



# Healthy Vending in Greenwich

A guide for employers

# 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.

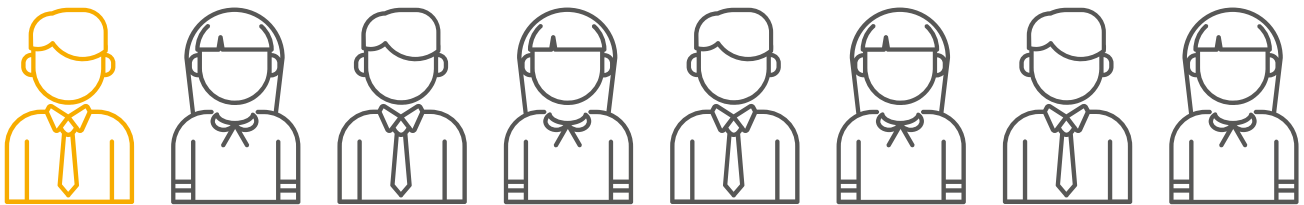
## Will this affect my business?

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.

## What standards are relevant to vending?

Central government procurers directly or through their catering contracts are required to apply the Government Buying Standard for Food and Catering Services. Others are encouraged to follow them.



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

**Government Buying Standards**

Central government procurers directly or through their catering contracts are required to apply the Government Buying Standard for Food and Catering Services. Others are encouraged to follow them. It includes a set of minimum mandatory standards for inclusion in tender specifications and contract performance conditions. It also includes some best practice standards which are recommended but not required.

# A Summary of Relevant Mandatory Standards for Vending Machines

**Reducing Salt:** At least 75% of pre-packed sandwiches (procured by volume) meet government **salt targets** (see supporting materials).

- High salt fillings (tuna, bacon, ham salami) 0.85g salt/570g maximum
- Not high salt fillings (chicken, vegetables, egg) 0.65g salt/330g maximum.

**Reducing Saturated Fats:** Meat and meat products, biscuits, cakes and pastries (procured by volume) are **lower in saturated fat where available**.

- 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.
- At least 75% of pre-packed sandwiches provided contain 400kcal or less per serving and do not exceed 5.0g saturated fat per 100g

**Savoury snacks:**

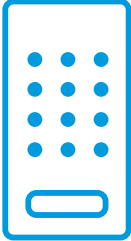
- Only available in packet sizes of **35g or less**.

**Packet sweets and confectionery:**

- **Smallest standard single serve portion size** available within the market.
- Not to exceed **300kcal for chocolate and 125kcal for sugar confectionery**.

**Sugar Sweetened Beverages:**

- All sugar sweetened beverages to be no more than 330ml and no more than 10% of beverages (procured by volume) may be sugar sweetened.
- No less than 90% 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...

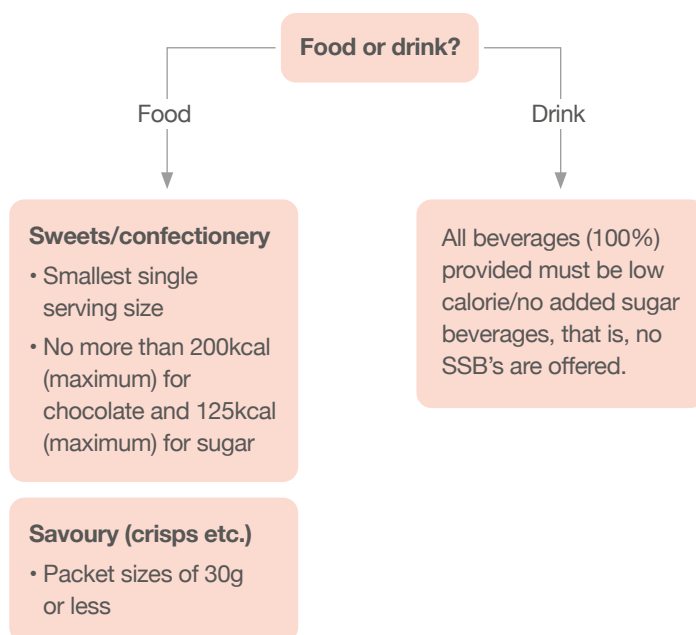
Do you meet best practice (voluntary) guidance?

