

Healthy Concessions Guide

Americans spend almost 50% of their food budget on meals away from home.¹ You and your organization can play an important part in promoting and supporting healthy eating habits by making healthy foods available and attractive to children and parents. This guide will help you make your concession products healthier by providing:

- Guidelines for beverages, fruits and vegetables, milk products, meats, and grains and breads.
- Rationale to explain the recommendations.
- Sample policies you can use to support your work.

Why promote healthy concessions food choices?

Current statistics show that 40% of Delaware children and youth are overweight or obese.² A recent poll of Delaware parents showed that parents consider poor nutrition to be a big problem.³ Most Americans' diets are lacking in fruits, vegetables, whole grains and milk.⁴ Foods sold through concessions are often high in fat, added sugar, sodium, calories, and low in nutrients and may often be the source of full meals for children, teens, and adults attending or participating in an event. Good nutrition is important in maintaining health for all ages; therefore, offering healthy options from all food groups (grains, fruits, vegetables, meats/beans, and dairy) should be a goal. Organizations like yours can make it easier for kids and families to make healthy choices by serving healthy foods at your concession stands.

Can organizations profit from healthy concession options?

Several studies have shown, and the Centers for Disease Control (CDC) and the United States Department of Agriculture (USDA) agree, that children will purchase healthful options and that schools and other organizations can increase their profit margins even when healthy food and beverage options are the only options available.⁵

Do healthy food options limit partnerships with companies that have worked to help raise revenue?

Most food service companies are now offering healthful options. The shift in focus to health and wellness for kids (and adults) is now attracting the attention of many retail marketers. Many companies are eager to partner with schools and organizations to offer more nutritious foods and beverages, often while assisting those organizations with much needed funding.

How do I know which foods are good to offer and which are bad?

While Nemours Health and Prevention Services encourages children and families to choose the healthiest foods and beverages most of the time, we do not support labeling foods as “good” and “bad”. We believe that all foods can fit into an overall healthy diet. For that reason, we have provided a list of foods categorized by their nutrient density as “Go,” “Slow” and “Whoa” foods.⁶

GO foods are the healthiest options for the amount of calories they contain. Eat these foods most often, almost anytime.

SLOW foods have added sugar or fat that makes them higher in calories. They are sometimes foods that should be eaten, at most, several times a week.

WHOA foods are the highest in sugar and fat and the least healthy. They are once-in-awhile foods.

NHPS recommends that organizations make the majority of their options **GO** foods, recognizing there may be a need to offer a smaller selection of **SLOW** and **WHOA** foods as well.

THE NEED FOR CHANGE IN DELAWARE



Current statistics show that 40% of Delaware children and youth are overweight or obese.

SAMPLE POLICIES

While adopting nutrition policies is not often a high priority for organizations, policies are helpful in gaining buy-in and commitment to child nutrition and setting a standard for the foods and beverages you offer. Here are some sample policies you can use to support your work. You can adapt them based on your concession offerings. Aim to make 60-100% of your offerings **GO** foods and beverages, 30% or less of your offerings **SLOW** foods and beverages, and keep **WHOA** offerings to 10% or less.

Go, Slow, Whoa⁵ Specific

At (insert name of your program), we are committed to helping children grow up healthy. We support your child's healthy food choices by:

- Making (insert percentage) % of our options **GO** foods and beverages.
- Limiting **WHOA** foods and beverages to (insert percentage) % of our options.
- Promoting our **GO** options first.
- Gently encouraging children to try the **GO** options and giving positive reinforcement when they do.
- Offering a **GO** fruit or vegetable as the standard side for every meal.
- Offering a **GO** beverage as the standard beverage for every combo meal.
- Teaching children and parents about **GO**, **SLOW** and **WHOA** options through verbal or visual cues.

