DOING BUSINESS with the Army Food Program

Published by the Army Center of Excellence, Subsistence

DEPARTMENT OF THE ARMY
UNITED STATES ARMY QUARTERMASTER CENTER AND SCHOOL
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REPLY TO
ATTENTION OF

4 December 2007

Army Center of Excellence, Subsistence

Welcome to the "Doing Business with the Army Food Program" guide. This document was designed as a handbook to assist current or potential industry partners with the process of selling food and food service equipment to the Army. We hope it will be a useful tool for you.

We believe that by providing the big picture of military feeding, by putting all the rules and procedures up front, and by explaining the roles and responsibilities of different organizations involved in the food program we will be able to minimize the time and effort spent by vendors in the selling process. In turn, we anticipate that this will help us get the best overall value of products into the system for support of Soldiers around the world.

This guide was written for you, the vendor. As you review the document, please feel free to forward any questions or suggested improvements to the ACES team. We will provide clarification as necessary and we may incorporate your comments into a future update of this publication. Comments can be posted through the ACES website, www.quartermaster.army.mil/aces.

I would like to thank you for your interest in the Army Food Program. We look forward to the opportunity to partner with you in support of Soldiers, the Army, and the United States of America.

Sincerely,

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Director, Army Center of Excellence,
Subsistence

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ACES HISTORY, MISSION, AND ORGANIZATION

History

In February 1989, the Chief of Staff, Army directed the formation of the Army Center of Excellence, Subsistence (ACES) by merging two organizations: (1) the Directorate of Food Service, U.S. Army Troop Support Agency and (2) the Subsistence and Food Service Department, U.S. Army Quartermaster Center and School. This new organization, ACES, officially began with the completion of asset transfer on October 1st, 1989 at Fort Lee, Virginia[1].

Mission

ACES is under the command of the Quartermaster General (QMG) and reports to both the QMG and Army Deputy Chief of Staff, G-4 (Logistics). It serves as the single point of contact regarding all aspects of the Army Food Program for both garrison and field feeding. Major mission areas are listed below; detailed responsibilities can be found in paragraph 2-20 of Army Regulation (AR) 30-22, The Army Food Program (available at www.usapa.army.mil).

- Serve as the Soldier advocate and executive agent for the entire Army Food Program including training and operations for both garrison and field feeding.
- Develop new feeding concepts for the Army Food Program
- Develop standards for menus and operational rations.
- Write regulations and doctrinal publications.
- Implement policies for both active and reserve components.
- Establish effective food safety, dining facility design, food service equipment, and food service management oversight methods and principles.
- Represent Army in the joint arena as a voting member in Department of Defense (DOD) Food Program Committees.
- Evaluate current and proposed food systems, identify and analyze deficiencies and shortfalls, and seek for solutions to remedy these deficiencies and shortfalls.
- Administer Army food program competition and recognition programs.
- Train enlisted Soldiers, Non-Commissioned Officers (NCO), Warrant Officers, and Commissioned Officers in the entire scope of the Army Food Program, including both garrison and field feeding.

Organization

ACES is divided into three directorates, as seen in Figure 1. These are the Special Programs Directorate, the Directorate of Training, and the Directorate of Operations. Also, the ACES Sergeant Major (SGM) and the Army Food Advisor (AFA) align under the ACES Director. The ACES Director is responsible for all the activities of ACES, and represents ACES to the Army G-4, to the QMG, and at various government and industry boards, committees, and meetings. The ACES SGM is the highest level food service non-commissioned officer in the Army, and handles specific food service enlisted and NCO issues. The AFA is the highest level food service warrant officer in the Army and works in the development and education of other food service warrant officers. The AFA also serves as the primary technical and tactical food advisor to the ACES Director, Army G-4, and the QMG.

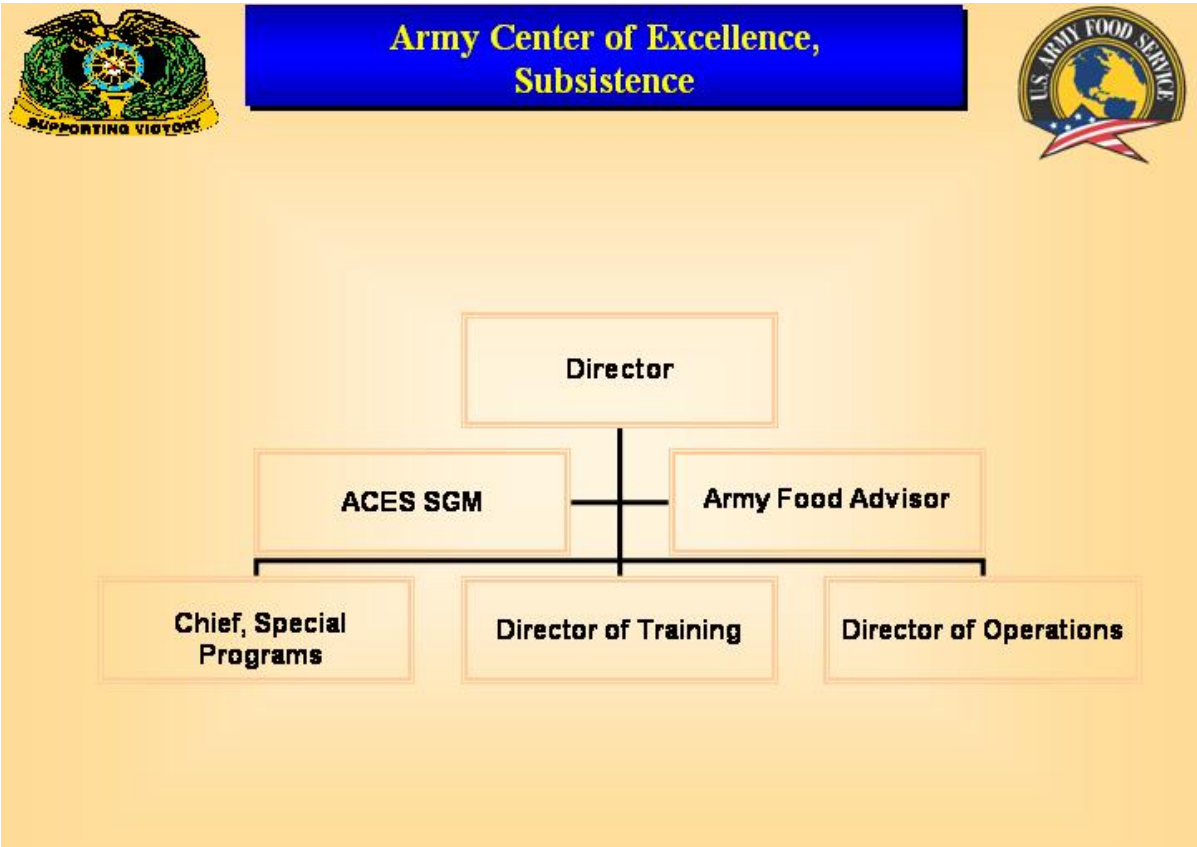

Figure 1. ACES Organization Chart

The ACES Special Programs Directorate administers the Department of Army Philip A. Connelly Awards Program for Excellence in Army Food Service, commonly referred to as "The Connelly Program" or just "Connelly". This program exists as a partnership between the Army and the International Food Service Executives Association, whose members assist in judging the winners. The Connelly Program recognizes excellence in Army Food Service from top performing units competing at the Army level in one of three categories: Large Garrison, Small Garrison, and Field Kitchen. In order to compete at the Army level, the units must have been chosen as winners in installation and regional competitive programs. In addition to food preparation and serving skills, Connelly competitors are judged on management, training, subsistence accounting, sanitation, security, safety, equipment maintenance, and many other areas, depending upon the category of competition. The Special Programs Directorate also provides administrative and supply support to ACES, and the Director of Special Programs serves as the Executive Officer to the ACES Director.

The ACES Directorate of Training (DOT), operating under the authority of U.S. Army Training and Doctrine Command and the U.S. Army Quartermaster Center and School (QMCS), trains approximately 5500 Soldier cooks each year. While the majority of this training is initial entry (Advanced Individual Training), ACES DOT also conducts:

- The Food Service Non-Commissioned Officer Basic Course
- The Food Service Non-Commissioned Officer Advanced Course
- The Food Service Warrant Officer Basic Course

- The Food Service Warrant Officer Advanced Course
- The Food Service Management Course
- The Advanced Culinary Skills Course

The ACES DOT conducts the annual culinary arts competition, where U.S. Army units stationed around the world come to Fort Lee to compete in culinary skills. This event is open to the public, and is popular within the Fort Lee community and surrounding areas. It has also been featured on TV on The Food Network. Top performing military chefs from the culinary arts competition can apply to become part of the U.S. Army Culinary Arts Team. This team travels around the world competing in local, national, and international culinary competitions. Appointments to this team are very selective; only the best of the best need apply.

