



# Welcome to Specialty Crops Breakout Session





# Opening Remarks

Presented by: Chris Purdy  
Associate Deputy Administrator  
Specialty Crops Program  
[Christopher.Purdy@ams.usda.gov](mailto:Christopher.Purdy@ams.usda.gov)  
202-720-3209





# What's New for 2017

Presented by: Laura Walter  
AMS Commodity Procurement  
Laura.Walter@ams.usda.gov  
202-720-0623

Rick Peterson  
AMS Specialty Crops Program  
Richard.Peterson@ams.usda.gov  
202-720-5021





# 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  
[Elizabeth.Lober@ams.usda.gov](mailto:Elizabeth.Lober@ams.usda.gov)  
202-720-9924





# 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

[Camillia.Freeland-Taylor@ams.usda.gov](mailto:Camillia.Freeland-Taylor@ams.usda.gov)

202-720-3052





# 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)

1. Solicit May 2017, Delivery: October 2017 – January 2018
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





# Pumpkins





Each year, the Great Pumpkin rises out of the pumpkin patch that he thinks is the most sincere.







## 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





# 15 Minute Break

**Assignment: Think of Solutions for  
Current Issues**





# Solutions to Current Issues Selling to USDA





# Issues





# Recipient Feedback

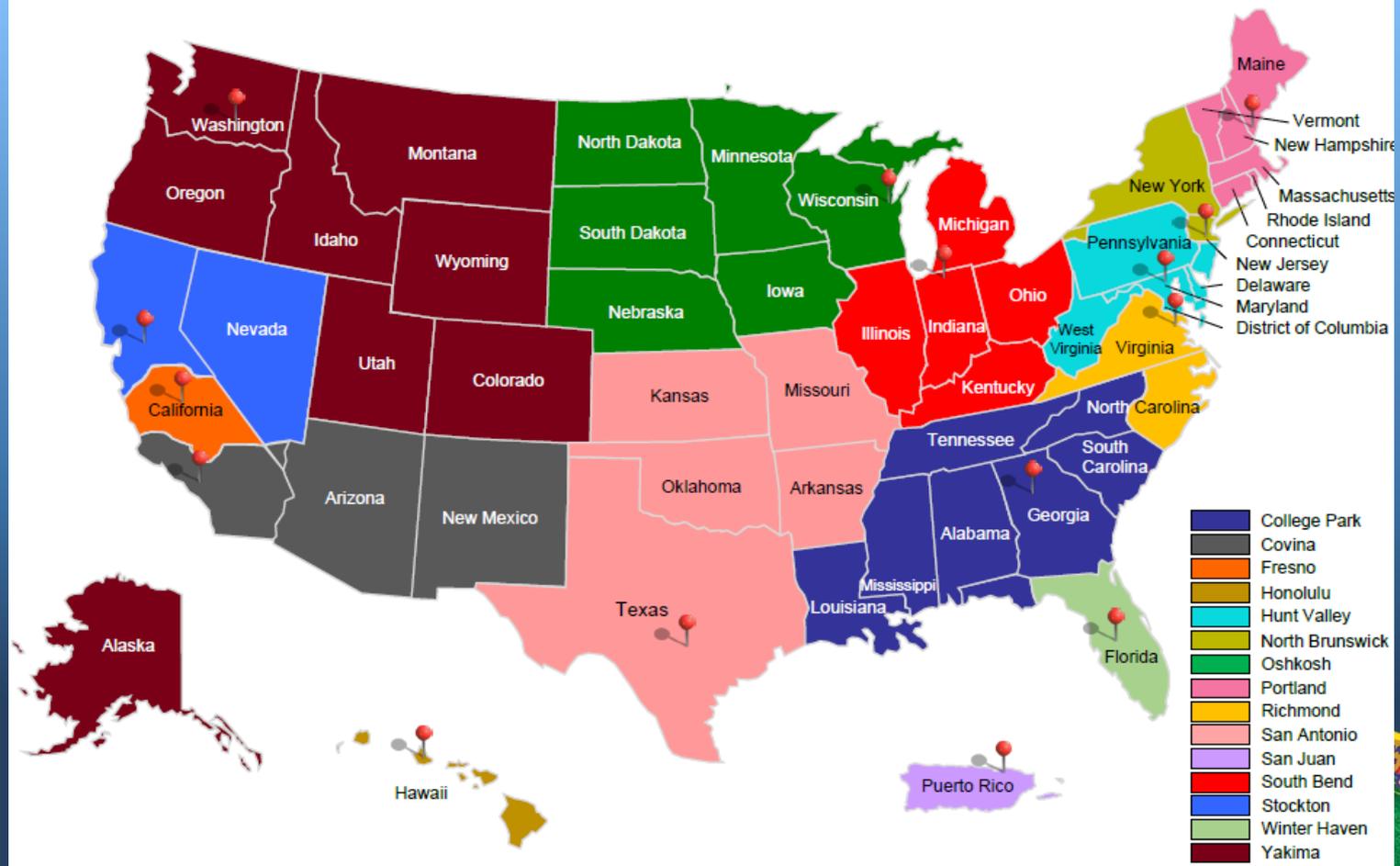
- Inspector availability
- Plant Addresses
- 2016 complaints received through WBSCM





