

Chapter 1 Outline

The Importance of Purchasing
A Brief History of Purchasing
An Entrepreneurial Focus
Purchasing Food, Beverages, Supplies,
and Services
Purchasing Considerations
Food Service Distribution Channel
Members
Touch Points for Customers and
Products/Services
Sources
Manufacturers
Distributors
Food Service Operators
Importers
Sales and Marketing Agents
On-Line Specialty Houses
Alliances and Group Purchasing
Organizations
Value Each Member Brings to the
Channel
Food Safety and Defense
Forces Affecting the Distribution System
Ethics
Economic Forces
Legal Forces
Political Forces
Technology
Other Forces
Value Proposition that Each Member
Provides to the End User
Value Proposition
Assessing a Distributor Partner
Physical Assessment
Service Assessment
Key Performance Indicators in the
Distribution Channel
Necessary Checks and Balances

Competencies

1. Describe the importance of purchasing. (pp. 3–9)
2. Identify the primary and secondary members in the food service distribution channel. (pp. 9–15)
3. Describe the forces affecting the distribution system. (pp. 15–19)
4. Evaluate the value proposition that each member provides to the end user. (pp. 19–21)
5. Detail the process to assess a distributor partner, including the role of key performance indicators. (pp. 21–22)
6. Explain the key performance indicators that food service operators can use to leverage their purchasing proposals. (p. 22)
7. Describe the necessary checks and balances in distributor relationships. (pp. 22–23)