

Contracting Updates

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Staffing

David Munford, david.munford@ams.usda.gov – IDIQ
Vegetables; Frozen Vegetables

Christina Sample, christina.sample@ams.usda.gov – IDIQ
Fruit; Dried Fruit

Nate Sudbeck, nate.sudbeck@ams.usda.gov – Fresh Fruit
& Vegetable; Canned & Frozen Fruit (non-IDIQ)

LaShawne Brown, lashawne.brown@ams.usda.gov –
Juice; Processed Potatoes; Canned Vegetables (non-IDIQ)

Renee Collier, renee.collier@ams.usda.gov – Dry Beans;
Canned Dry Beans

Timing/Purchase Schedule

David Munford

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Outline

- Publishing the Purchase Schedule
- Timing of Buys for Various Products
 - Quarterly
 - Semi-Annually
 - Annually
- Overlapping Pack Years
- Feedback

Publishing the Purchase Schedule

- Published yearly
 - Early to Mid April
 - Posted to the AMS Commodity Purchasing website
- Feedback is welcome and encouraged!

Quarterly Purchases

- Products that are typically available all year round.

Quarterly Schedule

Solicit and Award:	For Deliveries made:
April/May	July through September
July/August	October through November
October/November	January through March
January/February	April through June

Quarterly Products

- Dry Edible Beans, Peas, and Lentils
- Canned Dried Beans
- Dried Fruit/Fruit Mix/Fruit & Nut Mix
- Dehydrated Potato Flakes
- Bottled Juice
- Frozen Apple Slices

Quarterly Products cont'd

Some Canned Fruit

- Cranberry Sauce
- RTP Cherries
- Plums
- Applesauce
- Apple Slices

Some Canned Vegetables

- Pumpkin
- Soups
- Spinach
- Tomato
- Hominy

Bi-Annual Purchases

These are purchased twice per year, usually late crops that we split over two fiscal years, or because the industry requested it this way (ie. broccoli).

Bi-Annual Purchases

- Frozen Potatoes
 - Sweet Potatoes Mashed
 - Sweet Potatoes Random Cut
 - Potato Wedges (and fat free wedges)
 - Potato Oven Fries
 - Potato Rounds

- 1st Solicitation – August; Delivery October through December

- 2nd Solicitation – November; Delivery January through June

Bi-Annual Purchases cont'd

- Frozen Potatoes – Bulk
 - Process into frozen, process into dehy, sweet potatoes for further processing
 - 1st Solicitation-August; Deliver Oct-Mar
 - 2nd Solicitation-November; Deliver Jan-Jun

- Fresh Potatoes (direct delivery)
 - Round white, Russet
 - 1st Solicitation – September; Deliver Nov-Jan
 - 2nd Solicitation-December; Deliver Feb-Jun

Bi-Annual Purchases cont'd

- Frozen Broccoli
 - 1st Solicitation – October; Deliver Jan-Jun
 - 2nd Solicitation-February; Deliver Jul-Dec

Annual Purchases

- Products purchased only once per year, usually driven by pack season.

Annual Purchases cont'd

- Kosher Products
 - Canned
 - Peas, tomato sauce, carrots, green beans, tomato paste, applesauce, peaches clingstone, pears
 - Frozen
 - Peaches freestone, peas, green beans, carrots
- Solicit=June; Award=June
- Deliver August through the following June

Annual Purchases cont'd

- Orange Juice Concentrate
 - Solicit=August; Award=September
 - Delivery November through the following May

Annual Purchases cont'd

- Fruit for Schools
 - Dried cranberries
 - Canned cranberry sauce and cherries (RTP)
 - Frozen blueberries (wild cultivated), cherries (RTP and IQF)
 - Solicit=June; Award=July
 - Deliver September through the following March/April

Annual Purchases cont'd

- Fresh Fruits
- Fresh apples for further processing
 - Solicit=July; Award=August
 - Deliver October through April
- Fresh sliced apples and baby carrots
 - Solicit and Award=July
 - Deliver October through July

Annual Purchases cont'd

- Fresh Fruits cont'd
 - Fresh apples (direct delivery)
 - Solicit and Award=July
 - Deliver October through July

 - Fresh pears (Bartlett, Bosc, D'Anjou) and fresh oranges
 - Solicit=August; Award=September
 - Deliver November through July

Annual Purchases Cont'd

- Frozen Diced Mushrooms
 - Solicit and Award=August
 - Deliver November through March (will buy more often if demand increases)

- Frozen Chopped Spinach
 - Solicit=October; Award=November
 - Deliver January through September

Annual Purchases

- IDIQ Fruit:
 - Canned and Frozen
 - Apricots
 - Peaches
 - Strawberries
 - Canned Mixed Fruit
 - Solicit = March; Award = April
 - Delivery September/October through August

Annual Purchases cont'd

- IDIQ Vegetables
 - Canned and Frozen
 - Green Beans
 - Peas
 - Carrots
 - Corn
 - Canned Veg Mix
 - Diced Tomatoes
 - Potatoes (White, Sliced)
- Solicit = late March or early April; Award=May
- Deliver October through September the following year

Two IDIQ Solicitations

- Per Industry Request, we did 2 IDIQ solicitations for Fruit and 2 for Vegetable
- How did this work for you?
- Advantages? Disadvantages?
- AMS perspective

Overlapping Pack Years

- Annual Purchases –
 - Goal is to have product available for delivery for the entire year
 - Avoid situations where next year's harvest affects the previous year's contracted quantities
 - Suggestions are welcome

Questions?

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