Welcome to
Specialty Crops
Breakout Session
Opening Remarks

Presented by: Chris Purdy
Associate Deputy Administrator
Specialty Crops Program
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What’s New for 2017

Presented by: Laura Walter
AMS Commodity Procurement
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Rick Peterson
AMS Specialty Crops Program
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New Products and Specification Updates
USDA Foods—Mission

• Support School Meal Pattern Requirements
  – Increase variety within vegetable subgroups
  – Support ease of preparation/service in schools
• Support Dietary Guidelines for Americans goals—Healthy eating patterns
  – Increase fruit and vegetables
  – Reduce sodium and added sugars
• Support specific program needs (e.g. Backpack program, traditional foods)
• Support ag markets and expand vendor participation
New Products/Specification Updates

• Seek versatile, high volume products
• Timing with harvest/production
• Align with commercial manufacturing/performance based practices
• Packaging and labeling - helping customers use the products; perceptions about quality
2016 Accomplishments

Canned Vegetables
- Added allergen safety requirements
- Updated Salsa and Spaghetti Sauce requirements

Canned Beans
- Added allergen safety requirements

Canned Fruit
- Clarified minimum labeling requirements for primary containers
2016 Accomplishments

Frozen Vegetables
- Sliced carrots – change in maximum diameter
- Peas - 2.5 lb. package
- Fajita style sweet pepper and onion blend - new

Frozen Potato Products
- Clarified sodium content determination and responsibilities
- Sweet Potatoes – Crinkle cut strips – new style
2016 Accomplishments

Dried Fruit

– Clarified primary container labeling/packaging color and pictorial requirements
– Dried Cranberries - new 1.16 oz. size
– Dried Fruit and Nut Mix and Dried Fruit Mix - Standard compositions
– Dried (evaporated) Apples – new

Frozen Fruit Juices

– Clarified recycling fee requirement for individual cups.
What's New for 2017

Specification updates/products for consideration

Frozen vegetables
  Butternut squash - diced
  Vegetable blend
  Add 2.5 and 5 lb. pack sizes for most

Frozen potatoes
  Diced – blanched, 2.5 and 5 lb. pack size
What’s New for 2017

Specification updates for consideration

Canned Beans
  Vegetarian – minimum % tomato solids
  Refried- required and optional spices, oil

Canned Vegetables
  Cream of mushroom soup – condensed, “healthy”
  Mixed vegetables - #10 can, 4 way?
What’s new for 2017

Specification updates/products for consideration

Frozen Fruit

Mixed fruit cups – blueberries/strawberries - new
Strawberries, IQF Whole and Sliced – add 2.5 and 5 lb.
Apricots - add 2.5 and 5 lb.

Canned Fruit

Applesauce cups Unsweetened in 4-pack sleeve – 4 oz.
What’s new for 2017

For all product categories:

– Labeling and packaging - streamline and clarify requirements for individual/household pack sizes
  
  • Color and artwork/image
  • Packaging/film type
Other Key Initiatives

Sodium testing - Canned Vegetables and Beans

– Review lab results and identify trends
– Gather input regarding manufacturing and in house testing
– Determine next steps
We need your feedback!

• Goal – issue draft specifications in November

• Finalize December 2016
Contracting Changes

Presented by: Elizabeth Lober
Branch Chief, DC Contracting Branch
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What's Hot?

Trends in purchasing

• Increased demand for orange vegetables
• Desire for individually portioned items (frozen/shelf fruit cups, dried fruit)
• Smaller interior packaging for NSLP (5 lb. bags)
What’s New?

• Pepper/Onion Blend
• Dried Cranberries (1.1 oz. bag)
• Sweet Potato Crinkle cut
Proposed Changes to the Purchase Schedule for 2017/2018

Presented by: Camillia Freeland-Taylor
AMS Commodity Procurement
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Canned Carrots

Two Invitations for Bid (IFB)

1. Solicit February, Award March, Delivery: May-September
2. Solicit August, Award September, Delivery: November-April
Frozen White Potatoes

Two Invitations for Bid (IFB)

2. Solicit October 2017,  Delivery:  February 2018 – June 2018
Frozen Sweet Potatoes

Solicit: August 2017
Award: September
Delivery: Jan 2018-December 2018
15 Minute Break
Each year, the Great Pumpkin rises out of the pumpkin patch that he thinks is the most sincere.
2015 Industry Conference
Recap and Updates
Questions/Issues that Haven’t Been Addressed

• Check-loading will be addressed tomorrow

• Pallet configuration
  – AMS is providing drafts for comment. Please review and provide comments on case/pallets/truckload sizes
  – Be on the lookout for requests for information

• Sodium testing
  – USDA is continuing to review testing protocol
Questions/Issues that Have Been Addressed

• Warehouses charging fees for rescheduling deliveries
  – If the reschedule is due to a vendor change then the vendor is responsible. If USDA or recipients cause the change then the vendor is not responsible for the charge.

