

## A Message From The Director

Dear Friends,

With summer 2008 behind us, our thoughts have turned to helping you prepare for 2009. Fall is the ideal time for you to reflect on last summer and to give us your feedback. What worked well? What could have been better? And what can we do to help you be even more successful next summer? At H&H, we're always here for you, doing everything we can to address your issues and concerns.

One of the biggest continuing challenges for all of our clients is how to fight inflation and rising food prices while still providing quality products. This edition of the Purchasing Post presents strategies that you can implement now to help you better face these challenges down the road. For example:

- Plan to use PurchaSoft next summer to maximize the efficiency of your ordering process.
- Develop your menus in advance to take advantage of the best available prices.
- Switch to Ralston cereals to reduce your cereal cost by about 70% next summer.
- Hire a food service director/chef who is a team player and who will work with you to achieve your goals.

With H&H by your side, your goals are our goals. We're looking forward to working with you again this year.

Warm regards, **Alan Heiman**

### *Our Mission*

*To provide superior service and maximize savings through purchasing efficiencies, without ever compromising quality or the integrity of our service.*



## SAVE WITH RALSTON

Summer 2008 was our fourth year working with Ralston.

Nearly two-thirds of our clients now use Ralston products, which include hot and cold cereals, animal crackers and snack mix – all with great success.

In fact, camps who use Ralston cereals have been so satisfied that not a single one has switched back to using

brand name bowl packs. The Ralston program is a real inflation fighter. Bulk Ralston brand cereal is much less expensive than name-brand bowl packs. If you'd like to begin using the Ralston products or would like more information, please contact H&H and we'll be more than happy to help you make the switch. We can also provide you with the names of those who've enjoyed success with the program so you can do your own investigation.

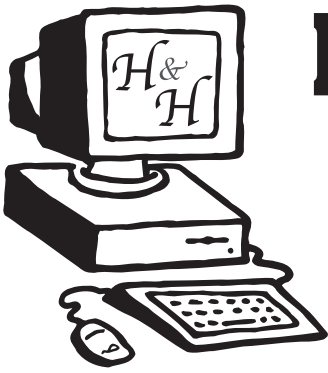
### RALSTON TESTIMONIAL

*"In 2005, Camp Canadensis contracted with H&H Purchasing. During the winter, I met with Alan Heiman to discuss our needs for the upcoming summer. Alan suggested many products that he felt would not only help us save on our bottom line, but would also meet our high quality standards, which was a top priority for us. During our conversations, Alan mentioned Ralston Cereal and the H&H manufacturer direct buying program. After sampling the Ralston products, we decided that the taste and freshness met our standards and we would take advantage of their extremely low pricing. For the past four summers, we have used Ralston exclusively for all of our cereal and oatmeal and have been extremely pleased with both the quality and huge savings. Most importantly, we have only received positive feedback from our campers and pre/post camp groups."*

**Eric Forti** - Camp Canadensis- Director of Operations

### HOW MUCH CAN YOU SAVE?

For a camp that serves 500 people for 50 days, assuming food costs are \$6 per person, per day, using Ralston can reduce overall food costs by approximately 3.3%!



# PurchaSoft SUCCESS!

PurchaSoft, our online ordering system, proved to be a great success this past summer. With many camps participating, the PurchaSoft system processed over 100 purchase orders each day. Camps that ordered exclusively through PurchaSoft realized significant savings over the prior year, despite substantial increases in the underlying cost of most food products.

Those of you who are unfamiliar with PurchaSoft should know that it enables you to choose products from a specific vendor or to split the order among many vendors based on best price or delivery date. The system allows you to easily access previous orders to reference them or duplicate them for a new order. Orders can be placed with a few clicks of the mouse and sent directly to the vendor for processing.

Over the next few months, we will be adding new features to PurchaSoft. Among them will be:

- velocity reports that will show you your most frequently ordered items or how much of a particular item you used during a given time period
- budget reports that will compare current year spending with the prior year based on the number of days that have elapsed
- theme menu plans which will enable you to choose a particular theme night, such as Italian night, and then easily order for the number of people you are serving

We invite all of our clients to suggest additional improvements to PurchaSoft. We want to continually improve it, and your timely and honest feedback will help us to make the system the best it can possibly be.

PurchaSoft can be used to order food, disposables, arts and crafts as well as athletic and medical supplies. It's a user-friendly program, and we encourage you to learn it now in order to maximize your savings next summer.

Training is easy and readily available. To schedule a training or demonstration of PurchaSoft, please call Terri at (914) 328-3021.

