



**Where
businesses,
opportunity,
and government
connect**

Vermont Procurement Technical
Assistance Center

VT PTAC

Assists VT
businesses with
government
contracting

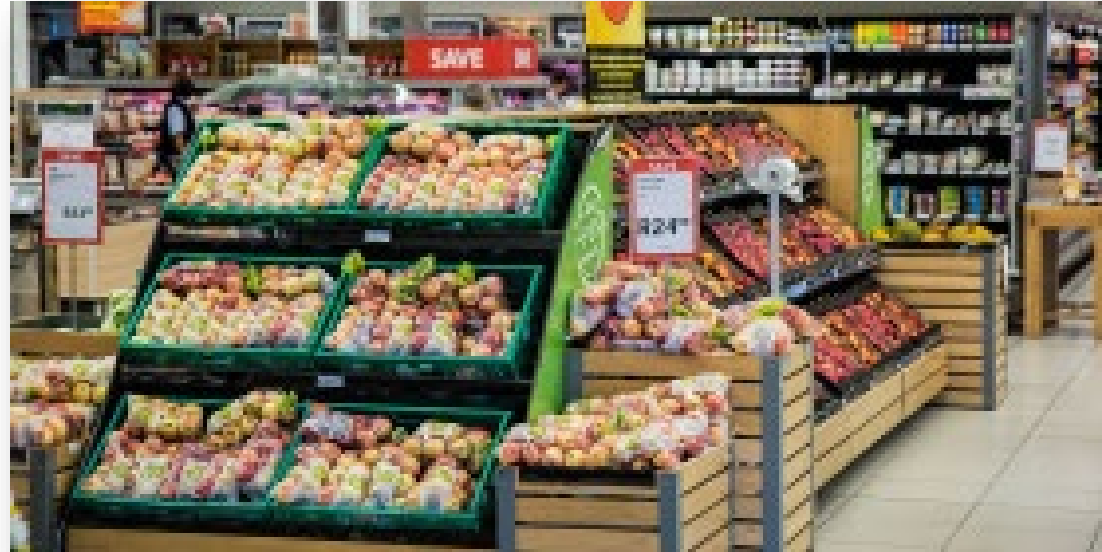
Nationwide
Network
*
Regional
Counselors

Funding
DLA / DED

1 on 1
Counseling
*
Outreach

Vermont Procurement Technical Assistance Center

SELLING FOOD, ALCOHOL & GIFTS



TO THE FEDERAL GOVERNMENT

Federal Procurers of Food, Alcohol & Gifts

**Department of
Commissary
(DeCA)**

**Defense Logistics
Agency
(DLA)**

**Department of
Agriculture
(USDA)**

**Exchanges
(AAFES / NEX / CGX /
MCX)**

**Federal Bureau of
Prisons
(BOP)**

Clubs
Officer / NCO / All-Rank

**General Services
Administration
(GSA)**

**National Park
Service
(NPS)**

Department of Commissary (DeCA)

U.S. grocery products and prices are consistently delivered worldwide to provide a 'taste of home' wherever military personnel and family members are assigned. Office of Small Business Programs (OSBP) offers acquisition information, guidance to small businesses on processes to market their products, services or supplies to DeCA.

What you need to know before marketing your business to DeCA:

Business Guide

Knowing How to
Market Brand and
Non-Brand Products

Develop Name Brand
Presentation

Non-Brand Name
Products Procured
Through Competitive
Best Value

Review Any Resale
Technical Data Sheets

Review Price History
and Recent Award
History

Must be Registered in
SAM

Prime and
Subcontracting
Opportunities

Small Business
Agency Contact to
Answer Your
Questions

Department of Commissary (DeCA)

Interested in doing business with DeCA? Email your company capability statement or line card to: small.business@deca.mil.

Contacts

Faith Smith

Director, Office of Small Business Programs

small.business@deca.mil

Faye Jennings

Small Business Professional

small.business@deca.mil

Floyd Kirkland

Small Business Professional

small.business@deca.mil



Find A Store

Sales Flyer

HOME | SHOP | SAVE | DISCOVER | HEALTHY LIVING | RECIPES | STORE LOCATOR



Home / Our Agency / Business With DeCA

BUSINESS WITH DECA



Vendors/EBS

Access and view information for the DeCA Vendor Portal.



Contracting

View recently awarded contracts and more DeCA contractor info.



Business Resources

Access planograms, forms, Notices to the Trade and other resources.



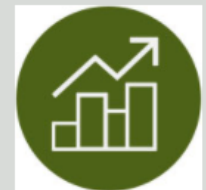
Systems

Access DeCA Systems and learn more about how they work.



Small Business

Discover how your small business can get involved at DeCA.

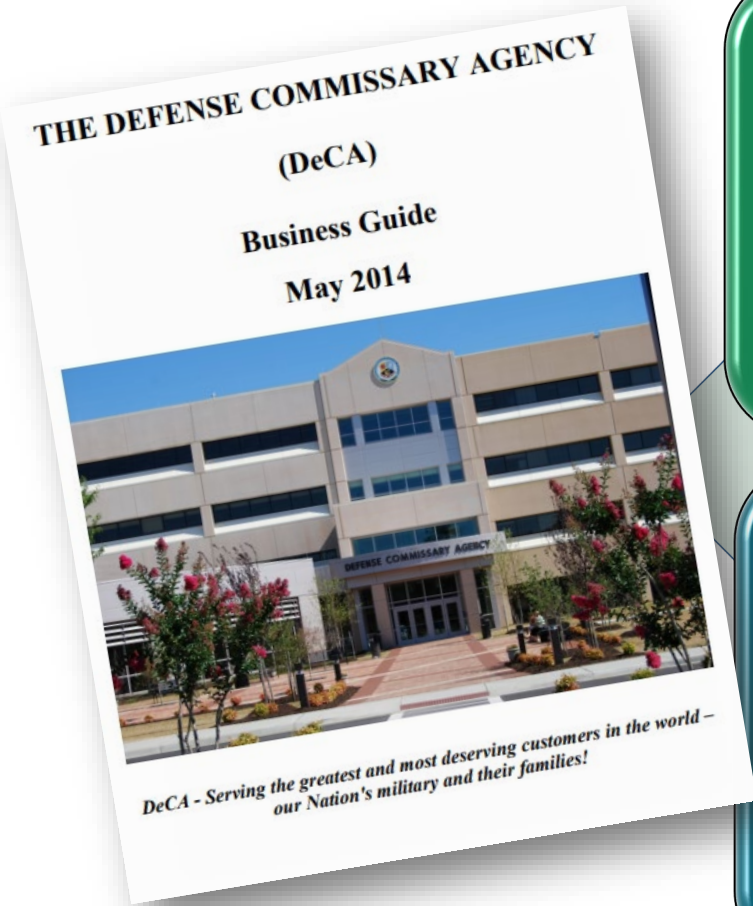


More Opportunities

Discover opportunities for your business at DeCA and beyond.

<https://www.commissaries.com/our-agency/business-with-deca>

Department of Commissary (DeCA)



Review "Business Guide" to gather basic information about DeCA & brand name resale products
Commissary buys

Review the steps on how to do Business with DeCA.

Review listing of commissary locations & Sales Team Directory for categories of items
DeCA buys

Category Managers/Buyers & contracting points of contact are provided to contact for appointments for item presentations



*Updated Business Guide Coming Soon

https://www.commissaries.com/sites/default/files/2017-03/business_guide.pdf

Contacts

Rhonda McDougal
Chief, Resale Contracting
Division
rhonda.mcdougal@deca.mil

Judge Mays
Chief, Resale Brand Name
Branch
judge.mays@deca.mil



Brand name commercial items for resale with DeCA must also be commercial items regularly sold outside of commissary stores under the same brand name

Only sales of the item by commercial grocery (or other retail operations consisting of multiple stores) shall be considered in this “regularly sold” determination

This limitation does not restrict introduction of new items into the commissary system when release to the commissary is simultaneous with release in commercial sector. (“introduction of new items” means introduced and accepted for resale.)

1st Step to selling brand name resale products to DeCA is an item presentation to Agency's Sales Directorate, Category Management Group for your commodity

The presentation is your opportunity to market your product & provide unique information

A brand name resale product must have a Global Trade Identification Number (GTIN) & Universal Product Code (UPC) AND be sold in commercial supermarkets

Questions about GTIN & UPC
 Contact: GS1 (937) 435-3870
www.gs1us.org info@gs1us.org

Summarize details of your offer on DeCA New Item & File Maintenance Form (DeCAF 40-15 version Nov 13, 2012) This is the only form DeCA will accept

Questions about DeCAF 40-15
 Contact: Betty Farmer
betty.farmer@deca.mil
 (804) 734-8000 x48311

DeCA continuously analyzes product sales information

If sales trends indicate your product is moving, then replenishment quantities are ordered; if not, your product will be phased out

NEW ITEM & FILE MAINTENANCE FORM

INTENT: RESENTED/ACCEPTED FOR: CONUS
 ALASKA
 HAWAII
 PACIFIC THEATER
 EUROPE
 CARIBBEAN

GLN: NATIONAL ROLL OUT DATE:
 BROKER: DISTRIBUTOR AVAILABILITY DATE:
 MANUFACTURE: PRODUCT LEAD TIME:
 CONTRACT NUMBER: (One - Two -) ENDOR NUMBER:
 POCs Pricing - Sales Rep:
 GDS - GUARANTEED PRICING STRAT:
 DoDAAC LISTING:

| NATIONAL STOCK NUMBER | UPK | CASE GTIN | ITEM CASE | CS CUE | DoCA Cart # | DoCA Cart # | RSL | CRY | ACCEP | |
|-------------------------|----------|-----------|-----------|--------|-------------|-------------|---------|-----|---------|--------|
| BRAND | NET CONT | UNIT GTIN | DPT | DPT | CS WT | + 1x | + 1x | DCG | TF | |
| NOMENCLATURE | UI | UNIT UPC | WDT | WDT | PLT TIE | Retail | Retail | PO | ADD/DEL | |
| MIN SHIP QTY (BY SHIPT) | UOM | CASE UPC | HT | HT | PLT TIE | Savings | Savings | G | REF | |
| | | | | | | | | | ORV | ACCEP |
| | | | | | | | | | ADD | REJECT |
| | | | | | | | | | P-CODE | |
| | | | | | | | | | SHIPT | |
| | | | | | | | | | ORV | ACCEP |
| | | | | | | | | | ADD | REJECT |
| | | | | | | | | | P-CODE | |
| | | | | | | | | | ORV | ACCEP |
| | | | | | | | | | ADD | REJECT |
| | | | | | | | | | P-CODE | |

FILE MAINTENANCE ATTRIBUTE CHAN PRICE CONCERN ALLOCATION CONTRACT MISSING OTHER

Remarks: Pictures:

This form is a legally binding, non-refundable agreement and participating parties who have signed this form are responsible for following through with their associated commitments. A minimum of 30 days notice is required to delete from this commitment. The manufacturer voluntarily agrees to the DeCA delete process, including disposition of excess quantities after 30 days. The delete process will be followed in the event an item fails to meet either the manufacturer's volume projections or the minimum volume requirements established by the buyer. The manufacturer agrees that DeCA has no responsibility to sell remaining inventory after 30 days from the date of final notice of intent to delete the item. The manufacturer also agrees that the item shall support a reasonable and timely before resale volume and the distributor minimum ship quantity by distributor deadline. Once measured to be in stock, the distributor will not be required to order a minimum ship quantity that is less than the minimum ship quantity.

SALES REP SIGNATURE: DATE: BUYER SIGNATURE: DATE: LINE ITEM MGR SIGNATURE: DATE:

DeCAF 40-15: NEW ITEM & FILE MAINTENANCE NOVEMBER 13, 2012 PAGE OF

Have a developed business plan

Is your product similar to an existing brand?

Identify the performance characteristics of your product

Provide documentation about your products' ranking within a category

Identify similarities and differences between your product and other products within a category

Discuss providing samples for evaluation with the category manager

Explain how you will monitor your product's performance if accepted

Identify your defined distribution and stock methods

Explain pricing structure: What will price of product be & for how long?

Define your method to promote your products (coupons, demonstrations, etc.)



Contacts

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rhonda.mcdougal@deca.mil

Sharon Weston
Chief, Resale Commodities
Branch
Sharon.Weston@deca.mil



Customer preference is defined by commercial product descriptions such as: meat, eggs, dairy, seafood & in-store operations like deli and/or bakery services

Buying process for these commodities is through a **fully competitive formal solicitation**

Award based normally on best value evaluation that considers past performance, price, technical capabilities & patron savings

All suppliers should first contact potential customers to market their products

DLA main customers are the Military Services

New items entering the DLA system must be the result of an agreement between DLA suppliers and customers, based on customers' specific requirements

DLA also supplies food and related products to entities such as:

- Bureau of Prisons (BoP)
- Defense Commissary Agency (DeCA)
- United States Department of Agriculture (USDA)
- Veteran's Administration (VA)
- United States Coast Guard (USCG)
- National Guard
- Federal Emergency Management Agency (FEMA)
- Department of the Interior (DOI)

Defense Logistics Agency (DLA)

The **Subsistence supply chain** provides total dining hall and galley support worldwide to military and other authorized federal customers

Follow the links below for more information about Subsistence food service support around the globe

- **Food Services Contract Search**: View Prime Vendor or Market Fresh contracts & solicitations
- **Food Services Regional Contacts**: Find Customer and Supplier Points of Contact for Regional Food Service Programs
- **Beverage Contracts**
- **Contract Search**
- **B DFA Food Cost Index**
- **Food Service Equipment**
- **Milk EPA**
- **MPA/NAPA/Pricing**
- **Ability One Program**
- **Subsistence Prime Vendor Welcome Guide**

Defense Logistics Agency (DLA)

All sales of troop feeding (dining hall & ships) food products are through a worldwide network of commercial distributors

It's necessary to build a partnership with these distributors to sell your products, while marketing your goods to the food service chiefs of the military services, as well as the installation food advisors

Review Award Information and Agency Sites to determine Prime Contractors / Distributors & how to contact them

Troop
Feeding
(Dining
Halls &
Ships)



Defense Logistics Agency (DLA)



DEFENSE LOGISTICS AGENCY
THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY

[HOME](#) [WHAT DLA OFFERS](#) [DOING BUSINESS WITH DLA](#) [ABOUT DLA](#) [CAREERS](#)

DLA Troop Support Subsistence

Military Camps, Posts and Stations

| Prime Vendor | Region | Contract | Solicitation |
|---|------------|------------------------------|---|
| Hartford Provision Co DBA HPC Foodservice 625 Nutmeg Rd North South Windsor, CT 06074-2461 POC: Laurence Cornell Phone: (860) 760-3932 | CT, MA, RI | SPE300-20-D-3271 Mods: 01 | SPE300-19-R-0017 Amendments: 04 03 02 01 |
| SYSCO Food Services of Northern New England 55 Thomas Drive Westbrook, ME 04092 POC: Buddy Eastman Phone: (800) 632-4446 x6782 | ME, NH, VT | SPE300-18-D-3201 No Mods | SPE300-17-R-0038 Amendments |



Supplier Diversity Program Management

Sysco is committed to supporting diverse growth and development in the communities we serve. To achieve this, our company has a full time Supplier Diversity staff that is focused solely on pursuing these opportunities.

