal bid- calls on phone and says im looking for this..etc
 - fresh produce- bc of variability of seasonality
- formal- institutional food service, need to be fair, written and followed specs, gone out to several suppliers wit the same info and asked for them to put a bid on it
- line item bidding: quote line by line on all I want for a year...whatever contract time
- all or nothing- this is the quantity of what I want, kno amount need to produce and what youre getting for it, its organized
 - all or nothing- coming from one supplier, easier because its coming from only one supplier, only have to deal with one person
 - only have to receive one truck in the back with all of my dairy products for example, don't ned a receiver for a bunch of different things
 - higher expense- more likely they will try to satisfy you more
- legal considerations- when we don't sit down to sign a legal document of this is what im getting and this is what im paying for this long
 - honesty
 - guarantee assumption that the supplier will provide us what they said they will
 - we specifiy payment, delivery time frame (all of this once) and the assumption is it's a once thing, not weekly check ins
- independent purchasing- person who managers foodservices is in charge of purchasing
- centralized purchasing- on exam
- specialized purchasing- purchasing development, will fall under someones umbrella
- challenge: in food we get substitution, ex: supplier doesn't have fresh tomaotes, but they have canned tomatoes, which cant be used for sandwhiches

group purchasing- exam

- different operations= different facilities
- do purchasing together
- ex: St Joseph purchasing group
- advantages: lower price, the deal is set by your group- not you individually, therefore takes less time

just in time purchasing

- purchase products just as you need them
 - run short of something is a problem: need to notify and clear substitutions, menu matrix problems
 - want minimum amount of inventory: storage, spoilage (food is highly perishable), cost (holding money where the money can be used somewhere else)
 - inventory is expensive, but the biggest problem is perishability of food
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- purchase requisition: telling you exactly what I need and then im going to make my purchase
 - o manager and whos talking to the supplier
 - purchase order: specifies purchase number to supplier so they can double check the order
 - o price figure out
 - need to communicate exactly what I need
 - from purchase order, will have an invoice to compare what you need to what you get
 - exam is cumulative- key points is more important, newer stuff- heavier weighed.