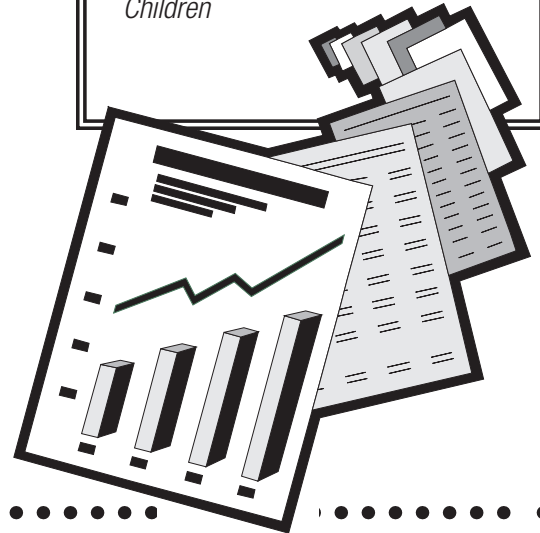
## *PurchaSoft Testimonial*

*Dear Alan,*

*I just wanted to let you know how pleased we are with your PurchaSoft online ordering system. It has helped us to streamline our ordering process. The system has greatly increased my ability to supervise our staff and their purchasing practices. The greatest benefit has been the cost savings we have encountered this year. Thanks again to you and your staff for all of your help.*

**Scott Kemp**

*Director of Operations  
Ramapo for  
Children*



## **ServSafe™ UPDATE:**

Are you up-to-date on your food protection certification? Many local and state Health Departments require ServSafe™ Food Safety Certification in order to operate a commercial kitchen. H&H offers frequent ServSafe™ classes to our clients and other interested camps. Those taking our courses have been very successful on the exam, with many earning top scores.

This year, we are again scheduling a class at the 2009 ACA Tri-State Camp Conference. Future newsletters will provide additional details.





## H&H IS GOING GREEN

H&H is happy to be expanding its menu of “green,” eco-friendly and organic products for 2009.

### PLATES AND BOWLS

Eastern Bag offers several lines of green disposables. Greenwave makes biodegradable plates and bowls from renewable resources such as sugarcane, grass and reed plasma. Huhtamaki’s Chinet line is also biodegradable and is made from 100% recycled materials. The Rough Molded Fiber line from Huhtamaki is made from 100% recycled materials. Additionally, Genpak’s Harvest products are made from renewable resources such as corn, rice, and wheat. H&H’s 2009 purchasing program will feature all of these brands.

### FOOD

Our selection of all-natural foods continues to grow as we strive to meet our clients’ growing demand for healthier menus.

### CLEANING PRODUCTS

Your purchasing guides have a variety of all-natural cleaning products from Ecolab and other manufacturers.

You will see that many green products cost more than their conventional counterparts. But there’s no reason not to get the best possible pricing on these products as well. With H&H, you can be confident that you are getting the best possible prices on the items you choose. Please contact us to develop a green buying program that best suits your needs.



## Referral Discount Program



Our PurchaSoft program has exceeded all expectations, and we are now able to serve many more accounts than we could in the past. Thus, even more camps can take advantage of the value and savings we offer. That’s why we’re offering a reduction in our 2009 fee to any camp that refers a client who engages our services for 2009. We will be delighted to make a personal presentation to anyone that you think can benefit from our services.

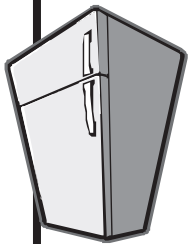
## Our Ethics Policy

At H&H, we know that the health and safety of your campers is your top priority, and it’s ours as well. That’s one reason we will only do business with ethical manufacturers and vendors.

This past summer, one of the kosher suppliers that bid with H&H was found to be negligent in many aspects of kosher meat processing. As soon as the details of the investigation of this vendor became public, we stopped recommending them, and advised our clients to stop ordering their products. We quickly made arrangements for alternative vendors to supply products to our kosher clients.

We want to emphasize that H&H will not deal with unethical or socially irresponsible vendors. If you have any questions, or if you suspect unprofessional behavior from any vendor, please contact us immediately.

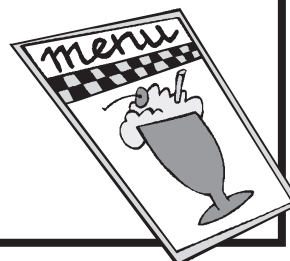
## FALL TO-DO LIST:



1. Hire key kitchen staff – chef, sous chef, dining room manager.
2. Plan any necessary kitchen capital improvements – ovens, walk-in refrigerators, freezers, dish washing machines.



3. Develop your budget.
4. Start menu planning (especially while 2008 is fresh in your mind!).



## WHAT'S NEW FROM H&H

### Looking ahead to 2009!

- Look for more manufacturer direct programs, including a full line of tomato products.
- We will be introducing a full line of office supplies.



- In response to requests by many of our clients we are currently on the lookout for the newest and best priced "green" products and will be highlighting those products in the PurchaSoft system.



# Save the Dates



Please plan to attend one of our upcoming menu planning conferences:

**December 4, 2008 PHILADELPHIA**

**January 12, 2009 BOSTON**

**February 9, 2009 MANHATTAN**  
(Kosher menu planning)

We will be sending out invitations to these conferences based on your location, but if another conference date is more convenient for you, please let us know.

***We hope to see you there!***



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