Outline

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- Changes and Improvements 2017
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- Purchase Schedule Changes for 2018
Staff Introductions
Fruit & Tree Nut Staff

• Elizabeth Lober, Section Supervisor (Acting)
• Sean Frey, Contracting Officer
  – IDIQ Fruit
• Adrienne Collins, Contract Specialist
  – Apples-Frozen & Canned; Blueberries; Cranberries; Cherries; Plums-Canned; Kosher Fruit
• DeVonne Collins, Contract Specialist
  – Dried Fruits and Tree Nuts
Fruit & Tree Nut Staff (contd.)

• David Cottrell, Ag Marketing Specialist
  – Apples-Bulk, Fresh, & Processing; Oranges; Pears-Bulk, Fresh, & Processing

• La Shawne Brown, Contract Specialist
  – Fruit Juices

• Suzette Offer, Procurement Technician

• Cedric Hopkins, Procurement Technician
Vegetable Team Staff

- Elizabeth Lober, Section Supervisor
- David Munford, Contracting Officer
- Colleen Nicholson, Ag Marketing Specialist
  - IDIQ Vegetables; Corn; Peas
- Barbara Nelson, Contract Specialist
  - IDIQ Vegetables; Green Beans; Tomatoes-Diced/Canned; White Potatoes; Vegetable Mix; Frozen Carrots
Vegetable Team Staff (contd.)

• Dave Cottrell, Contract Specialist
  – Potatoes-Bulk & Fresh; Dehydrated Potatoes; Potatoes-Sweet Bulk & Fresh

• Renee Collier, Ag Marketing Specialist
  – Canned Beans, Bulk Beans

• Jenny Watson, Contract Specialist
  – Canned Vegetables; Canned Soup; Canned & Pouch Tomato Products- Paste, Sauce, & Salsa; Tomato Juice
Vegetable Team Staff (contd.)

• Carol Givens-Verser, Ag Marketing Specialist
  – HHP Dry Beans; Canned Carrots; Kosher NSLP Vegetables; Dry Lentils

• Raquel Clinton, Contract Specialist
  – Frozen Vegetables; Frozen Potatoes; Butternut Squash;

• Darien Davis, Procurement Technician
THE FAR – A Brief Overview
FAR Overview

• Federal Acquisition Regulation (FAR)
  – the principal set of rules in the Federal Acquisition Regulation System. The FAR System governs the "acquisition process" by which executive agencies of the United States federal government acquire (i.e., purchase or lease) goods and services by contract with appropriated funds.
FAR Overview

- Basics:
  - Divided into 53 parts

- The FAR ensures government purchasing procedures are conducted in a standard, consistent, fair, and impartial manner
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FAR Overview

• US government contracts differ from commercial contracts, primarily due to federal mandates related to:
  – Appropriations Law (funding)
  – Small Business Requirements (Set Asides)
  – Competition Requirements
  – Prompt Pay
  – Labor Laws
  – Buy American
  – Security Requirements
  – Etc.
FAR Overview

• AMS Mission presents unique challenges
  – Products are subject to harvest & weather conditions
    • Timing is critical
    • Funding always an issue
  – Our recipients are unique
    • Children
    • Needy families
  – Food Safety and Health concerns are paramount
    • Nutrition
Award Timing / NLT Award Dates

- NLT Award Date
  - Date is announced in Solicitation WBSCM Tendering Text
    - “Acceptances will be announced by Midnight on October 31, 2017.”
  - NLT Award Date is always subject to change
    - Multiple factors can affect award timing
    - AMS CPS will typically provide notice of a change to NLT Award date as a courtesy, via letter from the CO.
    - Notice provides an opportunity to withdraw your bid
  - Feel free to contact CS or CO on the day of award if you are concerned about timing or award.
2-Day Requirement for NLT Waiver Submissions

- Master Solicitation for Commodity Procurements, Section C. Additional Clauses, 4A52.211-1 Compensation for Delays in Delivery (page 20)
  - Sets a due date of **2 working days after the scheduled NLT delivery date** for submission of waiver requests to extend the NLT delivery date for extensions that are outside of the control of the contractor
2-Day Requirement for NLT Waiver Submissions

4A52.211-1 Compensation for Delays in Delivery

(a) If a Contractor determines that it will not be able to deliver the commodity by the Not-Later-Than (NLT) delivery date, the Contractor shall notify the Contracting Officer immediately. If the reason for not meeting the NLT delivery date is beyond the control or negligence of the Contractor, the Contractor is required to submit a waiver request within 2 working days after the scheduled NLT delivery date. Failure to submit a waiver request within the time specified will result in liquidated damages being assessed. Waiver requests submitted after the time specified will not be accepted. See clause 52.211-11, of the Master Solicitation.

