

<b>Report to:</b>	Trust Board	<b>Agenda item:</b>	SFT4054
<b>Date of Meeting:</b>	7 <sup>th</sup> June 2018		

<b>Report Title:</b>	CQUIN 1b: Healthy food for NHS staff, visitors and patients (2017/18)			
<b>Status:</b>	<b>Information</b>	<b>Discussion</b>	<b>Assurance</b>	<b>Approval</b>
			X	
<b>Prepared by:</b>	Ian Robinson, Head of Facilities			
<b>Executive Sponsor (presenting):</b>	Andy Hyett, Chief Operating Officer			
<b>Appendices (list if applicable):</b>	Appendix 1 – CQUIN 1B – Evidence of compliance Appendix 2 – Trust Healthy Food Initiative (2017) Appendix 3 – Letters of conformance from WHSmiths Appendix 4 – CQUIN 1B (2017/18) Requirements			

<b>Recommendation:</b>
To provide the Trust Board with an overview of the work undertaken around the provision of healthy food for Patients, Staff and Visitors and to demonstrate compliance with the CQUIN standard 1b: Healthy food for NHS staff, visitors and patients (2017/18).

<b>Executive Summary:</b>
The Trust has delivered and maintained all four outcome measures identified in the CQUIN standard 1b (2016/17) and can evidence that the 3 new CQUIN 1b standards (2017/18), have also been delivered.
The Trust can confirm and provide evidence of compliance with all the requirements for the CQUIN standard 1b (2017/18) Healthy food for NHS staff, visitors and patients.

<b>Board Assurance Framework – Strategic Priorities</b>	
<b>Local Services</b> - We will meet the needs of the local population by developing new ways of working which always put patients at the centre of all that we do	X
<b>Specialist Services</b> - We will provide innovative, high quality specialist care delivering outstanding outcomes for a wider population	
<b>Innovation</b> - We will promote new and better ways of working, always looking to achieve excellence and sustainability in how our services are	X

delivered	
<b>Care</b> - We will treat our patients, and their families, with care, kindness and compassion and keep them safe from avoidable harm	X
<b>People</b> - We will make SFT a place to work where staff feel valued and are able to develop as individuals and as teams	
<b>Resources</b> - We will make best use of our resources to achieve a financially sustainable future, securing the best outcomes within the available resources	

## Health and Wellbeing CQUIN 1B

This paper provides an overview on the work undertaken by the Trust to demonstrate compliance with CQUIN 1b: Healthy food for NHS staff, visitors and patients (2017/18).

### Summary

CQUIN 1b states that: providers will be expected maintain the four changes that were required in 2016/17, these being:

1. The banning of price promotions on sugary drinks and foods high in fat, sugar and salt (HFSS);
2. The banning of advertisement on NHS premises of sugary drinks and foods high in fat, sugar and salt (HFSS);
3. The banning of sugary drinks and foods high in fat, sugar and salt (HFSS) from checkouts; and
4. Ensuring that healthy options are available at any point including for those staff working night shifts.

In 2017/18 providers are also required to make the following 3 changes:

1. 70% of drinks lines stocked must have less than 5g of added sugar per 100ml or 10g per 100ml for milk based drinks.
2. 60% of confectionary and sweets do not exceed 250kcal.
3. At least 60% of prepacked sandwiches and other savoury prepacked meals available contain 400kcal or less per serving and do not exceed 5g saturated fat per 100g.

### Trust Position

There have been no changes in the provision of onsite catering arrangements with the in-house Catering team providing the catering services for patients and retail facilities for Staff and Visitors (Hedgerows Coffee Shop and Springs Restaurant).

WHSmiths and the League of Friends Shop continue to provide retail services for Staff and Visitors in the hospitals main entrance.

The Trust has delivered all four outcome measures identified in 2016/17, by banning price promotions on sugary drinks, foods high in fat, sugar and salt (HFSS), banning advertisements on the premises of foods HFSS, banned foods HFSS from checkouts and ensured that healthy options are available at any point including for those staff working night shifts.

In 2017/18 providers are also required to make the following 3 changes:

70% of Drink lines stocked must sugar free (defined as having less than 5g of sugar per 100ml) or 10 grams per 100ml for milk based drinks.

**Evidence (appendix 1):** 88% of drink lines stocked achieve this criterion; this increased to 100%, as from May 1<sup>st</sup> 2018.

60% of confectionary and sweets do not exceed 250kcal.

**Evidence (appendix 1):** 96% of confectionary and sweets stocked, do not exceed 250kcal, plans are in place (as from 1<sup>st</sup> July 2018), for 100% of confectionary and sweets, available for sale, to meet this standard.

At least 60% of prepacked sandwiches and other savoury prepacked meals available contain 400kcal or less per serving and do not exceed 5g saturated fat per 100g.

**Evidence (appendix 1):** As from 15<sup>th</sup> June 2017, 71% (49 of 69 product lines stocked) of prepacked sandwiches and other savoury prepacked meals available contain 400kcal or less per serving and do not exceed 5g saturated fat per 100g.

#### Patient Catering

Menu composition and the nutritional content of recipes, developed for the patient catering service is monitored and has been approved by a state registered dietitian. Additionally, in December 2017 the catering service was assessed by the Soil Association and accredited with a Bronze 'Food for Life' Award.

<https://www.soilassociation.org/certification/the-food-for-life-catering-mark/sectors/hospitals/>



#### Staff and Visitors

In 2016 the in-house catering team (supported by dietitians), developed a range of measures (appendix 2) to make fundamental changes to the range and type of foods and beverages available for sale within the Catering Departments two retail outlets. These were updated in May 2017 and are currently under further review following changes in sugar content, made by confectionary manufacturers.

These changes demonstrate a change of focus that:

- supports the promotion and accessibility of healthier food and beverage choices,
- will lead to a reduction in sales of sugar sweetened beverages, and
- Supports delivery of CQUIN 1b.

