



# Dairy, Grain & Oilseeds

## Review and AMS Updates

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Contracting Officer

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# Commodity Procurement Mission

*AMS Commodity Procurement facilitates the marketing of American agricultural products through the purchase and delivery of 100% domestic foods to Federal food and nutrition program recipients.*





# Policies and Procedures

- Master Solicitation for Commodity Procurements (MSCP)
  - Ongoing Updates
  - Moving more commodities under MSCP
- Vendor Qualification Requirements
  - New Vendors ([NewVendor@ams.usda.gov](mailto:NewVendor@ams.usda.gov))
  - Existing Vendors – recurring requirements





# Third Party Logistics (3PL) Services “Multifood Warehouse”

- Explain role & importance of the (3PL) service contracts –
- Partnership for the common good





# Multifood Warehouse





# Recipient Agency Store





# FY 2017 Aggregate Procurement Results

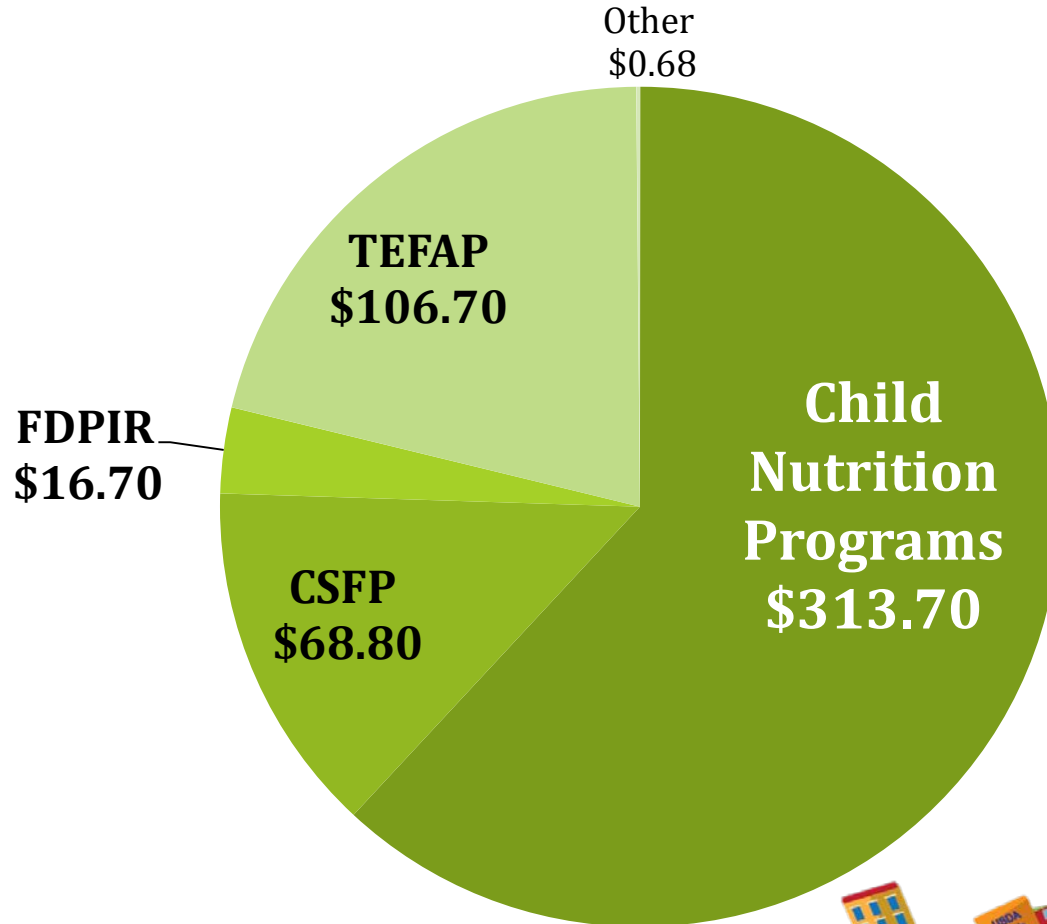
- Grain & Oilseed FY2017 pie chart
- Grain & Oilseed FY2016 vs. FY2017 bar chart
- Dairy FY2017 pie chart
- Dairy FY2016 vs. FY2017 bar chart