Every year, Sysco continues to increase our spend with diverse business enterprises that provide us with products and services that meet our high standards of quality, competitive pricing, and service. We currently partner with more than 500 diverse suppliers.

To complete registration, please ensure you have the following information:

- General Company Information
- Demographic Information
- Commodity Codes
- Diversity Certification Information

Supplier Diversity Registration Questions?

For general questions about the supplier diversity registration process, your profile or doing business with Sysco, please contact us below:

Email Us: Diversity.Supplier@corp.Sysco.com

Sysco diverse supplier registration portal [click here](#)

Small Businesses & Businesses with Socio-Economic Certifications should check Prime Contractor Websites for Vendor Diversity Portals

<https://www.dla.mil/TroopSupport/Subsistence/Foodservices/Regions/CONUS/PVEast.aspx>

Defense Logistics Agency (DLA)



DEFENSE LOGISTICS AGENCY
THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY

Search Defense Logistics

HOME WHAT DLA OFFERS ▾ DOING BUSINESS WITH DLA ▾ ABOUT DLA ▾ CAREERS

DLA Troop Support Subsistence

Vermont

Click the documents below to view Market Fresh contracts & solicitations for Vermont. To view Prime Vendor contracts for the East Region, click here. To view Customer POCs for the regions, click here, to view Supplier POCs, click here.

Bakery

| Customers | Contract | Solicitation |
|-------------|-----------------------------|-----------------------------------|
| Vermont ANG | SPE300-20-D-W628 No Mods | SPE300-20-R-X005 No Amendments |

Produce

| Customers | Contract | Solicitation |
|--------------------------------|---|--------------------------------|
| Troop & USDA Schools Customers | SPE300-19-D-S732 Mods (13-DEC-19): 1 | SPE300-18-R-0034 Amendments |

SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS
OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, & 30

1. REQUISITION NUMBER: 100082789
PAGE 1 OF 4

2. CONTRACT NO.: SPE300-20-D-W628
3. AWARD/EFFECTIVE DATE: 2019 DEC 20
4. ORDER NUMBER

5. SOLICITATION NUMBER: SPE300-20-R-X005
6. SOLICITATION ISSUE DATE

7. FOR SOLICITATION INFORMATION CALL: a. NAME

9. ISSUED BY: DLA TROOP SUPPORT DIRECTORATE OF SUBSISTENCE 700 ROBBINS AVENUE PHILADELPHIA PA 19111-5096 USA
Local Admin: EDITH MOSS PMP/BA9 Tel: 215-737-2025 Email: EDITH.MOSS@DLA.MIL

10. THIS ACQUISITION IS: UNLIM. SMALL BUSINESS WOB HUBZONE SMALL BUSINESS ED SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS 8 (P)

11. DELIVERY FOR FOR DESTINATION UNLESS BLOCK IS MARKED: SEE SCHEDULE
12. DISCOUNT TERMS: Net 10 days
13a. THIS CONTRACT IS A RATED ORDER UNDER DPAS (15 CFR 700):

15. DELIVER TO: SEE SCHEDULE
16. ADMINISTERED BY: SEE BLOCK 9 City/State: PAS - None

17a. CONTRACTOR/ OFFEROR: Lepage Bakeries, Inc. DBA Country Kitchen 11 Adamian Dr AUBURN ME 04210-8304 USA
17b. CHECK IF REMITTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN: DEF FIN AND ACCOUNTING SVC BSM P O BOX 182317 COLUMBUS OH 43218-2317 USA

17a. CONTRACTOR/ OFFEROR CODE: 9T506
18a. PAYMENT WILL BE MADE BY: DEF FIN AND ACCOUNTING SVC BSM P O BOX 182317 COLUMBUS OH 43218-2317 USA

17a. CONTRACTOR/ OFFEROR CODE 9T506

Lepage Bakeries, Inc. DBA Country Kitchen
11 Adamian Dr
AUBURN ME 04210-8304
USA

TELEPHONE NO. 2077839161

SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS
OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, & 30

1. REQUISITION NUMBER: 100098332
PAGE 1 OF 12

2. CONTRACT NO.: SPE300-19-D-S732
3. AWARD/EFFECTIVE DATE: 2018 DEC 17
4. ORDER NUMBER

5. SOLICITATION NUMBER: SPE300-18-R-0034
6. SOLICITATION ISSUE DATE: 2018 OCT 12

7. FOR SOLICITATION INFORMATION CALL: a. NAME

9. ISSUED BY: DLA TROOP SUPPORT DIRECTORATE OF SUBSISTENCE 700 ROBBINS AVENUE PHILADELPHIA PA 19111-5096 USA
Local Admin: Olivia Rettano PAA1216 Tel: 215-737-0750 Email: Olivia.Rettano@dlamil

10. THIS ACQUISITION IS: SMALL BUSINESS HUBZONE SMALL BUSINESS SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS

11. DELIVERY FOR FOR DESTINATION UNLESS BLOCK IS MARKED: SEE SCHEDULE
12. DISCOUNT TERMS: Net 10 days
13a. THIS CONTRACT IS A RATED ORDER UNDER DPAS (15 CFR 700):

15. DELIVER TO: SEE SCHEDULE
16. ADMINISTERED BY: SEE BLOCK 9 City/State: PAS - None

17a. CONTRACTOR/ OFFEROR: REINHART FOODSERVICE, L.L.C. DBA Burlington Foodservice Company 32 THOMPSON DR ESSEX JUNCTION VT 05452-3405 USA
17b. CHECK IF REMITTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN: DEF FIN AND ACCO BSM P O BOX 182317 COLUMBUS OH 43218-2317 USA

17a. CONTRACTOR/ OFFEROR CODE: 4M6B4
18a. PAYMENT WILL BE MADE BY: DEF FIN AND ACCO BSM P O BOX 182317 COLUMBUS OH 43218-2317 USA

TELEPHONE NO. 8022885000

17b. CHECK IF REMITTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN: 18b. SUBMIT INVOICES TO ADDRESS SHOWN IN BLOCK 18a UNLESS BLOCK

17a. CONTRACTOR/ OFFEROR CODE 4M6B4

REINHART FOODSERVICE, L.L.C. DBA Burlington Foodservice Company
32 THOMPSON DR
ESSEX JUNCTION VT 05452-3405
USA

TELEPHONE NO. 8022885000

<https://www.dla.mil/TroopSupport/Subsistence/FoodServices/Regions/CONUS/MFEast/Vermont.aspx>

Product cuttings and demonstrations take place at individual military bases, providing vendors an opportunity to market items to the installation food adviser or food service chief

ARMY

U.S. Army Quartermaster
Center & School
Fort Lee, VA 23801-1601
Phone: 804.734-4862

MARINES

701 S. Courthouse Road
Building 12 - RM 2J155
Arlington, VA 22204-2469
HQMC, I&L, LF, MCICOM G-4
Phone: 703-604-4510

AIR FORCE

HQ AFSVA/SVOFS
2361 Hughes Ave, Suite 156
Lackland AFB, TX 78235-9852
Phone: 210.395.7788

NAVY

NAVSUP
5450 Carlisle Pike
Mechanicsburg, PA 17055-0791
Phone: 717.605.1153

Operational Rations

- the first line of Subsistence in a combat situation or humanitarian assistance mission. Items include:
 - **Meals, Ready-to-Eat (MRE)** - individually packaged & used by the services to sustain individuals during military operations that preclude organized food service facilities
 - **Unitized Group Rations (UGR)** - used when combat conditions permit the establishment of field feeding kitchens, they contain complete food and paper/plastic components to serve 50 meals

Introduction of a new item for the Operational Rations Program

Most new Operational Rations items must first be evaluated by the U.S. Army Soldier Systems Center (SBCCOM), known as Natick Labs

DLA Troop Support Subsistence works with Natick Labs to obtain samples of new products for testing and reporting on test results

Final approvals come from the military services, the Office of the Surgeon General (OTSG), and the Army Center for Excellence-Subsistence (ACES), in conjunction with Natick and DLA Troop Support Subsistence



<https://www.dla.mil/TroopSupport/Subsistence/OperationalRations/>

Defense Logistics Agency (DLA)

Another avenue vendors can utilize for introducing new food items, packaging and packing, etc., is the Research & Development Associates for Military Food and Packaging Systems, Inc. (R&DA), located in San Antonio, Texas.

The R&DA is a group of industry and military leaders that provide support for United States military and packaging needs. The R&DA serves as a focal point to foster communications and cooperation relating to research and development, the supply and procurement of food, packaging and food service equipment between private industry, government, academic institutions, consultants, and technical/trade/professional associations. For more information, contact 210-493-8024 or hqs@militaryfood.org

Please note that your product still may have to go through the agencies listed Operational Rations



<https://www.dla.mil/TroopSupport/Subsistence/DoingBusinesswithSub/NewItemIntroduction/>

What happens next?

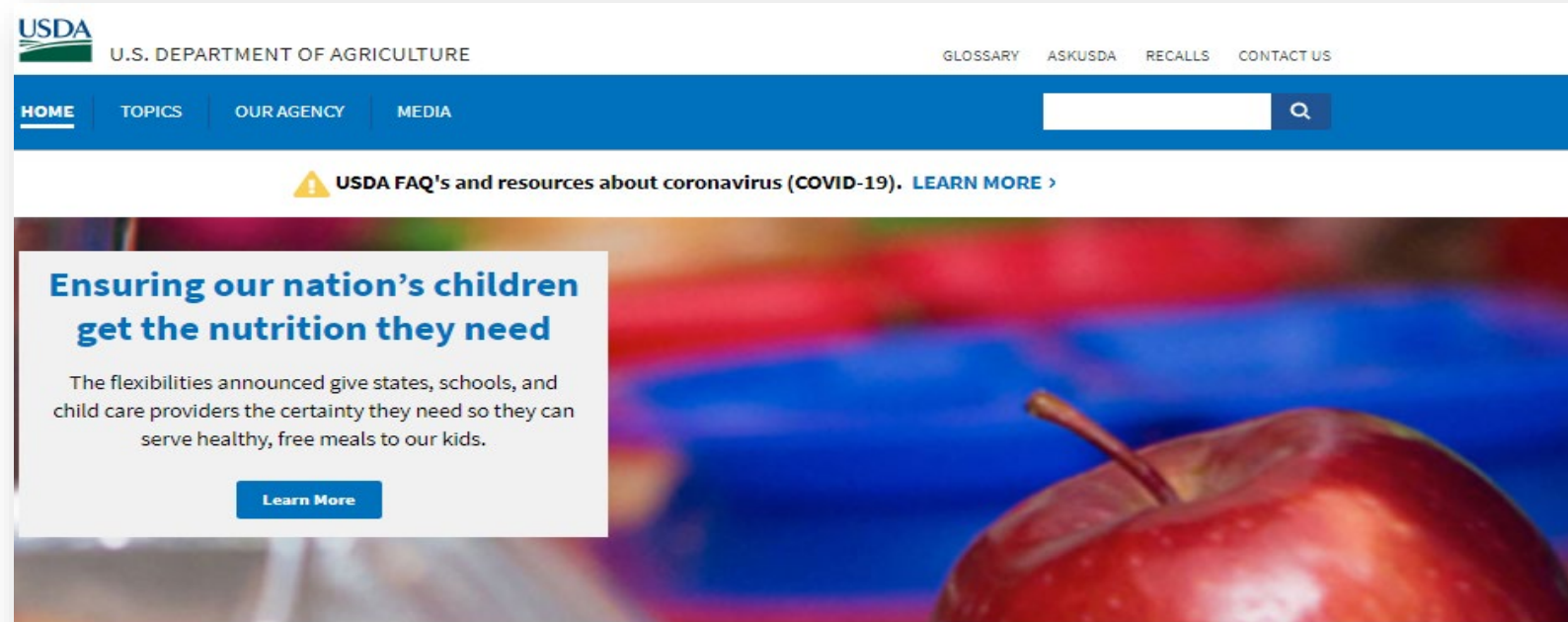
Once agreement is established between supplier & customer, determination is made as to whether listing is required in Worldwide Directory for Sanitarily Approved Food Establishments for Armed Forces Procurement

If listing is required, follow Initial Audit Request Procedures for DLA Troop Support. Once requirements are met, customers shall submit request to DLA Troop Support to place product in the system

Suppliers must be willing to submit proprietary information on product involved, company background information, full description / characteristics of item

DLA Troop Support Subsistence employs product identity and procurement criteria to establish a stock number. The item would then appear in a customer's catalog.