The ACES Directorate of Operations (DOO), under the authority of the Army G-4 and the Director of ACES, oversees the operational side of the Army Food Program by providing policy, standards, direction, and management assistance to Army customers worldwide, including the Army Reserve and Army National Guard. As seen in Figure 2, the ACES DOO is divided into four divisions, plus the Army National Guard and U.S. Army Reserve Food Advisors who report directly to the Director of Operations. These four divisions are the Management Assistance Division, the Facilities and Equipment Division, the Quality Assurance Division, and the Concepts, Systems and Policy Division.

Figure 2. ACES Directorate of Operations Organization Chart

Exactly as its name implies, the Management Assistance Division (MAD) provides management assistance to Army installations and dining facilities around the world. While some of this advice and assistance is provided from the office at Fort Lee, most is accomplished through the use of Food Management Assistance Team (FMAT) visits conducted on-site. An FMAT team will normally visit every region or installation every 18 months at a minimum. Additional visits may be requested by the installation to address specific concerns and issues. The FMAT teams will review the following areas; providing advice and assistance as needed: administration, subsistence accounting and inventory management, food preparation and serving, food protection and sanitation, adherence to Army menu standards, personnel management, contracting and contract surveillance, utilization, dining facility construction and renovation, equipment replacement and maintenance, and Prime Vendor Program issues.

The Facilities and Equipment Division (FED) provides advice and assistance to units and installations in all areas of equipment design and maintenance. FED sets performance specifications for new equipment and makes equipment recommendations to the user, who in turn makes the final purchasing decision.

FED also works with the Army Corps of Engineers (COE) in the areas of dining facility design, construction, and décor items. The Army is looking into different ways of designing and building Army Dining Facilities. Construction costs are on the rise and troop strength is increasing at various installations Army-wide. The Army is transforming in so many ways, and as a result, the Military Construction (MILCON) process must also transform. In cooperation with the COE, ACES is exploring ways to not only streamline the design and construction process but also reduce the overall costs of building and furnishing dining facilities. Army COE and ACES are exploring corporate business models and trying to emulate these models to gain an understanding of their construction procedures. Army COE has recently sponsored MILCON Transformation Industry Forums to meet with the industry leaders in architecture, engineering, construction, and general contracting to discuss their ideas for a better future for the military construction arena. As a result of these forums, Army COE and ACES hope to gain a better understanding of the industry standards for construction and find a way to reduce the MILCON timeline and costs for dining facility construction. Bottom line; the Army wants dining facility construction at a lower cost, faster construction time, higher quality, and a target life expectancy of 25 years. However, unique Army feeding requirements must also be maintained to support the Army. To balance these two design models, a prototype request for proposal is being developed to be used by the COE commercial designers contracted by the Army.

The Quality Assurance Division of ACES is a unique staff of personnel consisting of one Food Technology Officer who is also a Registered Dietitian, two Quality Assurance specialists, one Food Service Specialist, one Environmental Science Officer, one Veterinary Food Technician, and one Senior Foodservice Noncommissioned Officer. This group provides oversight and assistance to the Army Food Program in many ways. No work group in ACES is so diverse in its makeup of staff, and the information concerning the group that follows will attest to its diversity.

QUAD is currently led by a Food Technology Officer/Registered Dietitian who provides supervision and personnel management, as well as technical performance on all areas of the division. While getting involved in all facets of the Army Food Program, QUAD is primarily known for its work in the area of tactical field feeding. Its two QA specialists work in concert but are independent, with one focusing on tactical Individual feeding, such as the Meal Ready-to-Eat and the First Strike Ration, and the other focusing on tactical Group feeding, such as Unitized Group Rations and its supplements and enhancements. Each of these specialists interfaces with the other military organizations involved in operational rations, namely Natick Army Labs (see page 9) and the Defense Supply Center, Philadelphia (DSCP, see page 8). Other personnel assigned to QUAD provide expertise in related areas, such as nutrition, inspection, food safety, soldier acceptance, and food service operations. The entire QUAD lends expertise to every part of ACES as needed, including garrison and field feeding policy, operational doctrine, management assistance, and training.

One other product that QUAD influences is the Army's Health and Comfort Pack (HCP). The HCP is a designed group of packaged sundries that are provided to soldiers at the time of deployment or during periods of deployment. DSCP contracts for the HCP at the direction of the Army G-4 based on the product guidance from ACES.

Each year, the QUAD functions as the coordinating staff for the Joint Services Operational Rations Forum (JSORF), Government-Industry Meeting, and ACES Partnership Day events. The JSORF and the Government-Industry Meeting are held concurrently, typically in the first week of February. This is a time when all services gather for tactical feeding discussions in a Government only meeting – JSORF, and a Government and Industry meeting which informs industry partners of the need for food and food related products in future tactical feeding operations. The Partnership Day is a day of briefings on the Army Food Program, as well as a visit to Army Food Service training that provides a "hands-on" view of field equipment and an improved understanding of the Army as a customer.

An essential product of QUAD is the development of the Basic Daily Food Allowance (BDFA). It is the BDFA that provides the dining facilities worldwide with a basis for the funds for raw subsistence to prepare the meals used to feed Soldiers. Companies who want to provide products to the Army must understand that this is a major consideration as the manager must balance his expenditures with his earnings. The BDFA is a good tool for you as a vendor to use in determining whether your products fit into our garrison feeding cost limitations.

QUAD is the Quartermaster proponent for Defense Standardization of Food Items and provides input to NATICK, USDA, and DSCP for the development of specifications, commercial item descriptions, and product selection. QUAD shares in the development of policy and doctrine, consulting with ACES Concepts, Systems, and Policy Division on all matters of tactical regulations and the 21 Day CONOPS Menu.

QUAD represents the Army as a member of the Armed Forces Recipe Service Committee, assisting in the development of recipe cards for dining facility operations. The QUAD

Environmental and Food Science Staff provide consultation in the areas of Force Protection and Sanitation, and serve as members of the Prime Vendor Audit Teams.

The Concepts, Systems, and Policy Division (CSPD) writes Army Food Program policy and doctrine. CSPD serves as the functional proponent for food service automated systems. This involves working with software engineers to maintain and improve the current Army Food Management Information System (AFMIS) as well as working with other DOD agencies in the development of a Common Food Management System (CFMS).

CSPD also works in developing new feeding concepts and adopting industry trends for use in Army dining facilities. These concepts and trends are researched and evaluated for inclusion into the Army Food Program. If a concept can add value to the Army Food Program, CSPD will develop appropriate implementation plans and procedures and include these plans and procedures in future policy and doctrinal publications.

As the trend towards contracting of Army dining facilities continues, the Army needs qualified and certified personnel to ensure the Army receives the full expected benefit from contractors. CSPD manages and instructs the Contracting Officer's Representative Food Service Certification course; training and certifying many Army personnel in food service contracting each year, to include over 550 in the last two years alone.

CSPD also administers the Subsistence Prime Vendor (SPV) program for the Army, to include contingency operation subsistence requirements, and conducts the annual Army Worldwide Food Service Workshop in coordination with DSCP's Subsistence Worldwide Customer Conference and Food Show.

For more information on ACES or to contact ACES personnel, please visit the ACES website at www.quartermaster.army.mil/aces.

THE BIG PICTURE

While ACES is the primary overseer and central point of contact for the Army Food Program, we are part of a much larger network of laws, policies, and organizations that work together to ensure quality meals are provided to Soldiers around the world. The paragraphs below should help you understand the larger view of how we do business in the Army Food Program.

a. **The US Code-**
According to Title 10 of the US Code, "an enlisted member of the Army on active duty is entitled to one ration daily"[2]. While "the President may prescribe the components, and the quantities thereof, of the Army ration"[3], one would intuitively suspect that he does not, having more pressing matters to attend. In fact, the entire Department of Defense (and Army) food program is delegated down to lower levels of command.

