



...WHAT'S FOR LUNCH?

Want Biometrics in your lunch line but don't have a POS from Food Service Solutions?



CHECKOUT BioWedge

www.biometricsolution.com

BioWedge is very easy to set up and configure for existing point of sale software packages for a completely integrated biometric identification system.

Inside this issue:

The Many Benefits of FSS School Track

pg 1

Vend-ucation: Two Machines in One but Half the Work

pg 2

\$500 Cash Prize - Help Us Name That Vending Machine!!

pg 2

How Can Your School Benefit from a POS System?

pg 3

Report Explores Rise in Food Prices for Child Nutrition Programs

pgs 3 - 4

Schools Improve Direct Certification for School Meal Programs

pg 4

The Many Benefits of FSS School Track

Constantly struggling with "who's where"? School Track offers a flexible, affordable way to electronically track your students' activity.

Unless you were the poster child for the over-achieving student, your daily schedule would likely pale in comparison to the average student's schedule of today. Students these days are busier than ever. With an ever growing number of before, during and after school activities gobbling up students' time, it has become increasingly difficult for school personnel to monitor exactly where their students are, when they arrive and when they leave.

If you are growing weary of manually monitoring your student traffic, you may want to look into FSS School Track. This software system offers administrators the clearest picture yet of exactly "who's where". Specifically designed for the K-12 market, the system is easy to install and is user friendly. School Track offers you an automated method for accurately monitoring:

- Activity Attendance
- Student Arrivals
- Tardiness
- Early Dismissals
- Violations
- Detention Attendance

Flexible and affordable, FSS School Track software integrates with other school database systems, greatly reducing the amount of manual data entry required. The software's intuitive interface is customizable; allowing you to easily create drop-down lists that meet your school's needs, and even set your screen for automatic event check-in. FSS School Track can just as easily be used to flag kids who should not be in attendance.

How FSS School Track Works

In order for students to be tracked, they must

first enroll. This is quick process, completed with the use of a finger scanning device. After enrolling, student information is housed in a secure, central database. Stations are set up at a school's discretion, such as at the entrances/exits of buildings, classrooms, labs, libraries, etc. As students make their way in and out of these facilities, their movements are recorded.

With the click of a mouse, administrators can view reports telling them who, when and where students were at any given time. For example, in the case of a mandatory event such as detention, administrators would know which students were in attendance and which students would be having a chat with the principle. Another example would be obtaining accurate student attendance numbers at an after school event. A portable device can be placed at the entrance of the facility, and later, all the information can be uploaded to the database via the USB port.

With the click of a mouse, administrators can view reports telling them who, when and where students were at any given time.

If you would like to learn more about the many features and benefits of the FSS School Track system, contact a member of the FSS team at 1-800-425-1425 to schedule a free online demonstration.

Two Machines In One but Half the Work

A new reimbursable meal vending machine offers serious income and labor savings potential for public schools. This machine offers students options. They can build their own meal by choosing any bread/protein meal component from the first two trays and then any vegetable/fruit component from the third tray and then any dairy component from the 4th or 5th trays to complete their reimbursable meal. When lunch is over the machine automatically converts to an exclusive Ala carte machine so that all the meal components can be sold individually at profitable margins. At breakfast the next morning the students can choose from a range of products to build their own reimbursable breakfast as well as just buy a bagel or muffin or milk or juice, etc. Just like lunch, the breakfast meal purchases are blocked when it isn't time for breakfast. This is a Smart Enabled machine. All you do is load the machine and take the money out. We do all the programming according to your schedule, prices and products.



This Vend-ucation machine sells for 30-40% less than competitive meal vending machines that cannot even convert to Ala carte sales. We can also offer municipal leasing (in-house). We have a nationwide service network for installations and local repairs.



The photo above records an installation at Mount View School in Thorndike ME in early October. Cherie Andrews is the Nutrition Director. Jim Dillingham is the owner of Vend-ucation and Jeff Sirkot (right) is the POS software representative. Cherie runs a wide range of reimbursable breakfasts, reimbursable lunches and Ala carte selections through this machine with purchases being made by cash and cashless, accessing the student's lunch account through the vending machine. Vend-ucation can currently connect our combination meal & Ala carte vending machine to a dozen different Point of Sale software systems.

Brand New School Vending Machine Category

Green is a profitable Color.

