



Healthy Vending in Greenwich

**A guide for employers to support the
London Healthy Workplace Award**

Why the change to healthy vending?

Promoting healthy eating is part of promoting a healthy workplace. The costs of an unhealthy workforce to the UK taxpayer has been estimated at over £60 billion per year. Healthy eating is essential for good health.

Employee productivity suffers when diet quality is poor and employees who are in good health are less likely to need time off work. Eating well can lead to better concentration, mood, sense of health and morale.

Two thirds of our daily calories are consumed at work so the workplace is the ideal environment in which to promote healthy eating. Food choices are heavily influenced by our environment, meaning the availability and accessibility of food and food types. Having a positive food environment enables better food choices, and this includes vending machines. Research suggests that almost 80% of people, when asked, would choose a healthier option if it was available. Vending machines provide you with the opportunity to provide quick and easy access to healthier options, 24/7, for your staff.

Vending machines are a small part of our food environment but they provide easy access to snacks. Vending contracts can be difficult and unique, and you might not know what to do. This toolkit will help support you with some challenges in providing healthier vending.

Will this affect my business?

You may be worried about turning away existing frequent users of the vending machines, or feel that healthier items may be more expensive, which could compromise your income from vending machines. There are benefits for all with healthier vending.

Health-conscious snackers or people with specific dietary requirements will have less need to go offsite, and regular consumers will be able to make healthier choices if they wish. Research suggests that almost 80% of people, when asked, would choose a healthier option if it was available. More consumers are demanding healthier products – vending and Fast Moving Consumer Goods (FMCG) companies are responding quickly to this, recognising the demand will continue to grow.

How does healthy vending link to the London Healthy Workplace Award, and what are the standards?

The London Healthy Workplace Foundation Award Guideline states: “Where vending machines with food and snacks are provided, they comply with catering standards laid out by Public Health England”. The standards are the **Government Buying Standards** which can be seen in the table on the opposite page.



Research suggests that almost **1 in 8 people**, when asked, would **choose a healthier option** if it was available



Two thirds of our daily calories are consumed at work so the workplace is the ideal environment in which to promote healthy eating

The Government Buying Standards (GBS)

The Government Buying Standards for Food and Catering Services (March 2015) include mandatory and best practice criteria. The best practice criteria are relevant for snacks and vending machines and are likely to become mandatory. This guidance applies to all vending, including fresh foods, sandwiches, drinks, savoury and sweet snacks. Further guidance can be found in “Healthier And More Sustainable Catering: A Toolkit For Serving Food To Adults” and in supporting materials.

A Summary of Relevant Standards for Vending Machines

| Mandatory | Voluntary |
|--|--|
| <p>Reducing Salt: At least 50% of pre-packed sandwiches (procured by volume) meet government salt targets (see supporting materials).</p> <ul style="list-style-type: none"> • High salt fillings (tuna, bacon, ham salami) 1.5g salt /100g maximum • No high salt fillings (chicken, vegetables, egg) 0.88g salt/100g maximum. <p>Reducing Saturated Fats: Meat and meat products, biscuits, cakes and pastries (procured by volume) are lower in saturated fat where available.</p> <ul style="list-style-type: none"> • At least 50% of hard yellow cheese has a maximum total fat content of 25g/100g • At least 75% of ready meals contain less than 6g saturated fat per portion • At least 75% of milk is reduced fat • At least 75% of oils and spreads are based on unsaturated fats. | <p>Savoury snacks:</p> <ul style="list-style-type: none"> • Only available in packet sizes of 30g or less. <p>Packet sweets and confectionery:</p> <ul style="list-style-type: none"> • Smallest standard single serve portion size available within the market. • Not to exceed 250kcal. <p>Sugar Sweetened Beverages:</p> <ul style="list-style-type: none"> • All sugar sweetened beverages to be no more than 330ml and no more than 20% of beverages (procured by volume) may be sugar sweetened. • No less than 80% of beverages (procured by volume) may be low calorie/no added sugar beverages (including fruit juice and water) |



How do we change? What should be in vending machines?

Questions to ask your supplier...