One important thing to note from Title 10 is that every *enlisted* member of the Army on active duty is entitled to one ration daily. Officers are not, by US Code, *entitled* to a ration, however they are *authorized* one by other documentation.

Another important thing to note is the word *ration*. According to Webster's 9th New Collegiate Dictionary, *ration* is defined as "a food allowance for one day". Instinctively, you may infer this to mean a set of three meals, but in practical usage it can also mean an allowance of money given with the intent that it be spent on food, as is done in the case of all officers and those enlisted personnel not living in the barracks.

b. **Defense Logistics Agency-**
The Defense Logistics Agency (DLA) is a DOD agency organized under the DOD Under Secretary of Defense for Acquisition, Technology, and Logistics. It supplies the military (and several civilian agencies) with the critical resources they need to accomplish their missions, both in war and in peace time.

Included in this mission is the acquisition of subsistence for all of DOD, including garrison and operational (field) rations. DLA has been designated by DOD as the Executive Agent for Subsistence. The subsistence acquisition mission is carried out by the Defense Supply Center, Philadelphia (DSCP); a field activity within DLA.

c. **Defense Supply Center, Philadelphia-**
The Defense Supply Center, Philadelphia (DSCP) is the major logistics supplier to the Department of Defense for troop support supply items. DSCP is "the inventory control point for almost 100 percent of the food, clothing, and medical material used by military personnel"[4]. DSCP also provides a significant portion of DOD's construction materials and repair parts.

Relevant to subsistence, DSCP maintains 15 different ration/meal programs and items for individual and group field feeding[5]. For those who may be new to the program, individual field feeding rations/meals consist of those items that are issued to the individual Soldiers for

consumption at the time and place that is most appropriate for their situation. These rations, of which the Meal, Ready to Eat (MRE) is the most famous, are shelf stable and may be eaten at ambient temperature or may be heated using the flameless ration heater contained in the package (just add water). They are designed for use in austere environments or for high tempo field training and operations. Group field feeding rations/meals are cook-prepared meals that are prepared using some type of field kitchen. The most well-known group rations are Unitized Group Rations (UGRs), which are 50-serving modules consisting of either heat and serve (UGR H&S) or cook and serve (UGR-A) food items. The type of ration used depends upon the field feeding situation.

DSCP also administers the prime vendor program contracts that provide food and food service equipment to DOD garrison dining facilities around the world. This allows dining facilities to buy the same type of food and food service equipment from the same distributors used by commercial food service establishments. Each service sets its own product standards and guidelines, but the individual item choices are cataloged and ordered at the installation level.

d. **Joint Subsistence Policy Board-**
The Joint Subsistence Policy Board (JSPB) is established under the chairmanship of the DOD Executive Agent for Subsistence[6]. This board serves as a means for planning, coordinating, and resolving subsistence related issues for the entire DOD.

The JSPB is made up of members from the military departments to include Army, Navy, Air Force, Marines, Coast Guard, and Military Sealift Command. Additionally, Army sub-agencies, such as ACES and the Army Installation Management Command (IMCOM) are included on this board.

e. **Army Deputy Chief of Staff, G-4-**
The Office of the Army Deputy Chief of Staff (DCS), G-4, is the highest level logistics organization in the Army. As such, the DCS, G-4, is the Department of the Army General Staff proponent for the Army Food Program and the principal advisor to the Secretary of the Army, the Chief of Staff of the Army, the Army Staff, and all other elements of the Department of Army (DA) for food policy, resources, and issues.

The Army DCS, G-4 develops plans, policies, programs, and standards for management of the Army Food Program and coordinates food program matters with the Office of the Secretary of Defense, other military services, and private industry. The Army DCS, G-4 is the functional proponent for all program and budget resources for subsistence in the Planning, Programming, and Budgeting System. Through the subordinate Center for Logistics Policy, Programs, and Processes and its Subsistence, Energy, and Water Team, the DCS, G-4 serves as the direct upline for ACES.

f. **The DOD Combat Feeding Program-**
The DOD Combat Feeding Research and Engineering Program (CFREP) is established by DOD Directive (D) 3235.2E and provides the Office of the Secretary of Defense a comprehensive, responsive Joint Service program to address combat feeding research and engineering services and support requirements for all DOD Components. In accordance with

DODD 3235.2E, the U.S. Army Natick Soldier Center's (NSC's) DOD Combat Feeding Directorate (CFD) is responsible for meeting the unique combat feeding requirements of each Military Service. This includes all efforts — research, development, engineering, integration, and field-testing with Warfighters and technical support for the full range of operational rations, field food service equipment and total combat feeding systems. This program is based on a strong partnership with the commercial sector, the Military Services, other government agencies and the Office of the Surgeon General (OTSG).

g. **Quartermaster Center and School-**
ACES is physically located within the U.S. Army Quartermaster Center and School (QMCS) at Fort Lee, VA. The mission of the QMCS is to train Soldiers in logistical military occupational specialties (MOSs), such as field services, mortuary affairs, aerial delivery, unit and automated supply, petroleum and water supply, and food service. The QMCS also develops and sustains "adaptive Quartermaster battlefield functions that are globally executable by the joint war fighter to ensure mission success"[8].

By having both training and operational missions, ACES fits within the scope of the QMCS mission and assists with the food program portion. The ACES DOT performs the training mission for the QMCS for MOS 92G- Food Service Specialist, and the ACES DOO serves as the Army Food Program representative in the development of Quartermaster functions.

h. **Installation Management Agency-**
The Army Installation Management Command (IMCOM) is organized with a headquarters and several regional offices. These regional offices work with IMCOM headquarters to provide equitable, effective, and efficient management of Army installations worldwide to support mission readiness and execution, enable the Well-being of Soldiers, civilians, and family members, improve the Army's aging infrastructure, and preserve our environment.

For the Food Program, this includes ensuring that the facilities, equipment, and utilities are available and operational for garrison feeding. It also includes "championing the issues that emerge during day-to-day operations"[9] and implementing, executing, and enforcing Army Food Program standards across the board.

i. **Subsistence Prime Vendors-**
Subsistence Prime Vendors (SPV) operate under regional contracts with DSCP to provide food distribution to Army dining facilities. Food is generally brought to Army dining facilities three times a week; similar to commercial restaurant delivery. The back door delivery provides the products used to feed Soldiers/diners in Army dining facilities around the world and in all environments.

CANDIDATE PRODUCT PROCEDURES

Ok, here it is: The section we've all been waiting for. It describes how products get into the Army Food Program, including products for garrison operations, contingency operations, field feeding, and food service equipment. The process can be long and complicated, and there are no guarantees, but we have prepared this guide to make it less complicated, to remove surprises, and to ensure that you, the vendor, do no more work than necessary in attempting to sell your products to the Army Food Program.

a. Garrison item procedures-
Garrison food items, also called line item A-rations (or line item "A"s), are those products that are prepared and served in Army garrison dining facilities and in the more stable areas of a contingency operation (see paragraph b). This paragraph describes the procedures to be followed in getting new products into the system for use in Army garrison dining facilities. These procedures come from official Army administrative policy and procedural documents, namely Army Regulation (AR) 30-22 and Department of Army Pamphlet (DA Pam) 30-22.

The Army does not specify items or brand names for individual garrison operations. The reason for this is two-fold. The current philosophy is to power down those decisions to the installation level, allowing them to run the installation programs based upon the local conditions and diner preferences. The other reason for this is that the SPV contracts are regional and encompass all military services. It is more cost effective not to mandate a particular product for the entire Army. For example, if the Army mandates brand A of hot dogs, the Air Force mandates brand B, and the rest of the prime vendor's customers use brand C, then the cost for each will be higher. If the local installation can accept brand C, then the cost of food is lower to the Army due to the vendor's bulk buying power.

The Army does, however, have menu standards that must be followed by each installation. These are general food service quality and nutritional standards, for example offering a certain number of entrée choices per meal or using minimum 85% lean ground beef. These menu standards are in the Appendix. Reading these menu standards is a good place for potential vendors to start, because if the product does not fit within these standards there is no need to go any further. Your product will not be purchased for the Army. The Army also has item description guidelines for meat, poultry, and seafood items. These guidelines are too detailed to be included in this document, but they are available from ACES. They can also be found in Appendix I of DA Pam 30-22.