As from May 1<sup>st</sup> (2018) the Trust operated catering outlets (Springs and Hedgerows) stopped selling all beverages (hot or cold) that contain more than 5g of added sugar per 100ml or 10g of added sugar per 100ml for milk based beverages.

With this change in practice the Trust has signed up to the Sugar Sweetened Beverage Sales Reduction Scheme.

#### League of Friends Shop (Main Entrance)

David Stratton (Chairman, Salisbury Hospital League of Friends) has taken the following actions to ensure the League of Friends shop is compliant with the CQUIN 2017/18, standard 1B.

- All volunteers have been informed by email or by a specially convened volunteer meeting about the reasons behind the changes.
- The unit of sale for loose sweets has been reduced to 50 gms.
- A notice for customers explaining the reason behind the amended unit sales weight has been displayed prominently in the shop.
- An evaluation of the calorie content/ unit weight of the loose sweets sold was undertaken and this has confirmed that >90% of the sweets have a calorie content of 250 cals or less per 50 gm unit weight.
- All the jars containing the loose sweets have been relabelled to show the content and the cost of the amended unit weight.
- Pre-packaged loose sweets are labelled with the new unit weight.
- The shop scales have been adjusted to weigh the new unit weight.
- An evaluation of the calorie content of the sweets that are packaged by the manufacturers has been undertaken. This confirms that >95% of lines sold comply with the revised unit weight.

A Trust Executive Director has visited the shop and confirmed that the measures put into place by the League of Friends, demonstrate compliance with CQUIN standard 1B for 2017/18.

WH Smiths

NHS England has confirmed that WH Smiths are compliant with CQUIN standard 1B for 2017/18 (appendix 3). This was later confirmed by WH Smiths in a letter to the Trust received in March 2018 (appendix 3), in which plans for compliance with the 2018/19 standard were also identified.

The Trust can confirm and provide evidence of compliance with all the requirements for the 2017/18 CQUIN Standard 1B.

*Ian Robinson*  
*Head of Facilities*  
*1<sup>st</sup> June 2018*

Appendix 1  
**CQUIN 2017/18 – Evidence**

**Target:** 70% of Drink lines stocked must sugar free (less than 5g of sugar per 100ml) or 10 grams per 100ml for milk based drinks.

**Evidence:** 88% of drink lines stocked achieve this criterion; this will increase to 100%, as from May 1<sup>st</sup> 2018.

70% of dinks lines stocked, including fruit juices with sugar added, must be sugar free (contain less than 5 grams of sugar per 100ml or 10 grams per 100 ml for milk based drinks).									
		Sugar Content per 100ml	Number of drink lines stocked	Compliant	Non Compliant	Totals	Compliant	Non Compliant	Non compliant
Strawberry Milk Shake	8.6	1	1			40	35	5	13%
Chocolate Milk Shake	9.1	2	1						Compliant
Banana Milk Shake	8.9	3	1						88%
Diet Coke	0	4	1						
Zero Coke	0	5	1						
Diet Cherry Coke	0	6	1						
DR Pepper	0	7	1						
Diet Coke Can	0	8	1						
Fanta Zero	0.5 nas	9	1						
Sprite Zero	0	10	1						
Lucozade Orange	4.5	11	1						
Powerade Cherry	3.9	12	1						
Powerade Orange	4.1	13	1						
Powerade Tropical	4.1	14	1						
Oasis Summer Fruit	4.1	15	1						
Oasis Citrus	4.1	16	1						
Lucozade Sport	3.6	17	1						
Ribena Cartons	10	18			1				
Ribena Bottle	10	19			1				
Lucozade Original	4.5	20	1						
Alibi Healthy Drinks									
Citrus	18.8 nas	21	1						
Pomegranate	21.1nas	22	1						
Blueberry	20.8nas	23	1						
Savse Smoothies									
Red	7 nas	24	1						
Orange	8.1 nas	25	1						
Blueberry	8 nas	26	1						
Green	7.1 nas	27	1						
Purple	7.6 nas	28	1						
Juice Burst Skinny									
Pink Lemonade	5.4 nas	29	1						
Pomegranate & Blueberry	5.1 nas	30	1						
Peach & Passion Fruit	4 nas	31	1						
Juice Burst									
Orange	8.8 nas	32	1						
Apple	8.8 nas	33	1						
Blood Orange	6.3 nas	34	1						
Tropical	5.1 nas	35	1						
Appletiser	10.5	36			1				
Minute Maid Orange	11	37			1				
Minute Maid Apple	11.3	38			1				
Pure Orange Juice	11.2 nas	39	1						
Pure Apple Juice	11.4 nas	40	1						

The five drinks highlighted in red exceed 5gs of added sugar per 100ml and will no longer be available for sale as from May 1<sup>st</sup> 2018.

**Target:** 60% of confectionary and sweets do not exceed 250kcal.

**Evidence:** 96% of confectionary and sweets stocked, do not exceed 250kcal, plans are in place for 100% of confectionary and sweets, available for sale, to meet this standard.

60% of Confectionery and Sweets do not exceed 250kcal									
	Kcal		Compliant	Non Compliant					
Chocolate Bars					Totals	Compliant	Non Compliant	Non compliant	
Twirl	230		1		23	22	1	4%	
Snicker	245		1					Compliant	
Crunchie	186		1					96%	
Twix	248		1						
Revels	169		1						
Toffee Crisp	198		1						
Malteser	186		1						
KitKat Milk Chunky	203		1						
Kitkat Peanut Chunk	226		1						
Divine White	216		1						
Divine Dark	216		1						
Divine Milk	237		1						
KitKat 4 fingers	209		1						
KitKat Dark4 Fingers	226		1						
Bounty	277			1					
Freddo	95		1						
Sweets			Compliant	Non Compliant					
Werthers Original	212		1						
Halls Extra Strong	128		1						
Halls Cherry	75.2		1						
Halls Blackcurrent	130		1						
Halls Soothers	168		1						
Fruit Pastilles	184		1						
Polo Mints	136		1						
Total Lines	23		22	1					

Plans are in place to replace Bounty bars with products with a lower calorific value.