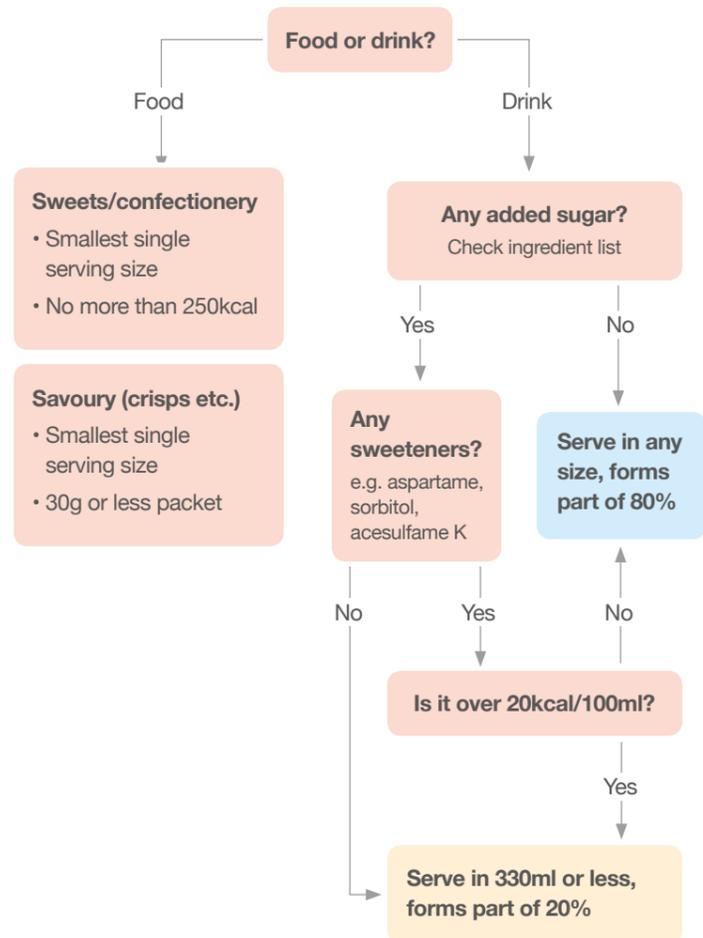
Do you meet best practice (voluntary) guidance?

Do you have experience supplying the public sector, e.g. hospitals, schools? To serve the public sector, they must have a range compliant with GBS

Do you have products compliant with Government Buying Standards: Healthier and More Sustainable Catering?

What range of products might be provided for a healthier vending machine?

The flowchart below covers the **Best Practice** guidance, **not** the Mandatory guidance. The Best Practice guide is more applicable to vending machines.



Food: Focus on the serving sizes. Packets of savoury items (e.g. crisps) must be 30g or less, and packets of sweets or any confectionery should be in the smallest available portion sizes, and a maximum of 250kcal per pack (not per 100g).

Drink: Follow the 80/20 rule. 80% must be low calorie (20kcal/100ml or less) or no added sugar (e.g. sparkling fruit juice, water, diet drinks). 20% of beverages can be sugar sweetened, but no more than 330ml in size.

Always choose products lower in saturated fat, sugar and salt where available.

If you are working towards the London Healthy Workplace Award and are unable to make changes, immediately document your experiences and the changes you intend to take in the future.

What is a Sugar Sweetened Beverage (SSB)?
 Sugar sweetened beverages are drinks sweetened with sugar. Some drinks use sugar and sweeteners, but if they have 20kcal/100ml or less, they are not defined as a SSB. It does not matter whether the sugar is organic. The flowchart to the left will help you decide what counts. Added sugar goes by “sugar”, “sucrose”, “molasses”, “cane sugar”, “maltose”, “honey”, “syrup” or other names. See the British Heart Foundation: Different Names For Sugar for more.

Trouble-shooting: What can my company do if...

We lease/rent our machines?

1. Check their website for a ‘healthy vending/healthcare’ section, or consult with your vendor to explore options.
2. Prepare some examples of suitable products (provided)
3. Check if you can optimise the placement of healthier options (e.g. eye level/middle column)
4. Look at alternative healthy vending companies (provided)

We’re locked into a vending contract?

1. Demonstrate intent to change, for the LHWA, and plan ahead for new contracts.
2. Ask for a healthier vending service provided by the same company

Our vendor has a contract with a Fast-Moving Consumer Goods company (e.g. Nestlé, PepsiCo)?

1. Ask if there is flexibility in the brands supplied by parent companies.
2. The ‘Examples’ section covers suitable products from well known parent brands.
3. Ask if your vendor can curate a GBS compliant range with existing brands (e.g. using diet alternatives)
4. Check if you can optimise the placement of healthier options (e.g. eye level/middle column)

We have very limited options?

1. Demonstrate intent to change for the LHWA and plan for action at a better opportunity.
2. Follow the healthy eating guidance as closely as possible
3. Check if you can optimise the placement of healthier options (e.g. eye level/middle column)

We own our own machine?