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 the Government Buying Standard for Food and Catering Services

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

## A Summary of Relevant Best Practice Standards for 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 200kcal for chocolate and 125kcal for sugar confectionery per pack (not per 100g).

**Drink:** All beverages (100%) provided must be low calorie/no added sugar beverages, that is, no SSB's are offered.

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

### 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 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 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.*

## Non-sugar sweetened drinks examples

Water  
Diet Coke or Coke Zero  
Diet Pepsi or Pepsi Max  
Dash Water  
Volvic Sugar Free  
San Pellegrino Essenza (No Sugar)  
Fanta Zero Sugar  
Dr Pepper Zero  
Lipton Ice Tea Zero Sugar  
Oasis Zero  
Sprite No Sugar  
Lucozade Zero

## Sweet and Savoury food examples

**Sweet** Packet sweets and confectionery examples (smallest standard single serve portion size and not exceeding 200kcal for chocolate and 125kcal for sugar confectionery)

27g Nestle Aero (144kcal)  
30g Cadbury Buttons (160kcal)  
37g Maltesers (187kcal)  
33g Magic stars (184kcal)  
20g Bear Yo-Yo (54kcal)  
20.7g KitKat 2 Finger Bar (104kcal)

**Savoury** Snacks examples (packet size 30g or less)

Walkers (25g)  
Quavers (16g)  
French Fries (18g),  
Squares (22g)  
Emily Vegetable Crisps (30g)  
Emily Crisps (Sizes vary)  
Sunbites Sour cream/Chilli (28g)  
Whitworths fruit and nut shots (25g)  
Propercorn sweet and salty (30g)

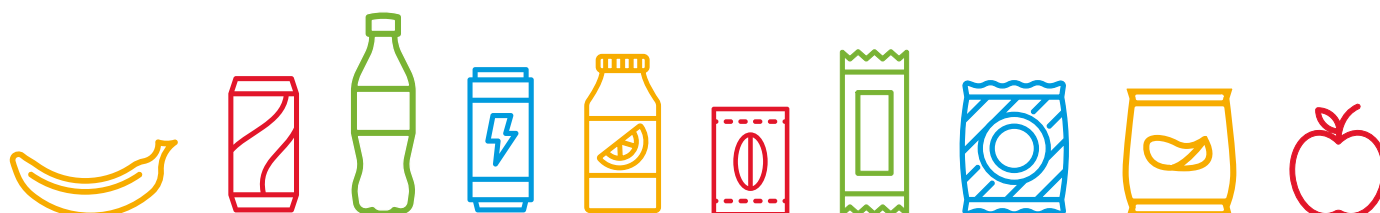
 Avoid 'Grab Bag' sizes as these are likely to be too big

## Vending companies offering healthier vending

Selecta  
Nu Vending  
Healthy Nibbles  
Vending Sense  
EatJar  
Quench.me.uk

## 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.



# 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 Standard for food and catering services August 2021**

Key sections: 11-21 (mandatory nutrition standards) and 32-37 (best practice nutrition standards).

<https://www.gov.uk/government/publications/sustainable-procurement-the-gbs-for-food-and-catering-services/government-buying-standard-for-food-and-catering-services>

## **Government Buying Standard for Food and Catering Services Checklist February 2017**

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

[https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/595129/Healthier\\_and\\_more\\_sustainable\\_GBSF\\_checklist.pdf](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](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/648537/healthier_more_sustainable_catering_tools_variety_and_choice_purchasing.pdf)

## **Healthier and more sustainable catering: Nutrition principles**

The scientific principles for developing nutrient-based standards for planning nutritionally balanced menus.

[https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/648744/healthier\\_and\\_more\\_sustainable\\_nutrition\\_principles.pdf](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/648744/healthier_and_more_sustainable_nutrition_principles.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](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/768859/Healthier_and_more_sustainable_catering_checklist.pdf)

## **Salt Reduction Targets for 2024**

[https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/915406/2024\\_salt\\_reduction\\_targets\\_070920-FINAL-1.pdf](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/915406/2024_salt_reduction_targets_070920-FINAL-1.pdf)





## Contact Us

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