Visit DLA's Small Business page to learn more about how to work with DLA
<https://www.dla.mil/SmallBusiness/>



Tools to Become a USDA Foods Vendor

- [Webinar - How to Become a Certified USDA Vendor](#)
- [How to Become a Certified USDA Vendor Webinar Notes and Slides \(pdf\)](#)
- [New Vendor Qualification Checklist \(pdf\)](#)

<https://www.ams.usda.gov/selling-food/becoming-approved>

United States Department of Agriculture (USDA)



Below are six recommended steps for becoming a USDA approved vendor

Step 1: Stay informed by subscribing & registering.

Subscribe to the [AMS CP News](#) (Agricultural Marketing Service Commodity Procurement (AMS CP)) to receive email notification of solicitations and awards (Note: receiving solicitations via AMS CP News does not make a vendor qualified to submit an offer.)

Subscription is voluntary and you may unsubscribe at any time.

Step 2: Understand the Master Solicitations.

Review the [Master Solicitation for Commodity Procurement \(pdf\)](#) to understand the federal regulations, clauses, and provisions that affect USDA commodity contracts.

Step 3: Review the current purchase schedule & understand the purchase process.

Read through the list of [current and past solicitations and award information](#). Also, read [How the Process Works](#).

Step 4: Review USDA commodity specifications and technical requirements.

These specifications and supplemental documents explain the production and processing requirements for USDA Foods.

Many AMS purchase programs require that suppliers and subcontractors undergo a technical approval process before they can supply raw materials or finished products under USDA contracts. This process may involve submission of production plans and/or technical proposals, product samples for evaluation, and on-site assessments of facilities and procedures. Information regarding the supplier eligibility process is contained in Supplements to the Master Solicitation, which accompany the product specifications:

- [Product Specifications & Technical Requirements](#)

<https://www.ams.usda.gov/selling-food/becoming-approved>

United States Department of Agriculture (USDA)

Step 5: Learn the qualification requirements for being a vendor of:

1. [New Vendor Qualification Requirements \(pdf\)](#)

Step 6: Submit a Vendor Application Package

Each application package must include the following information (as detailed by the documents in Step 5 above):

1. [System for Award Management \(SAM\) registration](#)
2. Business Status (as indicated in SAM)
3. Completed [WBSCM Vendor Registration Form](#) (**you must first *save* the pdf then open from Adobe Reader)
4. Company Letter (certifying ability to perform)
5. Three (3) Letters of Reference (from customers your company provided similar products to)
6. Business Type (and similar details)
7. Most Recent Audited Financial Statements

Completed application packages should be submitted via email.

Questions or Concerns: Please email NewVendor@usda.gov



<https://www.ams.usda.gov/selling-food/becoming-approved>

Welcome to Supplier Self-registration

If you would like to do business with USDA, please complete and submit the following form.
* - Required Field.

Company Details

Type of Vendor Central Vendor International Freight Vendor

Are you a US-based Vendor? Yes

Are you registered with System for Award Management? Yes

Name of the Company *

Address Data

First Name * Last Name

E-Mail Address *

Telephone * Extension

Fax * Extension

Street Address *

Building Suite No

Floor City/Loc

Zip Code *

State/Region * Country

PO Box PO Box

PO Box City

PO Box State PO Box

Business Types

Non-Certified

- | | | |
|---|--|---|
| <input type="checkbox"/> Small Agricultural Cooperative | <input type="checkbox"/> Self Certified Small Disadvantaged Business | <input type="checkbox"/> Woman Owned Business |
| <input type="checkbox"/> Labor Surplus Area Firm | <input type="checkbox"/> Veteran Owned Business | <input type="checkbox"/> Service Disabled Veteran Owned |
| <input type="checkbox"/> Small Business | <input type="checkbox"/> Large Ag Cooperative | <input type="checkbox"/> Large Business |

Certified

- | | | |
|--|---|---|
| <input type="checkbox"/> SBA Certified Small Disadvantaged | <input type="checkbox"/> SBA Certified 8A Program Participant | <input type="checkbox"/> AbilityOne (JWOD) |
| <input type="checkbox"/> SBA Certified 8A Joint Venture | <input type="checkbox"/> SBA Certified Hub Zone Firm | <input type="checkbox"/> Other Business Types |

Enter text if 'Others'

Which Product/Service Categories do you Offer?

- | | | |
|--|---|--|
| <input type="checkbox"/> BAGS-EMPTY | <input type="checkbox"/> BAKED PRODUCTS-PKGD | <input type="checkbox"/> BARLEY-PKGD |
| <input type="checkbox"/> BEANS, DRY | <input type="checkbox"/> BEANS, DRY-PKGD | <input type="checkbox"/> BEEF, CANNED |
| <input type="checkbox"/> BEEF, COOKED | <input type="checkbox"/> BEEF, FRESH | <input type="checkbox"/> BEEF, FROZEN |
| <input type="checkbox"/> BEEF, GROUND | <input type="checkbox"/> BEEF, ROAST | <input type="checkbox"/> BEEF, SPECIAL TRIM |
| <input type="checkbox"/> BISON PRODUCTS | <input type="checkbox"/> BUCKWHEAT-PKGD | <input type="checkbox"/> BULGUR-PKGD |
| <input type="checkbox"/> BUTTER | <input type="checkbox"/> CEREAL, FORTIFIED | <input type="checkbox"/> CEREAL, INSTANT |
| <input type="checkbox"/> CEREAL, PROCESSED | <input type="checkbox"/> CHEESE PROC, KOSHER | <input type="checkbox"/> CHEESE, MOZZARELLA |
| <input type="checkbox"/> CHEESE, NATURAL AMER | <input type="checkbox"/> CHEESE, PROCESSED | <input type="checkbox"/> CHICKEN, BULK |
| <input type="checkbox"/> CHICKEN, CANNED | <input type="checkbox"/> CHICKEN, COOKED | <input type="checkbox"/> CHICKEN, FROZEN |
| <input type="checkbox"/> COMMODITIES F&V | <input type="checkbox"/> CORN PRODUCTS | <input type="checkbox"/> CORN-SOY BLEND-PKGD |
| <input type="checkbox"/> CORN-SOY MILK-PKGD | <input type="checkbox"/> CORNMEAL-PKGD | <input type="checkbox"/> CRACKER PROD, PROC |
| <input type="checkbox"/> DEHYDRATED POTATO | <input type="checkbox"/> EGG PRODUCTS | <input type="checkbox"/> EMERGENCY PRODS-PKGD |
| <input type="checkbox"/> FISH, CANNED | <input type="checkbox"/> FISH, FROZEN | <input type="checkbox"/> FLOUR, BAKERY |
| <input type="checkbox"/> FLOUR, BAKERY KOSHER | <input type="checkbox"/> FLOUR, BAKERY MIX | <input type="checkbox"/> FLOUR, MASA |
| <input type="checkbox"/> FLOUR, WHEAT | <input type="checkbox"/> FLOUR, WHEAT-PKGD | <input type="checkbox"/> FREIGHT-DOMESTIC |
| <input type="checkbox"/> FREIGHT-OCEAN | <input type="checkbox"/> FRUIT, CANNED | <input type="checkbox"/> FRUIT, DRIED |
| <input type="checkbox"/> FRUIT, FRESH | <input type="checkbox"/> FRUIT, FROZEN | <input type="checkbox"/> FRUIT, JUICE |
| <input type="checkbox"/> GOOSE, FROZEN | <input type="checkbox"/> GRAIN PRODUCTS-BULK | <input type="checkbox"/> GRAIN PRODUCTS-PKGD |
| <input type="checkbox"/> GRITS, GRAIN | <input type="checkbox"/> HAM, FULLY COOKED | <input type="checkbox"/> INFANT FORMULA |
| <input type="checkbox"/> LAMB PRODUCTS | <input type="checkbox"/> MEAT PRODUCTS | <input type="checkbox"/> MILK, EVAPORATED |
| <input type="checkbox"/> MILK, FRESH-FLUID | <input type="checkbox"/> MILK, INSTANT | <input type="checkbox"/> MILK, NON-FAT DRY |
| <input type="checkbox"/> MILK, UHT | <input type="checkbox"/> MILK, NONFAT, DRY-PKGD | <input type="checkbox"/> N/A (CHES PROC KOSH) |
| <input type="checkbox"/> N/A (FLOUR, BAK KOSH) | <input type="checkbox"/> N/A (PEANUT PROD, KOS) | <input type="checkbox"/> N/A (RICE, GRAIN KOS) |

- | | | |
|---|---|--|
| <input type="checkbox"/> N/A (SEED BUTR, KOS) | <input type="checkbox"/> N/A (VEG OIL KOSHER) | <input type="checkbox"/> NON-STANDARD |
| <input type="checkbox"/> NUTS | <input type="checkbox"/> OIL PRODS, RFND-BULK | <input type="checkbox"/> OIL PRODS, CRUDE-BULK |
| <input type="checkbox"/> OIL PRODUCTS-PKGD | <input type="checkbox"/> OIL, BULK | <input type="checkbox"/> OIL, CORN |
| <input type="checkbox"/> OIL, SUNFLOWER | <input type="checkbox"/> PANCAKES | <input type="checkbox"/> PASTA, MAC & CHEESE |
| <input type="checkbox"/> PASTA, MACARONI | <input type="checkbox"/> PASTA, OTHER | <input type="checkbox"/> PEANUT PROD, KOSHER |
| <input type="checkbox"/> PEANUT PRODUCTS | <input type="checkbox"/> PEANUT PRODUCTS-PKGD | <input type="checkbox"/> PEANUTS RAW SHELLD |
| <input type="checkbox"/> PEAS, DRY | <input type="checkbox"/> PEAS/LENTILS-PKGD | <input type="checkbox"/> PORK, C |
| <input type="checkbox"/> PORK, COOKED | <input type="checkbox"/> PORK, FRESH | <input type="checkbox"/> PORK, FI |
| <input type="checkbox"/> POTATO PRODUCTS-PKGD | <input type="checkbox"/> POULTRY PRODS-PKGD | <input type="checkbox"/> PRICE SI |
| <input type="checkbox"/> PRICE SUPPORT CHEESE | <input type="checkbox"/> PRICE SUPPORT MILK | <input type="checkbox"/> PUDDING |
| <input type="checkbox"/> RAISINS-PKGD | <input type="checkbox"/> RICE, GRAIN | <input type="checkbox"/> RICE, GF |
| <input type="checkbox"/> RICE, MILLED-PKGD | <input type="checkbox"/> RICE, WILD | <input type="checkbox"/> SALMON |
| <input type="checkbox"/> SEED BUTTER | <input type="checkbox"/> SEED BUTTER, KOSHER | <input type="checkbox"/> SERVICE |
| <input type="checkbox"/> SERVICE AMS LS | <input type="checkbox"/> SERVICE AMS PY | <input type="checkbox"/> SERVICE |
| <input type="checkbox"/> SERVICE DOM NATLWHS | <input type="checkbox"/> SERVICE DOM SAMPLING | <input type="checkbox"/> SERVICE |
| <input type="checkbox"/> SERVICE INT ADMIN | <input type="checkbox"/> SERVICE INT INSPECT | <input type="checkbox"/> SERVICE |
| <input type="checkbox"/> SERVICE INT VLO | <input type="checkbox"/> SERVICE PS STORAGE | <input type="checkbox"/> SHELL E |
| <input type="checkbox"/> SORGHUM GRITS-PKGD | <input type="checkbox"/> SOUP MIX-PKGD | <input type="checkbox"/> SOY PRO |
| <input type="checkbox"/> SYRUP | <input type="checkbox"/> TALLOW-BULK | <input type="checkbox"/> TORTILL |
| <input type="checkbox"/> TURKEY, BULK | <input type="checkbox"/> TURKEY, CANNED | <input type="checkbox"/> TURKEY |
| <input type="checkbox"/> TURKEY, FROZEN | <input type="checkbox"/> VEG OIL PROD DOM | <input type="checkbox"/> VEG OIL |
| <input type="checkbox"/> VEGETABLE, CANNED | <input type="checkbox"/> VEGETABLE, DRIED | <input type="checkbox"/> VEGETAI |
| <input type="checkbox"/> VEGETABLE, FROZEN | <input type="checkbox"/> VEGETABLE, JUICE | <input type="checkbox"/> VEGETAI |
| <input type="checkbox"/> WHEAT-SOY BLEND-PKGD | <input type="checkbox"/> YOGURT | <input type="checkbox"/> |

Organization Type

Select an Organization Type

Enter Text if you choose 'Others'

Data Privacy Statement

USDA Data Privacy Statement

The following statement is made in accordance with the Privacy Act of 1974 (5 USC 552a - as amended). The authority for requesting the information identified on this Website is 7 CFR Part 1400. The information will be used to evaluate bids to purchase commodities and provide services. The information collected may be disclosed to other Federal, State, Local government agencies, Tribal agencies, and nongovernmental entities that have been authorized access to the information by statute or regulation and/or as described in applicable Routine Uses identified in the System of Records Notice for USDA/FSA-2, Farm Records File (Automated). Providing the requested information is voluntary. However, failure to furnish the requested information will result in non-consideration. The provisions of appropriate criminal and civil fraud, privacy, and other statutes may be applicable to the information provided.

USDA WBSM Team

Phone: 1-877-WBSM-4U

Email: wbscm.servicedesk@caci.com

Yes, I have read the data privacy statement and accept the terms.

Note :

* Check whether the form is completely filled using the Check button

* Once completed save and mail it to the Email address provided in the Form.

