



Healthy vending in Medway

A guide for businesses

Adapted from the 'Healthy Vending in Greenwich' guidance, produced by the Royal Borough of Greenwich

Why the change to healthy vending?

With adults spending a third of their life at work, creating a healthier food and physical environment for employees can make an important contribution to the health and wellbeing of both employees and their families. One way that employers can support staff in this area is to look at the vending options that they have in the workplace.

Evidence shows that people will consume around two thirds of their daily calories during the working day. With rising obesity levels, there is a need to look carefully at what we eat and how much physical activity we take part in. In Medway in 2021 approximately 62.7 per cent of the adult population were classified as either overweight or obese. In addition, 23.7 per cent of reception year and 43.1 per cent of Year 6 children were also in this category. Evidence shows that obese adults are more likely to have obese children and we know that obese children are more likely to become obese adults.

Achieving a healthier weight and making better choices regarding eating well and physical activity can improve general health. Losing just 5 per cent of body weight can reduce risks of developing common lifestyle diseases such as Type 2 Diabetes, stroke, heart disease, osteoarthritis, osteoporosis (bone density deficiency) and certain cancers.

This document provides some guidance on how to introduce healthier vending. It's not necessary to remove all vending machines or onsite catering, and neither is it the case that the vending on offer must include all nuts and cereal bars. A move to revising vending options to include smaller portions, and lower calorie options can all help people to make healthier choices. Where practical,

we would also recommend improving access to drinking water, fruit, and vegetables. In addition, you can work with your vending machine supplier or onsite caterer to adapt the layout of items on sale, so that healthier options are in eye level – this encourages purchasing. For further help in implementing healthy vending, please contact foodpartnership@medway.gov.uk

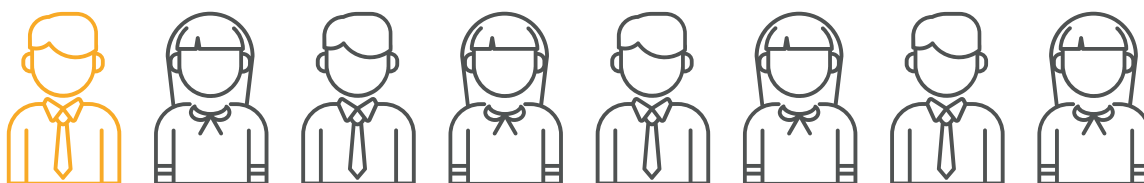
Will this affect my business?

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 per cent 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?

The Government Buying Standards for Food and Catering Services (revised August 2021) include mandatory and best practice criteria. The best practice criteria are relevant for snacks and vending machines and we advise following this guidance where possible.



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.



Reducing Salt: At least 75 per cent 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. (procured by volume) may be sugar sweetened.



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

- At least 50 per cent of hard yellow cheese has a maximum total fat content of 25g/100g
- At least 75 per cent of ready meals contain less than 6g saturated fat per portion
- At least 75 per cent of milk is reduced fat
- At least 75 per cent of oils and spreads are based on unsaturated fats.
- At least 50 per cent 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.



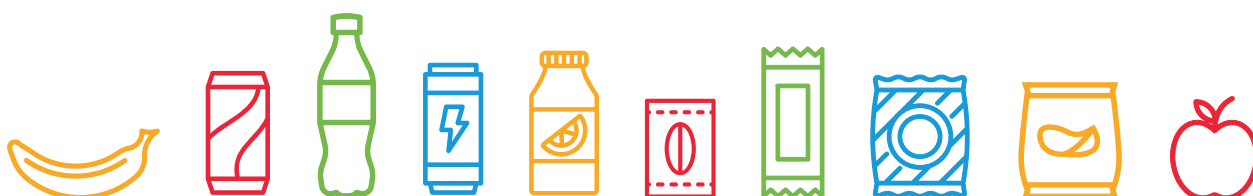
Packet sweets and confectionery:

- Smallest standard single serve portion size available within the market.
- Not to exceed 200kcal 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 per cent of beverages (procured by volume) may be sugar sweetened.
- No less than 90 per cent of beverages (procured by volume) may be low calorie/no added sugar beverages (including fruit juice and water)



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



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

Non-sugar sweetened drinks examples

- Water
- Diet Coke or Coke Zero
- Diet Pepsi or Pepsi Max
- Red Bull Sugar Free
- 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)
- 37g Maltesers (187kcal)
- 33g Magic stars (184kcal)
- 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)
- Popchips (23g)
- Sunbites Sour cream/Chilli (28g)

Vending companies offering healthier vending

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

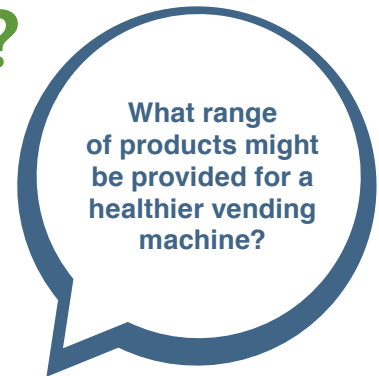
A note on companies and brands

- 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.