(b) If a Contractor delivered a product and the product is rejected, the Contractor shall deliver an acceptable replacement product prior to the end of the NLT delivery date and liquidated damages will not be assessed. However, if the replacement product will be delivered beyond the NLT delivery date, liquidated damages will be assessed.

(c) When deliveries are made by contract carrier or vendor’s own vehicle, the date shown on the signed commercial bill of lading will be considered the date of delivery.

(End of clause)
2-Day Requirement for NLT Waiver Submissions

• Send the CS a waiver request within 2 days of missed delivery due to circumstances outside of your control
• If the new NLT delivery dates are unknown, send the request with “TBD” listed as the new delivery dates
  – The waiver will be on-hold until you know the new delivery dates.
• Do not invoice until the waiver has been completed to avoid reimbursements
Bidding to Port vs Final Destination

- Vendors are not required to bid to Final Destination for Offshore Shipments
  - Each Offshore location has a Port
- Instructions for bidding to port are available on the AMS Website at:
Bidding to Port vs Final Destination
Bidding to Port vs Final Destination
Bidding to Port vs Final Destination

Submitting an Offer on Invitation for Bid Solicitations

Select “Ctrl+Click” to follow links below

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Step 19: Go to the “Condition Type” column and click the down arrow.

- Select the applicable condition: Price Contract/Bid (deliver directly to offshore location or Offshore Port Costs Location-Dependent (FAS Vessel)
Changes & Improvements 2017

• In response to industry...
  – Built more time into IFB solicitations (8-10 days)
  – IDIQ Successes
    • Fruit: Solicited early and Awarded approx. 1 month earlier than 2016
    • Vegetables: Solicited early and awarded 3 weeks earlier than 2016
  – Kosher
    • Solicited earlier and received more of the product
Language Changes (GOVDelivery) 2018

• Changes will go into effect on November 6:
  – New terms (standardizing on FAR terms)
    • Purchase Announcements become Presolicitation Notices
    • Bid Awards/Bid Arrays become Abstract of Bids
  • Solicitation numbers will include both the—
    WBSCM #          PIID
    200001234        123J14-17-S-001

*PIID is referenced in Public Procurements in WBSCM
## Breakdown of a PIID

<table>
<thead>
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<th>Position</th>
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<tr>
<td>1-6</td>
<td>Department code/activity address code (AAC)</td>
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<tr>
<td>7-8</td>
<td>Last two digits of the fiscal year in which the PIID is issued</td>
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<tr>
<td>9</td>
<td>Type of Instrument</td>
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<tr>
<td>10-13</td>
<td>Four position agency assigned number</td>
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</table>
Language Changes (GOVDelivery) 2018

- Click the link to open the solicitation and view details:
  - E.g., Where to find Set-Asides?
- In the solicitation (click the GovDelivery link to “View Solicitation”)
  - Found in the “Tendering text – Header” section
- On our website: [https://www.ams.usda.gov/selling-food](https://www.ams.usda.gov/selling-food)

| Reference | Product Details | Start Date | End Date | Documents
<table>
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<tr>
<td>2000004869</td>
<td>Dry Beans (100378, 100374, 101020, 100380, 100385, 100385, 100382, 110381, 100388, 110066); Set Aside: 8(a) offerings</td>
<td>July 14, 2017</td>
<td>July 28, 2017</td>
<td>Bid Invitation.pdf, PCA Report.pdf</td>
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Proposed Changes for 2018

• IDIQ
  – Oct through December, “Round 1,” deliveries will continue to be IFB
  – Frozen Strawberries and Apricot products will be solicited and awarded in April and awarded in early May
  – Jan through September Deliveries
    • Considering IFB/IDIQ rather than RFP
      – Streamlined process, fewer submittals
    • Considering soliciting “Round 2” January through June and “Round 3” for July though September
Other Proposed Changes for 2018

• Two Step Sealed Bidding
  – Vegetarian Beans and Refried Beans
  – Possibly Condensed Cream of Mushroom Soup
  – FAR 14.5
    • Step One: Request for an evaluation of technical proposals (aka product sample). No pricing is involved. The objective is to determine the acceptability of the supplies or services offered prior to issuing the IFB.
    • Step Two: Involves IFB solicitation and submission of sealed bids by vendors who submitted acceptable technical proposals in Step One.

• IFB/IDIQ vs RFP/IDIQ
Proposed Purchase Schedule Changes for Fruit & Tree Nut and Vegetable Teams
Proposed Changes for Apples

- 110561-Apples Fresh PKG-12/3 LB.

- 100514, 100517, 100521, 100522, 100523, and 110543- Fresh Variety Carton 40 LB.

- Reason for Proposed Change- Would be more effective to purchase the above mentioned materials 3 times a fiscal year.

- Point of contact- David Cottrell
Proposed Timeframe

• **1st solicitation** would occur in June 2018- Delivery Periods occurring between September-December 2018.

