



## WHY SWITCH UP THE SNACKS?

Creating healthy spaces helps kids be at their best. Providing healthy and delicious food and drink options in places where children and families spend their time can help make sure kids have the fuel they need to grow, play and learn throughout the day.

Providing healthier food and drink and reducing the availability of unhealthy alternatives can also help meet the recommendations in the Victorian Department of Health's [Healthy Choices guidelines](#). We need to surround our kids with delicious, healthy foods and drinks, wherever they spend their time. It's time to switch up the snacks, so let's get started today!

Making changes to your community facility kiosk or vending machine might seem overwhelming but there are small changes you can do to get started. You can 'Switch up the snacks' with the following 'bite' sized actions:

- **Switch to healthier snacks** – offer mostly healthier snack options like lightly salted popcorn, rice crackers, cheese and crackers, trail mixes, muesli bars, fruit salad or seasonal whole fruit. Reduce the amount of confectionary items and unhealthy snacks available.
- **Keep confectionary and unhealthy snacks out of sight** – all confectionary and unhealthy snacks removed from front counter or from point of sale, or from top half of the vending machine if applicable – still able to be purchased but not readily viewed or accessible to customers.

The process is the same for each of the bites. You can try one 'bite' at a time or do them all at once. It's up to you. Whichever approach you take, this guide will support you through each step of the way.

## SWITCH TO HEALTHIER SNACKS – WHAT'S INVOLVED?

The 'Switch to healthier snacks' bite includes offering mostly healthier snack options, including:

- plain or lightly salted popcorn
- plain or flavoured rice crackers
- cheese and cracker packs
- trail mixes (i.e. dried fruit and nut/seed mixes)
- fresh fruit snacks, such as seasonal fruit, mixed fruit salad or fruit kebabs served with reduced fat yoghurt
- yoghurt tubs, plain or flavoured (preferably reduced fat)
- dip and cracker packs, or dip and vegetable sticks
- small fruit and nut-based snack bars or muesli bars.

The 'Switch to healthier snacks' bite also includes reducing the amount of confectionary items and unhealthy snacks available.

**Confectionary** includes:

- chocolate bars, including bars made with cacao nibs
- lollies, such as jellies/gummies, hard candy, liquorice and lollipops
- fudge
- chocolate or yoghurt-coated products (including nuts, ice creams, snack bars, etc.).

**Other unhealthy snacks** include:

- potato/corn/vegetable chips, crisps, puffs
- flavoured popcorn
- some large snack bars
- sweet biscuits, cakes and muffins (note: these items are addressed in a separate small bite for this action).

To **switch to healthier snacks**, follow our three simple steps:



## STEP ONE: REVIEW

Start by taking a look at what snacks are currently available. This will help identify which snacks can stay and which ones should be replaced.

You can use the free product assessment tool, [FoodChecker](#), to review the packaged snack products available in your facility and determine which ones should be reduced.

Just select the 'quick product check' button, then search or assess products in the category 'sweet snacks' or 'savory snacks'. All snacks classified as **RED** in [FoodChecker](#) are considered unhealthy snacks.





## STEP TWO: PLAN

Now you know what you have, decide how you will make your changes.

Choose from many healthier snack options that can be included in the facility's food service.

You can use the free product assessment tool, [FoodChecker](#), to find healthier snacks to replace some of the unhealthy options.

Just select the 'quick product check' button, then search or assess products in the category 'sweet snacks' or 'savory snacks'.

All snacks classified as **GREEN** or **AMBER** are considered healthier snack options and are suitable for supply in these facilities.



Find out where the facility purchases its snacks from for the café/kiosk and/or vending machines. It could be:

- a local distributor or wholesaler
- a local supermarket or milk bar
- a vending machine supplier.

Once you know this, contact the supplier and find out what healthier snack options are available.

### TIP!

If there is a contract or agreement in place, discuss with the supplier what flexibility there is and how healthier options could be included in the existing contract.

If the facility uses a vending machine supplier, the good news is they are generally open to modifying the types of snacks in their machines to offer mainly healthier options, as well as **removing branding associated with their unhealthy options** and **promoting their healthier options instead**.

