

Choosing a Processor

October 15, 2020



Manufacturer

Who are they?

Products

What do they offer?

Operations

Do they have the means?

Program

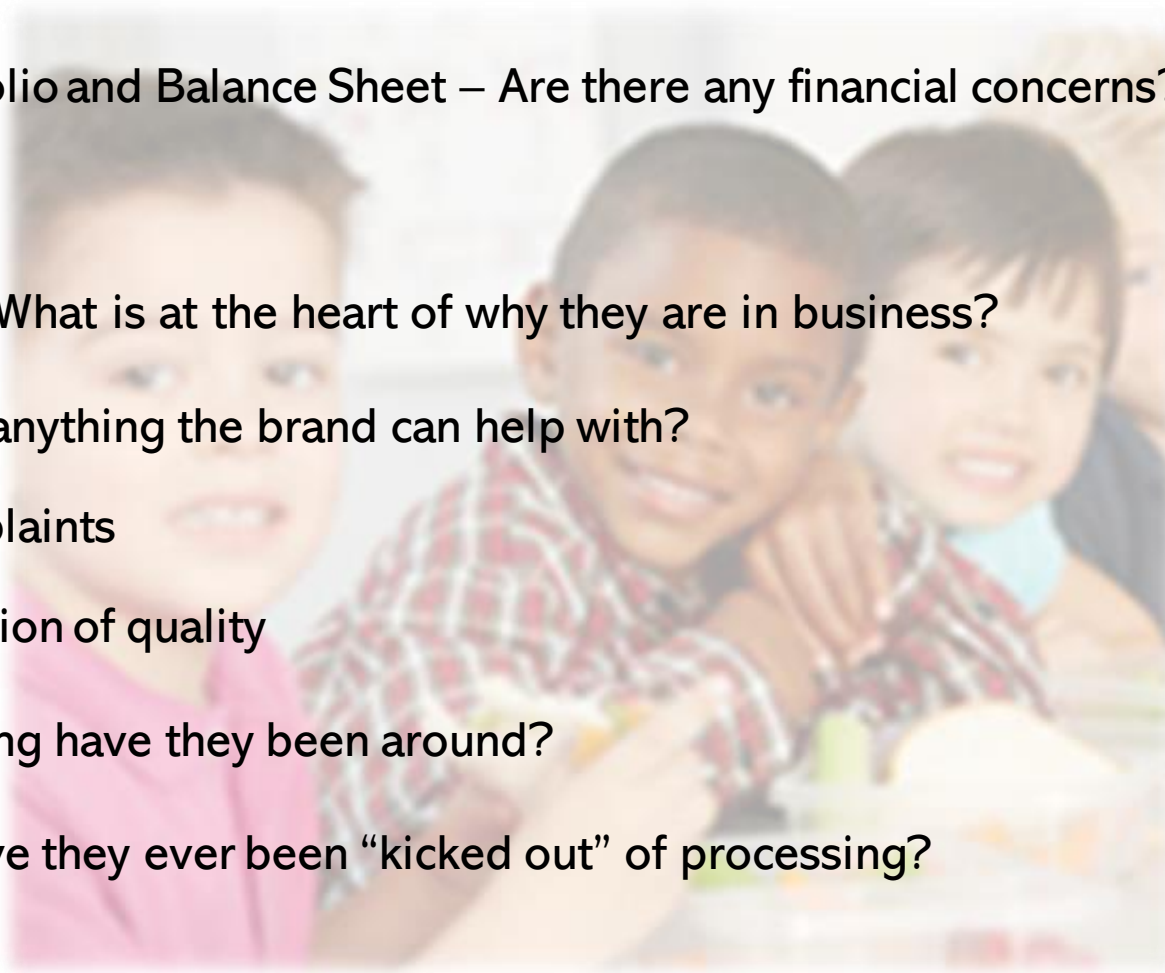
What support do they provide?

West Texas
Food
Service
Cooperative

Manufacturer

Who are they?

- Diversified Portfolio and Balance Sheet – Are there any financial concerns?
- Leadership
- Mission/Cause – What is at the heart of why they are in business?
- Brand – Is there anything the brand can help with?
 - Parent complaints
 - Communication of quality
- History – How long have they been around?
- Debarment – Have they ever been “kicked out” of processing?



Operations

Do they have
the means?

- Supply Chain and Distribution
- Food Safety and Quality Management Systems
- In State/Out of State
- Lead Times
- Minimums
- Customer Concerns



Products

What do they offer?

- Product Breadth
- Innovation
- Quality
- Packaging – case pack, sustainability, IW ...
- Product Formulation Statements/CN Labeling, SEPDS – Are pertinent documents easy to obtain.



Program

What support
do they
provide?

- Support – Sales, Culinary, Marketing etc.
- USDA agreement – National or State by State
- Relationships/Memberships - USDA, TDA, Distributors, Coop Directors, ACDA, SNA, Alliance...
- FFS, NOI, Modified FFS ...
- Broker Support
- Processing Experience
- Back of the House Service - Transfers, Invoice Help, etc.
- Cool Schools Café
- Front Load
- Third Party Commodity Management – Processor Link, K12 Services



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