1. Decide if you want to swap to healthier versions of existing products, or healthier brands.
2. Check the flow chart for deciding if a product meets vending criteria.
3. Optimise the placement of healthier options (e.g. eye level/middle column slots)

The following provides some useful information on vending companies and examples of items that are currently GBS compliant. This is a guide and is not an endorsement of companies or their brands. Formulations can change over time so it is important to check what you provide is compliant.

Most companies have a healthy vending service. Those supplying the public sector should have a GBS compliant range.



Useful Examples

This is a guide and not an endorsement for companies or brands.

UK Healthy Vending Companies

Healthy Nibbles
Mother
The Healthy Vending Company
Vending Sense
SnackFit
EatJar
Quench.Me.Uk

Vending Companies offering Healthier Vending/GBS compliance

Selecta
NuVending
Express Vending
Westways (NHS specialist)
Klix (customisable service, healthier not specified)

80% non-sugar sweetened drinks examples (can be any size)

Water
Diet Coke or Coke Zero
Diet Pepsi or Pepsi Max
Fanta (regular and zero)
Drench (still and sparkling)
Innocent juice/refreshers/smoothies/bubbles
Oasis range and Oasis Zero
Mountain Dew sugar free
Lipton Ice Tea
Red Bull Sugar Free/Zero
Ugly Drinks (Flavoured and Energised)
San Pellegrino (some*) + Tea flavours
Juice Burst range
Lucozade Zero
Tango original and sugar free
Dr Pepper original and sugar free
Cawstons Press

Sweet and Savoury food examples

Sweet (Smallest serve + 250kcal max)

45g M&Ms (218kcal)
42g Galaxy Minstrels (211kcal)
37g Maltesers (187kcal)
33g Magic stars (184kcal)
20g Bear Yo-Yo (54kcal)
100g Free-From Fellows sugar free
100g Midget Gems (217kcal)
21/41.5g KitKat 2 or 4 bar (107/209kcal)

Savoury (Available in 30g or less)

Walkers Salt n Shake (30g); Wotsits (22.5g);
Quavers (20g); French Fries (21g); Squares (22g)
Emily Crisps (Sizes vary)
Sunbites Sour cream/Chilli (28g)
Whitworths fruit and nut shots (25g)
Propercorn sweet and salty (30g)

 Avoid 'Grab Bag' sizes as these are likely to be too big

A note on companies and brands

- Healthy services are not necessarily more costly. For example, Quench.Me.UK has no additional charge for providing a range compliant GBS. They can also provide you with a blank planogram for you to choose your own selection of products.
- Many companies will have minimum staffing numbers and/or takings from the machine in order to use their machines.
- Although the company might be advertised as a 'healthier vending' company, please check the products on offer.

20% sugar-sweetened drinks (330ml or under)

Cans of Pepsi/Coca-Cola
All R Whites Lemonade products
Red Bull

*Excluding 'Limonata Sparkling Lemon', 'Aranciata Rossa Sparkling Orange and Blood Orange' (>20kcal/100ml and use added sugar), and 'Classic Italian range'. Suitable for '20%' range if 330ml serving used.



Supporting Materials and Full Guidelines



British Heart Foundation

How to spot sugar on ingredient lists

<https://www.bhf.org.uk/information-support/heart-matters-magazine/nutrition/sugar-salt-and-fat/names-for-sugar-infographic>

Government Buying Standards for Food and Catering Services March 2015

The full government standards.

Key Items: pg 4 Section 11-14 (mandatory) pg.7 Section 26, 27, 28 (voluntary guidance).

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/418072/gbs-food-catering-march2015.pdf

Government Buying Standards for Food and Catering Services Checklist

Identify changes needed to your procurement and service processes to meet GBSF criteria.

Key items: pg 7 Section 11-14 (mandatory) pg.10 Section 26, 27, 28 (voluntary guidance).

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/595129/Healthier_and_more_sustainable_GBSF_checklist.pdf

Healthier and more sustainable catering: Information for those involved in purchasing food and drink

Practical guidance, questions to ask suppliers and signposts to specific elements of guidance.

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/648537/healthier_more_sustainable_catering_tools_variety_and_choice_purchasing.pdf

Public Health England: Healthier and More Sustainable Catering: Checklist

Questions to assess compliance with government standards.

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/768859/Healthier_and_more_sustainable_catering_checklist.pdf

Public Health Responsibility Deal Salt Targets

The deal has since been dissolved and absorbed into other government targets, however salt guidelines are available here.

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/604338/Salt_reduction_targets_for_2017.pdf





Contact Us

Live Well Greenwich
livewellgreenwich.org.uk

Good Food in Greenwich
goodfoodingreenwich.org