

Interested in Putting a Smile on a Schoolchild's Face? It's Easy As 1...2...3

The Agricultural Marketing Service (AMS) purchases more than \$300 million annually in meat and fish products for distribution in the National School Lunch Program and other Federal nutrition assistance programs. Although supplying nutritious products to schoolchildren and other recipients is rewarding, the selling process can seem daunting. The Federal government has programs that offer preferences to small businesses as well as those owned, operated, and actively managed by women, minority group members, veterans or persons with disabilities compete in the marketplace. However, more vendors are needed to enable AMS to continue to use these preferential purchasing authorities. To help guide potential new vendors through the process and provide assistance in how to meet the eligibility requirements, the AMS Livestock and Seed Program has established a vendor development team. There are three basic steps:

1. For the programs listed above, apply for certification by the Small Business Administration. Once certified by SBA...
2. Complete the Qualification Requirements for New Vendors from the Commodity Procurement Division of AMS. Once completed...
3. Learn details about product specifications, develop Technical Proposal, and submit to the Standardization Division of the Livestock and Seed Division for approval. Then watch for the next purchase announcement and submit bids!

Do you want help in getting ready to sell your beef, pork, lamb, bison, or fish products to AMS? Then contact Warren Preston, Associate Deputy Administrator, AMS Livestock and Seed Program by phone at (202) 720-5705 or by email at Warren.Preston@ams.usda.gov.