# Program Distribution FY2017

## Dairy and Grain/Oilseed (Dollar value in millions)

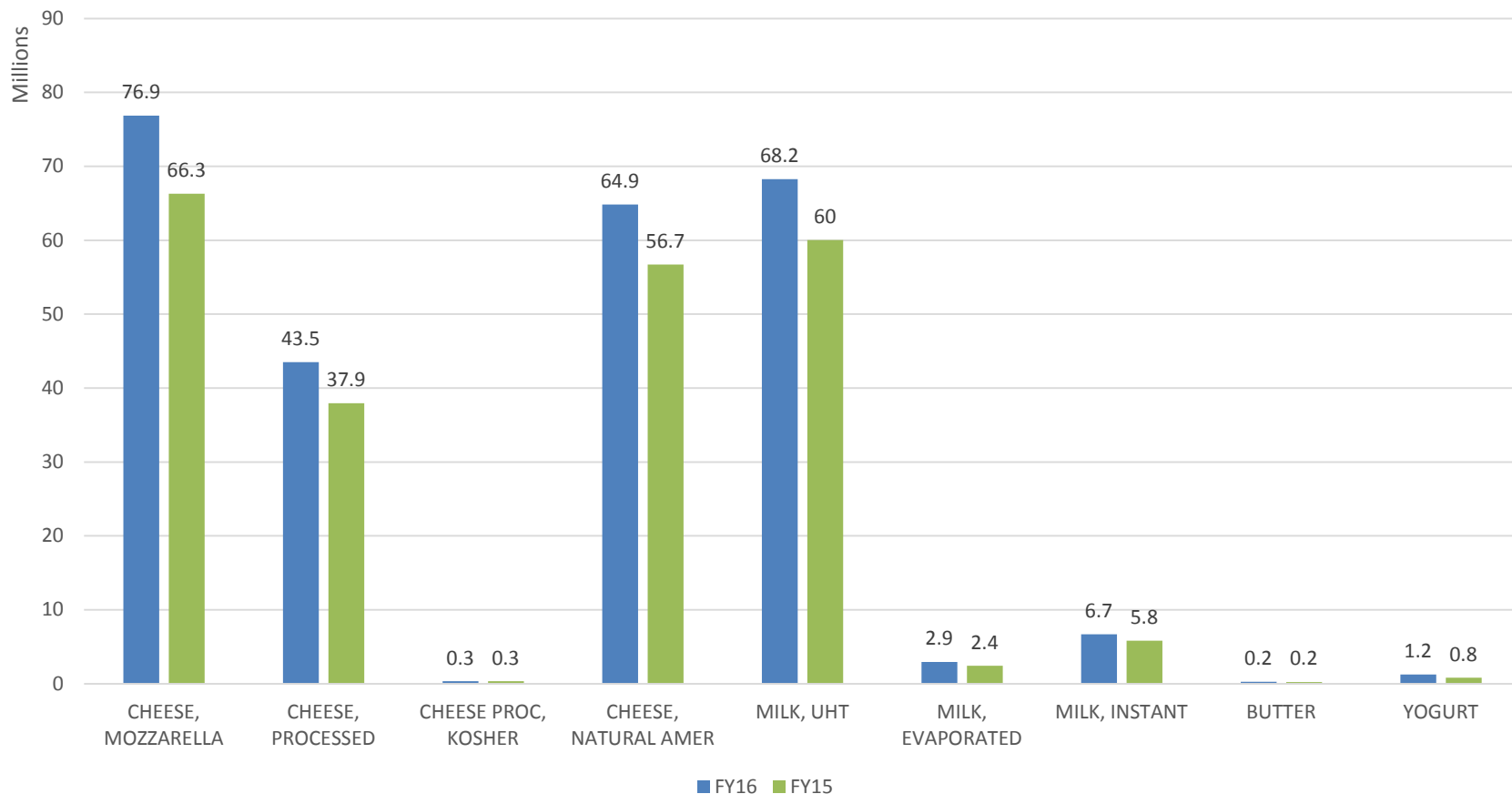






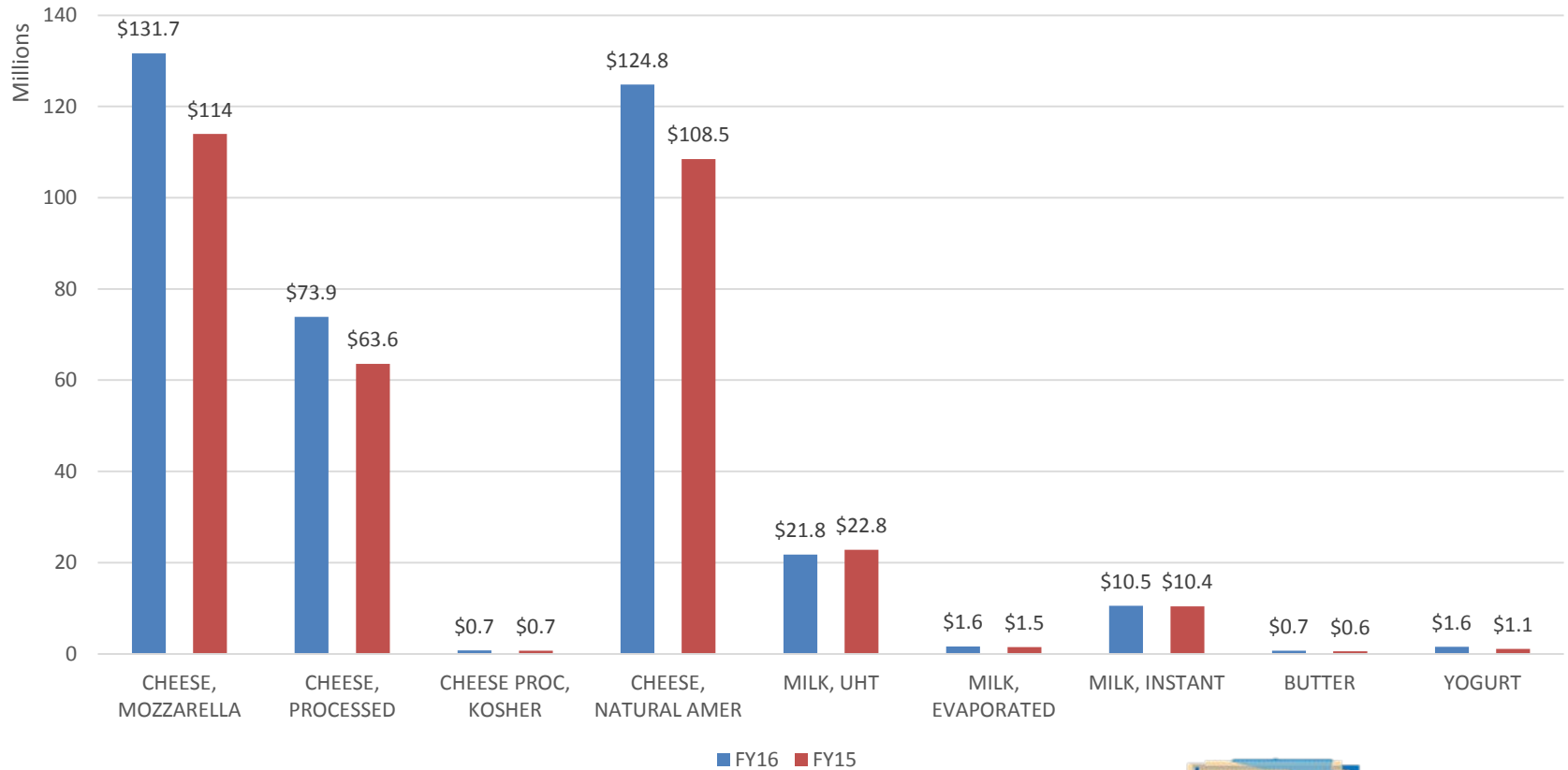
# Agricultural Marketing Service

## Dairy Purchases FY16-17 comparison in Pounds



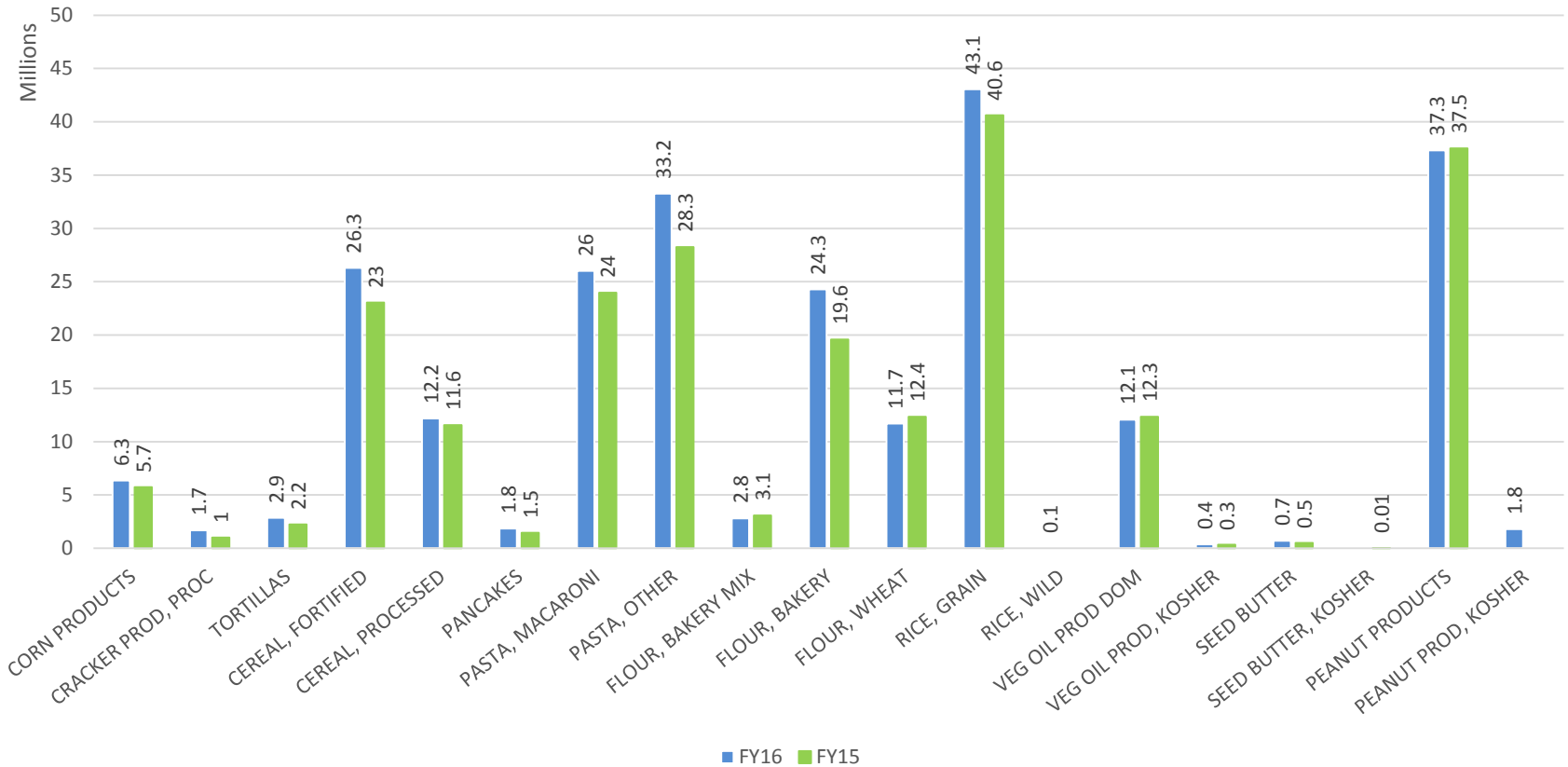