**Target:** At least 60% of prepacked sandwiches and other savoury prepacked meals available contain 400kcal or less per serving and do not exceed 5g saturated fat per 100g.

**Evidence:** As from 15<sup>th</sup> June 2017 – 71% (49 of 69 product lines available) of prepacked sandwiches and other savoury prepacked meals available contain 400kcal or less per serving and do not exceed 5g saturated fat per 100g.

#### SALISBURY DISTRICT HOSPITAL SPRINGS AND HEDGEROWS

NUTRITIONAL INFORMATION																				
PRODUCT CODE	PRODUCT DESCRIPTION	WEEKLY SALES	Energy (KJ)		Energy (kcal)		Fat (g)		Saturates (g)		Carbohydrate (g)		Sugars (g)		Protein (g)		Fibre (g)		Salt (g)	
			PER 100 g	PER PACK	PER 100 g	PER PACK	PER 100 g	PER PACK	PER 100 g	PER PACK	PER 100 g	PER PACK	PER 100 g	PER PACK	PER 100 g	PER PACK	PER 100 g	PER PACK	PER 100 g	PER PACK
S001	Simply Gammon Ham on White Bread	13	755	1057	179	251	4.5	6.4	1.4	2.0	26.7	37.4	1.4	1.9	7.0	9.8	1.8	2.6	0.9	1.2
S002	Simply Gammon Ham on Malted Wheat Bread	8	809	1132	192	269	4.8	6.8	1.4	2.0	28.7	40.2	1.9	2.6	7.4	10.4	2.1	3.0	0.9	1.2
S003	Simply Grated Cheddar Cheese on White Bread	3	1196	1675	284	398	14.6	20.4	8.3	11.6	26.7	37.4	1.4	2.0	13.2	18.4	1.8	2.6	1.3	1.8
S004	Simply Grated Cheddar Cheese on Malted Wheat Bread	12	1250	1750	297	416	14.8	20.8	8.3	11.6	28.7	40.2	1.9	2.7	13.6	19.0	2.1	3.0	1.3	1.8
S005	Simply Double Cheddar Mayonnaise on White Bread	2	1146	1662	273	396	14.4	20.8	5.3	7.7	27.1	39.2	1.9	2.7	9.2	13.4	1.8	2.6	1.3	1.9
S006	Simply Double Cheddar Mayonnaise on Malted Wheat Bread	4	1198	1737	286	414	14.6	21.2	5.3	7.7	29.0	42.0	2.4	3.5	9.6	14.0	2.0	3.0	1.3	1.9
S007	Simply Turkey and Ham on White Bread	8	873	1135	207	269	5.7	7.4	1.9	2.5	28.7	37.4	1.5	1.9	9.2	12.0	2.1	2.8	1.1	1.4
S008	Simply Turkey and Ham on Malted Wheat Bread	9	931	1210	221	288	6.0	7.8	2.0	2.5	30.9	40.2	2.0	2.6	9.6	12.5	2.4	3.2	1.1	1.4
S009	Simply Sliced Egg and Tomato on White Bread	10	744	1236	177	293	5.7	9.5	1.7	2.8	23.4	38.8	1.7	2.9	7.5	12.4	1.8	3.0	0.7	1.1
S011	Simply Free Range Egg Mayonnaise on White Bread	8	1086	1520	259	363	13.1	18.3	2.4	3.4	27.3	38.2	1.4	1.9	8.2	11.5	1.8	2.6	0.9	1.3
S012	Simply Free Range Egg Mayonnaise on Malted Wheat Bread	8	1140	1596	273	382	13.4	18.7	2.4	3.4	29.3	41.0	1.9	2.6	8.6	12.1	2.1	3.0	0.9	1.3
S013	Simply Tuna Mayonnaise on White Bread	6	923	1292	219	307	6.9	9.7	1.5	2.1	27.5	38.5	1.7	2.4	11.0	15.4	1.8	2.6	1.0	1.4
S014	Simply Tuna Mayonnaise on Malted Wheat Bread	9	977	1367	232	325	7.2	10.1	1.5	2.1	29.5	41.3	2.2	3.1	11.4	15.9	2.1	3.0	1.0	1.4
S015	Simply Gammon Ham and Tomato on White Bread	8	645	1070	153	224	3.8	6.3	1.2	1.9	23.4	38.8	1.7	2.9	5.8	9.6	1.8	3.0	0.7	1.2
S016	Simply Gammon Ham and Tomato on Malted Wheat Bread	12	690	1146	164	272	4.0	6.7	1.2	1.9	25.0	41.6	2.2	3.6	6.1	10.2	2.0	3.4	0.7	1.2
S017	Simply Chicken and Coleslaw on White Bread	2	875	1225	208	291	5.8	8.1	1.5	2.1	27.6	38.7	1.9	2.6	10.7	15.0	2.0	2.8	0.9	1.3
S018	Simply Chicken and Coleslaw on Malted Wheat Bread	9	928	1300	221	309	6.1	8.5	1.5	2.1	29.6	41.5	2.4	3.3	11.1	15.6	2.3	3.2	0.9	1.3
S020	Simply Gammon Ham and Free Range Egg Mayonnaise on White Bread	12	1011	1516	241	362	10.9	16.4	2.1	3.2	27.2	40.8	1.8	2.6	8.2	12.3	2.0	3.0	0.9	1.3
S021	Simply Chicken on White Bread	10	918	1194	218	283	5.0	6.6	1.5	2.0	29.0	37.6	1.6	2.0	13.4	17.4	2.0	2.6	0.9	1.2
S022	Simply Chicken on Malted Wheat Bread	8	976	1269	232	301	5.4	7.0	1.6	2.0	31.1	40.4	2.1	2.8	13.8	18.0	2.3	3.0	0.9	1.2
101	Cheddar Cheese and Pickle on White Bread	6	1112	1613	264	383	12.1	17.5	6.6	9.6	28.3	41.0	3.4	5.0	11.2	16.2	1.8	2.7	1.1	1.7
