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# School Administrator Discovers Simple Way to Bring In Extra \$10,625 For Cash-Strapped School Programs

■ By Patrick Sanders, Senior Staff Writer

**M**att Antignolo, Director of Student Nutrition for Tomball Texas ISD (Independent School District), made a controversial decision for his school last year. He removed all 17 traditional vending machines at his school and replaced them with 4 healthy vending machines.

"We saw an increase in commissions [and] we made a positive change for the nutrition of the kids," says Antignolo.

Although he was initially concerned that healthy snacks and drinks would not sell at his school, Antignolo soon found out that healthy items sold better than "junk food."

"When I visit the schools, the kids are using the machines quite often," he says. "Those items are selling and they sell every day."

In fact the healthy vending machines are doing so well that vending commissions have more than doubled at Tomball in the last year – providing much-needed cash for their school programs.

## Tomball TX ISD Adds \$10,625 To Their Bottom Line

Tomball has increased their annual vending commissions by \$4,192 – a 110% increase over their previous vendor.

At the same time, due to the reduced number of total machines and increased energy efficiency of the new machines, Tomball's energy costs have been reduced by 77% for a total savings of \$6,433.

When added together, the increased commissions and reduced energy costs add up to \$10,625 – a significant increase to their bottom line in just one year.

## Who Installed Tomball's Healthy Vending Machines?

A company called HUMAN Healthy Vending installed Tomball's new machines at no cost to the school. HUMAN handled the entire installation process for the school – so no extra work was required on the part of school administrators.

HUMAN – which stands for "Helping Unite Mankind And Nutrition" – is the world's leading healthy vending company. HUMAN serves healthy items to thousands of people every day and has over 1,500 state-of-the-art machines in 40 states, Canada, and Puerto Rico.

HUMAN was ranked in *Entrepreneur Magazine's* "100 Brilliant Companies" in 2011 and has been ranked twice – in the past two consecutive years – on Forbes' "America's Most Promising Companies" list (2012 & 2013).



*Matt Antignolo discovers a simple, hassle-free way to bring in more funding for his school programs.*

HUMAN's mission is to eradicate childhood obesity by making healthy food more convenient than junk food. The company also donates 10% of their profits to charities that fight the causes of childhood obesity.

All across the nation, HUMAN is helping schools bring in much-needed revenue for their school programs while improving student health and performance at the same time.

"The commissions will be there," Antignolo says, "But to do the right thing, I think schools really need to look at the nutrition side of it and ask [themselves] if they are currently offering the best products for their students."

## Studies Show Healthy Vending Boosts Test Scores And Reduces Bad Behavior

In addition to reducing childhood obesity, healthy vending has been shown to improve the performance of students on tests and is linked to improved attentiveness in class and a decrease in disciplinary incidents.

One 2003 study of 5,200 fifth-graders published in the *Journal of School Health* found a direct correlation between diet and academic performance. After comparing test scores with the nutritional quality of each student (using the Diet Quality Index International scale) the study reported, "students with decreased overall diet quality were significantly more likely to perform poorly."

In 2004, a Wisconsin school district ran a program featuring healthy food in its cafeterias and vending machines combined with physical activity promotion. Classroom behavior improved dramatically. Teachers and principals reported fewer cases of student interruption, fidgeting and foul language as well as improved concentration and attendance. Also, instances of vandalism, drug and weapons violations, and expulsions were described as "nonexistent."

## New USDA Regulations Will Require Schools To Offer Healthy Vending Programs

Healthy vending machines are an attractive choice for schools because of the added revenue and benefits for students. They also may become mandatory very soon.

The USDA has recently proposed a new "Smart Snacks In School" rule as part of **The Healthy, Hunger-Free Kids Act of 2010** that will effectively ban "junk food" sold in traditional vending machines.

When this rule goes into effect, schools across the nation will be forced to comply. Schools that are not prepared for the new regulations may lose months of vending commissions as they transition to a healthy vending program.

## HUMAN Healthy Vending Is Coming To [LongCityNAME] [State]

HUMAN has announced it is making five of its healthy vending programs available to schools in the [longcityname] area. The company works with a limited number of schools and provides innovative healthy vending programs that are both profitable for the school and beneficial for the community.

Because healthy vending programs are limited, they will likely be 100% allocated to qualified schools within the next 30 days.

You can find out more information about HUMAN's healthy vending program at:

**www.HealthyVendingSchools.com**

Or you can schedule a **free consultation**

call with [firstname] [longlastname],

Healthy School Specialist,  
in the [longcityname] area.

Call [firstname] at

[1-000-000-0000] or email

[longemail@longaddress.com].