If your product meets Army menu and product standards, you have several options. First, you can get a National Allowance Pricing Agreement (NAPA) number from DSCP. A NAPA is an agreement between the manufacturer and DCSP that identifies allowances/discounts to a particular product. The prime vendor agrees to bill the government the invoice price minus the NAPA allowance and initiate a bill back to the manufacturer. It must be noted that getting a NAPA number obligates neither the distributor to carry your product nor the Army to purchase your product. It merely provides a catalog stock number and represents a discount to government. You must still sell your product to the installation. A NAPA number, however,

provides a unique number for your product only, versus a generic stock number that the prime vendor can fill with any acceptable brand they choose. It bears repeating that having a NAPA number does not obligate the distributor to carry your product nor the Army to purchase your product. See the DSCP website, www.dscp.dla.mil for information on the NAPA program.

An alternative to getting a NAPA number is to approach one of the regional prime vendors and attempt to sell your product to them, matching it against a generic stock number on the installation's catalog. These generic stock numbers are known as either National Stock Numbers (NSN) or Local Stock Numbers (LSN). For many items, the local installation specifies only the type, quality, and pack size of a product, allowing the prime vendor to provide any brand that fits the description. You can work with the prime vendor to have your product included as a source of supply for that generic NSN or LSN.

A third option exists if you have a new or unique product. You can get a generic NSN or LSN added to the installation catalog (known as the Master Item File or MIF) and the SPV's catalog. To do this, you must first get an installation interested in buying your product. It is up to the installation Food Program Manager (FPM) to submit a request to DSCP for a LSN/NSN. This process can take a little while, so if you do have a NAPA number upfront you can save yourself some time. Again, be advised that this NSN/LSN neither obligates the prime vendor to carry your product nor does it automatically obligate the installation to purchase the product, although from an Army Food Program policy standpoint items should not be cataloged unless there is a serious intent to order them in sufficient quantities to warrant catalog changes.

Remember also, that it may take several weeks from the time your product is cataloged until you start getting orders, as inventory at the installation and the prime vendor warehouse may need to be consumed first.

NAPA number or not, a product must still be sold at the installation level. A product manufacturer may attempt to sell directly to the installation, or they may schedule a visit to ACES. ACES is not a purchasing entity, nor can it direct the purchase of specific items to Army installation food programs. What ACES can do, however, is provide you with an explanation of the process of doing business with the Army food program, including DSCP's role, the role of the SPV, product specifications and guidelines, and Army menu standards. ACES can also conduct a cost/quality/benefit analysis, discuss point of sale material, and provide a list of Army installation points of contact. Point of contact information will only be given to vendors whose products meet the Army's specifications and standards. Finally, we here at ACES have a policy that we will not meet with independent product brokers, unless accompanied by the manufacturers representative. We want to deal directly with a representative of the manufacturer who can speak for the company, not a third party broker.

Whether you obtain a NAPA number from DSCP and meet with ACES first or you decide to attempt to sell at the installation first and work backwards to obtain a generic NSN/LSN, the rules for selling products are the same. These rules are contained in Army AR 30-22 and DA Pam 30-22, which are the primary policy and procedure documents governing the Army Food Program. A copy of "Procedures for Selection, Cataloging, and Maintenance of Subsistence

Items" from Appendix I of DA Pam 30-22 is also available on the ACES website at www.quartermaster.army.mil/aces for those wishing to dig a little deeper. It contains the Army's goals and philosophy concerning product additions and substitutions to the catalog.

Ok, back to the rules…If you are attempting to sell products to the local installation, the first thing to keep in mind is that you must contact the installation FPM before showing up at dining facility to meet with the dining facility manager. We encourage demonstrations and training visits for products already carried on the installation catalog and we welcome visits from those who would like to sell new products to the Army, BUT these visits must be coordinated and approved by the installation FPM. This helps the installation maintain control of its food program and reduces the risk of misguided agreements and false promises that waste everyone's time, effort, and money.

The next thing for you to do is to be prepared to answer either one of two questions. If you are selling a new and unique product, ask yourself: "What is so special about what I am offering that this installation should purchase my product?" If you are selling a product that is intended to replace a competitor's product, ask yourself: "What am I offering that would make this installation use my product over my competitors?" The answer to both questions may encompass not only the quality and value of the product itself, but also point of sale materials, training, unique uses in recipes, ease of use, labor savings, etc. Be prepared to answer in an overall "best value" context. Simply put, what are the product's features and benefits to the user?

There are two reasons when a manufacturer might present their products at an Army installation: product demonstrations or comparison cuttings. Either of these is best suited for presentation at the installation Food Service Management Board (FSMB). The FSMB consists of various voting and non-voting members (depending upon position) who are working in the installation food program. A SPV representative also serves on the board as a non-voting member. The FSMB meets at least once per quarter to address food program issues on the installation, to include additions to and deletions from the installation subsistence catalog (MIF). Conducting demonstrations and comparison cuttings at the FSMB reduces the number of times the vendor must show the product and ensures that the key decision makers are present.

The next several paragraphs present a thorough discussion of product demonstrations and comparison cuttings.

Product Demonstrations: Product demonstrations are used primarily to perform one or more of three functions: (1) evaluate new products, (2) resolve complaints of products not meeting specifications or quality, and (3) provide training on products already cataloged (either newly cataloged items or new uses for currently cataloged items). A product demonstration may be used in the decision process when selecting new items for dining facility use. Demonstrations may also be used to train the installation staff in storage, handling and preparation techniques, or marketing methods. Installation FPMs may also schedule demonstrations for the expressed purpose of investigating a specific product, either at their initiative or in response to a sales call from a product manufacturer.

As part of the product demonstration, manufacturer's representatives may bring chefs or marketing personnel to teach food program personnel how to use currently cataloged products more efficiently, or how to market the products to their customers more effectively.

Prime vendor representatives are also encouraged to participate in and/or coordinate demonstrations; however this does not prohibit the installation food management staff from requesting demonstrations from companies not currently stocked by the prime vendor.

When scheduling a demonstration, you should be given ample time to provide product information, including: your NAPA, product packaging, shelf life information, preparation methods, nutrition information, how the product helps managers to meet Army menu standards, cost data, and whether or not the product is already carried by the SPV. It is best to decide in advance how much time you think you need, and ask the FPM for that length of time, but remember that a FSMB meeting can have a large agenda so you may need to be flexible.

Product sample size should be limited to quantities required to support sampling during the demonstration. If the demonstration is conducted in a dining facility, the sample size shall be limited to a quantity to support not more than 100 soldiers or 50% of the average headcount for that meal, whichever is less.

Comparison Cuttings: A comparison cutting is used when the installation has an expressed desire to add new or replace existing products to its catalog. Multiple producers may be invited to compare their products and programs. Normally, two to four vendors of a product are invited to compete at cuttings. A comparison cutting provides an excellent forum to investigate which product provides the best value choice. The lowest price, while always considered, does not always mean best value. Cuttings are not intended as teaching forums in the manner of demonstrations but are head to head competition for inclusion in the installation subsistence catalog. Comparison cuttings are only recommended for NAPA holders, since a generic NSN/LSN request can be filled by whichever manufacturer the SPV chooses.

The FPM should invite and coordinate the visit of manufacturer's representatives for the cuttings. This can be accomplished through the installation SPV or directly with the manufacturer's representative. The number of different items evaluated at a cutting must be limited to permit thorough evaluation of each. The normal maximum would be to cut three to four items at a single cutting.

At a cutting, you should be given the opportunity to fully discuss your product and program. Ensure that you explain why the installation should use your product. What is the unit or case cost versus product yield and serving cost of your products? What after market or value added services will be available? Will you provide support in the form of training, menu building, recipes, and point of sale material?

You may be wondering, "How exactly does a cutting work? What are the procedures?" We will now answer that question. Keep in mind, however, that these are generic procedures and

guidelines for how comparison cuttings are *supposed* to be conducted in the Army food program. You may run into slight variations of the details depending on the local installation FSMB, but these variations should be minimal.

Conduct of a Cutting: During a cutting, the manufacture's representatives prepare their own products for display and evaluation and place them in plain, unmarked containers. The containers are then placed on a serving line or table. Someone on the food management staff will label each product with either an alpha ("a", "b", "c" etc) or numeric ("1", "2", "3", etc) code prior to having the voting members of the food management board enter the evaluation area.

The actual evaluation should be supervised by the FPM. Evaluations will be done by voting FSMB members first; non-voting attendees must wait until testing by voting members is completed. Manufacturer or prime vendor representatives are NOT allowed in the room during voting members evaluation of products, so don't be offended when the FPM asks you to leave the room.