As bottled water was crowned King of the water market, water coolers began to go the way of the dinosaur. Now America has awakened to the ecological suicide of bottled water. Ecological concerns have initiated a power coup against all the plastic waste generated by bottled water. The tsunami of 'green' legislation will

undoubtedly sweep away a lot of water bottle vending machines from schools. We have a pro-active answer for you. You can eliminate a huge amount of plastic bottle waste while still maintaining your water revenues.

The tsunami of 'green' legislation will undoubtedly sweep away a lot of water bottle vending machines from schools.

The new Ecoasis vending machine from Vend-ucation has an advanced four stage filtration system eliminating odors and chlorine taste from a plumbed water source. It delivers clean, chilled, delicious, filtered water through a very energy efficient system into a biodegradable cup up to 12 ounces. You can even offer three juice or vitamin water selections using easy, inexpensive bag-in-box concentrates we can provide. Your water cost would only be the cost of the cup. Your 100% juice cost (or vitamin enhanced water) would cost as little as 2-3 cents per ounce. We can even offer free bag-in-box product for startup that can return over \$500 to you with a 12 oz cup sales price of only 50 cents per serving. Being part of the solution can still be profitable.

Contact Vend-ucation:

Jim Dillingham
National Sales Director
PO Box 97 Goffstown NH 03045
800-633-1200
venducate@aol.com

\$500 Cash Prize - Help Us Name That Vending Machine!!

Our new school vending machine that will sell Ala Carte, sell reimbursable lunch, sell reimbursable breakfast, connect to your Point of Sale, give you transparent accountability, accept \$5 and \$10 bills, pay out change in dollars, has the Energy Star Tier 2 certification for the most efficient power management...etc...etc...etc... needs a NAME. We can't just call it the "Do Everything School Vending Machine." That's just boring. We can't call it The Ultimate Machine. That's pompous and what would we ever do when we actually improve on this machine somehow ... the Ultimate Machine Sequel? So, we are turning to you for creative assistance. Just check out the contest form at the link below to submit your entry. If there are matching winning entries the first one received with the winning name will receive the full cash prize. The prize is guaranteed to be awarded in January. We need a creative but distinctive name for this do-everything school vending machine. We don't want to call it the X211 or Y2K or anything silly. Why pay an advertising company when we would rather give it to someone in the school nutrition workforce?! Please Click the link below or type it into your web browser to submit your suggested names and become eligible for our \$500 prize!!

www.foodserve.com/venducate/vending_contest.htm

How Can Your School Benefit from a POS System?

Are you one of the few schools still using a ticket-based school lunch system? Does your lunch staff keep track of student purchases by hand—manually entering payments into an Excel spreadsheet? If this is the case, I'd like to share some of the key reasons you should consider making the upgrade to a computerized POS system.



1. Save both Time & Money by Going Cashless

One of the biggest reasons for updating to a POS system is because it can be used to eliminate the need for cash on a daily basis, thereby speeding up meal service.

No cash = fewer hold-ups = faster lunch lines = savings in both time & money.

2. Simplify Accounting

Schools that manually update student meal account balances can spend over 10 hours a week carrying out the task. Modern POS systems can synchronize with online meal account services to automatically update and accurately make adjustments to student meal accounts. The time and money saved in a few months time can oftentimes validate the purchase price of the POS system.

3. Increase Free or Reduced

Meal Student Enrollment Students, particularly those at the middle-to-high school levels, are terrified of being labeled as "poor". Many of these students would rather skip lunch than be known as a student on the Free or Reduced Meal Program. By eliminating free or reduced student tickets, you eliminate the fear of being in the program. With POS systems, not even the cashier will know which students receive free or reduced meals.

History has proven that the anonymity POS systems provide, leads to an increase in student enrollment in the Free or Reduced Meal Program. What some school officials

don't realize is that the number of qualified and enrolled students in the program will also have a direct effect on the amount of E-rate funding their school will receive.

From decreasing the amount of manpower, to making a lunch line more efficient, POS systems provide schools power and flexibility in the lunchroom.

There are several other benefits to moving to a POS system, from decreasing the amount of manpower, to making a lunch line more efficient, POS systems provide schools power and flexibility in the lunchroom. If you are serious about improving the service you provide parents and students in your school or district, you should definitely consider upgrading to a computerized POS system.

Find out more about our industry leading POS software by visiting us at www.foodserve.com or simply give us a call at 1-800-425-1425.