102	Cheddar Cheese and Tomato on Malted Wheat Bread	13	988	1640	235	390	10.8	17.9	5.8	9.6	25.1	41.6	2.2	3.6	10.3	17.0	2.0	3.4	1.0	1.6
105	Gammon Ham and Mixed Salad on White Bread	11	614	1074	146	255	3.6	6.3	1.1	1.9	22.3	38.9	1.7	2.9	5.5	9.7	1.7	3.0	0.7	1.2
106	Gammon Ham and Cheddar Cheese on White Bread	11	1033	1343	245	319	9.6	12.4	4.5	5.8	28.8	37.4	1.5	2.0	10.3	13.4	2.0	2.6	1.1	1.4
107	Chicken and Mixed Salad (no Mayonnaise) on White Bread	14	742	1299	176	309	4.0	7.0	1.2	2.0	24.0	42.0	2.1	3.7	10.5	18.4	2.0	3.4	0.7	1.3
109	Chicken Tikka (New Recipe!) with Iceberg Lettuce	5	904	1401	215	333	7.6	11.8	1.5	2.4	25.1	39.0	1.8	2.8	10.8	16.8	1.8	2.7	1.0	1.5
110	Chicken and Sage and Onion Stuffing with Mayonnaise	5	880	1453	209	345	6.7	11.1	1.4	2.3	24.2	39.9	1.4	2.4	12.2	20.1	1.6	2.6	1.4	2.3
111	Chicken Mayonnaise and Crispy Bacon on Malted Wheat Bread	4	995	1592	237	379	8.0	12.8	2.1	3.3	25.9	41.4	2.0	3.2	14.6	23.4	1.9	3.0	1.2	2.0
112	BLT (Traditional Recipe!) on Malted Wheat Bread	12	869	1573	207	325	8.5	15.3	2.2	4.1	24.0	43.4	2.5	4.6	8.2	14.8	2.0	3.6	1.1	2.0
114	Prawn Mayonnaise (Traditional Recipe!) on Malted Wheat Bread	13	929	1393	221	332	7.7	11.6	1.5	2.2	27.7	41.5	2.1	3.2	9.3	13.9	2.0	3.0	1.4	2.1
115	Tuna Mayonnaise and Sweetcorn on Malted Wheat Bread	4	898	1482	214	352	6.7	11.1	1.4	2.3	26.3	43.3	2.4	3.9	10.9	18.0	2.1	3.5	0.9	1.5
116	Tuna Mayonnaise and Cucumber on White Bread	8	787	1369	187	325	6.0	10.5	1.3	2.2	22.8	39.6	1.6	2.9	9.9	17.2	1.5	2.7	0.9	1.6
116B	Tuna Mayonnaise and Cucumber on Malted Wheat Bread	8	830	1444	197	344	6.2	10.9	1.3	2.2	24.4	42.4	2.1	3.6	10.2	17.8	1.8	3.1	0.9	1.6
118	Sliced Egg and Mixed Salad on Malted Wheat Bread	6	751	1314	179	313	5.6	9.9	1.6	2.8	23.9	41.7	2.1	3.6	7.4	13.0	2.0	3.4	0.7	1.2
119	Smoked Salmon with Lemon Juice and Black Pepper on White Bread	12	1120	1580	264	372	10.5	14.9	7.4	10.4	28.8	40.7	2.0	2.8	13.1	18.5	2.2	3.1	1.5	2.1
121	Halal Chicken and Mixed Salad on Malted Wheat Bread	6	742	1299	176	309	4.0	7.0	1.2	2.0	24.0	42.0	2.1	3.7	10.5	18.4	2.0	3.4	0.7	1.3
123	Corned Beef and Pickle on White Bread	6	988	1433	234	340	7.6	11.0	2.7	3.9	28.4	41.3	3.6	5.3	11.8	17.1	1.8	2.7	1.1	1.6
131	Veggie-Tales	6	947	1619	226	386	10.7	18.3	2.8	4.8	24.5	41.9	2.0	3.4	7.6	13.0	2.0	3.3	0.9	1.5
132	'Meteorite' (A Meaty Mixture)	7	900	1554	215	371	8.8	15.1	2.4	4.2	23.3	40.2	1.7	3.0	10.2	17.5	1.8	3.1	1.0	1.8
133	'Aquatic' (A Fishy Selection)	5	924	1512	220	360	8.4	13.8	1.9	3.1	24.9	40.8	1.9	3.1	10.3	16.8	1.8	3.0	1.1	1.9
134	'Mix-N-Match'	5	831	1444	198	343	7.3	12.7	2.6	4.5	23.9	41.5	2.3	4.0	8.7	15.2	1.8	3.1	0.9	1.7
137	Just Chicken' (Say No More)	6	812	1524	193	363	5.9	11.1	1.3	2.4	22.5	42.2	2.4	4.5	12.0	22.4	1.6	3.1	0.9	1.7
201	Humous and Mixed Salad on Malted Wheat Bread	9	897	1569	214	374	8.7	15.3	1.2	2.0	26.4	46.1	2.1	3.8	6.4	11.3	2.7	4.7	0.8	1.4
301	Low Fat Cream Cheese, Red Peppers, Tomato and Onion on White Bread	8	587	1121	139	266	1.8	3.4	0.8	1.5	23.5	44.9	3.1	5.8	6.9	13.1	2.0	3.9	0.5	1.0
302	Tuna, Spring Onions and Tomato with Creme Fraiche	12	705	1205	167	286	3.1	5.3	1.7	2.8	25.2	43.0	2.7	4.5	9.0	15.4	2.1	3.5	0.6	1.1
401	New York Deli on Malted Wheat Bread	5	774	1711	184	408	7.2	16.0	3.1	6.9	20.0	44.2	2.1	4.7	9.4	20.7	1.7	3.8	1.0	2.3
402F	Gammon Ham with Mature Cheddar, Creamy Mayonnaise and Onion on White Bread	4	767	1572	183	375	7.5	15.3	3.0	6.1	20.6	42.2	1.9	3.8	7.8	16.0	1.7	3.5	0.9	1.8
403F	Sliced Egg and Mayonnaise with Mustard Cream on White Bread	3	898	1751	215	418	10.2	19.9	1.6	3.2	21.4	41.8	1.6	3.1	9.4	18.4	1.6	3.1	0.7	1.4