Other Nutrition Standards for Foods

At least (insert percentage) % of our foods meet these nutrition standards:

- No more than 35% of calories from total fat (excluding nuts or seeds) ^{4,7}
- No more than 10% of calories from saturated fat ^{4,7}
- Zero trans fat (less than or equal to 0.5 grams per serving) ^{8,9}
- No more than 35% of calories from total sugars (except yogurt with no more than 30 grams of total sugar per eight-ounce portion as packaged) ⁸
- At least 3 grams of dietary fiber per serving in grain products ¹⁰
- No more than 200 milligrams of sodium per package ⁸

Other Nutrition Standards for Beverages

At least (insert percentage) % of our beverages are chosen from this list:

- Water
- Fat-free or 1% low-fat plain or flavored milk (with up to 150 calories/ 8 oz.) ^{8,11}
- 100% fruit or vegetable juice (portions limited to 4-8 oz.) ^{8,12}
- No- or low-calorie beverages with fewer than 10 calories/ 8 oz. ^{8,11}

Beverages with greater than 66 calories/ 8 oz. are sold in portions of 12 oz. or less ^{8,11}

Pricing and Placement Standards⁷

- Foods and beverages that meet our nutrition standards must be sold at a price equivalent to or lower than similar items that do not meet the standards.
- Foods and beverages meeting the standards will be as visible or more visible to customers as items that do not meet the standards.

Signage for Parents

Providing good nutrition for your child is a partnership. We serve healthy foods and beverages in our program and we ask for your support by:

- Encouraging your child to make healthy choices. Try to choose from **GO** and **SLOW** options!
- Being a good role model for your child by choosing healthy options yourself.
- Giving us feedback on which of our healthy options you like best.

Food Group	GO Almost Anytime	SLOW Sometimes	WHOA! Once-in-a-While
Vegetables	<ul style="list-style-type: none"> Fresh, frozen, and canned low-sodium vegetables without added fat (such as butter) or sauces 	<ul style="list-style-type: none"> Vegetables in added fat or salt Oven-baked French fries Avocados 	<ul style="list-style-type: none"> Vegetables fried in oil, such as French fries or hash browns
Fruits	<ul style="list-style-type: none"> All fresh and frozen fruits Canned fruits packed in juice 	<ul style="list-style-type: none"> Fruits canned in light syrup Dried fruits 100% fruit juice 	<ul style="list-style-type: none"> Fruits canned in heavy syrup
Grains, Breads & Cereals	<ul style="list-style-type: none"> Whole grain breads, pitas, tortillas and pasta Brown rice Whole grain cereals (hot or cold) with at least 5g fiber and no greater than 6g sugar per serving 	<ul style="list-style-type: none"> White breads, pitas, tortillas and pastas Taco shells French toast, waffles, and pancakes Low-fat granola Whole-grain, low-fat muffins Whole-grain, low-fat crackers Whole grain cereals (hot or cold) with at least 3g fiber but more than 6g sugar per serving 	<ul style="list-style-type: none"> Doughnuts, croissants, and danishes Granola (full-fat) Crackers made with hydrogenated oil (trans fat) Biscuits Cereals (hot or cold) with less than 3 grams of fiber and more than 6g sugar per serving
