New products
Specification Updates
Looking ahead

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Success stories for 2017

• New products
  • Butternut squash
  • Diced potatoes
Success stories for 2017

• Specification updates
  • Shelled walnuts
  • Figs
  • Bulk sweet potatoes
  • New pack sizes for strawberries, apricots
• New format – consolidating amendments
New Products for 2018

- Mixed berry cup FRZ–96/4oz
- Mixed vegetables –FRZ 30 lb.
- Applesauce cup in 6 CT sleeve
- Cream of Mushroom soup – condensed – still in development
Sodium Testing:
Canned vegetables and beans
Aligning with commercial practices

What we learned last year:

• Few vendors using current skip lot testing protocol
• Many vendors perform in-plant sodium testing or contract with other labs to confirm compliance with low sodium formulation.
• Could USDA validate test results vs. duplicate analysis?
Our approach....

• Analyzed 5 years of USDA test results:
  – What percentage of products are meeting the sodium criteria?
    • 96-99% compliance for high volume canned vegetables
  – Reduce product costs associated with testing?
  – Reduce administrative burden?
Phase One – November 2017-June 2018

✓ USDA sodium testing: one random sample per product, per location, per Purchase Order
New Protocol

• SCI staff will select one lot verification composite sample per purchase order, per product, per location.

• USDA Science and Technology laboratory will perform this analysis to ensure that the product is in compliance with the sodium requirement.
New Protocol continued...

• Vendors provide SCI with documentation that each lot was sampled and tested, and meets the sodium criteria.

• Vendors may perform sodium analyses themselves, or contract with a certified third party laboratory to verify that USDA products meet the criteria.

• The SCI inspector submits composite verification sample to the USDA laboratory for any lot SCI suspects as not meeting the sodium requirement.
New Protocol continued...

• Vendors responsible for costs associated with all USDA laboratory analyses.

• Revert to more frequent USDA testing if plant experiences challenges in meeting the criteria
Phase Two: starting July 1, 2018

✓ Audit-based verification for compliance with sodium requirement
  – SCI staff will review vendor’s test results for each lot to confirm the product meets the sodium criteria.
  – SCI may reinstate USDA composite sampling/testing if multiple lots fail to meet the sodium criteria.
Looking Ahead ...

Exploring a two-step contracting process

- Evaluation factors will be described in the solicitation.
- Submit samples prior to submitting bid
- Blind taste testing, objective panel
- Determine which products are acceptable

Refried beans, vegetarian beans?
Cream of mushroom soup?
Other products?
Looking Ahead….

Updating packaging

- exploring smaller household sizes
- colorful, retail packaging
- Implementing new format: Nutrition Facts Panel
Changes to Nutrition Facts Panel

https://www.fda.gov/food/guidanceregulation/guidancedocumentsregulatoryinformation/labelingnutrition/ucm385663.htm
Looking ahead

• FDA issued a proposed rule to extend the compliance dates:
  – Jan. 1, 2020, for manufacturers with $10 million or more in annual food sales.
  – Jan. 1, 2021, for manufacturers with less than $10 million in annual food sales.
Looking Ahead....

• FDA intends to exercise enforcement discretion with respect to the current July 26, 2018, and July 26, 2019, compliance dates
Looking Ahead ...

SKU Rationalization

- Monitoring trends/products volumes
- When and how to “retire” products
  - low volumes- analyze why
  - Updating package sizes
Questions?