## Stock Market Open Value

-mo	Fund	NAV	Chg	%	AWH	49.94	50.00	49.75	AHL	28.23	28.58	28.10	BIO	86.19	86.19	85.09
Rtn.					ALY	4.03	4.13	4.00	ALC	30.99	30.99	29.16	BIOB	85.50	85.50	85.50
MM	83.78	84.00	82.41		ALL	28.30	28.56	27.97	AEC	13.42	13.55	13.25	BVVF	22.64	22.86	22.45
					ALJ	6.04	6.04	5.90	AIZ	37.43	37.69	37.21	BJ	41.48	42.27	41.20
					ANR	40.70	40.83	40.07	AGO	17.83	17.90	17.56	BKJ	31.49	31.67	31.10
					MO	22.86	22.98	22.76	AF	12.23	12.46	12.04	BKH	151.71	152.74	149.51
					AWC	6.40	6.42	6.31	AZN	51.58	51.67	51.19	BX	10.63	10.64	10.35
					ACH	20.93	21.13	20.79	AT	13.24	13.24	13.10	BLT	11.13	11.30	10.92
					ABK	0.62	0.63	0.55	AHD	8.54	8.60	8.38	BXG	2.80	2.86	2.78
					AMBO	9.10	9.33	9.10	APL	16.94	17.27	16.73	BXC	3.40	3.42	3.40
					AMB	24.68	25.10	24.37	ATO	28.89	29.29	28.81	BTH	40.41	41.57	39.42
					CAS	14.36	14.78	14.17	T	26.95	27.39	26.85	BWP	30.69	30.98	30.55
					ACO	26.73	26.84	26.25	ATW	25.88	25.88	25.24	BA	66.05	66.36	64.99
					DOX	26.62	26.92	26.44	AUO	9.08	9.15	9.00	BZ	6.82	6.97	6.77
					AEE	28.02	28.02	27.44	ALV	56.09	56.49	55.68	BZ%	0.64	0.70	0.64
					AMRC	9.95	10.10	9.95	ALVZ	75.86	75.86	75.85	BGP	1.26	1.29	1.26
					AMX	50.61	50.70	49.95	AN	23.31	23.93	23.16	BWA	46.53	47.29	45.96
					AXL	9.45	9.64	9.35	AZO	209.80	213.79	209.59	SAM	66.56	67.53	66.22
					ACC	28.70	28.70	28.27	AVB	105.22	106.10	104.39	BXP	83.78	84.00	82.72
					ADY	7.91	7.91	7.65	AVY	34.86	35.16	34.61	BXS	5.77	6.04	5.77
					AEO	12.33	12.97	12.23	CAR	9.98	10.25	9.75	BNE	11.15	11.18	11.13
					AEP	35.83	35.86	34.92	AVA	21.28	21.31	20.92	BYD	7.84	7.88	7.67
					AEL	10.40	10.65	10.34	AV	12.39	12.39	12.19	BP	37.77	37.81	37.04
					AXP	41.73	41.89	41.12	AVT	24.20	24.93	24.02	BPT	94.20	94.49	93.55
					AFG	29.17	29.42	29.00	AVP	29.92	30.23	29.55	BPZ	4.26	4.30	4.19
					AM	19.44	20.15	19.03	AVX	13.73	13.77	13.54	BRC	27.04	27.38	26.61
					AIG	36.37	36.86	35.95	AXS	30.91	31.33	30.74	BDN	10.97	11.16	10.86
					AIGA	7.69	7.82	7.56	AZZ	41.56	41.62	40.72	BTMC	8.52	8.77	8.38
					AOB	2.27	2.32	2.27	BWC	22.45	23.24	22.21	BTM	19.28	19.43	19.24
					ARL	8.45	8.65	8.37	BMI	38.23	38.60	37.62	BAK	16.51	16.85	16.35
					ARP	7.67	7.80	7.49	BHI	40.86	40.98	40.02	BRE	40.77	41.22	40.34
					ASI	15.76	15.97	15.76	BEZ	37.49	37.73	37.10	BRS	13.57	13.65	13.44
					AWR	33.12	33.31	32.63	BLL	57.83	58.45	57.39	BPI	12.91	14.13	12.75
					AMT	47.47	48.33	47.01	BYI	33.48	34.94	33.29	BGG	18.10	18.42	17.74
					AVD	6.83	6.88	6.55	BALT	11.20	11.64	10.93	BCO	20.44	20.77	20.30
					AWK	22.32	22.51	22.05	BBVA	12.75	13.01	12.62	BMY	26.53	26.57	26.23
					ACF	24.10	24.14	24.10	BBD	18.22	18.47	18.17	BRS	33.60	33.81	32.94
					APU	44.08	44.13	43.30	BCH	79.18	80.39	78.76	BR	20.51	20.60	20.20
					AGP	37.43	37.63	36.98	BLX	12.53	12.57	12.25	BKD	13.57	13.71	13.40
