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)
  • 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)

- Child Nutrition Programs: $313.70
- TEFAP: $106.70
- FDPIR: $16.70
- CSFP: $68.80
- Other: $0.68
Dairy Purchases FY16-17 comparison in Pounds

- Cheese, Mozzarella: 76.9 FY16, 66.3 FY15
- Cheese, Processed: 43.5 FY16, 37.9 FY15
- Cheese, Kosher: 0.3 FY16, 0.3 FY15
- Cheese, Natural Amer: 64.9 FY16, 56.7 FY15
- Milk, UHT: 68.2 FY16, 60 FY15
- Milk, Evaporated: 2.9 FY16, 2.4 FY15
- Milk, Instant: 6.7 FY16, 5.8 FY15
- Butter: 0.2 FY16, 0.2 FY15
- Yogurt: 1.2 FY16, 0.8 FY15
Dairy Purchases FY16-17 comparison in Dollars

- **Cheese, Mozzarella**: $131.7M (FY16), $114M (FY15)
- **Cheese, Processed**: $73.9M (FY16), $63.6M (FY15)
- **Cheese, Processed, Kosher**: $0.7M (FY16), $0.7M (FY15)
- **Cheese, Natural Amer**: $124.8M (FY16), $108.5M (FY15)
- **Milk, UHT**: $21.8M (FY16), $22.8M (FY15)
- **Milk, Evaporated**: $1.6M (FY16), $1.5M (FY15)
- **Milk, Instant**: $10.5M (FY16), $10.4M (FY15)
- **Butter**: $0.7M (FY16), $0.6M (FY15)
- **Yogurt**: $1.6M (FY16), $1.1M (FY15)
Grain/Oilseed Purchases FY16-17 comparison in Dollars

- **Corn Products**: FY16: $17, FY15: $16
- **Cracker Prod/Proc**: FY16: $1.9, FY15: $1.3
- **Cereal, Fortified**: FY16: $1.4, FY15: $1.4
- **Cereal, Processed**: FY16: $5.6, FY15: $5.5
- **Pancakes**: FY16: $16, FY15: $12
- **Pasta, Macaroni**: FY16: $11, FY15: $11
- **Pasta, Other**: FY16: $26.6, FY15: $23.9
- **Flour, Bakery Mix**: FY16: $2.7, FY15: $2.5
- **Flour, Bread**: FY16: $4.7, FY15: $4.2
- **Flour, Wheat**: FY16: $2.6, FY15: $2.9
- **Rice, Grains**: FY16: $34.5, FY15: $24.5
- **Rice, Wild**: FY16: $0.5, FY15: $0.5
- **Vegetable Oil Prod Dom**: FY16: $6.9, FY15: $6.6
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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