# Inspector Availability

## SCI Processed Office Coverage





# Inspector Availability

## Busiest three months for selected Area Offices

Eastern Region	
North Brunswick, New Jersey	October, November, December
Hunt Valley, Maryland	August, September, October
Central Region	
South Bend, Indiana	July, August, September
Oshkosh, Wisconsin	August, September, October
Western Region	
Covina, California	April, May, June
Fresno, California	September, October, November
Stockton, California	June, July, August
Yakima, Washington	August, September, October





# 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](http://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

## Selling Food to USDA

SHARE



### 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

Market News

Rules &amp; Regulations

Grades &amp; Standards

Services

Resources

Selling Food to USDA

Home &gt; Selling Food to USDA

Stay connected:



## 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 \(SAM\)](#)

## 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

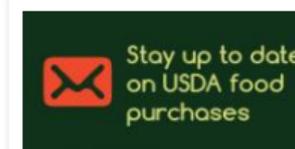
**Online Training:** AMS encourages all new users to take advantage of this on-line training resource. The training site is only available from 12:00 pm Monday through 12:00 p.m. Friday (Eastern Time). To request access to the external training site, send an e-mail with your full name, e-mail address, and company name to [wbscmamshelpdesk@ams.usda.gov](mailto: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](mailto:WBSCMAMSHelpdesk@ams.usda.gov).

## Step-by-Step Procedures

- [Vendor Registration Form](#)
- [Checklist for Vendors \(pdf\)](#)

## Web-Based Supply Chain Management (WBSCM)

[SHARE](#)

## 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](#)

[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 \(SAM\)](#)

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](mailto: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

[New Purchase Order Item Report \(pdf\)](#)

- [Vendor Business Partner Report \(pdf\)](#)

[ASN 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 \(PDF\)](#)

[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](#)
- [09/28 Catfish Quality Information and Exchange Workshop](#)

## Recent Blogs

- [03/08 Food Safety in Numbers](#)
- [10/27 USDA Foods: From American Farms to American Tables](#)
- [09/11 USDA's Commitment to Quality Foods](#)

[View all blogs >](#)

# Vendor Business Partner Relationship Report

April 4, 2016

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'

The screenshot displays the USDA Web-Based Supply Chain Management interface. The top navigation bar includes the USDA logo, the text 'United States Department of Agriculture Web-Based Supply Chain Management', a user greeting 'Welcome QAS-Farmland Adminthree', a 'Log off' link, and a 'QAS' button. Below this is a menu with 'Home', 'Suppliers', 'Admin' (highlighted with a red box), 'Reports', and 'Help'. A sub-menu 'Manage Users' is also visible. The main content area is titled 'Vendor Business Partner Relationship Report' and contains a detailed navigation sidebar on the left with 'Vendor Business Partner Relationship' highlighted. The main form area is titled 'Business Partners Relationship Validation Report' and features a toolbar with buttons for 'Menu', 'Save as Variant...', 'Back', 'Exit', 'Cancel', 'System', 'Execute', and 'Get Variant...'. The form fields include: Business Partner, Relationship Type, DUNS Number, Vendor Type (with 'ZCVN' entered), Name 1 of Organization, Name 2 of Organization, Search term 1, Search term 2, Status Profile, User Status, Region, Relationship Name 1, and Relationship Name 2. Each field has a 'to' field and a swap button. A checkbox for 'Waiting for Approvals' is checked at the bottom.

