



USDA Agricultural Marketing Service-- Opportunities to Sell Fresh, Frozen and Processed Fruit and Vegetable Products to USDA

Contacts:

AMS Commodity Procurement
1400 Independence Ave., SW
STOP 0256
Washington, DC 20250-0256

Dianna Price
Small Business Coordinator
dianna.price@ams.usda.gov

Dave Tuckwiller
Director
david.tuckwiller@ams.usda.gov

Ronald Ulibarri
Chief, Operations Branch
Procurement
ronald.ulibarri2@ams.usda.gov

(202) 720-4517



**Agricultural
Marketing
Service**

USDA Purchases and Distributes Fresh, Frozen and Processed Fruits and Vegetables

In FY 2013, USDA's Agricultural Marketing Service (AMS) purchased about **\$662 million** and **1.2 billion pounds** of fresh, frozen, processed fruits and vegetables, nuts and other specialty crops. This healthy, American grown and processed product helps feed **millions of school children** and is also distributed to food banks, disaster areas, and elsewhere it is needed.

What do we buy? Many varieties of fresh, frozen, and processed:

- Fruits
- Vegetables
- Nuts and Other Specialty Crops

Foods are often low in fat, sugar and sodium and always grown and processed in the United States.

Who do we buy from? Think you need to be BIG to sell to the USDA? Think again! We buy product from qualified companies of all sizes, in volumes of several truckloads to several hundred truckloads. So, regardless of the size of your operation, AMS would like to speak with you!

New Vendor Information. Vendors wishing to sell fruit and vegetable products to USDA can access all necessary documents through the Internet at www.ams.usda.gov/commoditypurchasing and referring to the "Vendor Selling Kit" section of the web page. If you are new to the USDA, you will want to access the [New Vendor Information](#) page for a complete description of the steps necessary to begin selling to USDA.

Questions? If you have questions about the Vendor Qualification Requirements document, or how to start selling to USDA, please contact **Dianna Price, Small Business Coordinator**, at 202-720-4237 or by e-mail (Dianna.Price@ams.usda.gov)

Small, socially disadvantaged, women and veteran owned businesses are encouraged to consider selling to USDA.

The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, gender, religion, age, disability, political beliefs, sexual orientation, and marital or family status. (Not all prohibited basis apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at 202-720-5964 (voice and TDD). To file a complaint of discrimination write to USDA, Director, Office of Civil Rights, 1400 Independence Avenue, S.W., Washington, D.C., 20250-9410 or call (800) 795-3272 (voice) or (202) 720-6382 (TDD). USDA is an equal opportunity provider and employer.

**FRESH, FROZEN & PROCESSED FRUIT AND
VEGETABLE**

	Material Description	Cases/Truck
100893	APPLE JUICE PLST BTL-8/64 FL OZ	1025
100206	APPLE SLICES CAN-6/10	912
100258	APPLE SLICES FRZ CTN-30 LB	1320
110149	APPLES FOR FURTHER PROCESSING – BULK	N/A
100284	APPLES FRESH SLC-100/2 OZ	1320
100286	APPLES FRESH SLC-200/2 OZ	1092
100508-100523	APPLES VARIOUS FRESH CTN-37 LB OR -40 LB	924
100207	APPLESAUCE CAN-24/300	1620
100208	APPLESAUCE CAN-6/10	912
110361	APPLESAUCE CUP-96/4.5	1400
100260	APRICOT FRZ CTN-40 LB	1000
100261	APRICOT FRZ CUP-96/4.5 OZ	1400
100210	APRICOT HALVES CAN-24/300	1620
100259	APRICOT SLICES FRZ BOX-20 LB	1900
110230	APRICOTS DICED EX LT SUCROSE CAN 6/10	912
100216	APRICOTS DICED PEELED EX LT CAN-6/10	912
100209	APRICOTS HALVES EX LT CAN-6/10	912
110231	APRICOTS HALVES EX LT SUCROSE CAN-6/10	912
100371	BEANS BABY LIMA CAN-6/10	864
100378	BEANS BABY LIMA DRY PKG-12/2 LB	1680
110020	BEANS BLACK CAN-24/300	1530
100359	BEANS BLACK TURTLE CAN-6/10	864
100367	BEANS BLACK EYE CAN-24/300	1530
100368	BEANS BLACK EYE CAN-6/10	864
100374	BEANS BLACK EYE DRY PKG-12/2 LB	1680
100384	BEANS DARK RED KIDNEY DRY PKG-12/2 LB	1680
101020	BEANS DRY GARBANZO PKG-12/2 LB	1680
100360	BEANS GARBANZO CAN-6/10	864
100373	BEANS GREAT NORTHERN CAN-6/10	864
100381	BEANS GREAT NORTHERN DRY BAG-25 LB	1600
100380	BEANS GREAT NORTHERN DRY PKG-12/2 LB	1680
100306	BEANS GREEN CAN-24/300	1620
100307	BEANS GREEN CAN-6/10	912
100351	BEANS GREEN FRZ CTN-30 LB	1320
100372	BEANS LIGHT RED KIDNEY CAN-24/300	1530
100385	BEANS LIGHT RED KIDNEY DRY PKG-12/2 LB	1680
100369	BEANS PINK CAN-6/10	864
110021	BEANS PINTO CAN-24/300	1530
100365	BEANS PINTO CAN-6/10	864
100383	BEANS PINTO DRY BAG-25 LB	1600
110382	BEANS PINTO DRY BAG-50 LB	800
100382	BEANS PINTO DRY PKG-12/2 LB	1680
110381	BEANS PINTO DRY TOTE-2000 LB	22
100370	BEANS RED KIDNEY CAN-6/10	864
100361	BEANS REFRIED CAN-24/300	1530
100362	BEANS REFRIED CAN-6/10	864
100366	BEANS SMALL RED CAN-6/10	864
100375	BEANS SMALL RED DRY PKG-12/2 LB	1680

