



# **Feasibility study aim at introducing organics products into institutionnal catering (schools, hospitals, home)**

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## **Partnerships** :

- **Philippe Renard (Société Fraternity) – Consultant/expert cooker**
- **Nicolas Guggenbuhl – Nutrition specialist**

## **Funding** :

- 100% funding from the Wallon Region – DG Agriculture – Development and awareness

**A new approach for introducing organics products of to deal  
with the specific problems always mentionned while  
introducing organics products amongst main courses (dishes)  
within institutionnal catering as:**

- Price to high
- No « professional products » available
- No interesting packaging available
- Lack of logistic while delivery products
- No awareness tools and lack of support of communication
- Only three main relevant initiatives available in the south part of Belgium (1 University, RE.SCO.LIE (2.500p within schools) , and ETHIAS (400p).  
Contact with professional caterers not yet succeeded

Developing the central action point (nutritious plan and concrete menu) as the central part of a global package of tools (one for manager and cooker and the other one for clients (children or adults))

**Specific package of tools for cooker and manager of communities**

- Formation package for manager and the cookers (ideas of menus, awareness on organics products and way of production, FAQ, etc)
- Catering newsletter for informing them on new products, new packaging, new idea
- Learning/action stage (1/2 day for making them learning how to handle organics products and how to manage internal kitchen problems)
- European observatory of initiatives (to be launched here) – towards an european network with exchange of experiences amongst countries

**Specific package of tools for schools**

- Ecoscore (direct implication of children while sustainable choice of foods – involvement and participation to their community project)
- Labelling of communities (link with the organisation of an award events)
- « Educational tools » to be used by teachers and parents
- Interactive and awareness DVD
- External animation within schools



## **Methodology that has been followed for developing the nutritious plan and concrete exemple of meals (central action point)**

- Multi-sectorial and multi-actors approach based on « healthy/quality/nutritious pyramid » parameters (1 pillar), environmental pillar (linked in our case with the introduction of organics products) and international solidarity (integration of fair-trade products-third pillar)

### Advantages of the multi-sectorial approach

- Allow us to take account of the different sensibilities of the financial partner (that means the differents Ministers and Administration for wich organics is often not the only priority)
- Integration of « up to date » nutritious consideration (including the nutritional aspects of the nutritious plan under development by our national Minister of Health and social affairs and that will be applied for the period 2006-2013)

### Advantages of the multi-actors approach

- Communities develop their own project together with external specialists



## Main priorities while building the nutritious plan

- Develop concrete and applicable nutritious plan built by, or with a close cooperation, with all responsible (manager, executive chef and cooker). Practical feasibility is very important (exemple of putting fresh vegetable that often are incompatible with equipment or time availability)
- Give them the freedom to develop, in respect with this nutritious plan, all the « menus and meals they want (do not impose something) but giving them a concrete example with concrete calculation of food cost could be very helpfull (see example later)
- Introduce some original and trendy meals that make the difference with others classic meals (biodynamic hamburger, Durum, etc). Those will emphasize and sensitize the clients that something has changed. We must fight against « old fashion view » of organics products ( by introducing trendy and original product (Boulgour, original vegetable (parsnip, others), ...
- Alternate low cost food (Boulgour, others type of cereals) with meals of higher prices (meat, ...) and with a turnover of one month to maintain the budget.
- Agreement has to be reached on both side on the weight of every component product that will be used taking account of the advantages of organics products (less water in some organics products than conventional products allowed us to gain on the food cost. Those % are based on empirical experiences made by our consultant cooker (this one manage the kitchen of an insurance company where 400 meals have to be prepared daily with a rate of 82% of organics products)