Report Explores Rise in Food Prices for Child Nutrition Programs

The Congressional Budget Office (CBO) has released a new report "The Impact of Ethanol Use on Food Prices and Greenhouse-Gas Emissions" that found the increased use of ethanol in gasoline resulted in higher food costs and consequently increased costs to the federal child nutrition programs.

88% of SNA members surveyed for the Back to School Trend Survey reported that the NSLP reimbursement was not sufficient for their program to cover the costs of producing a school lunch, due primarily to food costs.

According to the report released this week, the use of ethanol in gasoline has increased significantly over the past ten years. The CBO reports that currently, most ethanol in the United States is produced from domestically grown corn, and the rapid rise in the fuel's production and usage means that roughly one-quarter of all corn grown in the United States is now used to produce ethanol. Since 2006, food prices have also risen more quickly than in earlier years, affecting federal spending for nutrition programs (such as the National School Lunch Program) and the household budgets of individual consumers. In fall 2008, 88% of SNA members surveyed for the Back to School Trend Survey reported that the NSLP reimbursement was not sufficient for their program to cover the costs of producing a school lunch, due primarily to food costs.

The report states:

The increased use of ethanol accounted for about 10 percent to 15 percent of the rise in food prices between April 2007 and

April 2008, the Congressional Budget Office (CBO) estimates. In turn, that increase will boost federal spending for the Supplemental Nutrition Assistance Program (SNAP, formerly the Food Stamp program) and child nutrition programs by an estimated \$600 million to \$900 million in fiscal year 2009.

The report continues:

Changes in food prices affect spending for federal food assistance. The federal government administers several assistance programs that are operated at the local level by state agencies and other providers. The largest of those programs are SNAP and the National School Lunch Program (NSLP) and School Breakfast Programs (SBP.) Federal reimbursements and benefits for those programs are adjusted automatically each year according to the change in various food price indexes. The change in food prices from 2007 to 2008,

the period covered by this analysis, determines the benefits for those programs for fiscal year 2009. As a result, the rise in food prices attributable to increased production of ethanol will lead to higher federal spending for those programs: specifically, an estimated \$600 million to \$900 million of the more than \$5 billion increase in spending projected for fiscal year 2009 as a result of the rising price of food.

The CBO report appears to only factor in the cost to the US government that is paid in meal reimbursements for free, reduced and paid school meals. The report does not address additional food costs incurred by School Food Authorities that are not covered by federal meal reimbursements, which have increased as a result of the same factors outlined in the report, creating the need for adequate funding for the NSLP and SBP.

Article provided by:



www.schoolnutrition.org

Schools Improve Direct Certification for School Meal Programs

The U.S. Department of Agriculture's Food and Nutrition Service (FNS) yesterday published a report on the state of implementation of direct certification for school meals. The report, "Direct Certification of the National School Lunch Program: State Implementation Progress," found that a number of local education agencies (LEA) or school districts, conducting direct certification rose to 78 percent, up from 67 percent last year. The LEAs conducting direct certification represent approximately 96 percent of all students.

The 2004 Child Nutrition and WIC Reauthorization Act required all LEAs to establish a system of direct certification of children from households that currently receive benefits from the Supplemental Nutrition Assistance Program (SNAP). Direct certification allows states and LEAs to use data from other means-tested programs to certify children for free school meals

without the need for household applications.

The report found that a number of local education agencies (LEA) or school districts, conducting direct certification rose to 78 percent, up from 67 percent last year.

The report also looks at the effectiveness of individual direct certification programs, finding that some programs are more effective than others. It identifies best practices.

Get a copy of the report at the link listed below:

www.fns.usda.gov/ORA/menu/Published/CNP/FILES/NSLPDirectCertification2009.pdf

Article provided by:



www.schoolnutrition.org

...WHAT'S FOR LUNCH?

4



**3101 Pleasant Valley Blvd.,
Altoona, PA 16602**

Phone: 1-800-425-1425

Fax: (814)941-7572

Email: sales@foodserve.com



SIMPLE, RELIABLE, AFFORDABLE

Food Service Solution's ability to develop creative solutions to make our customer's job easier, more profitable, and better managed has made us a leader in our industry. With over 85 years of combined experience in institutional food services, our staff is dedicated to providing our customers with state-of-the-art software & hardware systems that are fully integrated to meet the unique needs of food service professionals.

www.foodserve.com - www.planyourprofit.com - www.biometricsolution.com