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](mailto:WBSCMamshelpdesk@ams.usda.gov)





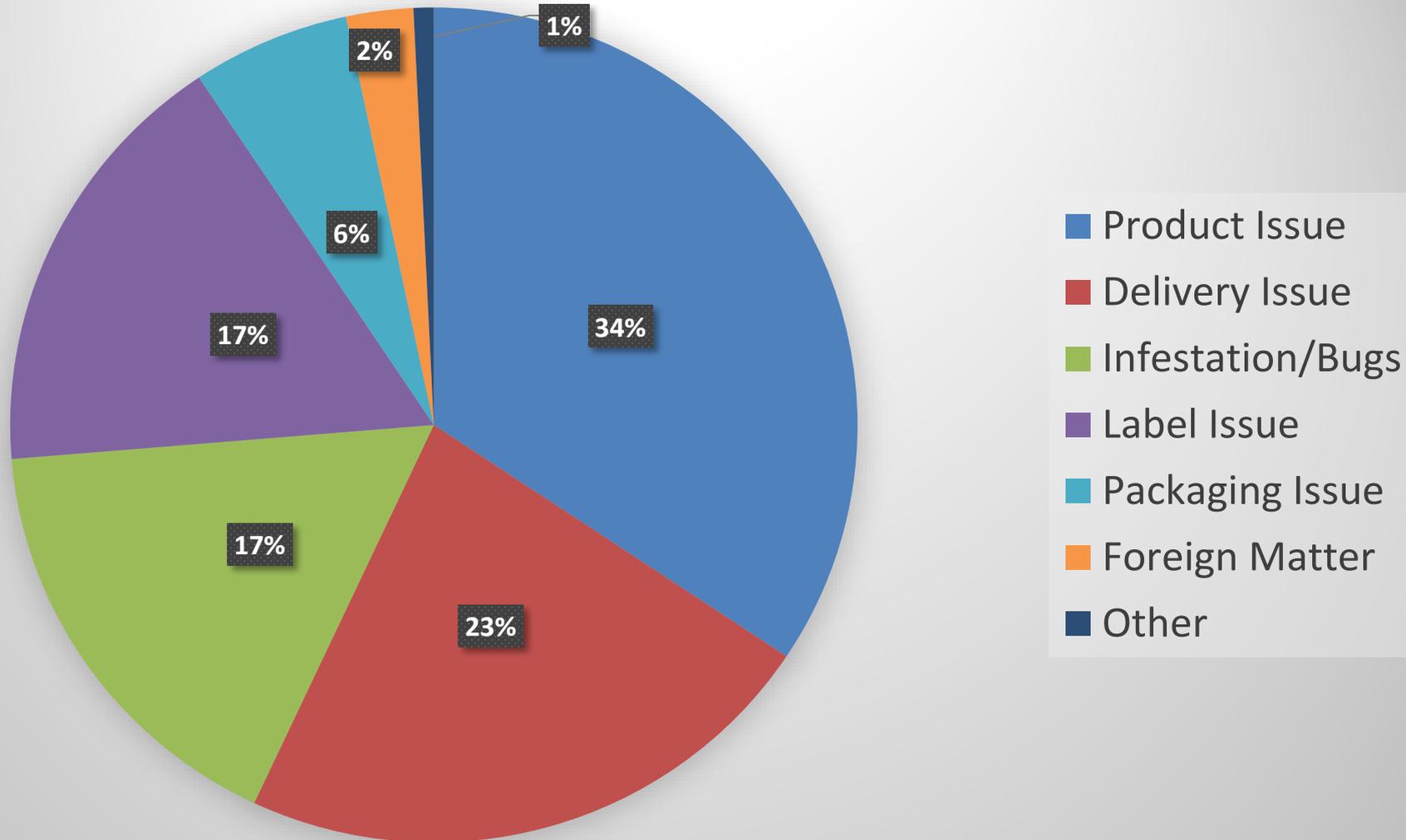
## 2016 complaints received through WBSCM

- 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.



