



Can Healthy Vending Work?

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Vending Facts

- ◆ Beverage contracts are negotiated by school boards for the entire district – schools need the dollars
- ◆ Snack contracts are negotiated by either the school district or principal
- ◆ 9 out of 10 schools sell foods from vending machines, cafeteria a la carte snack lines, and school stores
- ◆ 90% of high schools have vending machines; 75% of middle schools have machines
- ◆ Schools often have no limit as to the number of machines used
- ◆ 3 out of 4 of the top items sold – soda, juice drinks, and sports drinks - are nutritionally poor
- ◆ The majority of machines are on all day; some close at Breakfast and Lunch only
- ◆ No nutrient standards for vending



Earnings from Vending

Vending monies are typically controlled by principals

- ◆ School sites receive commission from sales for internal account funds
- ◆ Earnings from vending can easily exceed \$25,000/year
- ◆ Monies are used for
 - supplies for students/staff;
 - Sports – weight room equipment, athletic programs
 - Incentives – trophies, awards
 - Facility Improvements – carpet, PA system
 - Staff Incentives – T-Shirts, office parties



What do Parents and Teachers Think?

- ◆ Kubik, Lytle, and Story (2005) found that:
 - 85% of teachers agree that the school environment influences students food choices
 - Only 18% of parents and 31% of teachers believed schools give adequate attention to nutrition
 - Only 12% of parents and 11% of teachers believed that students ate healthful diets
 - Results from a recent study found that over 90% of teachers and parents favored converting all school vending machine selections to healthful foods and beverages.



Vending Items Offered Today

Recent study of Pennsylvania High schools reported:

- ◆ 71% - bottled water
- ◆ 67% - fruit juice
- ◆ 64% - fruit drinks
- ◆ 58% - carbonated drinks and sport drinks
- ◆ 55% - chips
- ◆ 30% – 40% - candy, cookies
- ◆ Less than 20% offered low-fat milk
- ◆ Does NOT reflect what is actually sold



It's an easy decision to select food from a machine. . . .

- ◆ Long lines in crowded cafeterias
- ◆ Short lunch periods
- ◆ School activities during meal time
- ◆ Easy access to a number of machines throughout the campus
- ◆ Promotion of vending to increase school revenues



Healthy Vending Snacks

Healthiest	Healthier	Excluded
Animal Crx, Graham Crx	Whole grain fruit bars Low-fat cookies	Cookies
Nuts and Seeds	Honey roasted nuts	Candy/ yogurt coated nuts
Trail mix	Popcorn/nut mix	Candy/yogurt coated mix
Dried Fruit	Fruit-Flavored Snacks	Candy/sugar coated fruit
Beef Jerky – 95% fat free		Pork rinds
	Baked Chips, pretzels, light popcorn	Regular Chips
	Low fat string cheese or low-fat cheese cubes	Regular cheese



Healthy Vending Beverages

Healthiest	Healthier	Excluded
Milk – any flavor – .5% or less fat	Milk – any flavor – 1% fat	Whole milks
Juice – 100% or more fruit or vegetable	Juice Drink – 50% or more fruit or vegetable	Juice Drinks – less than 50% fruit or vegetable
Water	Flavored or vitamin enhanced or sparkling water	
	Diet sodas	Regular soft drinks, sports drinks
	Low-Calorie Iced Tea	Coffee



Healthy Vending Meals

Healthiest	Healthier	Excluded
95% Lean Meat sandwiches on whole-grain bread/mustard/low-fat mayo	95% Lean Meat sandwiches on wheat bread/mustard/low-fat mayo	
Raw Veggies/low-fat dip	Pickles/baked chips	Veggie/potato chips
Fresh/Canned Fruit in light or natural juice		Fruit in heavy syrup
Yogurt – low/fat or light	Sugar free/fruited gelatin; fat-free pudding	“Fruit on the bottom” yogurt
Salads – “shakeable” with mixed greens/veggies/lean meats with low-fat dressing		



How it Works

- ◆ Use “Buy Healthy” labels to place on products. OR
- ◆ Use color-codes to indicate healthy and healthiest
- ◆ Rotate products to ensure safe food
- ◆ Place signage on the machine indicating healthy foods are available
- ◆ Be consistent in selling the same products from school to school



All food and beverages offered in schools should make a positive contribution to children's diets and health.