



# Sample Vending Contract Language

## Limited Sugar Sweetened Beverages

### Phase 1

The following four criteria must be in compliance by 6 months of the new contract start date

- 1) Specifications regarding the product mix:
  - a. No more than 33% of slots (or "buttons") may be high calorie beverages (defined as any containing added sugar – this excludes 100% juice and milk). The maximum of 33% of slots applies irrespective of the total number of slots per machine.
  - b. Water is required to be stocked in every vending machine for a minimum of 33% of slots (or "buttons").
  - c. The remaining products may contain 100% juice, 1% or fat free milk and no sugar added beverages (i.e. diet soda).
- 2) Specifications regarding product display placement:
  - a. Water must be placed in the position with the highest selling potential.
  - b. High calorie beverages must be placed in the position with the lowest selling potential.
  - c. For machines where the buttons are arrayed vertically, highest selling potential means those closest to eye level, usually the top buttons, and lowest selling potential means those furthest from eye level, usually the bottom buttons. Or as determined by industry best practices.
- 3) Promotional space:
  - a. Promotional space on the vending machines (i.e. sides, front graphic panel, etc.) including but not limited to the language and graphics, if used, is subject to the approval of \_\_\_\_\_ in its sole discretion and must be used only to promote healthy beverage choices (no sugar added beverages or water) and/or healthy activities.
- 4) Price: (Recommended)
  - a. Pricing that encourages healthy choices (e.g. by establishing lower prices for water) relative to all other beverages is required.

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## Phase 2

The following criteria must be in compliance by 18 months of the new contract start date:

- 1) Specifics regarding the product mix:
  - a. No more than 15% of slots (or "buttons") may be High Calorie beverages (defined as any containing added sugar – this excludes 100% juice and milk). The maximum of 15% of slots applies irrespective of the total number of slots per machine.
  - b. Water is required to be stocked in every vending machine for a minimum of 50% of slots (or "buttons").
  - c. The remaining products may contain 100% juice, 1% or fat free milk and no sugar added beverages (i.e. diet soda).
- 2) Product display placement: same as above
- 3) Promotional space: same as above
- 4) Price: same as above

## Phase 3

The following criteria must be in compliance by 30 months of the new contract start date:

- 1) Specifics regarding the product mix:
  - a. No high calorie beverages (defined as any containing added sugar – this excludes 100% juice and milk) will be available in any of the machines.
  - b. Water is required to be stocked in every vending machine for a minimum of 50% of slots (or "buttons").
  - c. The remaining products may contain 100% juice, 1% or fat free milk and no sugar added beverages (i.e. diet soda).
- 2) Product display placement: same as above
- 3) Promotional space: same as above
- 4) Price: same as above
- 5) Standards for hot beverage (e.g. coffee) vending machines

The following criteria must be met:

- 1) All beverages must contain no added sugar (sugar free options made with 1% or non-fat milk are allowed)
  - a. If stocking condiments:
    - i. Milk/creamer product must be 1% or non-fat
    - ii. Sugar-substitutes are acceptable

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# Sample Vending Contract Language

## No Sugar Sweetened Beverages

- 1) No calorically-sweetened beverages including, but not limited to, non-diet sodas, calorically sweetened energy drinks and sports drinks, pre-sweetened tea and coffee drinks, juice with added sugars, and sweetened water products shall be sold or distributed.
- 2) Fruit and/or vegetable-based beverages sold or distributed shall be composed of no less than 100 percent juice. Where possible, fruit and/or vegetable-based beverage offerings shall be no salt or low-sodium varieties.
- 3) Milk, soy milk and other milk substitute offerings shall be limited to 1% or skim milk.
- 4) Water is required to be stocked in a minimum of 50% of slots (or "buttons") in every beverage vending machine on site.
- 5) Standards for hot beverages (i.e. coffee) vending machines: all beverages must contain no added sugar, however condiments, such as milk, creamer, sugar and sugar-substitutes are allowed.

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