<https://www.ams.usda.gov/resources/wscm-vendor-registration-form>

Vendor Approval

- The AMS Contracting Officer evaluates the Vendor Application Package and approves the applicant.
- If approved, the new vendor will be provided a Web Based Supply Chain Management (WBSCM) Corporate Vendor Administrator role and a Vendor Offer role. If denied, the reason(s) for denial shall be provided and the applicant must correct the issues if he/she wishes to re-apply.

Please Note: *As described in Step 4, many purchase programs require that suppliers undergo a technical approval process before they can participate. The technical approval process is separate from—and in addition to—the Qualification Requirements and application process described in Steps 5 and 6.*

At any time during the process, questions may be directed to:

Andrea Lang

New Vendor/Small Business Coordinator
USDA, AMS Commodity Procurement Staff
NewVendor@ams.usda.gov
202-720-4237

About WBSCM

The Web Based Supply Chain Management (WBSCM) system is an integrated, internet-based commodity acquisition, distribution, and tracking system built on Systems, Applications and Products (SAP). WBSCM supports domestic and international food and nutrition programs administered by three United States Department of Agriculture (USDA) agencies, including Food and Nutrition Service (FNS), Agricultural Marketing Service (AMS), and Foreign Agricultural Service (FAS), and the United States Agency for International Development (USAID). Multiple programs, including the National School Lunch Program (NSLP), the Emergency Food Assistance Program (TEFAP), and Food Distribution Program on Indian Reservations (FDPIR), serve over 30 million Americans and are administered through 98 State Distributing Agencies (SDAs), supporting over 100,000 Recipient Agency (RA) school districts, food banks, and feeding centers, and 110 Indian Tribal Organizations (ITOs), supporting over 75,000 program participants.



Where Procurement Takes Place

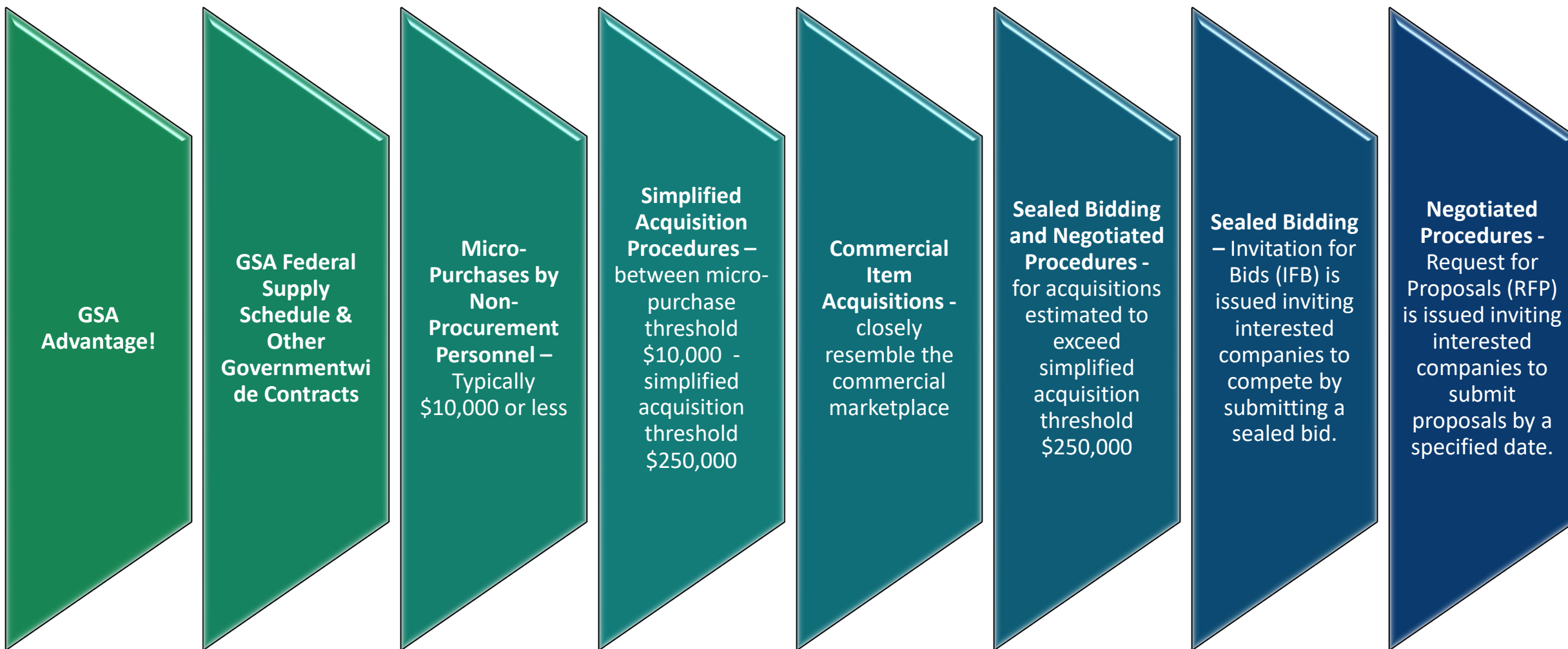
US Department
Of Agriculture
USDA

- ❖ USDA buys goods and services on a decentralized basis. There are eleven different buying agencies which purchase goods and services for the 29 agencies and staff offices that make up the Department.
- ❖ Each of the eleven buying agencies has a designated Small Business Specialist. These Small Business Specialists are advocates within the buying agency and vendors are encouraged to contact them for more information on the specific products and services being purchased. [Click Here](https://www.dm.usda.gov/smallbus/specialists.htm) for Small Business Specialists

<https://www.dm.usda.gov/smallbus/specialists.htm>

United States Department of Agriculture (USDA)

How USDA Acquires Goods and Services



The USDA Chief Acquisition Officer and the USDA Senior Procurement Executive have overall responsibility for the USDA procurement activities. The procurement Policy Division of the USDA Office of Contracting, and Procurement provides staff support to these individuals. Vendors may obtain information concerning any of the procurement activities of USDA from the specific USDA agency or from the USDA Procurement Policy Division at the following mailing address:

- U.S. Department of Agriculture
Office of Contracting and Procurement
Procurement Policy Division
1400 Independence Ave., SW, Mail Stop 9303
Washington, DC 20250
Telephone: 202-720-7527

What is an Exchange? AAFES, NEX, CGX, MCX

Physical Exchanges are basically retail stores on military installations & may be set up like department stores or strip malls

Physical Exchanges may include uniform shops, barbershops, laundry, dry cleaning, gas stations, convenience stores, fast food outlets, lawn and garden shops

Online Exchanges operate similarly to Amazon or other major online shopping retailers

Eligible members vary but may include active-duty military, their families and veterans

Members enjoy tax-free shopping for discounted goods and services

They rely on a large network of suppliers

They are constantly looking to expand their selection by establishing partnerships with new companies and small business owners

Army Air Force Exchange Services (AAFES)

EXCHANGE SHOP MY ACCOUNT Log in MILITARY STAR 0

DEALS CLEARANCE WEEKLY AD MARKETPLACE HOME SERVICES FIND A STORE

TAX FREE + FREE SHIPPING WITH MILITARY STAR® & ORDERS \$49+

WHO IS ELIGIBLE TO SHOP WITH US? >

PICTURE THIS
UP TO \$500 OFF SELECT TVs

BUY NOW >

DEAL OF THE DAY

NOW \$10 ONLINE ONLY

BARETRAPS GARDEN SANDALS

A NATURAL CLEAN

BUY 1 GET 1 50% OFF of select 9 Elements and P&G Pure Essentials products.

Online & in Select Stores. Ends Apr 22

EARTH FRIENDLY

Save Now >

THE HOTTEST TECH FAVES

Market to the largest military government retailer **online** and **in store**

<https://www.shopmyexchange.com/>

If you are interested in becoming a potential supplier for AAFES online site shopmyexchange.com:

- Create a free company & product profile on RangeMe <https://www.rangeme.com/aafes>
- Once you upload your product information, your product(s) will be directed to the right category Buyer(s) at the Exchange

Army Air Force Exchange Services (AAFES)

Contact information

Distributors SD Buyers Europe Pacific Hawaii

Retail Food, Candy, Snacks

| | |
|---|---|
| Buyer IV - Candy, Gum, Mints (214) 312-3172 | Buyer III - DSD, DOR, Retail Food (214) 312-4653 |
| Buyer III - Chips, Nuts, Snacks (214) 312-4352 | Buyer III - Frozen, Ice Cream (214) 312-8093 |
| Buyer II - Candy, Gum, Mints (214) 312-4955 | |

Jewelry

| | |
|--|---|
| Sr. Buyer - Silver, Gold, Guaranteed Sales (214) 312-2881 | Buyer - Fashion Diamond Jewelry (214) 312-3714 |
| Buyer - Watches, Showcase, Self Select (214) 312-2340 | Buyer - Color, Pearls, CZ (214) 312-3246 |
| Buyer - Diamonds, Bridals, Moissanite (214) 312-3247 | Buyer - E-Commerce (214) 312-2833 |

Housewares & Home Furnishings

| | |
|---|--|
| Sr Buyer - Furniture, Upholstery, Bedroom (214) 312-2151 | Buyer - Cookware, Bakeware, Storage (214) 312-3524 |
| Buyer - Floor Care, Small Appliances (214) 312-2828 | Buyer - RTA Furn, Home Ent & Ofc Furn (214) 312-3251 |
| Buyer - Giftware (214) 312-6978 | Buyer - Dinnerware, Glassware, Cutlery (214) 312-3646 |
| Buyer - Candles (214) 312-2773 | Buyer - Linens, Bath, White Goods, Kitchen, Window (214) 312-6978 |
| SR Buyer - Sewing, Knitting (214) 312-2865 | Buyer - Dec. Acc., Floral, Rug, Lamps, WallArt, Clocks, Candle Acc., Boxed Candle Sets, Value Zone (214) 312-2773 |

Menswear

| | |
|--|--|
| Sr. Buyer - Mens Branded Collections, Separates (214) 312-2979 | Buyer - Men's Socks, Sleepwear (214) 312-6487 |
| Buyer - Young Men's Branded Apparel, Outerwear, Swimwear (214) 312-2934 | Men's Athletic, Licensed, Custom Apparel (214) 312-4246 |
| Buyer - Men's Dress Apparel, Accessories (214) 312-4605 | Buyer - EB, Swimwear, Outwear (214) 312-2181 |
| Buyer - Swimwear, Outerwear (214) 312-3415 | Buyer - E-Commerce (214) 312-3388 |

Hardware, Sporting Goods, Bikes, Stationary & Major Appliances

| | |
|--|---|
| Sr Buyer - Major Appl, Keep It New (214) 312-3116 | Buyer - Bookmark, Books, Magazines, Greeting cards (214) 312-3664 |
| Buyer - Stationery, Flags, Playing Cards, Stamps (214) 312-6564 | Buyer - Party Goods, Flags, Albums, Frames, Scrap Booking (214) 312-3834 |
| Buyer - Hardware (214) 312-3261 | Buyer - Tires, Automotive (214) 312-6372 |
| Buyer - Batteries, Light Bulbs, Heaters, Fans (214) 312-3664 | Buyer - Pet Food, Pet Supplies (214) 312-3613 |

<https://www.aafes.com/about-exchange/doing-business/retail-sales.htm>

EXCHANGE FACT SHEET | FISCAL 2020



MISSION

Since 1895, the Army & Air Force Exchange Service has gone where Warfighters and their families go to provide quality, tax-free merchandise and goods and services military communities need —regardless of location, risk or challenge.

Exchange Financials (FY 2020):

Revenue: **\$7.5B**
Earnings: **\$218M**

DIVIDENDS:

Army: **\$89M**
Air Force: **\$48M**
Marine Corps/Navy **\$16M**

Total: **\$153M**

Dividend per active duty
Airman & Soldier: **\$219**

STRUCTURE

The Department of Defense's largest retailer, the Exchange is governed by a Board of Directors responsible to the Secretaries of the Army and Air Force.

The Exchange is fully aligned with the Army, Air Force and Space Force. A force multiplier for Soldiers, Airmen, Guardians and military communities, the Exchange improves military readiness, recruiting and retention.

VALUE PROPOSITION

The Exchange is a lifetime benefit that provides goods and services to the military community worldwide, offering tax-free shopping and military-exclusive pricing. 100% of Exchange earnings support the military community.

WHO WE SERVE

The Exchange serves an eligible customer base of 39 million active-duty military; retirees; National Guard members; Reservists; Purple Heart recipients; former prisoners of war; Veterans with service-connected disabilities; caregivers of eligible disabled Veterans designated by the Department of Veterans Affairs as primary family caregivers; non-disabled, honorably discharged Veterans (online only); authorized Public Health Service associates; authorized National Oceanic and Atmospheric Administration associates; Coast Guard members; DoD and Coast Guard civilian employees; and military family members.

DIVIDENDS

The Exchange is the 61st largest retailer in the U.S., achieving competitive earnings of 3.7% of sales in 2020. Exchange earnings support critical military Quality-of-Life programs that promote military readiness and resiliency including Child, Youth and School Services; Armed Forces Recreation Centers; and more. In the past 10 years, the Exchange distributed more than \$2.1 billion to these programs. All remaining earnings are reinvested into improving the shopping experience through new and renovated stores or technology.

The Exchange self-funds its operations budget through customer revenues, except for 3% of its funding, which is paid from appropriated funds to ship goods to service members overseas, as required by law.

FOOTPRINT

The Exchange operates more than 4,900 facilities with operations in more than 30 countries, 50 states, four U.S. territories (Guam, Puerto Rico, Northern Mariana Islands and American Samoa) and the District of Columbia. No matter where troops go, the Exchange goes with them. The Exchange serves troops in Southwest Asia, Africa, Europe and the Pacific.