Milk & Milk Products	<ul style="list-style-type: none"> Fat-free or 1% milk, plain Fat-free or low-fat yogurt, plain Fat-free, low-fat or part-skim cheese Fat-free or low-fat cream cheese and cottage cheese 	<ul style="list-style-type: none"> Reduced-fat (2%) milk, plain Fat-free or 1% flavored milk with up to 150 calories per 8 oz serving Fat-free or low-fat flavored yogurt with no more than 30 g of total sugar per 8 oz serving Reduced-fat cheese, cream cheese and cottage cheese 	<ul style="list-style-type: none"> Reduced-fat (2%) flavored milk Whole milk, plain Whole milk, flavored Yogurt made from whole milk Cheese and cream cheese (full-fat)
Meats, Poultry, Fish, Eggs, Beans, & Nuts	<ul style="list-style-type: none"> Beef or pork trimmed of its fat Extra lean ground beef (95% lean) Chicken and turkey without skin Ground turkey breast (97% lean) Deli turkey, chicken and lean roast beef Tuna canned in water Fish or shellfish that's been baked, broiled, steamed, or grilled Beans, split peas, and lentils cooked without added fat Tofu/ soy beans Egg white and egg substitutes 	<ul style="list-style-type: none"> Lean ground beef (90% lean) Ground turkey (not just turkey breast-90% lean) Ham Canadian bacon Chicken and turkey with the skin Low-fat beef, turkey, chicken or pork hot dogs Tuna canned in oil Nuts and peanut butter Whole eggs cooked without added fat 	<ul style="list-style-type: none"> Beef and pork that hasn't been trimmed of its fat Ground beef (full-fat) Ribs Bacon Hot dogs (full-fat) Bologna Pepperoni Sausage Fried chicken, fish and shellfish Chicken nuggets Whole eggs cooked with added fat
Sweets & Snacks	<ul style="list-style-type: none"> Air-popped or low-fat popcorn Whole-grain pretzels Rice cakes Soy crisps Jerky (low-sodium) Animal Crackers 	<ul style="list-style-type: none"> Baked chips Pretzels Sorbet Frozen 100% fruit juice bars Fat-free, low-fat or light frozen yogurt or ice cream Whole-grain low-fat fig bars Graham crackers 100 calorie snack packs Low-fat granola bar Trail mix (plain) 	<ul style="list-style-type: none"> Chips Water ice Popsicles Ice cream (full-fat) Cookies, cakes, and pies Candy Buttered popcorn
Condiments & Fats	<ul style="list-style-type: none"> Ketchup Mustard Fat-free salad dressing Fat-free mayonnaise Fat-free sour cream Vinegar Salsa 	<ul style="list-style-type: none"> Oils Low-fat/ light salad dressings Low-fat/ light mayonnaise Low-fat/ light sour cream Light margarine in the tub, squeeze, or spray bottle 	<ul style="list-style-type: none"> Butter and margarine Lard Gravy Whipping cream Salad dressing (full-fat) Mayonnaise (full-fat) Sour cream (full-fat) Tartar, cheese, or cream sauces or dips
Beverages	<ul style="list-style-type: none"> Water without flavoring or additives Fat-free or 1% (low-fat) milk, plain Unsweetened tea (hot or cold) Unsweetened coffee (hot or cold) 	<ul style="list-style-type: none"> Reduced-fat (2%) milk, plain Fat-free or 1% flavored milk with up to 150 calories per 8 oz serving 100% fruit juice No- or low-calorie beverages with up to 10 calories per 8 oz serving Smoothies (made with fat-free yogurt and/or 100% fruit juice) 	<ul style="list-style-type: none"> Reduced-fat (2%) milk, flavored Whole milk, plain and flavored Regular soda Sweetened teas, lemonade, and fruit drinks with less than 100% fruit juice Sports drinks, energy drinks, etc with more than 10 calories / 8 oz.