If the contract is set, you might need to wait to influence the contract when it comes time for renewal. Or consider using a different supplier that can offer the healthier snacks you want.

# PREPARING FOR CHANGE

There are different ways to introduce changes and make improvements to the snacks in a facility's food service. You can make changes all at once or use a gradual approach.

- **All at once:** An ideal time to do this is at the beginning of a new year or term, however it can be done at any time. This is a quick way to drastically improve the healthiness of the packaged snack offerings and works best if there are only a few changes to make.
- **A gradual approach:** This option gives customers more time to get used to the changes and an opportunity to try alternative snacks before less healthy snacks are removed. It is often the more readily accepted option if you need to make lots of changes to the snacks available. need to make lots of changes to the drinks available.

## TIP!

There are 2 ways you could take a gradual approach:

1. Replace the least popular snacks first, then work on replacing the best sellers second.
2. Sell down your stock of unhealthy snacks and don't order more once you sell out. As they sell out replace with healthier products.



## STEP THREE: ACT

Now you've done all the groundwork, it's time to put it into action.

Here's a great example of switching up the snacks.

Vic Kids' Community Centre reviewed the snacks on their kiosk menu and found that they had eight out of 10 snacks available that were unhealthy (unhealthy snacks are highlighted in **RED**). Next, they identified healthier options they could make available on their kiosk menu. Vic Kids' Community Centre decided to remove or replace the unhealthy snacks as follows:

Snacks menu BEFORE small bite	Price (\$)
Corn chips – nacho cheese	3.50
Potato chips – salt and vinegar	3.50
Pretzels	3.00
Dip and cracker pack – tzatziki and rice crackers	3.50
Trail mix	3.50
Chocolate bar – caramel	2.00
Chocolate bar – mint	2.00
Bag of jelly snakes	3.00
Bag of party mix lollies	3.00
Yoghurt-coated fruit and nut bar	2.50

Snacks menu AFTER small bite	Price (\$)
Popcorn – lightly salted	3.50
Potato chips – salt and vinegar	3.50
Veggie sticks and dip – carrot and celery with hummus	3.00
Cheese and cracker pack	3.50
Trail mix	3.50
Lightly salted almonds	3.00
Dip and cracker pack – tzatziki and rice crackers	3.50
Chocolate bar – caramel	2.00
Bag of jelly snakes	3.00
Apricot oat bar 30g	2.50



## SUPPORTING SUCCESS

Think about the ways you can promote your new healthy options through the way they are placed, priced and promoted. You are more likely to have success by changing how snacks are priced and promoted.

- Place the healthier options in the most prominent areas on your counters.
- Promote the healthier snacks in meal deals together with healthier drink options e.g. lightly salted popcorn and water for \$5.
- Price healthier snack options competitively so they are the cheaper choice e.g. lower the price of healthier options or increase the price of less healthy options.

Remember, this is just one of the 'bites' you can do to switch up the snacks. Check out **'Keep confectionary and unhealthy snacks out of sight'** for how to reduce promotion of unhealthy snack options in the facility.





## CELEBRATE

Great job! You've finished the 'Switch to healthier snacks' bite for Vic Kids Eat Well. Make sure to share the good news with the facility, and plan how you will continue your great work in the other action areas of Vic Kids Eat Well.

## FOR FURTHER HELP

### Vic Kids Eat Well tech team

For advice or assistance regarding program support and delivery, setting engagement and website database issues

- 1300 185 725
- [vickidseatwell@cancervic.org.au](mailto:vickidseatwell@cancervic.org.au)

### Your local Health Promotion Officer

For on the ground support

Full name: \_\_\_\_\_

Job title: \_\_\_\_\_

Organisation: \_\_\_\_\_

Contact no. \_\_\_\_\_

Email: \_\_\_\_\_



If you are having trouble accessing this document, please email [vickidseatwell@cancervic.org.au](mailto:vickidseatwell@cancervic.org.au) or call **1300 185 725**

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