



# How To Select Your Processors

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## Food Shows

Connects school food professionals directly with commercial processing company suppliers and distributors and allows them to discover and sample new products.

2

## Student Taste-Testing

An interactive way to introduce new, healthy menu items and empower students to help shape cafeteria menus. It involves serving small samples of food, gathering feedback, and analyzing whether the item should be added to the school lunch.

3

## Food/Product Cuttings

This is when a food processing company or distributor brings fresh or prepared menu samples to a K-12 school's nutrition director for tasting and evaluation.

4

## School Food Authority (SFA) Cooperative Purchases (Co-ops)

Cooperative purchasing allows schools the benefit of collective purchasing power to obtain the best overall value from food suppliers. SFA co-ops procure only on behalf of the SFA for products the co-op procures.

5

## Student Surveys and Feedback

Gathering information from students via surveys, trends, preferences, and monitoring.

## Bids and Proposals

**All distributors must be procured according to state and federal regulations. The above guidance is intended to support sponsors with the process of selecting processors for their USDA Planned Assistance Level (PAL) and catalogs.**

Questions?

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