FAMILY SERVING FAMILY

The Exchange supports Warfighters at the tip of the spear, bringing products, services and a taste of home to remote locations and war zones where traditional retailers can't operate. Since 9/11, nearly 4,900 Exchange associates have deployed to serve in conflict situations.

The Exchange is a major employer of military families. 85% of the Exchange's 35,000 associates are connected to the military, and 45% of the Exchange's U.S. workforce is made up of Veterans, military spouses and dependents.

The Exchange is committed to hiring 50,000 Veterans and military spouses. Hiring our heroes is a quality-of-life force multiplier. The Exchange gives spouses first consideration for open positions, and the continuity program lets military spouses transfer to an Exchange when their family has a permanent change of station. For military families, an Exchange career means benefit retention, retirement opportunity and stability. For more on careers with the Exchange, visit ApplyMyExchange.com.

EXCHANGE FACT SHEET | FISCAL 2020

BUSINESS LINES AND SERVICES

Facilities, lines of business and services include:



121
Department Stores



605
Convenience and Specialty Stores



1700+
Quick-serve Restaurants with BE FIT options



75
Movie Theaters



2M+
Items offered at ShopMyExchange.com



167
Military Clothing stores outfitting 691,000 troops with combat uniforms in 2020



11
Distribution centers worldwide and the 11th-largest private retail fleet in the world



1.8M
School meal program lunches served to Warfighters' children annually



1.6M
MILITARY STAR® cardholders which is operated by The Exchange Credit Program



3600+
Mall stores and kiosks, including barbershops and wellness services such as dentistry and optometry



247
Gas stations dispensing more than 335 million gallons of fuel annually



7
Plants providing baked goods and bottled water to troops overseas

PLUS

- Mobile field exchanges (stores on wheels) supporting military exercises and disaster support efforts (hurricanes, typhoons, forest fires, etc.)
- TV, internet and cellphone services on military installations around the world
- Robust logistics network—third largest shipper in the Defense Transportation System
- Contingency operations including more than 300 facilities in remote locations
- Business opportunities for Veterans, military spouses and dependents

EXCHANGE CREDIT PROGRAM

The Exchange Credit Program offers affordable credit to the military community. Established by Congress in 1979 to protect service members from predatory lending, the credit program operates the MILITARY STAR® card for 1.6 million cardholders and manages a \$2.25 billion credit card receivables portfolio. Benefits include one of the lowest flat interest rates in the country among store cards, free shipping on online purchases and acceptance at all military exchanges and commissaries and online at ShopMyExchange.com, MyNavyExchange.com and ShopCGX.com.



Army Air Force Exchange Services (AAFES)


The screenshot displays the AAFES online store interface. At the top, there is a navigation bar with the 'EXCHANGE' logo, a 'SHOP' button, a search bar, and links for 'MY ACCOUNT Log In' and 'MILITARY STAR'. Below the navigation bar, a 'View: 36' dropdown is visible. On the left side, there is a 'Category' sidebar with options like 'Baby & Toys (3)', 'Beauty & Health (9)', 'Clothing & Accessories (4)', 'Food & Gifts (391)', 'Furniture & Appliances (18)', 'Home Office & School (3)', 'Household (177)', and 'Mother's Day Shop (64)'. Below the categories is a 'Type' section with checkboxes for 'Wet Food (25)', 'Gift Sets (16)', 'Gift Basket (16)', 'Other (15)', 'Jerky (12)', 'Entrees (12)', 'Groceries (10)', and 'Cookware (9)'. At the bottom of the sidebar is a 'Brand' search field and a list of brands: 'Acu-Life (1)', 'Agromonte (9)', and 'Ajax (1)'. The main content area shows a grid of eight product listings. Each listing includes a product image, a title, a price, a 'Compare' button, and a star rating. The products are: 1. Slap Ya Mama All Natural Louisiana Style Hot Sauce Variety Pack (12 ct., 5 oz. each) - \$59.99 (List Price: \$60.00). 2. Carolina BBQ Sauces 3 units, 12 oz. each with Tongs, Skewers and BBQ Mop - \$54.99. 3. The Gourmet Market Fermented Sauce Collection - \$26.99 (List Price: \$29.99). 4. Watcharee Limanon Thai Green Curry Sauce, 6 units of 12.2 oz. each - \$46.74 Sale (List Price: \$54.99, You save: \$8.25 (15.00%)). 5. J. Lee's Cajun Hot Sauce 6 pk. of 12 oz. each - \$42.49 Sale (List Price: \$49.99, You save: \$7.50 (15.00%)). 6. Botticelli Premium Vegan Bolognese Pasta Sauce 6 x 24 oz. Jars - \$41.64 Sale (List Price: \$48.99, You save: \$7.35 (15.00%)). 7. The Gourmet Market Mustard Sauce Collection - \$50.39 (List Price: \$55.99). 8. Stonewall Kitchen Dark Chocolate Sea Salt Caramel Sauce - \$6.99 (Mix & Match: 2 for \$11, 3.0 (3) stars).

FOOD & GIFT Category


- [Food \(2341\)](#)
- [Gift Cards \(138\)](#)
- [Gift Baskets \(433\)](#)
- [Giftware & Collectibles \(422\)](#)
- [Flowers \(6\)](#)
- [Military Pride \(1865\)](#)
- [Party Supplies \(26\)](#)
- [Marketplace \(2\)](#)

Army Air Force Exchange Services (AAFES)

Jewelry & Watches







Featured



15396 Items Sort By:









View:









| | | | |
|--|--|---|---|
|  <p>Best Seller</p> <p>14K Rose Gold Over Sterling Silver 1/7 CTW Diamond Mom Pendant 18 in.</p> <p>\$99.00</p> <p>★★★★★ 4.8 (5)</p> <p><input type="checkbox"/> Compare</p> |  <p>Best Seller</p> <p>Sterling Silver, 1/4 CTW Diamond Tiara Mom 18 in. Pendant</p> <p>\$99.00</p> <p>★★★★★ 5.0 (2)</p> <p><input type="checkbox"/> Compare</p> |  <p>Sterling Silver 1/10 CTW Diamond Mom 18 in. Pendant</p> <p>\$79.00</p> <p>★★★★★ 5.0 (1)</p> <p><input type="checkbox"/> Compare</p> |  <p>Sterling Silver 1/10 CTW Diamond Pendant</p> <p>\$99.00</p> <p>★★★★★ 4.0 (1)</p> <p><input type="checkbox"/> Compare</p> |
|--|--|---|---|

Category

- [Watches \(1367\)](#)
- [Engagement & Wedding \(1395\)](#)
- [Diamond Fashion \(3027\)](#)
- [Gemstones & Pearls \(3088\)](#)
- [Silver Jewelry \(1999\)](#)
- [Gold Jewelry \(1513\)](#)
- [Fashion Jewelry \(2431\)](#)
- [Men's Jewelry \(1599\)](#)
- [Children's Jewelry \(158\)](#)
- [Custom Jewelry \(6\)](#)
- [Jewelry Boxes \(10\)](#)
- [Jewelry Cleaners & Accessories \(26\)](#)
- [Marketplace \(2\)](#)
- [Specialty Stores \(5\)](#)

Army Air Force Exchange Services (AAFES)

| | | | |
|--|---|--|---|
|  <p>Stonewall Kitchen Sea Salt Crackers</p> <p>\$5.99</p> <p>ADD-ON</p> <p>Mix & Match: 2 for \$11</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> |  <p>Nabisco Ritz Crisp & Thins Cream Cheese & Onion 7.1 oz.</p> <p>\$3.99</p> <p>ADD-ON</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> |  <p>Stonewall Kitchen Aged Cheddar Beer Crackers</p> <p>List Price: \$6.95</p> <p>Log in for Exchange pricing</p> <p>ADD-ON</p> <p>Mix & Match: 2 for \$11</p> <p>★★★★★ 5.0 (1)</p> <p><input type="checkbox"/> Compare</p> |  <p>Flackers Cinnamon Currant Flaxseed Crackers 8 pk., 5 oz. each</p> <p>\$44.99</p> <p>\$38.24 Sale</p> <p>You save: \$6.75 (15.00%)</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> |
|  <p>Glutino Gluten Free Table Crackers, 7 oz. 4 pk.</p> <p>List Price: \$19.88</p> <p>\$16.90</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> |  <p>Stonewall Kitchen Asiago Cheese Crackers</p> <p>\$5.99</p> <p>ADD-ON</p> <p>Mix & Match: 2 for \$11</p> <p>★★★☆☆ 2.0 (1)</p> <p><input type="checkbox"/> Compare</p> |  <p>Nabisco Ritz Butter Flavor Crackers 10.3 oz.</p> <p>\$4.29</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> |  <p>Ritz Bits 3 oz. Cheese Big Bag 12 pk.</p> <p>List Price: \$26.00</p> <p>\$24.99</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> |

| | | | |
|---|--|---|---|
|  <p>The Gourmet Market Breakfast in Bed Gift Crate</p> <p>List Price: \$89.99</p> <p>\$80.99</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> |  <p>The Gourmet Market Little Bit of Everything Collection</p> <p>\$54.99</p> <p>★★★★★ 3.0 (2)</p> <p><input type="checkbox"/> Compare</p> |  <p>The Gourmet Market Spanish Fig and Cheese and Charcuterie Collection</p> <p>List Price: \$92.99</p> <p>\$83.69</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> |  <p>The Gourmet Market Family Gathering Gift Basket</p> <p>List Price: \$129.99</p> <p>\$116.99</p> <p>★★★★★ 1.0 (2)</p> <p><input type="checkbox"/> Compare</p> |
|  <p>The Gourmet Market Organic Pate Collection</p> <p>List Price: \$39.99</p> <p>\$34.99</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> |  <p>The Gourmet Market French Premier Gift Basket</p> <p>\$112.49</p> <p>★★★★★ 2.0 (1)</p> <p><input type="checkbox"/> Compare</p> |  <p>Wine Country Food Baskets The Classic Gourmet Food Basket</p> <p>List Price: \$74.95</p> <p>\$69.99</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> |  <p>Wine Country Food Baskets Bon Appetit Gourmet Food Basket</p> <p>List Price: \$39.95</p> <p>\$35.96</p> <p>★★★☆☆ 1.5 (2)</p> <p><input type="checkbox"/> Compare</p> |

Category

Weather Instruments & Wind Chimes (55)

Birdfeeders, Houses & Baths (66)

Ornamental Decor (224)

Arbors & Trellises (6)

Door Mats (74)

Flags & Flag Poles (199)

Sculptures (336)

Water Features (52)

Show More

Clear All Filters

Brand

Brand search input field

Allsop (1)

Alpine (58)

Annin (67)

Bloem (1)

Bond (3)

Callowaymills (58)

Central Garden And Pet (1)

Cobasset (7)

Featured



Lighting



Flags & Flag Poles



Sculptures



Ornamental Decor



Weather Instruments & Windchimes



1282 Items

Sort By: Select

View: 36

Sale



Woodstock Chimes Gilbert Gooney Animal Bamboo Wind Chime

\$34.99 \$27.99 Sale You save: \$7.00 (20.01%)

Sale



Penn Talavera Butterfly Metal Wall Art

\$14.99 \$11.99 Sale You save: \$3.00 (20.01%)

Sale



Woodstock Chimes Tree of Life Outdoor Wind Chimes





List Price: \$25.00 \$24.99 \$19.99 Sale You save: \$5.00 (20.01%)





Sale











Woodstock Chimes Bumble Bee Wind Fantasy Wind Chime

\$39.99 \$31.99 Sale You save: \$8.00 (20.01%)

| | | | |
|--|--|--|---|
| <p>New</p>  <p>Three Dog Bakery Assort-Mutt Trio Soft Baked Cookies</p> <p>List Price: \$8.99 \$7.19</p> <p>ADD-ON</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> | <p>New</p>  <p>Three Dog Bakery Carob Flavored Chips Cookies</p> <p>List Price: \$4.49 \$3.89</p> <p>ADD-ON</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> | <p>New</p>  <p>Three Dog Bakery Lick 'N Crunch Cookies 2 pk.</p> <p>List Price: \$8.99 \$7.19</p> <p>ADD-ON</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> |  <p>Silverland Bakery Vegan Bakery Box 2 lb.</p> <p>\$45.99</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> |
|--|--|--|---|

| | | | |
|---|---|--|---|
| <p>Sale</p>  <p>Liteful Foods Gluten Free Breakfast Sampler Variety 4 pk.</p> <p>\$55.99 \$47.59 Sale</p> <p>You save: \$8.40 (15.00%)</p> <p>★★★★★ (0)</p> | <p>The Gourmet Market Southern Breakfast Foods</p>  <p>List Price: \$55.99 \$47.99</p> <p>★★★★★ 4.0 (1)</p> | <p>The Gourmet Market Granola Comparison Kit</p>  <p>\$49.99</p> <p>★★★★★ (0)</p> | <p>Sale</p>  <p>Liteful Foods Gluten Free Muffin Medley 3 Flavors 6 pk. x 4</p> <p>\$58.99 \$50.14 Sale</p> <p>You save: \$8.85 (15.00%)</p> <p>★★★★★ (0)</p> |
|---|---|--|---|

| | | | |
|---|---|--|--|
|  <p>CC Made Popcorn Gift Box</p> <p>\$33.99</p> | <p>Sale</p>  <p>Pop Gourmet's Bold Flavor Popcorn Pack 12 pk., 7.5 oz. bags</p> <p>\$37.99 \$32.29 Sale</p> <p>You save: \$5.70 (15.00%)</p> | <p>Sale</p>  <p>True Pop Garlic Overdose 12 units, 4 oz. each bags</p> <p>\$52.99 \$45.04 Sale</p> <p>You save: \$7.95 (15.00%)</p> |  <p>Naper Nuts & Sweets The Heavenly Trio</p> <p>\$24.99</p> |
|---|---|--|--|

| | | | |
|--|--|--|--|
| <p>New</p>  <p>The Blue Ridge Fudge Lady Maple Fudge 2 lb.</p> <p>\$41.99</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> |  <p>The Gourmet Market Gourmet Pancake Sampler</p> <p>List Price: \$47.99 \$39.99</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> | <p>Sale</p>  <p>Runamok Maple Pantry Favorites Collection</p> <p>\$46.99 \$39.94 Sale</p> <p>You save: \$7.05 (15.00%)</p> <p>★★★★★ 4.3 (248)</p> <p><input type="checkbox"/> Compare</p> | <p>Sale</p>  <p>Runamok Maple Cheese Pairing Collection</p> <p>\$46.99 \$39.94 Sale</p> <p>You save: \$7.05 (15.00%)</p> <p>★★★★★ (0)</p> <p><input type="checkbox"/> Compare</p> |
|--|--|--|--|



Hickory Farms Jalapeno and Cheddar Cheese 3 Pk.