Each voting member will use the Subsistence Item Evaluation Form (Figure 3) to evaluate each competing product. While this form is not fancy, it does allow for tabulation and scoring for each product. Each member must taste and evaluate each competing product and score it. A member of the food management staff will control and tabulate all completed evaluation forms. There must be one completed form for each product from each voting member. The data will be analyzed by the FSMB, who will render a decision on which product is the best value to the installation based on cost, yield, acceptability, and value added services. If these factors yield overall values that are extremely close, it is likely that the board will choose a product that the local prime vendor already carries, if such a product exists.

You will be notified as to whether your product is to be cataloged or not. It is understood in business that we cannot and should not place every product shown on our catalogs. It may be that more than one product is selected; alternatively if none of the items meets the expectations or requirements indicated then none will be selected. The burden of selection falls to the FSMB and is not left to prime vendors.

EVALUATION FORM

For use of this form, see DA PAM 30-22; the proponent agency is DCS, G4.

PRODUCT NAME	PRODUCT NUMBER/LETTER

	UNACCEPTABLE		NEUTRAL		GREAT	
	1	2	3	4	5	6
APPEARANCE	☐	☐	☐	☐	☐	☐
AROMA	☐	☐	☐	☐	☐	☐
FLAVOR	☐	☐	☐	☐	☐	☐
TEXTURE	☐	☐	☐	☐	☐	☐
OVERALL ACCEPTABILITY	☐	☐	☐	☐	☐	☐

COMMENTS

DA FORM 7456, JUL 2002 USAPA V1.00

Figure 3. Evaluation Form

If your product was selected, go ahead and celebrate but do not assume that you will automatically receive sales, especially right away. Not only may there be a lag time between the cataloging and the depletion of current stocks, if multiple similar items are cataloged you may still need to request a product demonstration to ensure that the dining facility managers are aware of your product and its benefits. Otherwise, it may end up sitting on the catalog unordered even though the product was approved at the cutting. A good post-cataloging demonstration would show the superiority of the product over other similar products, provide recipes and innovative ways to use the product (e.g. multiple day parts), and discuss marketing methods and point-of-sale (POS) materials.

The NSN/NAPA number must also be tied to the recipe card or to a standard operating procedure (SOP) for preparation of the product. This step is completed by the FPM once the product is in inventory at the SPV's warehouse. As the product is used by the dining facility, replenishment product will be ordered against the stock number on the recipe card/SOP.

In addition to a product demonstration, you should follow up with the prime vendor to make sure your product is being moved through the SPV warehouse. Consider also following up with the dining facility managers (after coordinating with the FPM) on an installation to ensure that not only is your product on the catalog, but that they are ordering and receiving it.

Should the need arise, ACES can assist anywhere the process described in this section. It must be again noted, however, that ACES is not a purchasing agency; nor do we mandate particular product brands for the Army.

b. Contingency Operations (CONOPS) Menu procedures-
The previous section described candidate product procedures for selling to the Army, both within the continental United States (CONUS) and outside the continental United States (OCONUS). Those procedures were for peace time feeding in Army dining facilities in established locations, such as the United States, Europe, and Korea. The procedures for selling food to the Army during overseas military operations (but not field feeding) are similar to the previous section, however for this category ACES maintains more control. There are several reasons for this, but primarily it comes down to two:

(1) It is not advisable to have multiple vendors flying to war zones to conduct product demonstrations and cuttings. Not only is it dangerous and expensive, the Army food personnel working in that area are very busy and may not have time for cuttings and demonstrations.

(2) Due to the length of the supply pipeline and the logistical difficulties in getting product to the CONOPS areas, it is necessary to reduce the volatility of the catalog. By controlling additions, deletions, and substitutions at a higher level and by locking in products for one-year terms ACES can help stabilize the logistical pipeline.

Army units fed in CONOPS areas follow the DA 21 Day CONOPS Menu and the UGR-A Supplemental Menu (see section c.) For these menus, ACES in coordination with the units on the ground, fulfills the role of the installation FSMB in selecting products. ACES developed the 21 Day CONOPS Menu and the UGR-A Supplemental Menu and maintains the CONOPS

product catalog. Some items on the catalog are brand specified, meaning that the prime vendor must carry that specific brand name product. Other items are listed only by product specifications. These products can be provided by whichever approved source the Prime Vendor chooses to use.

The same procedures contained in paragraph a. are followed by ACES when conducting product demonstrations and comparison cuttings. There are several factors besides price and quality that determine whether an item will be specified by brand name or whether a generic item specification will be given to the Prime Vendor. Some of these factors include source approval, uniqueness of a product, front of the house use, brand name Soldier recognition, and POS support.

c. Operational Rations Procedures-

When doing business in the Army Food Program involving the operational rations, a centralized sourcing program is defined. Like the three primary branches of government (judicial, legislative, executive), there are three organizations that you will be involved with. In this example, judicial review of food products to be introduced to the program is accomplished by the ACES-QUAD. This process is initiated by the completion of a New Item Introduction Form (Figure 4). After the review of forms and samples by ACES-QUAD, products that meet the evaluation criteria are recommended to the US Army Research and Development Command (Natick Soldier Center). Natick will conduct a more detailed review and may initiate field testing for final acceptance. All items receiving a high acceptability rating will be submitted to the JSORF for approval. Upon JSORF approval, ration menus will be built using the new items. These ration menus are then submitted to the OTSG for nutritional approval. When products meet final acceptance, Natick documents a product description, any specific requirements, and a menu cycle; and passes the requirement to the DSCP for cataloging and procurement. For new products, USDA and Army Veterinary Command inspections must take place prior to release to the field.

The menu cycle is referred to as Table One and the descriptions are listed on Table Two. Samples of these two tables are contained in Figures 5 and 6, respectively. The complete tables may be found at the following websites:

http://www.dscp.dla.mil/subs/rations/programs/ugr/tableI-B06.xls (Table One)

http://www.dscp.dla.mil/subs/rations/programs/ugr/tableII-B06.doc (Table Two)

In the eight columns of a menu, Natick legislates the first four columns to address the menu requirements and the contracted Prime Vendor Assembler selects the final four columns to meet the requirement. Once a product description is listed on Table Two, a New Source Introduction Form (Figure 7) can be used to initiate competition by comparative products. The process for the New Source Form is a reverse path of the New Item Introduction Form.

Expect long lead times from introduction to acceptance of products. Products may be introduced at any time, but an example timeline is as follows:

INTRODUCTION OF PRODUCTS – January thru December (June cutoff for same year field test).

FIELD TESTING – August/September annually (depending on field unit availability).

ACCEPTANCE OF RECOMMENDED MENUS – January/February of the following year.

PROCUREMENT OF APPROVED MENUS – September/October of the following year.

All new menu items must be available for implementation not later than October 1st each year.

While the preceding figures and paragraphs dealt with UGR-A rations, the process is basically the same for all operational rations (MRE, UGR-H&S, and so forth) and HCP items. If you have a product that you feel will benefit the Army in one of the areas, please contact ACES QUAD. The QUAD team will conduct the "judicial review", and if your product is approved we will complete a New Item Introduction Form, which will start the process for testing and source approval.

DATE REC'D _____

ACES LOG-IN # _____

UGR-A NEW ITEM INTRODUCTION FORM

(NOTE: PAGES 1 AND 2 MUST BE COMPLETED)

MENU INFORMATION: MENU # _____ **(TABLE I REQUIRED IF SUBMITTING ENTIRE NEW MENU)**

ITEM BEING REPLACED: _____

VENDOR INFORMATION:

UGR-A CONTRACTOR _____ CONTRACT # _____

MANUFACTURE'S NAME/ADDRESS: _____

_____

USDA EST # (If Applicable): _____

VETCOM Approved Source dated_____, page # _____.