					AMP	44.45	45.06	44.05	CIB	57.75	58.49	57.50	BAM	26.15	26.21	25.70
					ABC	29.45	29.75	29.16	BMA	39.70	41.00	38.42	BHS	7.20	7.49	7.09
					AMN	59.48	59.48	57.94	BXS	13.24	13.36	13.08	BIP	17.02	17.15	17.00
					AME	44.09	44.29	43.61	STD	12.28	12.44	12.18	BPO	14.64	14.66	14.41
					AHS	4.93	5.05	4.81	BSBR	13.16	13.39	13.16	BRO	19.69	19.90	19.51
					AP	22.76	23.59	22.51	SAN	83.44	84.60	83.41	BFA	62.16	62.52	61.75
					APH	42.23	42.68	41.81	BBX	1.32	1.38	1.30	BFB	62.79	62.79	61.74
					AMR	6.98	7.04	6.90	BAC	13.25	13.50	13.24	BWS	13.11	14.01	12.97
					AXR	12.10	12.12	11.77	BAC%A	7.12	7.26	7.10	BRT	5.15	5.95	5.00
					APC	52.96	53.22	51.58	BAC%B	2.63	2.77	2.61	BC	14.75	15.22	14.50
					ADI	29.37	30.25	29.05	BOH	48.12	48.85	47.76	BW	24.58	24.99	23.98
					AU	43.31	44.56	43.14	BMO	57.40	57.55	56.53	BT	21.85	21.89	21.62
					ADS	BUD	53.50	54.09	BK	25.32	25.36	25.02	BGH	42.89	43.24	42.70
					AXE	48.25	48.61	47.74	BNS	49.16	49.91	48.61	BPL	63.50	63.85	62.91
					NLY	17.45	17.63	17.37	BCS	20.35	20.45	20.19	BKI	12.19	12.57	12.17
					ANN	15.22	16.37	15.16	B	16.27	16.41	16.08	BKE	25.74	26.17	25.38
					ANH	6.92	6.97	6.90	BKS	15.63	16.02	15.41	BBW	6.11	6.29	6.05
					AOL	22.12	22.42	21.87	ABX	44.04	45.49	43.86	BG	55.00	55.07	54.25
					AON	37.18	37.57	36.96	BAS	8.54	8.62	8.39	BKC	16.80	17.17	16.69
					AOS	52.83	53.77	51.93	BAX	46.03	46.20	45.53	CAB	14.84	15.39	14.84
					APA	92.54	93.25	91.60	BTE	32.97	33.33	32.75	CVC	25.77	26.35	25.57
					AIV	20.29	20.49	20.07	BBT	23.87	24.07	23.63	CBT	29.23	29.61	28.96
					ARI	17.05	17.10	16.95	BFR	7.86	8.56	7.80	COG	30.18	30.35	29.66
					AIT	27.62	28.03	27.07	BCE	31.17	31.68	31.03	CACI	40.70	43.68	40.36
					ATR	42.64	43.01	42.39	BZH	3.81	4.08	3.74	CAE	9.67	9.78	9.58
					WTR	19.54	19.64	19.27	BEC	46.40	47.41	46.34	CAP	15.35	15.57	15.07
					ARB	25.55	25.76	25.41	BDX	71.97	72.68	71.57	DVR	5.24	5.24	5.08
					ABR	5.06	5.11	5.00	BDC	23.79	24.18	23.29	CCC	12.86	13.06	12.70
					MT	31.16	31.40	30.81	BLC	5.64	5.73	5.45	CWT	35.01	35.12	34.54
					ARJ	34.04	34.29	33.63	BMS	30.26	30.26	29.66	CALX	10.50	10.51	10.26
					ACI	24.97	25.10	24.50	BHE	15.66	15.79	15.45	ELY	6.71	6.80	6.61
					ADM	31.00	31.09	30.58	BRKA	116100.00	119235.00		CPE	4.97	5.30	4.96
					ADMA	41.50	41.70	41.13	BRKB	77.70	79.48	77.44	CPN	12.64	12.86	12.55
					AI	20.42	20.84	20.34	BRY	28.85	29.04	28.24				
					AWI	35.93	37.08	35.64	BBY	32.91	33.34	32.77				
					ARW	24.41	25.42	24.20	BGS	11.15	11.21	10.98				
					AJG	25.01	25.24	24.73	BBL	58.46	58.46	57.56				
					ART	15.46	15.72	15.29	BHP	69.17	69.17	67.98				
					ARM	14.69	15.05	14.55	BH	288.25	292.23	284.42				
					ABG	13.09	13.42	12.88	BIG	30.80	31.70	30.80				
					AHT	9.34	9.50	9.12	BBG	36.49	37.18	36.08				
					ASH	50.51	50.51	49.72	BMR	17.36	17.56	17.12				