List Price: \$25.00
\$21.99

Sale



AKA Snacks Palmonds Flavor Assortment, 16 - 2 oz. bags

\$54.99
\$46.74 Sale
You save: \$8.25 (15.00%)



Swiss American Perfect Cheese Pairing for White Wine 3 pk., 8 oz. ea.

\$48.99



Stonewall Kitchen Chili Con Queso

\$5.99



Uttermost Abila Wooden Tray

List Price: \$210.00
Log in for Exchange pricing



Howard Miller Lakeside Tambour Style Wooden Mantel Clock

List Price: \$197.00
Log in for Exchange pricing



Alpine Wooden Snowman Statue

\$213.99



Howard Miller Lorna Flat Top Wooden Sofa Table Clock

List Price: \$447.00
Log in for Exchange pricing



Cuvée Coffee Ground West Pole Dark Roast 12 oz. bags, 6 pk.

\$69.99
\$59.49 Sale
You save: \$10.50 (15.00%)



Traeger Smoked Bloody Mary Mix 25 oz.

List Price: \$16.99
Log in for Exchange pricing



Asami Wellness Tea Variety Gift Set with Kenyan Tea Scoop

\$84.99
\$72.24 Sale
You save: \$12.75 (15.00%)



The Gourmet Market Blossom Water Collection 12 Pk.

\$24.99

New



Mozaics Variety Pack Organic Popped Veggie & Potato Chips 48 bags, 0.75 oz. each

List Price: \$71.52
\$69.99

Sale



Spinning Wheel Brands Veggie Vegan Chips & Dips Care Package 36 items

\$62.99
\$53.54 Sale
You save: \$9.45 (15.00%)

Sale



Novacrisp Grain Free Cassava Sea Salt 4 oz. bags, 12 pk.

\$45.99
\$39.09 Sale
You save: \$6.90 (15.00%)

Sale



Regrained Urban Garden SuperGrain+ Puffs 12 units, 3.5 oz. ea.

\$49.99
\$42.49 Sale
You save: \$7.50 (15.00%)

Army Air Force Exchange Services (AAFES)

Exchange Supplier's Handbook

May 2016
OPR: MD



Change Number 1, 31 August 2018

| CONUS | |
|---|---|
| MARYLAND | |
| ABERDEEN PROVING GROUND Facility Number: 0205100400 Aim Number: 1040505 Bldg. 2401, Chesapeake and Raritan St. Aberdeen Proving Ground, MD 21005 Phone: (410) 272-6528 FAX: (410) 273-0264 Support DC: Dan Daniel | JOINT BASE ANDREWS Facility Number: 0203100400 Aim Number: 1040303 Bldg. 1811, G Street Andrews AFB, MD 20762 Phone: (301) 568-1500 FAX: (301) 420-3337 Support DC: Dan Daniel |
| EDGEWOOD AREA Facility Number: 0205110500 Aim Number: 1040603 Bldg. E4224, Magnolia and Wise Street Edgewood Arsenal, MD 21010 Phone: (410) 671-6097 Support DC: Dan Daniel | FORT DETRICK Facility Number: 0206101000 Aim Number: 1040909 Bldg. 1425, Porter Street Frederick, MD 21701 Phone: (301) 619-2262 FAX: (301) 662-7755 Support DC: Dan Daniel |
| FORT MEADE Facility Number: 0206100100 Aim Number: 1040712 Bldg. 2799, Rose St. Fort Meade, MD 20755-0249 Phone: (410) 305-8625 FAX: (410) 695-5933 Support DC: Dan Daniel | WARFIELD ANG BRANCH STORE Facility Number: 0205110100 Aim Number: 1040512 Bldg. 1110, 2701 Eastern Blvd. Baltimore, MD 21220-2889 Phone: (410) 391-2447 Support DC: Dan Daniel |
| MASSACHUSETTS | |
| FORT DEVENS (under Hanscom AFB) Facility Number: 1675125000 Aim Number: 1045233 58 McArthur Ave. Fort Devens, MA 01432 Phone: (978) 772-6838 FAX: (978) 772-5521 Support DC: Dan Daniel | HANSCOM AFB Facility Number: 1675100300 Aim Number: 1043003 Bldg. 1709-B, 100 Elgin Street Hanscom AFB, MA 01731-5000 Phone: (781) 274-0580 Support DC: Dan Daniel |
| NATICK LABORATORIES (under Hanscom AFB) Facility Number: 1675110100 Aim Number: 1045303 15 Kansas St., Bldg. 1 Natick, MA 01760 Phone: (508) 233-4797 Support DC: Dan Daniel | WESTOVER ARB (under Hanscom AFB) Facility Number: 1672100100 Aim Number: 1045601 Bldg. 5200, 291 Hercules Rd. Chicopee, MA 01022-5413 Phone: (413) 593-5941 FAX: (413) 593-5413 Support DC: Dan Daniel |

Section 2 Selling to the Exchange

2-1. The Exchange purchases retail merchandise, supplies, equipment and services from a variety of markets. These purchases involve many forms of purchasing and item selection. Although purchases may be made from other governmental sources, most of our purchases are made directly from private businesses. We make competitive purchases through the negotiated method (as opposed to the formal advertising method used in some appropriated fund acquisitions) on the basis of full and free competition to the extent practicable. Any reputable firm or individual may apply to sell its product or services to the Exchange and will be given fair and impartial consideration.

a. **Avoid sending** any unsolicited samples of merchandise or products to the Exchange. If any samples are required for product evaluation purposes, you will be specifically requested to provide them.

b. **Send** us your product brochure(s) or other descriptive literature which portrays the merchandise or products you are interested in selling.

2-2. The Exchange receives numerous requests throughout the year for contract information. The Freedom of Information Act (FOIA) allows public access to government records. If you submit a proposal to the Exchange that has proprietary information, that information should be flagged as proprietary. In addition, you should supply proper documentation as to why the data should not be released under FOIA exemptions.

2-3. All suppliers must comply with Exchange purchase order retail terms and conditions and supplier requirements. Suppliers will be charged for noncompliance.

2-4. The sale of some categories of retail merchandise is limited within CONUS by [Department of Defense Instruction \(DoDI\) 1330.21](#), [Armed Services Exchange Regulations \(ASER\)](#), approved by the U.S. Congress. The list of items, authorized for CONUS sale as of the date of publication, is on page 13. There are no limitations on retail merchandise sold in overseas exchanges.

2-5. Since the Exchange is a retailing organization serving the needs of the military community and retail agreements, we select items for resale on the basis of a product's demonstrated customer acceptance in the commercial marketplace. Due to space and investment limitations, we avoid being a test market for new and unproven products.

General Procurement Information

2-6. Exchange HQ and its overseas purchasing elements conduct negotiations and establish sources for merchandise, food and services provided worldwide in exchanges. Firms or individuals wanting to sell their products to the Exchange should contact the appropriate HQ Buying Division. See "Frequently Called Telephone Numbers" in Section 1.

Hawaii

2-7. **HQ-MD has a buyer located in Hawaii. The address is:**

Exchange
 Hawaii Buying Office
 265 McClelland Street, Bldg 2171
 Hickam AFB, HI 96853-5297

Exchange Supplier's Handbook
 2-1

Doing Business with Navy Exchange (NEX) :

The method of doing business with NEX depends on the type of merchandise or service being offered; NEX buying is done by General Merchandise Group and by Corporate Contracts located at the NEXCOM Headquarters

- Vendor Business Guide: <https://www.mynavyexchange.com/nex/doing-business-with-us/vendor-guide>
- Navy Exchange (NEX) Guide to Doing Business: <https://www.mynavyexchange.com/nex/doing-business-with-us/guide-to-doing-business>
- Merchandising Contacts Vendors List:
https://www.mynavyexchange.com/assets/Static/DoingBusinessWithUs/Merchandising_Contacts_Vendors_12212020.xlsx
- If you are interested in becoming a potential supplier for their retail stores
<https://www.mynavyexchange.com/nex/doing-business-with-us>
- You must request a Vendor/Buyer Login account through the Vendor Digital Flyer:
<https://www.mynavyexchange.com/nex/doing-business-with-us/vendor-buyer-login>

Doing Business with Marine Exchange (MCX) :

The centralized merchandising staff at Headquarters (HQ) Marine Corps Exchange is responsible for system wide retail programs to include advertising; corporate merchandising and private label programs, policy and coordination of information, and markets for the exchanges. MCX merchandising policy is to respond to customer demand when selecting items and brands.

<http://www.mymcx.com/index.cfm/about/partner/>

The Vendor Standards Guide: <http://www.mymcx.com/myMCX/assets/MCX%20VENDOR%20STANDARDS%20GUIDE%207-1-2020.pdf>

Current MCX Buyer Contact Listings:

<http://www.mymcx.com/myMCX/assets/File/Bus%20Ops%20Phone%20List%202%20Mar%2021.pdf>

*Online Sales site [mymcx.com](http://www.mymcx.com) **MERGED** with [mynavyexchange.com](http://www.mynavyexchange.com) in October 2020*

Mynavyexchange.com (merged MCX & NEX Online)

The screenshot displays the Mynavyexchange.com website interface. At the top, there is a dark blue header with the NEX and MCX logos, a search bar, and a 'Categories' menu. Below the header, the breadcrumb trail reads 'HOME / FOOD & HOUSEHOLD / GROCERY / MEAT SNACKS'. On the left side, there is a 'NARROW BY' section with filters for 'Brand' and 'Price'. The main content area features a 'Sort By' dropdown menu set to 'Customer's Top Rated' and a 'COMPARE SELECTED' button. The product grid consists of eight items arranged in two rows of four. Each item includes an image of the product packaging, a title, a description, a star rating (all are 0 stars), and an 'Add to compare' checkbox. The products shown are: Old Trapper Hot & Spicy Beef Jerky 10oz, Old Trapper Peppered Beef Jerky 10oz, Slim Jim Original Smoked Snack Sticks 14ct/3.92oz, Duke's Original Recipe Smoked Shorty Sausages 5oz, Jack Link's Sweet & Hot Beef Jerky 10g Protein 80 Calorie, Duke's Hot & Spicy Smoked Shorty Sausages, Jack Link's Sweet & Hot Beef Jerky, and Jack Link's Teriyaki Beef Jerky.

<https://www.mynavyexchange.com/>

If you are interested in becoming a potential supplier for the CGX stores reference the following link:

<https://shopcgx.com/footer-doing-business.html>

You can click on the link below to create a free company and product profile on RangeMe.

- <https://www.rangeme.com/coast-guard-exchange>

STONEWALL KITCHEN

STONEWALL KITCHEN
Maine Maple Syrup

STONEWALL KITCHEN
Blueberry Pancake & Waffle Mix

STONEWALL KITCHEN
Bourbon Pecan Caramel Sauce

STONEWALL KITCHEN
Strawberry Champagne Jam

Family Of Brands Food Gifts

PREV 1 2 3 4 5 6 7 NEXT

Show: 12 Per Page Sort by: Sort by Position: Low to High

Stonewall Kitchen Cherry Berry Jam
Please Sign In For CGX Price

Stonewall Kitchen Peach Amaretto Jam
Please Sign In For CGX Price

Stonewall Kitchen Seedless Raspberry Jam
Please Sign In For CGX Price

Stonewall Kitchen Blueberry Pancake & Waffle Mix
Please Sign In For CGX Price

Stonewall Kitchen Maine Maple Syrup
Please Sign In For CGX Price

Stonewall Kitchen Wild Maine Blueberry Syrup
Please Sign In For CGX Price

<https://shopcgx.com/>

Can I Sell My Alcohol/Liquor/Spirits to the Exchanges?

AAFES

Army / Air Force

- Buyer III - Spirits
(214) 312-6583
- Buyer III - Beer
(214) 312-6584
- Buyer III - Wine
(214) 312-6806
- Buyer III - Non-Alcoholic
(214) 312-6748

NEX

Navy

- Debbie.Scher@nexweb.org
(757) 631-3861
- Mid-August Reach out to Debbie
- Presentations scheduled
- October internal applicant reviews / selections

MCX

Marines

- Buyer – Spirits
Joe.Cella@usmc.org
(703) 784-4121
- Buyer - Beer & Wine
Pia.Williams@usmc.org
(703) 432-0345

CGX

Coast Guard

- Jim.Goldage@cgexchange.org
(757) 842-4720

Doing Business with the Exchanges

It is helpful to have **CPG (Consumer Packaged Goods) data**. CPG data is information about sales marketing and sales predictions generated by pre-determined datasets. It is used by companies to drive up conversions and ensure that their business is as profitable as possible. It addresses any product or consumer behavior data that is relevant to producers and retailers. There are 3 major data providers for CPG manufacturers. These organizations offer comprehensive product metrics on the largest scale, making them essential references for any CPG data analytics team.



Nielsen – The Nielsen Company is a global information, data, and management company that aggregate data on consumer goods, consumer behavior, and media. It provides a comprehensive overview of products and purchasing behavior in over 100 countries using syndicated data.