• Different process and interpretation of rules/standards by regional inspection office
  – SCI has revised USDA’s Purchase Manual (inspectors’ instructions) and distributed to all inspectors in August 2016
  – Increased training and review with inspections offices nationwide
  – SCI will review 25% of all USDA PO contract folders annually
Questions/Issues that Have Been Addressed (cont.)

• Sodium testing for frozen potatoes
  – Specification updated -- sodium can be verified by Nutrition Facts Panel

• IDIQ – Why buying July-September over a year in advance?
  – AMS needs early contract to ensure product will be available
  – Fulfill contract with previous season until the new harvest is available
Are the Solutions Working?
What’s Working and Not Working

• What’s Working
  – Provide any 3 examples

• Not Working (provide an example from one of the 3 topics)
  – Bid Process
  – Inspections
  – Purchase Schedule/Delivery Dates
  – Delivery Issues
  – Specifications
Assignment: Think of Solutions for Current Issues
Solutions to Current Issues Selling to USDA
Issues
Recipient Feedback

• Inspector availability

• Plant Addresses

• 2016 complaints received through WBSCM
Inspector Availability

SCI Processed Office Coverage
## Inspector Availability

### Busiest three months for selected Area Offices

<table>
<thead>
<tr>
<th>Region</th>
<th>Area Office</th>
<th>Busiest Months</th>
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<tbody>
<tr>
<td><strong>Eastern Region</strong></td>
<td></td>
<td></td>
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<tr>
<td>North Brunswick, New Jersey</td>
<td></td>
<td>October, November, December</td>
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<tr>
<td>Hunt Valley, Maryland</td>
<td></td>
<td>August, September, October</td>
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<tr>
<td><strong>Central Region</strong></td>
<td></td>
<td></td>
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<tr>
<td>South Bend, Indiana</td>
<td></td>
<td>July, August, September</td>
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<tr>
<td>Oshkosh, Wisconsin</td>
<td></td>
<td>August, September, October</td>
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<tr>
<td><strong>Western Region</strong></td>
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<tr>
<td>Covina, California</td>
<td></td>
<td>April, May, June</td>
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<tr>
<td>Fresno, California</td>
<td></td>
<td>September, October, November</td>
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<tr>
<td>Stockton, California</td>
<td></td>
<td>June, July, August</td>
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<tr>
<td>Yakima, Washington</td>
<td></td>
<td>August, September, October</td>
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Inspector Availability

- The Contractor must give the USDA Inspector at least 7 days advance notice when scheduling inspection service (ten days would be appreciated during busy times).

- The Contractor must allow 14 days after product sampling for laboratory tests (when required) to be completed and returned.

- Waivers will be granted when Inspection cannot be furnished with seven day advanced notice.
Plant Addresses

• Before solicitation award all bidders are screened for Plant Survey/Food Defense compliance

• Commodity Procurement requests SCI to check our database for compliance furnishing us with the address entered into WEBSCM

• If that address is not the same as that on the Plant Survey then we must investigate

• This can take from hours to days to confirm compliance and may hold up the award process may or even result in a rejected bid
Business Partner Report

Go to our Website:  www.ams.usda.gov/selling-food

Click the link to the Web Based Supply Chain Management (WBSCM) System

Look for Step by Step Procedures

Scroll Down to Vendor Business Partner Report

Click on Link for the Report and Follow the Instructions
Selling Food to USDA

Overview
How the Process Works
Becoming an Approved Vendor
Purchase Programs: Solicitations & Awards
Pilot Project: Unprocessed Fruits & Vegetables
Product Specifications & Requirements
Web-Based Supply Chain Management (WBSCM) System
Small Business Opportunities
Contact Commodity Procurement
Annual Industry Meeting
Annual Purchase Summaries

Related Websites
Food & Nutrition Service (FNS)
Food Safety Inspection Service (FSIS)
Farm to School Resources
Know Your Farmer, Know Your Food
Office of Small & Disadvantaged Business Utilization (OSDBU)
Federal Business Opportunities (FBO)
Food & Drug Administration (FDA)
System for Award Management (SAM)

Selling Food to USDA

The Agricultural Marketing Service (AMS) purchases a variety of 100% domestically produced and processed commodity food products. These purchases support American agriculture by providing an outlet for surplus products and encouraging consumption of domestically-produced foods. The wholesome, high-quality products purchased by USDA—collectively called USDA Foods—are delivered to schools, food banks and households in communities across the country, and are a vital component of our nation's food safety net.

Successful USDA Foods purchasing is a coordinated effort. AMS develops products and purchase program technical requirements, manages the Web-Based Supply Chain Management System (WBSCM), and conducts the procurements (solicitations, awards, and contract management) in accordance with federal regulations and USDA policy. The Food and Nutrition Service (FNS) manages the food and nutrition assistance programs, including the National School Lunch Program and The Emergency Food Assistance Program, generating demand (orders) from qualified recipients for various USDA Foods and coordinating with AMS on the purchase planning and scheduling.