100363	BEANS VEGETARIAN CAN-24/300	1530
100364	BEANS VEGETARIAN CAN-6/10	864
100244	BLUEBERRY CULTIVATED FRZ CTN-30 LB	1320
100263	BLUEBERRY CULTIVATED FRZ CTN-12/2.5 LB	1320
100243	BLUEBERRY WILD FRZ CTN-30 LB	1320
100242	BLUEBERRY WILD FRZ CTN-8/3 LB	1440
110282	BROCCOLI FRZ PKG-6/5 LB	1134
100308	CARROTS CAN-24/300	1620
100309	CARROTS CAN-6/10	912
100982	CARROTS FRESH BABY CUTS BAG-100/2 OZ	2070
100352	CARROTS FRZ CTN-30 LB	1320
100237	CHERRIES FRZ IQF CTN-40 LB	960
100228	CHERRIES RED TART PITTED CAN-6/10	912
100235	CHERRIES RED TART PITTED FRZ CTN-30 LB	1280
100894	CHERRY APPLE JUICE PLST BTL-8/64 FL OZ	1025
100310	CORN CREAM STYLE CAN-24/300	1530
100348	CORN FRZ CTN-30 LB	1320
100311	CORN WHOLE KERNEL CAN-24/300	1530
100313	CORN WHOLE KERNEL(LIQ) CAN-6/10	912
100213	CRANBERRY SAUCE CAN-24/300	1530
100214	CRANBERRY SAUCE CAN-6/10	864
100899	CRANBERRY APPLE JUICE PLST BTL-8/64 FL OZ	1025
100297	FRUIT AND NUT MIX DRIED PKG-24/1 LB	1456
100296	FRUIT AND NUT MIX DRIED PKG-5/5 LB	1456
110161	FRUIT MIX DRIED PKG-5/5 LB	1456
100895	GRAPE CONCORD JUICE PLST BTL-8/64 FL OZ	1025
100896	GRAPEFRUIT JUICE PLST BTL-8/64 FL OZ	1025
100904	HOMINY CAN-24/300	1530
110053	<i>KOSHER APPLESAUCE CAN-6/10</i>	912
110066	<i>KOSHER BEANS GREAT NORTHERN DRY BAG-25 LB</i>	1600
110058	<i>KOSHER BEANS GREEN CAN-6/10</i>	912
110360	<i>KOSHER CARROTS CAN-6/10</i>	912
110059	<i>KOSHER CORN WHOLE KERNEL(LIQ) CAN-6/10</i>	912
110056	<i>KOSHER PEACH FREESTONEDICED FRZ CUP-96/4.4 OZ</i>	1400
110054	<i>KOSHER PEACHES CLING CAN-6/10</i>	912
110055	<i>KOSHER PEARS SLICES CAN-6/10</i>	912
110060	<i>KOSHER PEAS CAN-6/10</i>	912
110101	<i>KOSHER TOMATO SAUCE CAN-6/10</i>	912
101014	LENTILS DRY BAG 25 LB	1600
100388	LENTILS DRY PKG 12/2 LB	1680
100211	MIXED FRUIT CAN-24/300	1620
100212	MIXED FRUIT EX LT CAN-6/10	912
110233	MIXED FRUIT EX LT SUCROSE CAN-6/10	912
110421	MUSHROOMS DICED FRZ IQF CTN-40 LB	924
100276	ORANGE JUICE CONC FRZ CAN-12/32 OZ	1200
100204	ORANGE JUICE CONC -TANKERS	N/A
100897	ORANGE JUICE PLST BTL-8/64 FL OZ	1025
100277	ORANGE JUICE SINGLE CTN-70/4 OZ	1920
100283	ORANGES CTN-34-39 LB	1026
100241	PEACH FREESTONE DICED FRZ CUP-96/4.4 OZ	1400

