

# **Understand the industry's Structure and Resources for Purchasing Equipment and Food**



# Agenda

## **Purchasing Hierarchy – Equipment, Food & Non-Food**

### **Food Service Director**

- Defines needs, controls budget, and approves final purchases

### **Manufacturer**

- Designs compliant products and sets performance standards

### **Manufacturer Representative**

- Educates, specifies solutions, and supports decision-making

### **Dealer / Distributor**

- Supplies food & non-food items, manages pricing, delivery, and service

Kevin Harris

Director of Food Services at School District #15



### **Food Service Director**

#### **Defines operational needs & budget**

- *What issue are we solving?*
- *Replacement, upgrade, or new program?*

#### **Approves specs & final purchase**

- *Who do I contact first?*
- *Does this meet requirements?*

#### **Balances cost & long-term value**

- *Total cost of ownership?*
- *Operational impact long-term?*

# Equipment Manufacturer

AccuTemp<sup>®</sup>

**CAMBRO**<sup>®</sup>



Chicago  
Metallic  
Bakeware



*robot*  *coupe*<sup>®</sup>



**VULCAN**

**VOLLRATH**<sup>®</sup>

**WARING**

# Manufacturer Representatives



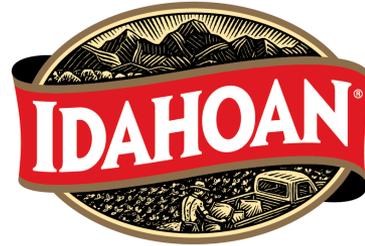
## Dealer/Distributor



Boelter®



# Food Manufacturer



# Food Distributors/ Broadliners



# Summary of Purchasing Roles

- **Food Service Director** – Sets needs, controls budget, and approves final decisions
- **Manufacturer** – Designs compliant products and defines performance standards
- **Manufacturer Representative** – Guides selection through education and expertise
- **Dealer / Distributor** – Executes purchasing with pricing, delivery, and service

**Questions?**  
We're here to help

**Thank you!**