



Agricultural Marketing Service



OPPORTUNITIES TO SELL TO USDA

Each year, USDA's Agricultural Marketing Service (AMS) purchases over \$3 billion in American-grown food. These purchases support American agriculture and feed millions of school children, families, and other qualified individuals through USDA's nutrition assistance and international food aid programs

What Does AMS Buy?

AMS purchases over **300 different products**, in various forms and pack sizes, including:

- Beef, pork, turkey, chicken, fish, and eggs;
- Fruits, vegetables, beans, and tree nuts;
- Dairy, grain, and oilseed products, including peanut butter.

All USDA Foods must be grown, harvested, produced and processed in the United States and its territories.

AMS purchase schedules, solicitations, and commodity food specifications are available at www.ams.usda.gov/selling-food.

How Will This Benefit You?

AMS helps you market your domestically produced products while feeding people who participate in USDA nutrition assistance programs. If you are awarded a contract, you can deliver **your branded product** to program participants across all 50 states, Puerto Rico, and the Virgin Islands. Additionally, you will partner with AMS to **feed children, senior citizens, families, and individuals** in schools, food banks, soup kitchens, Indian tribal organizations, and disaster areas. **AMS pays its bills on time**, with the Prompt Payment Act ensuring you are paid timely after delivery of goods and services. This can be a great partnership between your company and the Federal Government.

Contracts are awarded through a competitive bidding process among approved vendors.

Who Does AMS Buy From?

USDA Foods contractors come in all shapes and sizes, with about half of the AMS contracts being awarded to small businesses. Small businesses include socially-disadvantaged, women-owned, service-disabled veteran-owned, and those operating in Historically Underutilized Business Zones.

How Do I Become An Approved Vendor?

Companies interested in supplying USDA Foods may review our **vendor qualification requirements** and **approval process** by visiting www.ams.usda.gov/selling-food/becoming-approved. It's not a difficult process, and we'll be there to help you, step-by-step. No matter your company's size, we'd like to hear from you! Learn more on the AMS Commodity Procurement website, www.ams.usda.gov/selling-food/how-process-works.

Contact Us!

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Questions? Contact Andrea Lang, New Vendor and Small Business Coordinator, at 202-720-4237 or NewVendor@ams.usda.gov.

USDA is an equal opportunity provider and employer.