# SALISBURY DISTRICT HOSPITAL SPRINGS AND HEDGEROWS

NUTRITIONAL INFORMATION																				
PRODUCT CODE	PRODUCT DESCRIPTION	WEEKLY SALES	Energy (KJ)		Energy (kcal)		Fat (g)		Saturates (g)		Carbohydrate (g)		Sugars (g)		Protein (g)		Fibre (g)		Salt (g)	
			PER 100 g	PER PACK	PER 100 g	PER PACK	PER 100 g	PER PACK	PER 100 g	PER PACK	PER 100 g	PER PACK	PER 100 g	PER PACK	PER 100 g	PER PACK	PER 100 g	PER PACK	PER 100 g	PER PACK
907	Chunky Egg, Tuna, Spring Onion and Crème Fr	11	778	1284	185	306	6.9	11.3	3.4	5.6	19.4	32.0	1.9	3.2	10.5	17.4	1.2	1.9	1.3	2.1
909	Chilli, Cheddar, Coleslaw and "Superfood"Sal	9	812	1625	193	387	10.0	20.0	6.2	12.5	19.5	39.0	3.7	7.4	7.6	15.3	1.5	3.0	1.4	2.9
918	Chicken Caesar Salad (Plain Wrap)	7	772	1676	184	399	7.5	16.3	1.5	3.2	14.6	31.8	1.9	4.1	14.5	31.5	1.1	2.4	1.5	3.2
919	Tuna Crunch Mayonnaise (Plain Wrap)	6	670	1339	160	319	6.3	12.5	1.7	3.4	16.8	33.6	2.3	4.7	8.8	17.5	1.2	2.3	1.2	2.3
928	Breakfast Wrap – Free Range Egg Mayonnaise	6	966	1767	231	423	13.0	23.7	2.8	5.1	19.2	35.2	2.6	4.8	9.3	17.1	1.2	2.1	1.5	2.8
SAL100	Tuna Nicoise Salad	6	481	1010	116	243	8.5	17.8	1.2	2.6	2.3	4.9	1.2	2.6	7.5	15.8	0.9	1.9	0.4	0.8
SAL101	Greek Salad	6	625	1206	151	291	13.6	26.2	4.3	8.3	2.9	5.7	1.4	2.8	4.3	8.3	0.8	1.6	0.8	1.6
SAL209	Chargrilled Chicken Caesar with Parmesan Sal	5	497	1068	120	257	8.6	18.4	1.5	3.2	4.1	8.8	2.3	4.9	7.1	15.4	1.1	2.3	0.8	1.8
SAL307	Couscous Salad	5	617	1142	148	274	7.8	14.5	1.0	1.9	15.2	28.1	2.5	4.6	3.5	6.4	1.4	2.6	0.6	1.1
SAL601	Tuna Vinaigrette Salad	2	587	1702	141	409	9.3	27.0	1.0	3.0	8.0	23.2	1.5	4.4	6.5	19.0	1.1	3.2	0.8	2.3
SAL602	Cheddar Ploughmans With Branston Pickle Sa	2	682	1945	163	465	10.5	30.1	4.6	13.0	9.9	28.3	3.3	9.4	7.2	20.5	1.2	3.3	0.9	2.6
SAL604	Quiche and Sweet Pickle Salad	2	662	1888	158	450	5.7	16.3	1.2	3.3	22.2	63.4	3.4	9.8	4.0	11.5	1.1	3.2	0.6	1.6
SAL607	Chicken Caesar with Parmesan Cheese Salad	2	602	1715	144	412	8.8	25.2	1.4	4.0	8.2	23.3	1.8	5.1	8.4	23.9	1.1	3.2	0.9	2.5
SL601M	Tuna Vinaigrette (No Mayo) Salad	2	529	1535	127	368	7.8	22.7	0.9	2.7	7.9	22.9	1.5	4.4	6.6	19.1	1.2	3.5	0.7	2.1
SL603M	Gammon Ham and Sweet Pickle (No Mayo) Sa	2	303	894	72	213	2.5	7.3	0.3	1.0	9.7	28.6	3.3	9.7	2.9	8.5	1.2	3.7	0.5	1.6
T010W	'BIGGER' Cheddar Cheese on White Bread To	10	1312	1968	312	469	16.7	25.0	9.1	13.7	25.0	37.5	1.4	2.0	15.1	22.6	1.7	2.6	1.4	2.1
T011W	'BIGGER' Cheddar & Tomato on White Bread	8	1073	1995	255	475	13.5	25.1	7.3	13.7	20.9	38.9	1.6	3.0	12.3	23.0	1.6	3.0	1.1	2.1
T012W	'BIGGER' Cheddar & Onion on White Bread T	18	1177	2001	280	477	14.7	25.0	8.0	13.7	23.1	39.3	1.7	2.9	13.4	22.9	1.7	2.9	1.2	2.1
T014W	'BIGGER' Gammon Ham & Tomato on White B	18	616	1084	146	257	3.6	6.4	1.1	2.0	22.0	38.8	1.6	2.9	5.8	10.2	1.7	3.0	0.7	1.2
T015W	'BIGGER' Cheddar, Tuna and Onion on White	15	1050	1785	250	424	11.1	18.9	5.8	9.8	22.6	38.5	1.4	2.5	14.4	24.5	1.6	2.7	1.1	1.9
T016W	'BIGGER' Breakfast Toastie on White Bread Tc	10	1151	2072	275	494	13.6	24.4	5.5	9.8	25.9	46.7	3.6	6.5	11.1	20.0	1.6	3.0	1.4	2.6
WEEKLY TOTAL:		851	WEEKLY TOTAL:		TOTAL PRODUCTS WITH LESS THAN 400 KCAL PER PACK AND LESS THAN 5 g SATURATED FAT PER 100 g						PERCENTAGE OF LESS THAN 400 KCAL PER PACK AND 5 g SATURATED FAT PER 100 g PRODUCTS									
					851						60.99%									