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- BIOFACH 2005

## Concrete example of nutritious plan that has been proposed to schools (primary schools)

|                     | Lundi             | Mardi                       |
|---------------------|-------------------|-----------------------------|
| <b>SEMAINE 1</b>    |                   |                             |
| Dîners              |                   |                             |
| <b>Hors d'œuvre</b> | potage vert       | Potage rouge                |
| <b>Viande</b>       | poisson poché     | Bœuf haché maigre           |
| <b>Sauce</b>        | /                 | brune                       |
| <b>Légumes</b>      | en purée          | légumes crudités            |
| <b>Sauce lég.</b>   | /                 | /                           |
| <b>Féculent</b>     | pdt en purée      | /                           |
| <b>Dessert</b>      | Fruit frais       | Fruit cuits                 |
| <b>SEMAINE 2</b>    |                   |                             |
| Dîners              |                   |                             |
| <b>Hors d'œuvre</b> | Potage vert clair | Potage rouge                |
| <b>Viande</b>       | Poisson meunière  | porc                        |
| <b>Sauce</b>        | Poisson           | blanche                     |
| <b>Légumes</b>      | francs            | en gratin ou en préparation |
| <b>Sauce lég.</b>   | /                 | /                           |
| <b>Féculent</b>     | Riz complet       | Pâtes                       |
| <b>Dessert</b>      | Pâtisserie        | fruits frais                |

**Concrete example of menus that has been proposed to schools (primary schools) – 42% (weight) of organics products have been introduced for 21% of global components**

[illegible]

- Originality (trends) of the meal proposed.
- Relative reduction of meat (due to less water in organics meats) – type of fat component used (huile de colza) – type of salt (sel iodé) = all those things are concrete and appreciated arguments
- Has to be used as a commercial argument by the communities. Otherwise, no interest

**Food cost and practical aspects have to be show directly  
and clearly on paper so we can adjust the table that will  
be agree on both side (by promotor and by the  
community)**

|   |                |                |  |                |              |            |  |  |  |  |  |  |  |  |  |  |  |  |  |
|---|----------------|----------------|--|----------------|--------------|------------|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <b>Rapport produits bio/total produits utilisés (en pondéral PN-)</b>         |                |                |  | <b>7,78561</b> | <b>3,256</b> | <b>42%</b> |  |  |  |  |  |  |  |  |  |  |  |  |  |
| <b>Rapport produits bio/total produits utilisés (en nombre d'ingrédients)</b> |                |                |  | <b>366</b>     | <b>72</b>    | <b>21%</b> |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prix moyen des menus mixtes PN+   | <b>1,48299</b> | <b>23,7279</b> |  |                |              |            |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prix moyen des menus mixtes PN-   | <b>1,46598</b> | <b>23,4557</b> |  |                |              |            |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prix moyen des menus conventionnels   | <b>1,21197</b> | <b>19,3915</b> |  |                |              |            |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prix moyen des plats chauds mixtes PN+  | <b>1,11917</b> | <b>17,9068</b> |  |                |              |            |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prix moyen des plats chauds mixtes PN-  | <b>1,11975</b> | <b>17,916</b>  |  |                |              |            |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prix moyen des plats chauds conv  | <b>0,99109</b> | <b>15,8574</b> |  |                |              |            |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prix moyen des potages mixtes PN+   | <b>0,06078</b> | <b>0,97243</b> |  |                |              |            |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prix moyen des potages mixtes PN-   | <b>0,05853</b> | <b>0,93651</b> |  |                |              |            |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prix moyen des potages conv   | <b>0,0555</b>  | <b>0,88808</b> |  |                |              |            |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prix moyen des desserts mixtes PN+  | <b>0,30304</b> | <b>4,8487</b>  |  |                |              |            |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prix moyen des desserts mixtes PN-  | <b>0,2877</b>  | <b>4,6032</b>  |  |                |              |            |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prix moyen des desserts conv  | <b>0,16538</b> | <b>2,6461</b>  |  |                |              |            |  |  |  |  |  |  |  |  |  |  |  |  |  |
|   |                |                |  |                |              |            |  |  |  |  |  |  |  |  |  |  |  |  |  |
|   |                |                |  |                |              |            |  |  |  |  |  |  |  |  |  |  |  |  |  |

**Prix indiqués : Prix HTVA transport compris**



## Result

- Three communities motivate and engage in the long term. Begin april, two schools will test the menu for one month (that means 350 meals that will be serve every day). Then, they will engage themselves in the long term begin september if the test is relevant even if the cost is higher but expecting that communication tools will be build rapidly to inform local authorities and parents of the initiative that has been undertaken.
- One new hospital will test organics products during one week. Nutrious plan and concrete menu still have to be up-dated. Hospitals are practically very difficult to engage (more than 80 differents meals a day)
- Propection will continue amongst other schools. Potential project will be proposed with professional caterers.