

vending in schools – THE EDUCATED CHOICE INITIATIVE



*automatic vending
association*

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AVA members are regularly monitored and audited to ensure that they operate to the standards of the AVA Quality System - details on the AVA website www.ava-vending.org

Operators are the companies who site, fill and clean machines.

The AVA website www.ava-vending.org contains a list of operator and supplier members with phone and fax contacts and links to their own sites

Lists of members on the website www.ava-vending.org and by application to the AVA office.

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A three point plan for **AVA** members to ensure vending plays a positive role in providing an educated choice in food and drink vending in secondary schools



1. CO-OPERATION

- Guidance from Food Standards Agency
- Share with **Health Education Trust (HET)** examples of best practice
- Work with **HET** to develop a tool kit for schools vending
- Work with machine suppliers to ensure development of suitable machine types
- Work with product suppliers on vending compatible product sizes and shapes

2. COMMUNICATION

- **AVA** members will seize opportunities provided by **AVA** to exchange information on best practice in vending through regional meetings, **AVA** committees, **VEND inform** magazine and **AVEX**, the international vending exhibition
- **AVA** operator members will share information and best practice within their buying groups (**AVS**, **COVER**, **NIVO**, **RefreshU**)
- **AVA** will provide information to schools through the **AVA** website - allowing schools to select **AVA** members and to be aware of what questions to ask when setting up a vending contract
- **AVA** members will discuss with consumers via school councils, focus groups, product sampling
- **AVA** members will inform consumers through graphics and material on or by machine

3. ACTION

- **AVA** members who operate in secondary schools will provide a vending service which offers
 - a range of machines and products from which the school can make their choice
 - non-branded machines
 - secure delivery of product
 - cash and stock security
 - availability of snacks and drinks without the need to leave the school premises
 - potential additional income to the school
- **AVA** members do not offer vending to primary schools

Operator and supplier members will work together to identify suitable equipment for schools and to develop new machines and refinements to suit school needs.



1. CO-OPERATION

HEALTH EDUCATION TRUST (HET)

The AVA has a long history of working with the HET and has had a code of practice for vending in schools for more than ten years.

Tool kit – Currently the AVA are co-operating with HET to provide a tool kit for schools for vending provision, blending practical experience of operators with the results of the HET Trials on drinks and snacks vending.

Best Practice – The HET website www.healthedtrust.com will carry what they consider to be examples of best practice in vending in schools supplied by AVA members and designed to help schools organise their own provision.

Machines – AVA will co-operate with HET by verifying which types of machine are suitable for which types of product and which locations to avoid mismatch and potential problems (for example avoid glass bottles in machines which require a drop to vend). This information will appear on the HET website www.healthedtrust.com.

Contacts – A link to the HET website will be included on the AVA site www.ava-vending.org. A link to the AVA website will be included on the HET site.

MACHINE SUPPLIERS

AVA membership includes machine and ingredient suppliers as well as operators. Operator and supplier members will work together to identify suitable equipment for schools and to develop new machines and refinements to suit school needs.

Details of suitable equipment will be provided to HET for display on their website.

AVA operator members will work with supplier members to develop attractive machines which appeal to consumers.

AVA members will identify suitable payment systems (including cashless systems) for schools.

PRODUCT SUPPLIERS

AVA will ensure that members are aware of the need to offer product sizes and shapes appropriate to vending.

AVA will look to extend its supplier membership to include more companies who are offering alternative products suitable for vending in schools.

AVA will act as a link between operators, machine suppliers and product suppliers to help ensure that new equipment can vend products which schools want to offer.

AVA members will exchange information on products which have proved popular with schools.



2. COMMUNICATION

AVA MEMBER EXCHANGE OF BEST PRACTICE

AVA members will seize the following opportunities to exchange best practice on vending in schools:

VEND inform, the member magazine, published 6 times a year and provided free to all those working in member companies and larger vending specifiers. The magazine can also be supplied to schools

AVA MEETINGS

Regional AVA meetings – the 6 AVA regions (covering the North, the Midlands, the South East, the South West, Scotland and Ireland) each meet about four times a year. They provide an opportunity for formal and informal exchange of ideas

AVA holds regular business and social events on a national level which provide opportunities to share information

AVA committee meetings – the AVA committees which each meet 3 or 4 times a year but keep in regular contact, exist to provide a forum for exchanging information

Buying groups – vending operators work together in buying groups (AVS, Cover, NIVO, RefreshU) which each hold about 6 meetings a year bringing operators together in a non-competitive environment where they can and do exchange examples of best practice

SCHOOLS

Information - Details of all AVA members (operators, machine and ingredient suppliers) are available on the AVA website www.ava-vending.org.

It is a requirement of the AVA Member Code of Conduct that members undertake to

"Give the customer clear and full advice on the equipment service and payment options on offer and advise them to read the AVA publication Explaining Vending before signing contracts."

Explaining Vending is a booklet providing factual information on what to look for when commissioning vending. Copies are available from AVA members, the AVA office (020 8661 1112) and on the AVA website www.ava-vending.org.

CONSUMERS

Selection - AVA members are keen to work with schools to select the right products and machines for them.

They are happy to offer meetings with school councils and to organise focus groups and product sampling as part of the selection process.

Machine graphics and promotional material - AVA members are able to offer machine graphics and promotional materials which will enhance the appearance of the machine and draw attention to different product lines.



AVA members will continue not to offer vending to primary schools.

3. ACTION

AVA members will draw together information on best practice to develop a vending package which suits the needs of each individual school.

AVA members are able to be flexible in their choice of products and will ensure that the reaction to products on offer is monitored and that new selections are added to maintain interest in the machine.

AVA members will continue not to offer vending to primary schools.