The Trust does not offer prepacked salads or savoury prepacked meals for sale.

Appendix 2

## 2017 Healthy Food Initiative

*Under review*

	Foods	Rule	Exceptions	Comment
1	Chocolate based confectionary and biscuits	Confectionary with sugar content greater than 52.5g per 100g (2018 target 51g per 100g) <b>will not be offered for sale</b> ( <i>KitKat rule</i> ).  <b>Confectionary and biscuits with sugar content greater than 22.5g per 100g</b> (e.g. chocolate/sandwich/fancy biscuits, chocolate bars) should not be offered for sale within 2 metres of a till point, may not be included within a sales promotion or be advertised for sale on posters/intranet etc.	Confectionary smaller than 20g (e.g. Freddo)	Designed to limit the range and size of confectionary on sale.  <b>CQUIN 16/17</b>
2	Chocolate based confectionary	Chocolate based confectionary would not be offered for sale in pack sizes greater than 48g (e.g. wispa gold, double decker, picnic, boost, Cadbury caramel).	Bags to share are permitted, limited to a maximum size of 200g. Sugar content may not exceed 52.5g per 100g ( <i>51g per 100g from 2018</i> ).	Designed to limit the pack size of confectionary on sale.
3	Chocolate based confectionary and sweets	60% of confectionary and sweets lines must not exceed 250 kcal by serving/bag.		<b>CQUIN 17/18</b>
4	Boiled Sweets/Mints and other non-chocolate confectionary	May not be offered for sale within 2 metres of a till point, may not be included within a sales promotion or be advertised for sale on posters/intranet etc. The product range available for sale must not be dominant.  The range of 'wholefoods' or healthier alternatives must be the same or	Dried Fruit snacks, un-salted nuts.	<b>CQUIN 16/17</b> 'Healthier alternatives' - need to develop some criteria to define these for sugar, fat and salt

		greater in product range and be sold adjacent.		levels.
5	Carbonated and still Drinks	Beverages with sugar content greater than 9.5g of sugar per 100g <b>will not be offered for sale</b> (e.g. 7-up, Coke)	100% natural Fruit Juices and smoothies with max portion size of 200ml.	Need to increase variety of diet/light/'zero' options
6	Carbonated and still Drinks	70% of dinks lines stocked, including fruit juices with sugar added, must be sugar free (contain less than 5 grams of sugar per 100ml or 10 grams per 100 ml for milk based drinks).		<b>CQUIN 17/18</b>
7	Crisps/Snacks	Crisps/Snacks with a salt content greater than <b>1.5g</b> per 100g will not be offered for sale e.g. Walkers Salt and vinegar =1.62g/100g, Cheddars = 2.4g/100g, Hula Hoops = 1.8g/100g.	<b>Exceptions</b> Quavers 0.44g salt/20g Pombear 0.27g salt/19g Wotsits 0.44g salt/22.5g Snacks with salt less than 1.5g salt per 100g e.g. <i>Walkers Ready salted</i> 1.4g/100g.	
8	Crisps/Snacks	Crisps/Snacks with <b>fat content higher than 17.5g per 100g or Saturated fat content greater than 5g per 100g</b> will not be offered for sale within 2 metres of a till point, may not be included within a sales promotion or be advertised for sale on posters/intranet etc.  Snacks with saturated fat content greater than 3.4g per 100g will not be offered for sale.		<b>CQUIN 16/17</b>
9	Crisps/Snacks	Crisps may not be sold in pack sizes greater than 35g e.g. 'grab' bag size packs would not be offered for sale.	Baked crisps (e.g. Walkers baked pack is 37.5g)	
10	Sandwiches	70% of all prepared sandwiches offered for sale will be made using a low fat spread, where a dressing is used; this will be low in fat.	Sandwiches made to order. A maximum of 30% of sandwiches offered for sale may be prepared using 'full	Need to ensure healthier sandwiches are clearly labelled and promoted.

			fat' spreads.	
11	Sandwiches	60% of pre-packed sandwiches and other savoury pre-packed meals (e.g. wraps, pasta salads and salads), contain 400 kcal (1680kj) or less per serving and do not exceed 5g saturated fat per 100g <sup>2</sup> .		<b>CQUIN 17/18</b>
12	Salads	All prepared salads offered for sale will be made using a low fat dressing. <b>Portion sizes of high fat protein portions in salads will be portion controlled;</b> e.g. 60g piece cheddar cheese.	Salads made to order.	Ensure healthier alternative protein is offered with salads e.g. medium fat cheeses such as Feta, half fat cheddar, cottage cheese.
13	Advertising	No branded fridge/chiller, vending machine or display stand/cabinet, promoting products high in salt (more than 1.5g/100g), fat (more than 17.5g/100g) or sugar (more than 22.5g/100g) will be permitted.		
14	Promotions	Food high in salt (more than 1.5g/100g), fat (more than 17.5g/100g) or sugar (more than 22.5g/100g) may not be included within any price/sales promotion, <b>meal deal</b> or be offered prominent display/sales space.		<b>CQUIN 16/17, 17/18</b>
15	Promotions	All sales promotions/displays must include healthy alternatives e.g. zero % sugar drinks, salt free wholefoods.		<b>CQUIN 16/17</b>