Adapted from University of California and Flaghouse I. CATCH: Coordinated Approach to Child Health, 4th Grade Curriculum; 2002.⁶

Serving Sizes

Serving foods in appropriate serving sizes is important in helping children and families stay healthy. The chart below can be used as a guide when translating abstract serving size information into something visual that is easily remembered. Instead of trying to memorize ounces, cups, or tablespoons, try to remember the physical object that represents the serving size of the food item to help you remember appropriate serving sizes. Snacks and sweets should be served in small portions containing 200 calories or less per portion as packaged.¹³

Food Group	Examples	Serving Size ^{4,14}	About the size of... ¹⁵
Grains, Breads, & Cereals	■ Whole-grain breads	■ 1 oz (1 slice)	■ CD
	■ Whole-grain bagel	■ 2 oz or less/ 3 ½" diameter	■ Hockey puck
	■ Baked chips/pretzels	■ 1-1 ½ oz (about 12 chips/pretzels)	■ A small handful
	■ Hot dog/hamburger bun or English muffin	■ 1 oz (½ bun or English muffin)	■ Hockey puck
	■ Cooked cereals, rice, pasta	■ ½ cup	■ ½ baseball
	■ Whole-grain/ready to eat cereals	■ 1 cup	■ Baseball
	■ Air-popped or low-fat popcorn	■ 3 cups, popped	■ 3 baseballs
■ Whole grain, low-fat muffins	■ 2½ inches or less in diameter		
Fruits	■ Apples, pineapple, citrus fruits, berries, melons, peaches, bananas, etc.	■ 1 medium whole fruit ■ ¼ cup dried fruit ■ ½ cup chopped fruit	■ Baseball ■ Golf ball or large egg ■ ½ baseball
	■ 100% fruit juice	■ ½ cup (4 oz)	■ ½ baseball
Vegetables	■ Tomatoes, peppers, broccoli, carrots, spinach, squash, sweet potatoes, green beans, potatoes, lettuce, cauliflower, corn, etc.	■ 1 cup leafy vegetables ■ ½ cup chopped vegetables ■ 1 small potato	■ Baseball ■ ½ baseball ■ Computer mouse
	■ 100% vegetable juice	■ ½ cup (4 oz)	■ ½ baseball
Meats, Poultry, Fish, Eggs, Beans, & Nuts	■ Beef, pork, lamb, fish, poultry, tofu	■ 2-3 oz	■ Deck of cards
	■ Eggs	■ 1 egg	■ 1 egg
	■ Cooked legumes, beans or peas	■ ½ cup	■ ½ baseball
	■ Peanut butter	■ 2 tablespoons	■ Ping pong ball
	■ Nuts	■ 1 oz	■ Ping pong ball
Milk & Milk Products	■ Milk, yogurt	■ 1 cup (8 oz)	■ Baseball
	■ Cottage cheese (choose low-fat)	■ 1 cup	■ Baseball
	■ Cheese (1oz = 1 slice/1 in. cube)	■ 1 ½- 2 oz	■ Match box/ 4 dice
	■ Cream cheese	■ 2 tablespoons	■ Ping pong ball
Fats & Oils	■ Fat-free or low-fat dressing	■ 2 tablespoons	■ Ping pong ball
	■ Pat of butter or margarine	■ 1 teaspoon	■ Postage stamp
Sweets	■ Fat-free, low-fat, or light frozen yogurt or ice cream	■ ½ cup	■ ½ baseball
	■ Animal crackers, graham crackers, whole-grain fig bars	■ 1-1 ½ oz	■ A small handful
	■ Cakes	■ 2 inch square	
	■ Cookies	■ 2½ inches in diameter	

Instead of this . . .	Try this healthier option!
Hot Dog (full-fat)	Low-fat beef, turkey, chicken or pork hot dog, whole-grain bun
Hamburger or Cheeseburger (full-fat)	Extra lean or lean beef, turkey or veggie burger, low- or reduced-fat cheese, veggies, whole-grain bun
Fried Chicken Sandwich	Grilled chicken, low- or reduced-fat cheese, veggies, whole-grain bun
Gyros	Whole-grain pita bread, veggies, low-fat sauces
Chicken Nuggets or Tenders	Grilled chicken strips
Cheese Steak or Chicken Cheese Steak	Extra lean or lean steak or chicken (grilled without oil), low- or reduced-fat cheese, veggies, whole-grain bun
Personal Pizza	Whole-grain crust, low- or reduced-fat cheese, veggies
Kids Meals	Extra lean, lean or low-fat meat, low-fat or reduced-fat cheese, whole-grain bun
 Hamburger or Cheeseburger	Grilled chicken strips with low-fat/sugar dipping sauce
 Hot Dog	Offer fruit, vegetables, low- or reduced-fat string cheese, baked chips or pretzels as a side
 Chicken Nuggets or Tenders	
Nachos	Baked tortilla chips with salsa instead of cheese
Soft Pretzel	Whole-grain soft pretzel
French fries	Fruit (fresh whole fruit, individually packaged fruit slices or fruit cups in 100% juice) Low- or reduced-fat string cheese Baked chips or pretzels Baked potato Salad
Salad (high calorie with full-fat cheese and dressing)	Fat-free or low-fat dressings Low-fat, reduced-fat, or part skim cheese Dark greens Multiple vegetables other than greens
Soda	Bottled water 100% juices in small portions Fat-free (skim) or 1% (low-fat) milk, plain or flavored Unsweetened tea, iced tea or coffee Drinks with fewer than 10 calories per 8 oz.
Milk shakes or high sugar/fat smoothies	Smoothies with fresh or frozen fruit, fat-free or 1% low-fat yogurt/milk or 100% juice and no added sugar
Cookies	Animal crackers, graham crackers, whole-grain and low-fat fig bars
Cakes, brownies or pies	Low-fat options served in 2" slices
Ice cream, water ice or popsicles	Sorbet Frozen 100% fruit juice bars Fat-free, low-fat or light frozen yogurt or ice cream
Chips	Baked chips, pretzels, whole-grain low-fat crackers
Popcorn with butter	Air-popped or low-fat popcorn with no added butter
Doughnuts, croissants, danishes, muffins & bagels	Small or mini whole-grain bagels Small or mini whole-grain, low-fat muffins
Sweetened cereals	Unsweetened whole-grain cereals
Waffles or French toast made from white bread with syrup	Whole-grain waffles or French toast with unsweetened applesauce, fruit slices or berries
Egg sandwiches with meat and cheese	Eggs cooked with no added fat, low- or reduced-fat cheese, extra-lean or lean meat or veggie substitute, whole-grain English muffin or small whole-grain bagel