IRI – IRI is a market research company and digital data analysis company. Its datasets cover purchasing, media, social, causal loyalty channels.

SPINS – SPINS is a syndicated data and retail measurement platform specializing in cross-channel point of sales reporting alongside data-based services and solutions. It covers both the Natural and Conventional goods categories IRI is a market research company and digital data analysis company. Its datasets cover purchasing, media, social, causal, and loyalty channels.

Federal Bureau of Prisons (BOP)



A-Z Topics • Site Map • FOIA

Federal Bureau of Prisons
Courage. Respect. Integrity. Correctional Excellence.

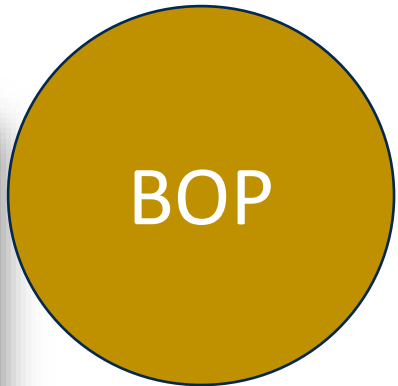
Search bop.gov

Home About Us Inmates Locations Careers Business Resources Contact Us

handler

Let's do business.

Do you have supplies, services, or equipment that our Agency needs?
Learn the federal acquisition process & respond to solicitations that you believe your company can perform.



BOP Small Business Office

The BOP is committed to ensuring that small businesses play an integral role in satisfying its mission. The BOP Small Business Office, located within the Procurement Executive Office, is responsible for promoting the use of small business goals in procurements throughout the BOP.

To learn more about how to do business with the BOP or how to find current contracting opportunities, contact BOP Small Business Office fbop-adm/procurementpolicysection@bop.gov

Pertinent information can also be found on the Doing Business With The Department of Justice page

<https://www.justice.gov/osdbu/doing-business-department-justice>

For a current listing of all DOJ small business representatives and procurement offices, refer to

Contact a DOJ Representative page

<https://www.justice.gov/osdbu/contact-doj-representative>

BOP

BPAP: Acquisition Policy

- BPAP is an acronym for "Bureau of Prisons' Acquisition Policy."
- It was established to provide uniform acquisition policy for institutions and offices within the Bureau
- It supplements the Federal Acquisition Regulations (FAR) and the Department of Justice Acquisition Regulations (JAR)

Simplified Acquisition Procedures (SAP) - For acquisitions valued at less than \$250,000, Simplified Acquisition Procedures (SAP) may be used. This method involves obtaining either oral or written price quotes. The award is based on the quote that represents the best value to the BOP when price and other factors are considered.

Sealed Bidding - In sealed bidding, the solicitation document is referred to as an Invitation for Bids (IFB). The IFB is generated and posted to beta.sam.gov Contract Opportunities website. A contract award is made to the responsible bidder whose bid, conforming to the IFB, represents the best value to the BOP, considering only price and price-related factors specified in the IFB.

Contracting by Negotiation - The solicitation document for the negotiation method is commonly referred to as a Request for Proposal (RFP).

- **Competitive Negotiations** - Vendors are asked to submit proposals and support them as necessary with specific information
- **Non-Competitive Negotiation** - At times, circumstances do not permit the use of competitive procedures. Federal agencies may then use the negotiation method on a non-competitive or restricted basis
 - Only one responsible source exists that can provide the required supply or service
 - An unusual and compelling urgency exists
 - A statute authorizes or requires that an acquisition be made through another agency (e.g., Small Business Administration) or from a specified source (utilities)



Acquisition Offices & Contact Information

Each BOP Facility <https://www.bop.gov/locations/list.jsp> is responsible for buying their own necessary supplies, services, and equipment; therefore, you should contact the *Contracting Office* noted in each contract or solicitation.

Central Office's Business Office (COBO) is responsible for local acquisitions for Central Office. The COBO acquisition office is located at 320 First Street, NW, Room 5006, Washington, DC 20534.

Military Base Clubs



Some bases / posts have on site clubs. Historically these were known as Officer, or Non-Commissioned Officer (NCO) Clubs; Many have closed or redesignated to “All Rank”; Contact bases/posts at a local level to determine if there is a club and who to contact for purchases

Each club will have a Point of Contact (POC) and their own different process; some may only buy from local vendors; You should contact each club separately to get information on how to sell your product

To identify military bases you can use this tool: <https://www.todaysmilitary.com/ways-to-serve/bases-around-world>



GSA Advantage! MY ACCOUNT ▾ NSN ORDERING ▾ eTOOLS ▾ HELP REGISTER LOGIN

Search Products ▾ Enter search keyword(s) **Q** Advanced Search 0

AVAILABLE CATEGORIES

- Furniture & Furnishings +
- Tools, Paint & Recreational +
- Scientific & Medical +
- Office Supplies +

REFINE BY

- Business/Socio-economic Types +
- Green/Special Programs +
- Sources +
- Photos +
- Top 5 Manufacturers +

Manufacturer Directory

Contractor Directory

SHIPPING -- show all -- ▾




MINIMUM ORDER -- show all -- ▾

Search Results - Products

Found 22 products matching the following criteria: [georgia mountain in manufacturer](#)

Search within Search options **Update results**

Limit Price Sort View as

| | | |
|---|---|---|
|  | <p>1/2GALAR SYRUP PURE MAPLE 1/2 GAL</p> <p>Mfr: GEORGIA MOUNTAIN MAPLES LLC \$30.43 EA</p> <p>From 4 sources SHIP 14 days delivered ARO</p> | <p>Description AC-Georgia Mountain Maples Vermont Pure Syrup 1/2 gal. Jug UPC=00040232461156</p> <p>Contractor: CAPRICE ELECTRONICS, INC. contract#: GS-21F-0083Y includes: S W</p> |
|  | <p>1/2PINTAR SYRUP PURE MAPLE 1/2PINT</p> <p>Mfr: GEORGIA MOUNTAIN MAPLES LLC \$6.33 EA</p> <p>From 4 sources SHIP 14 days delivered ARO</p> | <p>Description AC-Georgia Mountain Maples Vermont Pure Syrup 1/2 pt. Jug UPC=00040232621628</p> <p>Contractor: CAPRICE ELECTRONICS, INC. contract#: GS-21F-0083Y includes: S W</p> |
|  | <p>PINTAR SYRUP PURE MAPLE PINT</p> <p>Mfr: GEORGIA MOUNTAIN MAPLES LLC \$11.89 EA</p> | <p>Description AC-Georgia Mountain Maples Vermont Pure Syrup 1 pt. Jug UPC=00040232510076</p> |

<https://www.gsaadvantage.gov/>

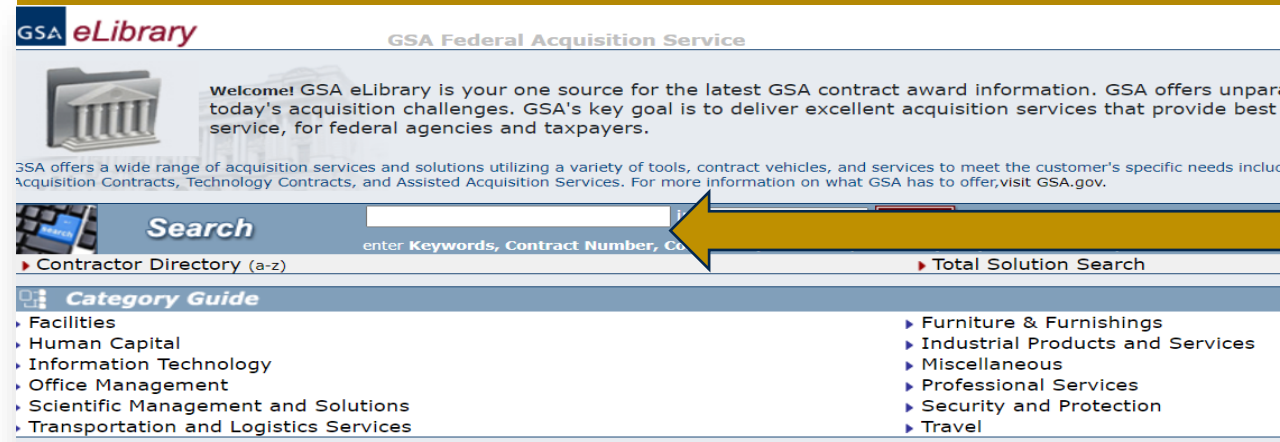
The **GSA Multiple Award Schedule** Program, also referred to as the “Schedule,” is the premier contract vehicle for the federal government. The Schedule Program is a long term governmentwide contract between commercial suppliers and the federal government. Suppliers give federal, and in some cases state and local buyers (including tribal governments and some educational institutions), access to millions of commercial products and services at negotiated ceiling prices. Holding a Schedule contract can open doors for businesses, but it requires effort and commitment on your part to succeed.

Is the Schedule a Good Fit for Me? If your company is interested in applying for a **GSA Multiple Awards Schedule (MAS)** contract and becoming a **MAS Schedule contractor**, your company should review this webpage: <https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules/selling-through-schedules/prospective-schedule-contractors-are-schedules-a-good-fit-for-me>.

Selling to the government via the **MAS Schedules Program**, in order to understand what it means, your company should also review this webpage: <https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules/selling-to-the-government>.

GSA’s Vendor Toolbox is divided into three steps; Research, Analyze and Decide. It is designed to help you learn about and understand the Federal market while you walk through a process that will enable you to Research, Analyze, and ultimately Decide whether to submit a proposal to GSA (i.e. apply to get on schedule). For more information, please visit <https://vsc.gsa.gov/RA/toolbox.cfm>

<https://www.gsa.gov/>



If you would like to locate current contract holder or manufacturer on GSA Advantage, be broad in your search such as “food” to identify manufacturers. You can go to their GSA Advantage Catalog and see if there is a fit for your product.

Conduct Market Research and Develop Leads

Research to see if your competitor has a GSA Contract and if they don't it may give your product a corner on the market if the government is buying your product

Research the federal procurement marketplace to identify what federal agencies and departments have historically purchased your product and/or service. Use FPDS or USA Spending to identify:

Who is buying your product or service in the federal market

How much they are buying

Who your key competitors are

What contracts are set to expire that can become potential opportunities

<https://www.gsaelibrary.gsa.gov/ElibMain/home.do>


How to Apply for a GSA Schedule Contract

- If your company decides to pursue a **MAS Schedule** contract, your company should read the **GSA Schedule Roadmap - Guide to Preparing a Schedule Offer** . For more information <https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules/selling-through-schedules/guide-to-preparing-a-schedule-offer>. For More information about the **GSA MAS Schedule Program** visit: [GSA Interact](#)
- NOTE: The **GSA "99--Multiple Award Schedule"** solicitation is posted at <https://beta.sam.gov/opp/9c6569ce85314504b780b8778abde405/view>, click on this link to view and download the solicitation. If you have questions about the **MAS Schedule** solicitation, the **FAS National Customer Service Center**, phone number is **800-488-3111** and email is: NCSCcustomer.service@gsa.gov.

Subcontracting

- **Subcontracting** allows small businesses to sell to the government by partnering with a business that is already on schedule. As shown, use GSA Advantage or GSA eLibrary to find potential large prime business contractors. Small businesses must contact prime contractors directly.
- If you need more information about opportunities listed in the directory, reach out to one of the eleven regional GSA Small Business Centers.
- If you decide to market your product to a company that has a GSA Schedule, and they decide they want to put your product on their schedule, they will inform you what they need from you.





Enlarge/More Views >>

SYRUP PURE MAPLE 3.4OZ

Mfr Part No.:
 Contractor Part No.:
 UPC/ISBN/GTIN:
 Manufacturer:
 Contract No.:
 MAS Schedule/SIN:
 Country of Origin:

100MLAR
 CEI02862958
 00040232621611
 GEORGIA MOUNTAIN MAPLES LLC
 GS-21F-0083Y (ends: Mar 31, 2022)
 MAS/332510C
 UNITED STATES OF AMERICA

Disaster Purchasing Items

SALE

\$4.11 EA

ends May 16, 2021

Price \$5.92 EA

Qty: Add to cart

sold and shipped by
CAPRICE ELECTRONICS, INC.