Appendix 3  
Letters from WH Smiths



**Ian Rankin**  
WH Smith Travel Limited  
Victoria House  
37-63 Southampton Row  
Bloomsbury Square  
London  
WC1B 4DA

NHS England  
Skipton House  
80 London Road  
London  
SE1 6LH

July 2017

Dear Ian,

Thank you for confirming WH Smith Travel Ltd's support for NHS England's voluntary sales reduction scheme on sugar-sweetened beverages on NHS premises. We are delighted that you have signed-up to the voluntary scheme to reduce sugar-sweetened beverage sales, in what we feel is a crucial step in tackling obesity and improving the health of NHS staff, visitors and patients.

I'd like to thank you for confirming that WH Smith Travel Ltd is committed to working towards achieving the 10% target on a site by site basis by March 2018 wherever possible, with your further commitment to achieving 10% or less across your entire portfolio of NHS England sites.

We look forward to continuing to work with you, and the sites that you are based in, over the coming year.

Kind regards,

A handwritten signature in black ink, appearing to read 'Emily Hough', written over a light blue horizontal line.

Emily Hough

Director, Strategy Group



Strategy Group  
NHS England  
Skipton House  
80 London Road  
London  
SE1 6LH

March 2018

Dear Ian,

I am writing on behalf of NHS England to express my thanks for the progress made by WHSmith over the last 2 years to improve the nutrition of food and drink sold in NHS hospitals, and to confirm our position on your compliance with the 2017/18 CQUIN standards based on the plans you have shared with us.

Improving the range and quality of healthy options in food and drink outlets on NHS premises is an ambition we share. The engagement from our commercial partners in this endeavour is crucial and NHS England values our ongoing partnership and appreciates the progress you have made. We recognise the considerable changes which have been made by WHSmith during the last 2 years of the CQUIN scheme. This has included removing price promotions on unhealthy products, refocusing staff targets to promote healthier snacking and supporting the programme to reduce the sales of sugar sweetened beverages.

Based on the plans you have shared with us and on the understanding that these plans have been implemented in all stores, NHS England consider WHSmith to be compliant with all six of the 2017/18 CQUIN criteria that apply to retail outlets. This achievement reflects your ongoing commitment to this agenda and the significant changes that WHSmith has made during 2017/18.

For 2017/18 criteria we will honour the previous agreement made with WHSmith to retain 12 lines of bagged sweets and block chocolate that are price marked by the suppliers in order to stock lower portion bags in stores. We have also made agreement that the 'pick n mix' units and Coca-Cola branded drinks chillers will be phased out of WHSmith hospital stores during 2018.

I can confirm that in 2017/18 no exemptions have been provided to any retailer regarding meal deals, and that from 2018/19 no further exemptions will be granted to any retailer in order to maintain a fair standard.

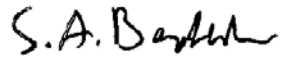
Trusts and CCGs can check compliance on a local store level as the basis for local CQUIN negotiation and payment. Your ten point plan is also attached to this letter which can act as supporting evidence for Trusts to demonstrate to local commissioners how CQUIN has been implemented in WHSmith stores.

We recognise that to plan for significant change businesses need assurance about the longer term plan. NHS England is committed to improve the nutrition of food and drink sold on NHS sites. During

the first six months of 2018/19 we will work with our commercial partners to set our long term strategy beyond the 2018/19 CQUIN, and as part of this we will look to engage in senior level dialogue with you and our other commercial partners.

We look forward to continuing to work with you to improve the nutrition of food and drink available to NHS staff, visitors and patients.

Your sincerely,



Simon Bampfylde

NHS Healthy Workforce Programme Manager



Rob Newton

NHS Food and Drink CQUIN Lead



## WH Smith Travel Limited

Victoria House  
37-63 Southampton Row  
Bloomsbury Square  
London  
WC1B 4DA

Telephone 01793 616161  
Facsimile 01793 562265  
March 2018

Dear Trust,

In March 2017 we fully implemented the first healthier eating CQUIN in your hospital to support both yourselves and NHS England in improving healthier retailing standards across our hospital estate. Since then, we have been in regular discussion with the CQUIN strategy team to work through the new guidelines set out for CQUIN 2. Whilst in some cases we have seen an impact to sales since implementation, we are still committed in continuing to support last year's CQUIN requirements across our stores and below outlines how we intend to show our compliance to this year's further requirements for the CQUIN in 2018.

As per last year we have replicated our strategy and have agreed an implementation plan with NHS England, which is outlined below. This will give you the assurance you need over store compliance and allows WHSmith to provide a standardised approach across our entire Hospital estate. This 10 point plan will provide the evidence you need to demonstrate to your local commissioner how CQUIN has been implemented in your store and that the WHSMITH is now fully CQUIN compliant:

- All CQUIN requirements for the 2017 CQUIN remain in situ and our compliance from last year remains in place (As per last year's letter)

#### WH Smith plan for CQUIN compliance in 2018/19:

1. All CQUIN requirements for the 2016/17 CQUIN remain in situ and our compliance from last year remains in place (As per last year's letter)
2. Adhere to the 60% compliance of facings for products under 250kcal (based on centrally created planograms) in store across sweet confectionary areas; this will be looked at from a total space in store for all sweet confectionary space. We will provide a % for each store in our estate. Due to the vast number of planograms we have in our estate we will be fully auditable for any store through NHS England centrally and example planograms of a small, medium and large store have been given to NHS England to show our compliance.
3. Adhere to the 60% compliance of facings for products under 400kcal or less and containing no more than 5g sat fat per 100g (based on centrally created planograms) in store across sandwiches and other savoury pre-packed meals (wraps, salads, pasta salads, this will be looked at from a total space in store for all sandwich space. We will provide a % for each store in our estate. Due to the vast number of planograms we have in our estate we will be fully auditable for any store through NHS England centrally and example planograms of a small, medium and large store have been given to NHS England to show our compliance.
4. Continue to support the voluntary agreement on sugar sweetened beverages where WHSMITH remains committed to achieving the 90/10 sales mix, this will supersede any CQUIN criteria and satisfy our adherence in this area.