## Dairy Purchases FY16-17 comparison in Dollars





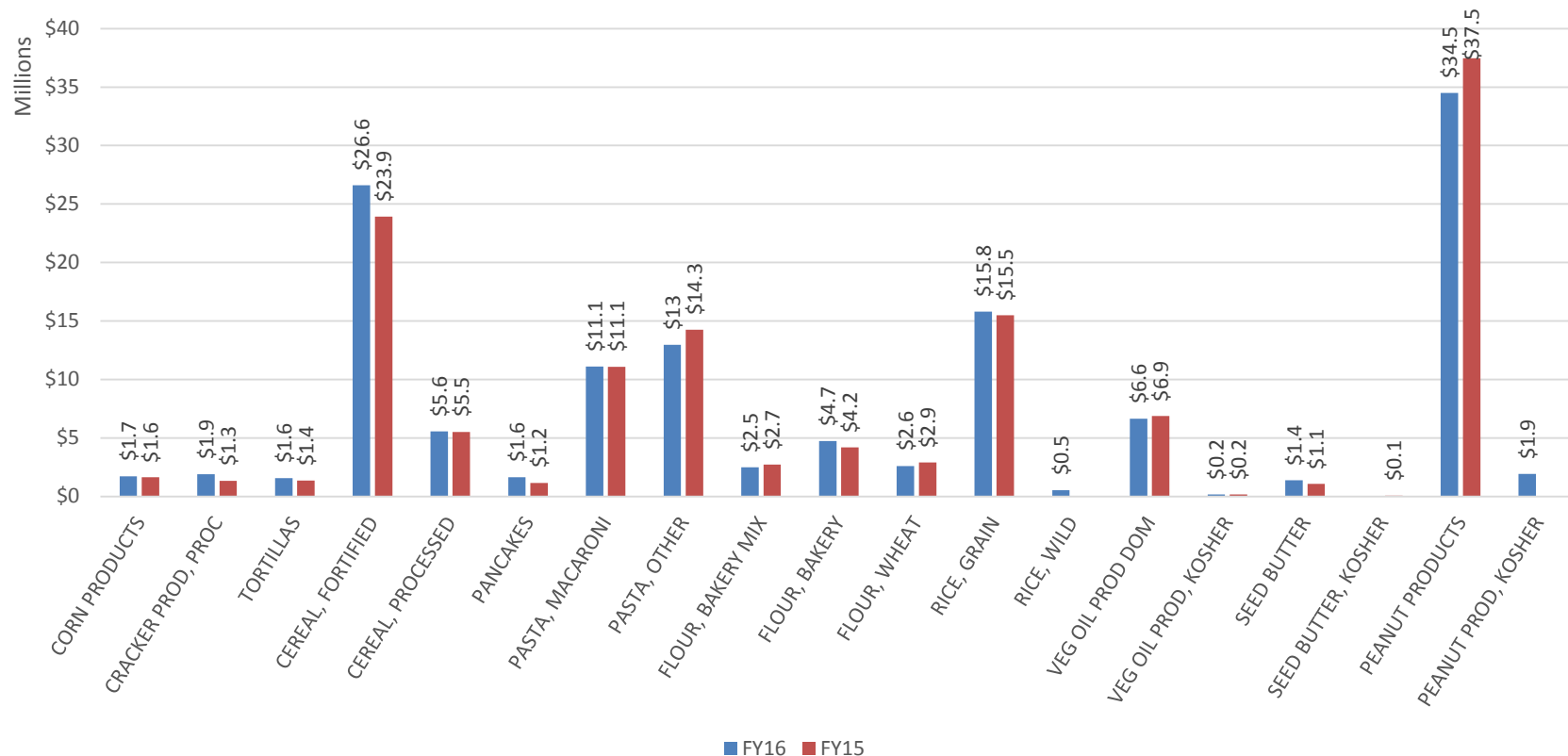
## Grain/Oilseed Purchases FY16-17 comparison in Pounds



# Agricultural Marketing Service



## Grain/Oilseed Purchases FY16-17 comparison in Dollars





# New Products: Contracting Considerations

In order to be considered as a USDA Food, the product must:

- Be available from more than one vendor
- Have a documented demand in a commercial setting
- Be produced by a responsible entity





# Market research for new products

## Market Research (FAR Part 10)

“Procedures for conducting market research to arrive at the most suitable approach to acquiring, distributing, and supporting supplies and services

### Current methods:

- RFI – learning about products (characteristics, options, etc.)
- Sources Sought- gauging interest and supply for an already-identified product or program
- Conference Calls
- Draft Specs
- Discussions with industry associations & suppliers

***EXPLORATION PROCESS!***





# Wrap Up

## Moving *Forward*

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