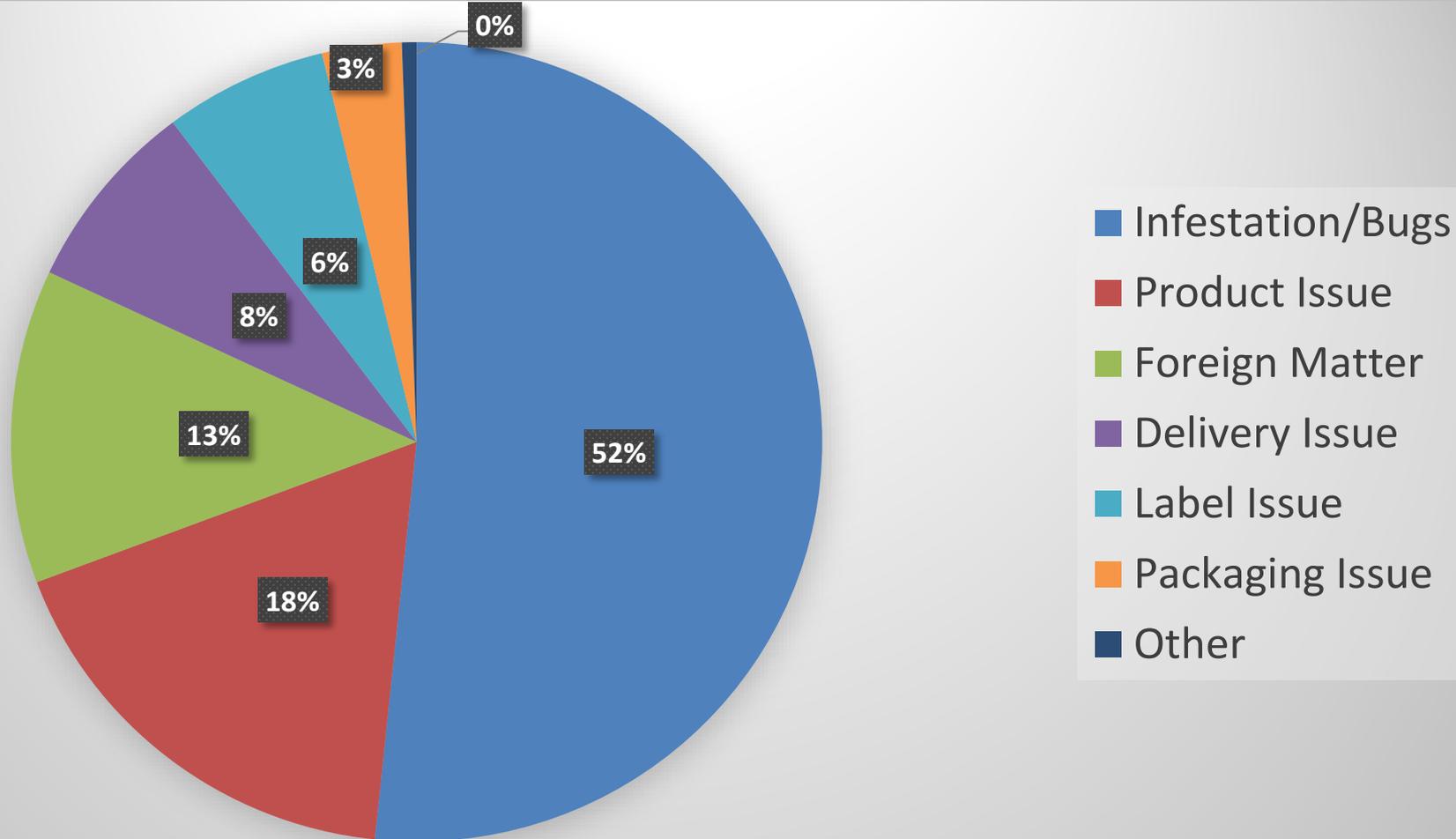


# Breakdown of Complaints by Complaint Type





# Breakdown of Food Safety Concerns by Complaint Type (13,000 cases)





# 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)**