WHY DOES NEMOURS RECOMMEND...

Limiting sugary beverages to almost none?

- Intake of sugary beverages has been linked to overweight/obesity¹⁶ and dental cavities.¹⁷
- For many kids, sugary drinks have taken the place of milk.¹⁸ This can lead to poor bone health and fractures from a lack of calcium.¹⁹
- Sports and soft drinks are generally high in calories and low in nutrients.

Limiting juice to 4-6 oz/ day for ages 1 - 6 years and 8-12 oz/day for ages 7 years and older?

- Drinking too much juice is linked to overweight/obesity, tooth decay and diarrhea in children.^{8,12}
- The Dietary Guidelines for Americans recommends that a majority of fruits and vegetables come from the whole fruit or vegetable rather than juices because they provide nutrients and fiber that may be lost in the processing of juice.⁴

Fat-free or 1% (low-fat) milk for adults and children 2 and older?

- The American Academy of Pediatrics recommends serving fat-free or 1% (low-fat) milk to children aged 2 years and older.²⁰
- Fat-free and 1% milk contain as much calcium and Vitamin D as 2% and whole milk, but without the extra calories and saturated fat.²¹
- Most Americans do not get enough calcium.²² Milk and milk products are high in nutritional value and provide calcium, protein, and vitamin D for bone growth.¹⁹

Five or more servings of fruits and vegetables a day?

- The Dietary Guidelines for Americans recommends the consumption of a variety of fruits and vegetables daily, between 5-13 servings depending on daily caloric intake.⁴
- Fruits and vegetables provide essential vitamins, minerals, fiber, and other substances that may protect against many chronic diseases.⁴
- They are naturally high in water and fiber which help you feel fuller longer.²³
- They provide children with the opportunity to learn about different textures, colors, and tastes.⁴

Lean protein sources over those high in fat?

- Meats, beans, and eggs offer protein and other nutrients such as zinc, iron, and B vitamins.⁴
- Protein supplies amino acids that build, repair, and maintain body tissues.⁴
- Nut butters, like all-natural peanut butter or almond butter, have no trans fats, minimal saturated fat, and provide healthy unsaturated fats.⁴
- Beans provide fiber, protein, and healthy unsaturated fats.⁴

Aiming for whole grains?

- The Dietary Guidelines for Americans encourage the consumption of a variety of grains daily and making at least half our grain servings whole grains.⁴ Look for whole grains to be listed as the first ingredient on the list of ingredients. Examples: whole-wheat flour, bulgur, oatmeal, whole cornmeal, and brown rice.
- Whole grains are important sources of dietary fiber, several B vitamins and minerals.⁴
- Children and adults should eat about 14g of fiber for every 1,000 calories.²⁴ This can be done by having fruits and vegetables at each meal and snack and making half of grains consumed whole grains.

Limiting trans fats?

- Trans fats are found in food products in the form of “hydrogenated” and “partially hydrogenated” oils. They tend to raise total blood cholesterol and LDL cholesterol similar to saturated fats.²⁵
- The Dietary Guidelines for Americans recommend eating as little trans fat as possible to reduce the risk for heart disease.⁴

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- Eat five or more servings of fruits and vegetables per day.
- Spend no more than two hours per day in front of a screen (TV, video games, recreational computer time).
- Get at least one hour of physical activity per day.
- Drink almost no sugary beverages like soda and sports drinks.



For more information about our work to make Delaware's Children the Healthiest in the Nation, visit: Nemours.org/growuphealthy.

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