Contract minimum order: \$25.00

VOLUME DISCOUNTS

\$1000 - \$4999 1.5%
 \$5000 - \$99999999 2.5%





Product Details

Description

AC-Georgia Mountain Maples Vermont Pure Syrup 3.4 oz. Jug UPC=00040232621611

Compare Available Sources

Instructions: Select price below, enter qty at left, then Add to Cart. To view another contractor description, simply select the Contractor in the list below.
 ♦ Indicates when volume discounts are offered.

| | Price/Unit | EA | Features | Contractor | Socio | Photo | Deliv Days | Min Order | FOB/Shipping |
|----------|------------|------|--|---------------------------------|--------|---|-----------------------|-----------|--------------------|
| Selected | \$4.11 | EA | ♦ | CAPRICE ELECTRONICS, INC. | B W |  | 14 days delivered ARO | \$25.00 | D-CONUS/O-AK,PR,HI |
| Select | \$4.25 | EA | ♦ | RJ'S SUPPLY COMPANY, LLC | B D |  | 14 days delivered ARO | \$50.00 | O-CONUS,AK,PR,HI |
| Select | \$4.72 | EA 1 | ♦ | WRIGGLESWORTH ENTERPRISES, INC. | B W WD |  | 5 days delivered ARO | \$25.00 | D-CONUS/O-AK,PR,HI |
| Select | \$4.72 | EA 1 | ♦ BPA | WRIGGLESWORTH ENTERPRISES, INC. | B W WD |  | 5 days delivered ARO | \$1.00 | D-CONUS/O-AK,PR,HI |



[Enlarge/More Views >>](#)

COOKIES COOKIES

Mfr Part No.: SCOPL46-CSNI
Contractor Part No.: SCOPL46-CSNI
Manufacturer: SNUGZ USA COOKIES DIV
Contract No.: GS-03F-0195W (ends: Jul 6, 2025)
MAS Schedule/SIN: MAS/339999F
Warranty: STANDARD WARRANTY
Country of Origin: UNITED STATES OF AMERICA
Weight: 999.000 LB
Order Increment: 1

Price \$1.95 EA

Qty: 1

[Add to cart](#)

sold and shipped by
ADVERTISING/MARKETING/STRATEGIC PLA
 Contract minimum order: \$100.00


Contract: GS-03F-0195W
Contractor: ADVERTISING/MARKETING/STRATEGIC PLA
Address: 84912 LAUGHLIN ROAD,
 EUGENE, OR97405
E-Mail: lpocan@pacinfo.com
Web Address: <http://www.amspromogroup.com>
Contract end date: Jul 6, 2025
Order Status POC: lpocan@pacinfo.com
DUNS: 829569586

Business type: 8(a) contract award
 Small Business
 Disadvantaged business
 Woman owned business
 Women Owned (WOSB)
 Women Owned (EDWOSB)
EPLS: Contractor not found on the Excluded Parties List System

[View Contractor Catalog](#)

Ordering Information: Contact the office nearest you if more than one location is shown.

| Name/Order POC Email | Address | City, State | Zip Code | Phone Number | Fax Number |
|---|---------------------|-------------|----------|--------------|--------------|
| ADVERTISING/MARKETING/STRATEGIC PLA adpromo@charter.net | 84912 LAUGHLIN ROAD | EUGENE, OR | 97405 | 541-344-0794 | 541-465-1380 |



[Enlarge/More Views >>](#)

THE PUZZLE-MAN TOYS W-1171 WOODEN...


| | |
|----------------------|-----------------------------------|
| Mfr Part No.: | W-1171 |
| Contractor Part No.: | CRWP120 |
| Manufacturer: | CHARLIES WOODSHOP |
| Contract No.: | GS-03F-021GA (ends: Dec 14, 2021) |
| MAS Schedule/SIN: | MAS/339930 |
| Country of Origin: | UNITED STATES OF AMERICA |

Price **\$24.56 EA**

Qty: [Add to cart](#)

sold and shipped by **UNBEATABLE SALE. COM INC**

Contract minimum order: \$25.00



W-1130
THE PUZZLE-MAN TOYS W-1130 WOODEN...

Mfr: CHARLIES WOODSHOP


from **\$21.92**

From 1 source

[BIDDY](#)
[PURCH](#)

Includes:

[S](#)



W-1147
THE PUZZLE-MAN TOYS W-1147 WOODEN...

Mfr: CHARLIES WOODSHOP


from **\$24.56**

From 1 source

[BIDDY](#)
[PURCH](#)

Includes:

[S](#)



W-1300
THE PUZZLE-MAN TOYS W-1300 WOODEN...

Mfr: CHARLIES WOODSHOP

from **\$74.64**


From 1 source

[BIDDY](#)
[PURCH](#)

Includes:

[S](#)

Gift "type" items
as educational
items



W-1159
THE PUZZLE-MAN TOYS W-1159 WOODEN...

Mfr: CHARLIES WOODSHOP


from **\$16.65**

From 1 source

[BIDDY](#)
[PURCH](#)

Includes:

[S](#)



W-1156
THE PUZZLE-MAN TOYS W-1156 WOODEN...

Mfr: CHARLIES WOODSHOP


from **\$14.01**

From 1 source

[BIDDY](#)
[PURCH](#)

Includes:

[S](#)



W-1148
THE PUZZLE-MAN TOYS W-1148 WOODEN...

Mfr: CHARLIES WOODSHOP


from **\$25.43**

From 1 source

[BIDDY](#)
[PURCH](#)

Includes:

[S](#)



W-1103
THE PUZZLE-MAN TOYS W-1103 WOODEN...

Mfr: CHARLIES WOODSHOP

from **\$8.74**


From 1 source

[BIDDY](#)
[PURCH](#)

Includes:

[S](#)

Gift “type” items as educational items



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| SHARK TOOTH NECKLACE ACTIVITY KIT | |
|-----------------------------------|-----------------------------------|
| Mfr Part No.: | 128S |
| Contractor Part No.: | 128S |
| Manufacturer: | NATURE-WATCH |
| Contract No.: | GS-03F-0043Y (ends: Dec 14, 2021) |
| MAS Schedule/SIN: | MAS/339930 |
| Warranty: | STANDARD WARRANTY |
| Country of Origin: | UNITED STATES OF AMERICA |
| Weight: | 0.600 LB |
| Order Increment: | 1 |

Price \$34.27 EA

Qty: [Add to cart](#)

sold and shipped by **MINDS ON EDUCATION, INC.**

Contract minimum order: \$250.00

For 25 participants. What better way to introduce young scientists to the amazing world of sharks than with our make-your-own Shark Tooth Necklace Activity Kit? Children are fascinated by sharks - they'll love to learn about how long sharks have been around, how big they can get and how many teeth they have (up to 3,000!). Activity Kit includes: **real shark teeth, beads and necklace materials.** Shark teeth are typically Whitetip Shark, Bull Shark or Tiger Shark teeth. Also includes our exclusive **instructor's activity guide**, which details the project and offers loads of other ideas. A reproducible page offers **fun facts about sharks, a shark puzzle and more.** Loads of instructor activity ideas are included. Ages 6 and up.

Combining items into a new product



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BREAKFAST SNACK BOX

| | |
|-----------------------------|------------------------------------|
| Mfr Part No.: | BREAKFASTBOX |
| Contractor Part No.: | BREAKFASTBOX |
| Manufacturer: | HIT PROMOTIONAL PRODUCTS |
| Contract No.: | 47Q SMA20D08NW (ends: Jan 6, 2025) |
| MAS Schedule/SIN: | MAS/339999F |
| Warranty: | STANDARD WARRANTY |
| Country of Origin: | UNITED STATES OF AMERICA |
| Weight: | 0.100 LB |

Price \$9.15 EA

Qty:

sold and shipped by
A.R.S. MARKETING, INC.
Contract minimum order: \$100.00

The GSA Art in Architecture Program oversees the commissioning of artworks for new federal buildings nationwide. These artworks enhance the civic meaning of federal architecture and showcase the vibrancy of American visual arts. All artist candidates for Art in Architecture commissions are drawn from GSA's National Artist Registry, which is a database of artists who have submitted digital images of their past work for review by GSA panels. The registry is open to all Americans. Instructions for joining the National Artist Registry are included in the links below:

- Art in Architecture Program
Office of the Chief Architect
U.S. General Services Administration
1800 F Street NW, Suite 5400 PCAC
Washington, DC 20405

National Artist Registry Instructions:

https://www.gsa.gov/cdnstatic/National_Artist_Registry_Instructions_MAR_2016.pdf

Download the GSA Form GSA7437-16f pdf file:

<https://www.gsa.gov/forms-library/art-architecture-program-national-artist-registry>

Download GSA Art in Architecture Policies and Procedures:

<https://www.gsa.gov/cdnstatic/FINAL%20FOR%20ISSUANCE%20081720%20-%20GSA%20ART%20IN%20ARCHITECTURE%20POLICIES%20AND%20PROCEDURES%20-%20Copy.pdf>

Types of Media Accepted

| | | | | | |
|---|--|--|---|----------------------------------|--|
| U.S. CITIZEN <input type="checkbox"/> YES <input type="checkbox"/> NO | | MEDIA (Check as many as apply) | | | |
| | | <input type="checkbox"/> PAINTING | <input type="checkbox"/> GRAPHIC | <input type="checkbox"/> TEXTILE | <input type="checkbox"/> OTHER (Specify) |
| | | <input type="checkbox"/> SCULPTURE | <input type="checkbox"/> ARCHITECTURAL ARTS | <input type="checkbox"/> POETRY | |
| MATERIALS (Check up to six) | | | | | |
| <input type="checkbox"/> ACRYLIC | <input type="checkbox"/> FRESCO | <input type="checkbox"/> PHOTOGRAPH | | | |
| <input type="checkbox"/> ALABASTER | <input type="checkbox"/> GLASS | <input type="checkbox"/> PLASTER | | | |
| <input type="checkbox"/> ALUMINUM | <input type="checkbox"/> GRANITE | <input type="checkbox"/> POLYMER | | | |
| <input type="checkbox"/> BRONZE | <input type="checkbox"/> GRAPHITE | <input type="checkbox"/> RESIN | | | |
| <input type="checkbox"/> CANVAS | <input type="checkbox"/> INK | <input type="checkbox"/> STAINED GLASS | | | |
| <input type="checkbox"/> CAST STONE | <input type="checkbox"/> LACQUER | <input type="checkbox"/> STEEL | | | |
| <input type="checkbox"/> CERAMIC | <input type="checkbox"/> LIGHT | <input type="checkbox"/> STONE | | | |
| <input type="checkbox"/> CHARCOAL | <input type="checkbox"/> LIMESTONE | <input type="checkbox"/> STUCCO | | | |
| <input type="checkbox"/> COMPUTER GRAPHICS | <input type="checkbox"/> LINEN | <input type="checkbox"/> TEMPERA | | | |
| <input type="checkbox"/> CONCRETE | <input type="checkbox"/> MARBLE | <input type="checkbox"/> TERRA COTTA | | | |
| <input type="checkbox"/> COPPER | <input type="checkbox"/> METAL | <input type="checkbox"/> TILE | | | |
| <input type="checkbox"/> COR-TEN STEEL | <input type="checkbox"/> MIXED MATERIALS | <input type="checkbox"/> WATER | | | |
| <input type="checkbox"/> ENAMEL | <input type="checkbox"/> MOSAIC | <input type="checkbox"/> WATER COLOR | | | |
| <input type="checkbox"/> ENCAUSTIC | <input type="checkbox"/> OIL | <input type="checkbox"/> WOOD | | | |
| <input type="checkbox"/> ENVIRONMENTAL/EARTH | <input type="checkbox"/> PAPER | <input type="checkbox"/> VIDEO | | | |
| <input type="checkbox"/> FIBER | <input type="checkbox"/> PASTELS | <input type="checkbox"/> OTHER (Specify) | | | |
| <input type="checkbox"/> FIBERGLASS | <input type="checkbox"/> PENCIL | | | | |

National Park Service (NPS)

Authorized Concessioners <https://www.nps.gov/subjects/concessions/authorized-concessioners.htm>

- The Commercial Services Program of the National Park Service (NPS) administers more than 500 concession contracts with gross receipts totaling about \$1 billion annually. (PDF 290 KB)
- Our concessioners employ over 25,000 hospitality industry people during peak season providing services ranging from food and lodging, to white water rafting adventures.
- The Commercial Services Program administers these contracts, including monitoring the performance of concessioner operations. Concessioners offer goods and services to park visitors otherwise not provided by NPS personnel. By welcoming the private sector as a partner in park operations, the NPS broadens the economic base of the region in general and the communities surrounding the parks in particular.
- Find out how you can do business with us.

Buy American <https://www.nps.gov/articles/buyamericacan.htm>

- The National Park Service (NPS) has supported the sale of American-made products in its concession retail shops for many years. All new concession contracts have specific language encouraging the sale of these items, and concessioner evaluations include a review of concessioner performance against these goals.
- Federal regulations provide concessioners financial incentives to sell authentic native handicrafts. Bids for retail services often include questions regarding how prospective offerors will promote the sale of these items.
- The NPS reinforced this position in a policy statement to the field indicating that to contribute to our nation's economy the NPS should continue to encourage the sale of American-made products in concession stores.

Concessions
<https://www.nps.gov/articles/buyamerican.htm>

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Authorized Concessioners

Search for a Concessioner

Services: Park: [clear filters](#)

Acadia (ACAD) >

| | |
|--|---|
| Carriages of Acadia, Inc. c/o: Carriages of Acadia, Inc. Address: P.O. Box 1406, Houlton, ME 04730 Phone: 207-532-2232 Services: Horse and Mule Operations; Scenic and Sightseeing Tours (all); Vending Machines; Retail Operations | Dawnland, LLC c/o: Dawnland, LLC Address: 101 W. San Francisco St., Santa Fe, NM 87501 Services: Food Service Operations; Retail Operations |
| National Park Tours & Transport, Inc. c/o: National Park Tours & Transport, Inc. Address: P.O. Box 52, Bar Harbor, ME 04609 Phone: 207-266-4662 Services: Scenic and Sightseeing Tours (all); Retail Operations | Oli's Trolley c/o: Oli's Trolley Address: P.O. Box 794, Bar Harbor, ME 04609 Phone: 207-288-5443 Services: Scenic and Sightseeing Tours (all); Retail Operations |

Assateague Island (ASIS) >

Concessions

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Authorized Concessioners

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Cape Cod (CACO) >

Farland on the Beach, LLC
c/o: Farland on the Beach, LLC
Address: 150 Bradford Street, Provincetown, MA 02657
Services: Food Service Operations

TOOLS

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- Cape Hatteras (CAHA)
- Cape Lookout (CALO)
- Channel Islands (CHIS)
- Chattahoochee River (CHAT)
- Colonial (COLO)
- Crater Lake (CRLA)
- Craters of the Moon (CRMO)
- Cumberland Island (CUIS)
- Curecanti (CURE)
- Death Valley (DEVA)
- Delaware Water Gap (DEWA)
- Denali (DENA)
- Dinosaur (DINO)

<https://www.nps.gov/subjects/concessions/concessioners-search.htm?service=ret>

QUESTIONS



VT PTAC CONTACT INFORMATION

| | |
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| Admin Svcs | Leonarda.Stewart@vermont.gov |

SURVEY