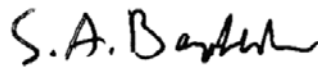
5. The meal deal will now only contain sandwiches and main meals that are under 400 kcal and less than 5g of sat fat per 100g. On top of this we will remove all snacking components of the meal deal which do now fall within green or amber traffic lights across fat, sugar and salt. This will vastly reduce the offering within our meal deal, however we have worked tirelessly to produce a range to satisfy staff and patient shoppers, this new range of sandwiches will launch as part of our going live with CQUIN 17/18 at the back end of March 2018.
6. In all of our stores where we have a Q-System, from the end of March 2018, this will no longer contain any products high in fat, sugar or salt, unless those products are excluded by NHS England, such as portion controlled dried fruit and unsalted nuts.
7. Price marked packs will still be ranged in our stores, however we will continue to limit this range to 12 lines across block chocolate and bagged sweets and chocolate. The non-price marked version is a higher weight and has more calories in the bag and as a result we will continue selling the lower portion bag size.
8. WHST cannot alter a branded supplier decision to place on pack promotions on a high fat, sugar or salt line and as a result these packs will be in situ in our stores throughout the year, however we will not price promote these lines in accordance with CQUIN criteria.
9. A number of our hospital sites contain 'pick n mix' units (circa 30 sites); whilst these will not be removed in time for the launch of the 2018 CQUIN we will have removed all of these units by mid May 2018.
10. A small number of hospital sites (6 sites) have a Coca-Cola branded chiller in situ, as above these chillers are being worked through in order to be replaced and should be all replaced by Sept 2018.

Yours sincerely,



Spencer Sheen

WHSmith Travel Business Development Director



Simon Bampfylde

NHS Healthy Workforce Programme Manager

## Appendix 4

### 1b - CQUIN Standard 2017/18

#### Indicator 1b Healthy food for NHS staff, visitors and patients

Indicator 1b	
Indicator name	Indicator 1b: Healthy food for NHS staff, visitors and patients
Indicator weighting (% of CQUIN scheme available)	33.3% of 0.25% (0.0833%)
Description of indicator	<p>Providers will be expected to build on the 2016/17 CQUIN by:</p> <p>Firstly, maintaining the four changes that were required in the 2016/17 CQUIN in both 2017/18 &amp; 2018/19</p> <ol style="list-style-type: none"> <li>1. The banning of price promotions on sugary drinks and foods high in fat, sugar or salt (HFSS)<sup>1</sup>;</li> </ol> <p>The following are common definitions and examples of price promotions:</p> <ol style="list-style-type: none"> <li>a. Discounted price: providing the same quantity of a product for a reduced price (pence off deal);</li> <li>b. Multi-buy discounting: for example buy one get one free;</li> <li>c. Free item provided with a purchase (whereby the free item cannot be a product classified as HFSS);</li> <li>d. Price pack or bonus pack deal (for example 50% for free); and</li> <li>e. Meal deals (In 2016/17 this only applied to drinks sold in meal deals. In 2017/18 onwards no HFSS products will be able to be sold through meal deals).</li> </ol> <ol style="list-style-type: none"> <li>2. The banning of advertisements on NHS premises of sugary drinks and foods high in fat, sugar or salt (HFSS);</li> </ol> <p>The following are common definitions and examples of advertisements:</p> <ol style="list-style-type: none"> <li>a. Checkout counter dividers</li> <li>b. Floor graphics</li> <li>c. End of aisle signage</li> <li>d. Posters and banners</li> </ol>

<sup>1</sup> More specific information on the gram per 100g / per portion classifications can be found on page 19 in "Guide to creating a front of pack (FoP) nutrition label for pre-packed products sold through retail outlets":  
[https://www.gov.uk/government/uploads/system/uploads/attachment\\_data/file/300886/2902158\\_FoP\\_Nutrition\\_2014.pdf](https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/300886/2902158_FoP_Nutrition_2014.pdf)

#### Indicator 1b

3. The banning of sugary drinks and foods high in fat, sugar or salt (HFSS) from checkouts;

The following are common definitions and examples of checkouts:

- a. Points of purchase including checkouts and self-checkouts
- b. Areas immediately behind the checkout

and;

4. Ensuring that healthy options are available at any point including for those staff working night shifts. We will share best practice examples and will work nationally with food suppliers throughout the next year to help develop a set of solutions to tackle this issue.

Secondly, introducing three new changes to food and drink provision:

#### **Year One (2017/18)**

1. 70% of drinks lines stocked must have less than 5 grams of added sugar per 100ml. In addition to the usual definition of SSBs it also includes energy drinks, fruit juices (with added sugar content of over 5g) and milk based drinks (with sugar content of over 10grams per 100ml).
2. 60% of confectionery and sweets do not exceed 250 kcal.
3. At least 60% of pre-packed sandwiches and other savoury pre-packed meals (wraps, salads, pasta salads) available contain 400kcal (1680 kJ) or less per serving and do not exceed 5.0g saturated fat per 100g.