IS A DSCP NSN/LSN ASSIGNED TO THIS ITEM? If so, please provide. _____

PRODUCT INFORMATION:

DESCRIPTION (Brief description of the product): _____

_____

BRAND NAME OF PRODUCT: _____

CHECK ONE: ☐ SEMI-PERISHABLE ☐ FROZEN

CIRCLE ONE: ○ BATTERED ○ BREADED ○ MARINATED ○ SEASONED
○ CUT ○ CHOPPED ○ DICED ○ SHREDDED ○ SLICED

VARIETY/COLOR/FLAVOR: _____

FOR MEAT ITEMS:

NAMP/IMPS# _____ WEIGHT RANGE _____ PRODUCT GRADE _____

HOW PACKAGED: _____ BULK _____ INDIVIDUALLY WRAPPED PORTIONS

CONTAINER MATERIAL: _____ CONTAINER SIZE: _____ U/I : _____

ITEM WEIGHT: _____ COUNT PER POUND: _____ PORTION SIZE: _____

UNITS PER CASE: _____ PERISHABLE PRODUCT CASE DIMENSIONS: _____

NOTE: Perishable cases may require breaking and re-packing in finished UGR-A ration module. If so, the primary container and components must be fully labeled.

OTHER INFORMATION APPLICABLE TO PRODUCT/ SPECIAL REQUIREMENTS: _____

_____

Figure 4. UGR-A New Item Introduction Form

ACES LOG-IN # _____

UGR-A NEW ITEM INTRODUCTION FORM

PAGE 2 OF 2

PRODUCT INFORMATION (CONT'D):

SHELF LIFE: _____

INGREDIENT STATEMENT: _____

_____

PREPARATION INSTRUCTIONS: _____

_____

NUTRITIONAL INFORMATION: _____

_____

_____

UNIT PRICE $_____ CASE PRICE_____ COST TO MODULE $ _____

BENEFIT ANALYSIS (e.g. reduced cost to module/ improved quality/ menu improvement) Please explain:

_____

_____

_____

_____

POINT OF CONTACT:

Lorraine Salerno, R. D.
Division Chief
Quality Assurance Division
Army Center of Excellence, Subsistence
1201 22nd Street
Attn: ATSM-CES-QA
Ft. Lee, VA 23801-1601
804-734-3366

NATICK:

The following must be completed when should you be required to furnish samples to NATICK for evaluation:

ITEM LOT CODE # _____ OF SAMPLES PROVIDED FOR EVALUATION

Figure 4. UGR-A New Item Introduction Form (Cont'd)

SPM300-05-D-Z_____P_____ UGR-A 07, Effective 10/02/06 Page_____of_____

Contractor:_____

UGR-A '07 TABLE I
BREAKFAST MENU 1 - RANCHERO BEEF STEAK

Menu Item	Required Servings and Size		Food/Ingredients/Supplies	Brand	Warranted Shelf Life (mos).	Issue/ 50 Ind.	Container Size
FROZEN/PERISHABLE BOX - 8970-01-525-6726							
VEGETABLE TACOS	*50*	*1 each, 4.5 oz*	*Taco, Egg, Veg & Cheese*				
RANCHERO BEEF	*50*	*6 oz*	*Beef, Ranchero, Boil-in-Bag, Frozen*				
QUESO SAUCE	*50*	*¼ cup*	*Sauce, Queso*				
CINNAMON TWISTS	*48*	*1 each, 1.8 oz*	*Cinnamon Twist, Individually wrapped, 1.8 oz*				
ORANGE JUICE	*50*	*¾ cup*	*Juice, 100% Orange, Frozen Concentrate*				
POTATOES WITH CHORIZO	*50*	*3.2 oz*	*Potatoes with Chorizo, Boil-in-Bag, Frozen*				
BOX 1 - 8970-01-525-6344							
EGGS	50	½ cup	Eggs, Dehydrated, Boil-in-Bag				
HOMINY GRITS	25	2/3 cup	Hominy Grits, White, Quick				
CATSUP	25	9 gm pkt	Catsup				
GRAPE JELLY	25	½ oz pch	Jelly, Grape				
HOT SAUCE	4	.75 oz bottle	Hot Sauce				
	1	2 oz	Butter Granules				
	100		Paper Cups, 8 oz				
BOX 2							
OATMEAL	1	10 ct box	Oatmeal, Instant, Variety Pack, Individual packets				
SALSA/PICANTE	50	0.5 oz pch	Salsa/Picante, medium				
COFFEE	30	6 oz	Coffee, Filter Bag, Arabica				
CAPPUCCINO	20	8 oz yield	Cappuccino Beverage Powder, French Vanilla				
CREAMERS	12	3 gm pkt	Creamers, Nondairy				
	50		Tray, 5-Compartment, Paper				
	50		Dining Packets, Napkin, Knife, Fork, Spoon, Salt/Pepper, Sugar (2)				
	4		Trash Bags, clear				
	1	1.65 oz	Salt				
	1	.70 oz	Pepper				
	1	4 oz	Oil, Vegetable, Butter Flavor				
	1	10 CT	Gloves				

Note 1: Product shall be no older than 90 days from date of manufacture at time of assembly

Figure 5. Sample of UGR-A Table I

SPM300-05-D-Z_____P_____ UGR-A 07, Effective 10/02/06 Page_____of_____

Contractor:_____

UGR-A '07 TABLE I
LUNCH/DINNER MENU 1 - Chicken Parmesan

Menu Item	Required Servings and Size		Food/Ingredients/Supplies	Brand	Warranted Shelf Life (mos).	Issue/ 50 Ind.	Container Size
FROZEN/PERISHABLE BOX - 8970-01-525-6813							
CHICKEN PARMESAN	*50*	*1-5 oz*	*Chicken filet, breaded, Fully-Cooked*				
SAUCE	*50*	*¼ cup*	*Sauce, spaghetti, marinara*				
CAKE	*48*	*1 each, 2.8 oz*	*Cake, Italian Lemon*				
BOX 1 - 8970-01-525-6783							
ZITI	50	1 cup	Pasta, Ziti				
GREEN BEANS, ITALIAN STYLE	50	¾ cup	Green Beans, Italian Style Canned				
HOT SAUCE	4	.75 oz bottle	Hot Sauce				
	2	.25 oz	Seasoning, Italian				
	1	1.65 oz	Salt				
	1	.70 oz	Pepper				
	1	2 oz	Butter Granules				
	75		Paper Cups, 6 oz				
	1	10 CT	Gloves				
BOX 2							
LEMON LIME CARBOHYDRATE ELECTROLYTE BEVERAGE	100	7.5 oz	Beverage Powder, Carbohydrate Electrolyte, Lemon Lime				
PARMESAN CHEESE	50	3.5 gm pouch	Parmesan Cheese				
CHOCOLATE PUDDING	48	4 oz	Pudding, Chocolate, Individual Cups				
PEANUT BUTTER & GRAPE JELLY	12	1.12 oz pb pch 1 oz jelly pch	Peanut Butter and Grape Jelly Twin Packs				
COFFEE	30	6 oz	Coffee, Filter Bag, Arabica				
CREAMERS	12	3 gm pkt	Creamers, Nondairy				
	50		Tray, 5-Compartment, Paper				
	50		Dining Packets, Napkin, Knife, Fork, Spoon, Salt/Pepper, Sugar (2)				
	4		Trash Bags, clear				

Note 1: Product shall be no older than 90 days from date of manufacture at time of assembly

Figure 5. Sample of UGR-A Table I (Cont'd)

UGR-A 07 Effective 10/02/06
Revision "A" Assembly

UGR-A 07 Table II

NOTE: Where a brand name is shown in the item description, products must be equal to or better than the salient characteristics of that brand name item.
Also, all products must meet Table I requirements for serving sizes. Sizes/weights are minimums.
For Meat Items, no soy, filler, or added water is permitted unless otherwise specified.
All Portion Control condiments must be packaged in a pouch. Portion control cups are not permitted.