AMS issues solicitations and makes purchases for over 200 different USDA Foods on an ongoing basis. Approved USDA Vendors are invited to submit offers for the purchase of food products in a timely manner.
Web-Based Supply Chain Management (WBSCM)

Web-Based Supply Chain Management (WBSCM) is a fully integrated, web-based ordering and procurement system. All federal food and commodity orders, solicitations, offers, awards, deliveries, invoices, and payments occur in WBSCM, and all business partners in the commodity program are required to use this system.

Login to WBSCM>

Training Options

Online Training: AMS encourages all new users to take advantage of this on-line training resource. The training site is only available from 12:00 pm Monday through 12:00 p.m. Friday (Eastern Time). To request access to the external training site, send an e-mail with your full name, e-mail address, and company name to wbscmamshelpdesk@ams.usda.gov. A new request must be submitted for each week the user wishes to practice in the training environment.

Instructor-led Training: AMS provides USDA approved vendors the opportunity to participate in LiveMeeting training sessions focusing on various topics, including: Submitting Offers, Advanced Shipping Notifications, Invoices and brief overview of the Corporate Vendor Administrator duties. Review AMS Commodity Procurement Notices to the Trade for more information on upcoming training, or contact the AMS WBSCM Help Desk WBSCMAMSHelpdesk@ams.usda.gov.

News & Announcements

- 08/23 USDA Highbush Blueberry Products Purchase Program Announced
- 08/23 USDA Shell Egg And Egg Products Purchase Program Announced
- 08/23 USDA Raisin Purchase Program Announced

View all news & announcements>

Events

- 10/26 to 10/27 2016 Annual Industry Meeting for USDA Foods Contractors and Suppliers
- 10/19 Catfish Quality Information and Exchange Workshop
Instructor-led Training: AMS provides USDA approved vendors the opportunity to participate in LiveMeeting training sessions focusing on various topics, including: Submitting Offers, Advanced Shipping Notifications, Invoices and brief overview of the Corporate Vendor Administrator duties. Review AMS Commodity Procurement Notices to the Trade for more information on upcoming training, or contact the AMS WBSCM Help Desk
WBSCMAMSHelpdesk@ams.usda.gov.

**Step-by-Step Procedures**

- Vendor Registration Form
- Checklist for Vendors (pdf)
- Frequently Asked Questions (PDF)
- Corporate Vendor Administrator Roles and Responsibilities (PDF)
- The Process Vendor Flow (PDF)
- AMS Long Procurement Number Description for Solicitations (PDF)
- WBSCM Public Procurement Site (link)

**System Settings**

- System - Accessing for the First Time
- System - Recommended Configuration
- System - Verify IE Settings

**Creating Reports**

- TWS Purchase Order Item Report (pdf)
- Vendor Business Partner Report (pdf)
- VPM Report (pdf)
- Goods Receipt Report (pdf)
- List of Invoices (pdf)
- List of Purchase Orders (pdf)
- Print Multiple Purchase Orders (pdf)

**Pre-Award Processes: Submitting Offers**

- Export-Import Procedures (PDF)
- Release 3.4 Changes and Instructions (PDF)
Vendor Business Partner Relationship Report — saving the report outside of WBSCM

- NOTE: To execute this report, one must have the Corporate Vendor Admin role assigned under their WBSCM ID.

Click on the ‘Admin’ tab
- Select ‘Vendor Business Partner Relationship Validation Report’

Type in the Business Partner number.
- NOTE: The Business Partner number is given in a confirmation e-mail after the Vendor Registration form has been uploaded.
Making Changes to Plant Addresses

• For Assistance in changing plant addresses or other business partner information contact the WBSCM helpdesk at WBSCMamshelpdesk@ams.usda.gov
2016 complaints received through WBSCM

• Quantity associated with the complaints about 64,000 cases
• Approximately 1% of total 2016 USDA Purchases
• These shipments could be the only cases a school will receive for a given year.
Breakdown of Complaints by Complaint Type

- Product Issue: 34%
- Delivery Issue: 23%
- Infestation/Bugs: 17%
- Label Issue: 17%
- Packaging Issue: 6%
- Foreign Matter: 2%
- Other: 1%

Agricultural Marketing Service
Breakdown of Food Safety Concerns by Complaint Type (13,000 cases)

- Infestation/Bugs: 52%
- Product Issue: 18%
- Foreign Matter: 13%
- Delivery Issue: 8%
- Label Issue: 6%
- Packaging Issue: 3%
- Other: 0%
Adjournment

Small Table Discussion to Follow

- **Delivery Dates** (Elizabeth Lober and DeVonne Collins)
- **Bonus Buys** (Chris Purdy, Marc McFetridge, and Don Hinman)
- **Production Schedules/Inspector Availability and Specifications** (Al Hoover, Richard Peterson and Dana White)
- **Unprocessed Pilot Process** (Camillia Freeland-Taylor)
- **Bulk Processing** (Nate Tickner)