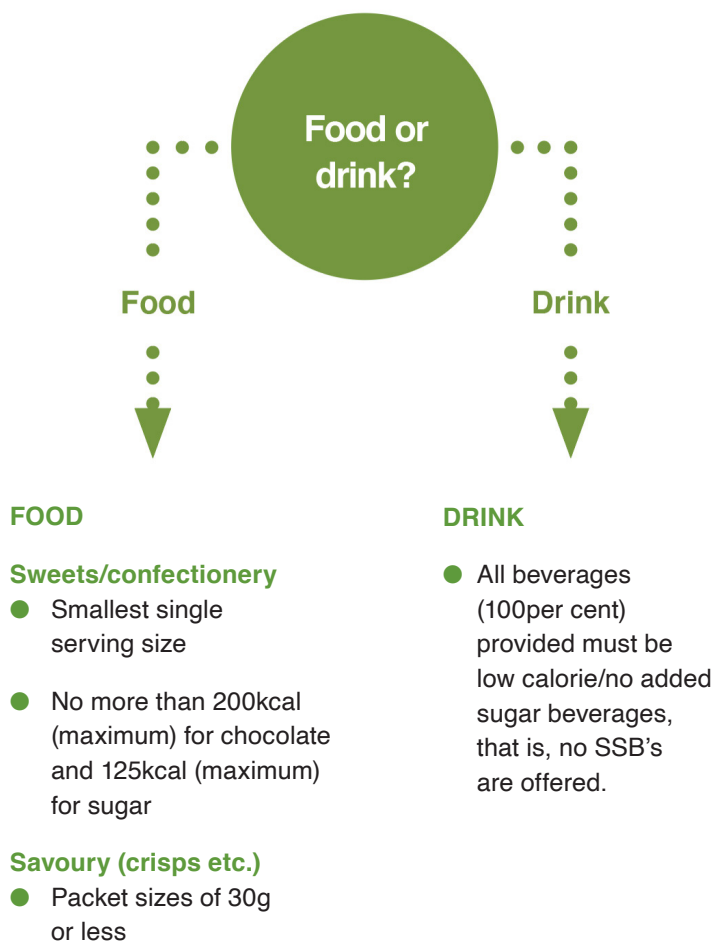


How do we change? What should be in vending machines?

Questions to ask your supplier



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 (100per cent) 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.

Medway Workplace Health Programme and Workplace Wellbeing Award

As a Public Health team in Medway, we support businesses through our workplace health programme and workplace wellbeing award. The award has supported close to 200 businesses to date* with advice and resources for staff health and wellbeing. The themes of the award include Healthy Eating, and implementing the healthy vending guidance counts towards the award. Staff typically consume two thirds of their daily food during the working day. Access to healthy vending options improves both nutrition and productivity and supports wider health issues such as oral health and healthy weight.

Other benefits of the healthy workplace programme include fully funded Mental Health awareness training, a variety of health and wellbeing workshops and a member's website for health at work resources. For more information about the programme and award, please visit the Healthy Workplace Website. As a council, Medway offer a wide range of support to businesses and are committed to the Federation of Small Businesses Local Leadership Pledge, bringing together Small and Medium businesses to work with the council. For more information about the wider business support for organisations in Medway, please visit the Business for Medway website.

**number of businesses being supported Summer 2023*



Medway Refill Scheme

Refill is a global campaign that connects people to places they can eat, drink and shop with less plastic. In the UK, Refill provides the public with a network of places they can access free tap water through a free location-based app.

The **Medway Refill campaign** aims to help people live with less plastic by allowing businesses and organisations to sign up as a Refill station and offer free tap water refills to anyone who brings in a reusable bottle. There are currently 66 refill stations across Medway. We want to encourage people to drink more water, reduce plastic pollution, and consume less sugar from fizzy drinks and improve oral health by making it easier to fill a reusable bottle on our high streets for free. To support this process, we have created a simple, 5-step toolkit on how to sign up as a Refill station. Please feel free to contact Foodpartnership@medway.gov.uk if you would like to receive a copy of the toolkit.

Supporting materials and full guidelines

British Heart Foundation

How to spot sugar on ingredient lists



Government Buying Standard for food and catering services August 2021

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



Government Buying Standard for Food and Catering Services Checklist February 2017

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



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.



Healthier and more sustainable catering: Nutrition principles

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



Public Health England: Healthier and More Sustainable Catering: Checklist

Questions to assess compliance with government standards.



Salt Reduction Targets for 2024



Contact us:

For more information or support with healthy vending please contact foodpartnership@medway.gov.uk