LSN:	MENU COMPONENTS/ ITEM DESCRIPTION (STANDARD)
	FROZEN MEAT, POULTRY, FISH & EGGS
	ALL ITEMS ARE REQUIRED FROM AN APPROVED SOURCE
8905-01-E10-0019	BACON, SLICED, FULLY COOKED (CURED AND SMOKED), FZN, min avg. wt 2.25 pound per 150 slices, NAMP 540, prepared from NAMP 539 with a max yield of 40% (Jimmy Dean)
8905-01-E10-1221	BEEFSTEAK, TRI-TIPS, BNLS, FZN, USDA Select or Choice, 9 oz +/- 0.5 oz, Marinated, derived from NAMP 185C, Bottom Sirloin Butt, Tri-Tip, no more than ¼ " fat, max 15% solution containing Ficin as a tenderizer, No Papain Allowed (Chicagoland, UPC 51420 85360)
8940-01-E10-1611	CREAMED BEEF GRAVY, Ready to Eat, FZN, at least 15% cooked ground beef (containing not more than 25% fat), gravy mix, water and not more than 5% textured soy flour (Vetran's Choice Foods, UPC 8 29332 00004 1)
8940-01-E10-1661	BEEF, BRISKET, FRZ, Boil-in-Bag, naturally smoked, in barbeque sauce, Beef brisket,Contains not less than 80 % cooked beef and 20% sauce. Deckle-Off derived from NAMP # 120. 3/16" slice thickness. (Quantum, UPC 1754)
8940-01-E10-1659	BEEF, BEEF AND BROCCOLI, FULLY COOKED, FRZ, separate boil-in-bags for beef, sauce, and IQF vegetables, Grade A (Blend Contains 60% 1" to 1.5" broccoli florets, 25% sugar snap peas, and 15% sliced carrot coins) Heat treated Flank Steak (NAMP # 193) in 1.0 to 1.5 oz slices, sized .25"x.75"x1.75". Combined products contains not less than 30 % cooked beef, 38.5% vegetables and 30% sauce. Contains min 3 oz beef per Table I serving (Sunrise Foods, UPC 38-1090)
8905-01-E10-1165	BEEF, POT ROAST, PORTIONED, FULLY COOKED, FZN, derived from NAMP 116A, USDA Choice beef chuck roll, with seasoning/gravy, No connective tissue, 5 oz cooked beef portion +/- 0.50 oz, May contain Soy, 35-40% gravy by net weight (Brookfield Farms/Chicagoland, UPC 51420 83735)
8905-01-E10-0180	BEEF, STEAK PATTIES, FULLY COOKED, FZN, all beef, chopped and formed , natural shape hamburger, product derived from 85% lean (raw), flame broiled, 3.8 to 4.0 oz each, not less than 50 count per container, derived from NAMP 1136 only (Zartic, UPC 80038)
8905-01-E10-1553	BEEF, FRANK, 5X1, 7 ", FRZ. Fully Cooked, Gas flushed. Contains 2% or less of Salt, Flavoring, Potassium Lactate, Sodium Lactate, Sodium Phosphates, Sodium Diacetate, Sodium Erythorbate, Sodium Nitrite, Extract of Paprika (John Morrell, UPC 70100-02752, Black Label Gourmet)
8940-01-E10-1612	BEEF, RANCHERO BEEF STEAK, FRZ, Boil-in-Bag. Derived from NAMP 115, Beef Chuck Boneless. Contains not less than 42% Beef. Blend of cooked beef strips in a slightly spicy tomato based sauce w/ chopped green chili peppers (Missabay, UPC 1420)
8940-01-E10-1666	BEEF, ROAST BEEF HASH, FRZ, Boil-in-Bag. Cooked diced roast beef and skin-on diced potatoes in a savory tomato sauce. Not less than 35% beef. Contains not more than 30% diced potatoes. (Ragozzino, UPC 8113)
8905-01-E10-1162	BEEFSTEAK, TRI-TIPS, BNLS, FZN, USDA Select or higher, 5.5 oz +/- 0.25 oz, Marinated, derived from NAMP 185C, Bottom Sirloin Butt, Tri-Tip, no more than ¼ " fat, max 15% solution containing Ficin as a tenderizer, No Papain Allowed

Figure 6. Sample of UGR-A Table II

UGR-A 07 Effective 10/02/06
Revision "A" Assembly

	(Chicagoland, UPC 51420 85350)
8905-01-E10-0904	CHICKEN BREAST FILLET, BREADED, FULLY COOKED, IQF, whole muscle, 5 oz +/- 0.5 oz each, no more than 25 % BREADING (Perdue, UPC 7175)

MENU COMPONENTS/ ITEM DESCRIPTION (STANDARD)
FROZEN MEAT, POULTRY, FISH & EGGS (Cont'd)
ALL ITEMS ARE REQUIRED FROM AN APPROVED SOURCE

LSN:	
8940-01-E10-1614	CHICKEN, ASIAN STYLE CHILE GARLIC CHICKEN, FRZ. Boil-in-Bag.All skinless white meat. Contains not less than 37.5% chicken. Spicy Asian sauce with white meat chicken and vegetables not less than 36%(Bamboo shoots, water chestnuts and hot chile sauce) (Missabay, UPC 1470)
8940-01-E10-1413	FAJITA MIX, CHICKEN BREAST WITH RIB MEAT, FAJITA SEASONED, FULLY COOKED with fresh frozen raw peppers and onions. 62.5% chicken breast, 37.5% vegetables (onions, green, red or yellow bell peppers), boil-in-bag, all white meat, fajita seasoned or marinated, 1/2x1/2x2 min. net length prior to cooking. 90% of vegetables are ½ inch width. Min 4 oz chicken per Table I serving. (MissaBay, UPC 2431)
8905-01-E10-1171	CHICKEN, ROTISSERIE STYLE, QUARTERS, FULLY COOKED, marinated chicken quarters coated w/topical seasoning, from a whole USDA grade A equiv bird without giblets (WOG), 4 quarters (2 front, 2 back), Total bone-in weight of the four quarters after cooking should be NLT 2 pounds. Weight range for quarters will be 7-9 ounces for the back and 8-10 ounces for the front.
8940-01-E10-1616	MEATBALLS AND SAUCE KIT, FRZ, boil-in-bag, Meatballs, fully cooked, Beef and Pork, derived from ground beef and pork. Not more than 25% fat raw. May contain Soy, Max 5% Soy with COC, Average 1 oz each not less than 65 % meat . Sauce, Spaghetti, Marinara. Kit includes 3-100oz bags (50 oz of meatballs and 50 oz of sauce) and 1-100 oz bag of marinara sauce w/o meat(MissaBay, UPC 1460)
8940-01-E10-1259	MEATLOAF WITH BBQ SAUCE, FULLY COOKED, SLICED, FRZ, boil-in-bag, contains 50/50 Beef and Pork, seasoned, not more than 5% soy as a filler, COC required on soy, packed in 4 pound presliced meatloaves, 6.4 oz per slice with 1 pound of BBQ Sauce. (Piemont Foods/Chicagoland, UPC 8 29332 80300 0)
8940-01-E10-1415	PENNE PASTA W/ CHICKEN AND BROCCOLI IN ALFREDO SAUCE, Boil-in-Bag, 25% enriched penne pasta, min 3 oz of whole muscle all white meat chicken per serving with min 6.25 % broccoli florets and Alfredo sauce (blend of parmesan and Romano cheese, butter and half and half) COC required to confirm 3 oz portion size of chicken. (Ragozzino/Chicagoland, UPC 8 29332 81370 2)
8940-01-E10-1630	PORK, PORK IN BBQ SAUCE, FRZ, Boil-in-Bag, Derived from NAMP 405B. Contains not less than 51% pork. Random sized pulled pieces with most pieces approx 1/4"X1"X 1/4"-1". Thin pieces of pork shoulder practically free of fat, not greater than 9%. Natural hickory smoke flavor. (Missabay 1480)
8940-01-E10-1628	PORK, STUFFED SEASONED PORK CHOP, FRZ, Boil-in-Bag, Fully cooked, FRZ, stuffed with apple and cornbread stuffing. No preservatives, no additives, pasteurized (value 30), free of vegetative forms of pathogenic bacteria, no pumping, no injection.6 oz center-cut bone in pork chop (NAMP # 1410A, PSO 2, tail length not to exceed 2.0 inches) stuffed with 1.5 oz stuffing (total serving weight of 7.5 oz +/- 1 oz.) (Cuisine Solutions, UPC 3538)
8940-01-E10-1417	SHRIMP SCAMPI, FROZEN RAW SHRIMP (50/60 count per pound of shrimp) with blanched bowtie pasta in a seasoned garlic sauce, boil in bag, 3 oz of cooked shrimp per serving. COC required to confirm 3 oz portion of shrimp. Gulf, Brown, Wild White, or Pond Raised White Shrimp must be peeled and de-veined and domestically sourced. Broken shrimp pieces not to exceed 18%. (Ragozzino, UPC 9161) **Required**

Figure 6. Sample of UGR-A Table II (Cont'd)

DATE REC'D _____

DSCP LOG-IN # DSCP-S- _____

UGR-A NEW SOURCE INTRODUCTION FORM

(NOTE: PAGES 1 AND 2 MUST BE COMPLETED)

VENDOR INFORMATION:

UGR-A CONTRACTOR _____ CONTRACT # _____

MANUFACTURE'S NAME/ADDRESS: _____

_____

USDA EST # (If Applicable): _____

VETCOM Approved Source dated_____, page # _____.