• **2nd solicitation** would occur in November 2018- Delivery Periods occurring between January-April 2019.

• **3rd solicitation** would occur in March 2019-Delivery Periods occurring between May-August 2019.
Proposed Changes....

100308- Carrots Can 24/300
100309- Carrots Can 6/10

Point of Contact: Carol Givens-Verser
Upcoming Changes to Carrots'

- For both of these materials 100308 and 100309 AMS would-
  - Solicit in April
  - New Delivery Periods between November-July.
  - Reason for this proposed change is due to vendor response.
Proposed Changes for Tomato Paste

• 100332- Tomato Paste Bulk
  - Moving forward, change would be to remove 3rd quarter purchase for this material.
  - Currently, U.S.D.A. has received feedback from vendors that it is difficult to provide product between the months of July-September.

• Point of Contact: Jenny Watson
Proposed Changes for Frozen Vegetables

- Changes involve the following materials:

<table>
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<th>Item Code</th>
<th>Item Description</th>
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<tr>
<td>110562</td>
<td>SWEET POTATOES CHUNK FRZ PKG-6/5 LB</td>
</tr>
<tr>
<td>110721</td>
<td>SWEET POTATOES CRINKLE FRZ PKG-6/5 LB</td>
</tr>
<tr>
<td>110844</td>
<td>POTATOES DICED FRZ PKG-6/5 LB</td>
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<tr>
<td>100357</td>
<td>POTATOES OVENS FRY PKG-6/5 LB</td>
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<td>POTATOES WEDGE FAT FREE FRZ PKG-6/5 LB</td>
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<td>100355</td>
<td>POTATOES WEDGE FRZ PKG-6/5 LB</td>
</tr>
<tr>
<td>110480</td>
<td>CARROTS DICED FRZ CTN-30 LB</td>
</tr>
<tr>
<td>110481</td>
<td>CARROTS DICED FRZ CTN-12/2.5 LB</td>
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<td>110421</td>
<td>MUSHROOMS DICED FRZ IQF CTN-40 LB</td>
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<tr>
<td>110724</td>
<td>PEPPERS/ONIONS BLEND FRZ CTN-30 LB</td>
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<tr>
<td>110425</td>
<td>SPINACH CHOPPED FRZ IQF CTN-20 LB (1902)</td>
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<tr>
<td>110391</td>
<td>SPINACH CHOPPED FRZ IQF PKG-12/2 LB</td>
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Changes to Sweet Potatoes....

- For materials 110562, Sweet Potatoes Chunk FRZ PKG 6/5 LB, and 110721, Sweet Potatoes Crinkle FRZ PKG-6/5 LB.
  - AMS wants to purchase these materials in March instead of April.
  - Solicited on an IFB annually
  - Change is due to vendor feedback.

- Point of Contact: Raquel Clinton
Changes to Potatoes...

- Potatoes 110844, Potatoes Diced FRZ PKG-6/5 LB, 100355 Potatoes Wedge FRZ PKG-6/5 LB, 100356 Potatoes Wedge FF, and 100357 Potatoes Ovens Fry PKG 6/5 LB.
  - Under proposed change these items will be solicited in August.
  - This change is in response to vendor feedback since potatoes are available throughout the year.

- Point of Contact: Raquel Clinton
Changes to Frozen Carrots.....

• For materials, 110480 Carrots Diced FRZ Ctn-30 LB, and 110481 Carrots Diced FRZ CTN-12/2.5 LB.
  - Proposed change is to purchase these materials year round for FY 2019-2020.
  - Consideration to change the current pack size from 12/2.5 to 12/2 based on vendor feedback for material 110481.
  - Currently, Industry standard is 12/2, and AMS is considering going to that size.

• Point of Contact: Raquel Clinton
Frozen Vegetable changes...

• Material 110421, Mushrooms Diced FRZ CTN- 40 LB.
  - Change this from an annual buy to a bi-annual purchase.
  - Considering combining Mushroom with Material 110861 Butternut Squash
  - These two materials would be put on one solicitation to be purchased in June and November.
• Point of Contact: Raquel Clinton
Frozen Vegetable changes....

• Material 110724, Pepper/Onions Blend FRZ CTN 30 LB.
  - Proposed change would be to have the NLT dates start in July instead of September.
  - Change is initiated per FNS request.

• Material 110425, Spinach Chopped FRZ CTN 20 LB, 110391, Spinach Chopped FRZ PKG 12/2 LB, 110481 Carrots Diced FRZ CTN-12/2.5 LB, and 110480 Carrots Diced FRZ CTN-30 LB.
  - Both Carrot pack-sizes will be combined with the spinach
  - The other bi-annual purchase of carrots are not combined with anything.
  - FNS and AMS are considering purchasing spinach bi-annually.

• Point of Contact: Raquel Clinton
Questions?