100220	PEACHES CLING DICED EX LT CAN-6/10	912
110234	PEACHES CLING DICED EXLTSUCROSE CAN-6/10	912
110236	PEACHES CLING SLC EXLT SUCROSE CAN-6/10	912
100218	PEACHES CLING SLICES CAN-24/300	1620
100219	PEACHES CLING SLICES EX LT CAN-6/10	912
100238	PEACHES FREESTONE SLICES FRZ CTN-12/2 LB	1452
100239	PEACHES FREESTONE SLICES FRZ CTN-20 LB	1900
100282	PEARS BARTLETT FRESH CTN-45 LB	900
100280	PEARS BOSC FRESH CTN-45 LB	900
100223	PEARS CAN-24/300	1620
100279	PEARS D'ANJOU FRESH CTN-45 LB	900
100225	PEARS DICED EX LT CAN-6/10	912
110237	PEARS DICED EX LT SUCROSE CAN-6/10	912
100226	PEARS HALVES EX LT CAN-6/10	912
110238	PEARS HALVES EX LT SUCROSE CAN-6/10	912
100224	PEARS SLICES EX LT CAN-6/10	912
110239	PEARS SLICES EX LT SUCROSE CAN-6/10	912
100314	PEAS CAN-24/300	1620
100315	PEAS CAN-6/10	912
100350	PEAS GREEN FRZ CTN-30 LB	1320
100291	PLUMS PITTED DRIED CTN 25 LB	1540
100290	PLUMS PITTED DRIED PKG-24/1 LB	1500
100233	PLUMS PURPLE CAN-24/300	1620
100506	POTATO BULK FOR PROCESS FRZ	N/A
110227	POTATO FOR PROCESS INTO DEHY PRD-BULK	N/A
100337	POTATOES DEHYDRATED FLKS PKG-12/1 LB	2500
100357	POTATOES OVENS FRY PKG-6/5 LB	1320
101019	POTATOES ROUND WHITE FRESH BAG-10/5 LB	800
100358	POTATOES ROUNDS FRZ PKG-6/5 LB	1320
101017	POTATOES RUSSET FRESH BAG-10/5 LB	800
100340	POTATOES RUSSET FRESH CTN-50 LB	800
100356	POTATOES WEDGE FAT FREE FRZ PKG-6/5 LB	1320
100355	POTATOES WEDGE FRZ PKG-6/5 LB	1320
100331	POTATOES WHT SLICES CAN-24/300	1530
100319	PUMPKIN CAN-24/300	1620
100293	RAISINS BOX-144/1.33 OZ	2964
100294	RAISINS CTN-30 LB	1380
100295	RAISINS PKG-24/15 OZ	1728
110163	SOUP CRM OF CHICKEN RDU SOD CTN-12/22 OZ	2100
110164	SOUP CRM OF MUSHRM RDU SOD CTN-12/22 OZ	2100
100322	SOUP TOMATO CAN-24/1	2200
100321	SOUP VEGETABLE CAN-24/1	2200
100335	SPAGHETTI SAUCE MEATLESS CAN-24/300	1620
100336	SPAGHETTI SAUCE MEATLESS CAN-6/10	952
110177	SPAGHETTI SAUCE MEATLESS POUCH-6/106 OZ	960
100323	SPINACH CAN-24/300	1615
110425	SPINACH CHOPPED FRZ IQF CTN-20 LB	1902
110391	SPINACH CHOPPED FRZ IQF PKG-12/2 LB	1404
100253	STRAWBERRY FRZ CTN-30 LB	1320
100256	STRAWBERRY FRZ CUP-96/4.5 OZ	1400

100254	STRAWBERRY SLICES FRZ CTN-30 LB	1320
100980	SWEET POTATO BULK FRESH PROC	N/A
100318	SWEET POTATOES MASHED CAN-6/10	912
100354	SWEET POTATOES MASHED FRZ PKG-6/5 LB	1320
100353	SWEET POTATOES RANDOM CUT FRZ PKG-6/5 LB	1320
100316	SWEET POTATOES W/ SYRUP CAN-24/300	1530
100317	SWEET POTATOES W/ SYRUP CAN-6/10	912
100324	TOMATO CAN-24/300	1620
100328	TOMATO DICED CAN-24/300	1620
100329	TOMATO DICED CAN-6/10	912
110185	TOMATO DICED POUCH-6/102 OZ	960
100342	TOMATO FRESH CTN-25 LB	1600
100898	TOMATO JUICE PLST BTL-8/64 FL OZ	1025
100327	TOMATO PASTE CAN-6/10	912
100326	TOMATO PASTE DRUM-55 GAL	72
100332	TOMATO PASTE FOR BULK PROCESSING	14
110189	TOMATO PASTE POUCH-6/111 OZ	960
100330	TOMATO SALSA CAN-6/10	912
110186	TOMATO SALSA POUCH-6/106 OZ	960
100333	TOMATO SAUCE CAN-24/300	1530
100334	TOMATO SAUCE CAN-6/10	912
110187	TOMATO SAUCE POUCH-6/106 OZ	960
100320	VEG MIX CAN-24/300	1620

NOTE: Please contact an AMS Commodity Procurement Staff to check on the current purchasing plan and status for any of the products listed above