IS A DSCP NSN/LSN ASSIGNED TO THIS ITEM? If so, please provide. _____

PRODUCT INFORMATION:

DESCRIPTION (Brief description of the product): _____

_____

BRAND NAME OF PRODUCT: _____

CHECK ONE: ☐ SEMI-PERISHABLE ☐ FROZEN

CHOOSE ONE: ⊙ BATTERED ○ BREADED ○ MARINATED ○ SEASONED ○ CUT ○ CHOPPED ○ DICED ○ SHREDDED ○ SLICED

VARIETY/COLOR/FLAVOR: _____

FOR MEAT ITEMS:

NAMP/IMPS# _____ WEIGHT RANGE _____ PRODUCT GRADE _____

HOW PACKAGED: _____ BULK _____ INDIVIDUALLY WRAPPED PORTIONS

CONTAINER MATERIAL: _____ CONTAINER SIZE: _____ U/I : _____

ITEM WEIGHT: _____ COUNT PER POUND: _____ PORTION SIZE: _____

UNITS PER CASE: _____ PERISHABLE PRODUCT CASE DIMENSIONS: _____

NOTE: Perishable cases may require breaking and re-packing in finished UGR-A ration module. If so, the primary container and components must be fully labeled.

OTHER INFORMATION APPLICABLE TO PRODUCT/ SPECIAL REQUIREMENTS: _____

_____

Figure 7. UGR-A New Source Introduction Form

DSCP REGISTER # DSCP-S-_____

UGR-A NEW SOURCE INTRODUCTION FORM

PAGE 2 OF 2

PRODUCT INFORMATION (CONT'D):

SHELF LIFE: _____

INGREDIENT STATEMENT: _____

_____

PREPARATION INSTRUCTIONS: _____

_____

NUTRITIONAL INFORMATION: _____

_____

_____

UNIT PRICE $_____ CASE PRICE_____ COST TO MODULE $ _____

BENEFIT ANALYSIS (e.g. reduced cost to module/ improved quality/ menu improvement) Please explain:

_____

_____

_____

_____

POINT OF CONTACT:

Ms. Cynthia Henry is the POC for all literature, the information contained herein and product samples if deemed necessary. If samples are necessary, a one-time fee of $900.00 may be charged. Introductory Forms may be forwarded to:

MS. CYNTHIA HENRY
SR. QUALITY ASSURANCE SPECIALIST
DSCP-HRUT
700 ROBBINS AVE.
PHILA, PA 19111
TELEPHONE: 215-737-7802
FAX: 215-737-2988
Email; Cynthia.Henry@dla.mil

NATICK:

The following must be completed when should you be required to furnish samples to NATICK for evaluation:

ITEM LOT CODE # _____ OF SAMPLES PROVIDED FOR EVALUATION

Figure 7. UGR-A New Source Introduction Form (Cont'd)

d. Equipment Procedures-
Working with the federal government and providing top notch food service equipment to Soldiers is extremely rewarding. One of the main missions of the Facilities and Equipment Division (FED) is the specification of dining facility food services equipment for newly constructed dining facilities and renovations. We do offer recommendations and specifications to installations on a case by case basis. Vendors interested in promoting their products are encouraged to contact us for a product demonstration. Vendors are also encouraged to coordinate product demonstrations with individual installation's Food Program Staff.

Army garrison food service equipment is generally obtained through Defense Supply Center Philadelphia supply system (DSCP). DSCP uses long-term indefinite delivery contracts to acquire food service equipment for the Army. To obtain information concerning the long term delivery contracts, contact DSCP or visit their website at www.dscp.dla.mil.

Another available source for obtaining food service equipment is the General Services Administration (GSA) Schedules. GSA has established long term government wide contracts with commercial firms for millions of commercial supplies and services that can be ordered directly from GSA Schedule contractors. GSA Schedules offer customers direct delivery of equipment at a discounted price. To become a GSA Schedule contractor, a vender must first submit an offering in response to the applicable GSA Schedule solicitation. Information on GSA Schedule solicitations can be found on the GSA website: www.gsa.gov.

The ACES FED routinely recommends and/or specifies food service equipment to users for both garrison and field operating environments. Most of our recommendations come from numerous years of experience and use as well as from feedback from the users in the dining facilities. We are not partial to any particular vendor and promote many products equally and therefore are always on the lookout for new and exciting food service equipment items. We are always interested in the latest food service equipment. If you are interested in showing or testing a piece of equipment for future use in Army dining facilities, please visit the ACES website at www.quartermaster.army.mil/aces or see the contact information at the end of this booklet.

FED is the main point of contact for providing funds for décor packages for newly constructed dining facilities. The installation food program staff recommends a décor package and color scheme that they deem appealing. If they are at a loss for ideas, FED in cooperation with Army COE can recommend a vender and color scheme that would accommodate the facility. The only stipulations placed on the décor package is that it must be in accordance with the design specifications and must be of a nature that would rival that of a commercial eating establishment. If you are a vendor with dynamic décor products that could benefit the Army, we would love to hear from you. Please visit the ACES website for more information.

OTHER INFORMATION YOU SHOULD KNOW

This section deals with some miscellaneous information that may affect your ability to sell food products to the Army. How much it affects you depends upon what products you are trying to sell and where you procure and process these products.

a. **Berry Amendment-**
Another member of the family which you must become familiar with is Berry. Berry is not a person or an organization. Berry is The Berry Amendment, also known as 10 U.S.C. Chapter 148, Section 2533a, Requirement to Buy Certain Articles from American Sources; Exceptions.

The Berry Amendment dictates that procurements of "food, clothing, tents, tarpaulins, covers, cotton and other natural fiber products, woven silk or woven silk blends, spun silk yarn for cartridge cloth, synthetic fabric or coated synthetic fabric, canvas products, or wool...or specialty metals including stainless steel flatware, or hand measuring tools..." must be “grown, reprocessed, reused, or produced in the United States or its possessions”[11].

The implication of the Berry Amendment for food purchases is that the Army can only purchase food items that were either grown or reprocessed in the United States or its territories. This amendment places some limits on the choice of potential vendors and food products, but it must be followed. You may be the world’s foremost vendor of Brazilian beef or Vietnamese shrimp, but we cannot buy these products.

There are exceptions to the Berry Amendment for certain items that are generally not produced in the United States, such as coffee and many spices, but as a general rule food products must be produced or processed in the United States. Seafood is more restrictive; it must be taken from the sea in U.S. flagged vessels or caught in U.S. waters AND be processed in the U.S. or on a U.S. flagged vessel.

DSCP and any of the contracted SPVs can provide specific guidance on Berry Amendment compliance.

b. **Federal Procurement List-**
There are some products that the Army (and all of DOD) buys from specific companies as a result of another law, called Javits-Wagner-O’Day (JWOD). Guidance for this program is contained in the Code of Federal Regulations (41 CFR chapter 51) and the Federal Acquisition Regulation (FAR Subpart 8.7). This guidance prescribes the Federal Procurement List (FPL). Items on this list are made by companies that employ blind or severely disabled individuals and who are part of the JWOD program. These companies have exclusive rights to provide the items on the FPL to Federal agencies.

On the food side, there are a few items on the FPL that if purchased for the Army food program must be purchased from these companies. If you sell a food item that is on that list, your brand will not be cataloged or purchased by the Army. There are currently about 15 food items on the list, including garlic, paprika, pancake mix, and certain types of cake mix.

Preferential purchasing requirements for JWOD companies also apply to food service operating supplies, such as paper napkins, disposable flatware, cleaning supplies, paper towels, trash bags, and janitorial supplies. Other commercial sources may only be used when JWOD sources either do not make the product or cannot provide it in a timely manner.

The items on the FPL may change from time to time; the current list is available at www.jwod.gov

SUMMARY

As you have most undoubtedly observed, selling food and food service equipment to the Army can be a complicated process. There are many people, organizations, rules, and regulations that influence the buying decisions. Furthermore, there are many echelons of authority, each with their own unique standards and responsibilities. These complex and varying factors can increase the time, effort, and risk involved in selling to the Army.

Having said all of the above, we here at ACES still believe that selling to the Army is a worthy endeavor and a great business opportunity; that is why we have attempted to dispel some myths and smooth some bumps in the road by writing this guide. We hope that it was useful.

In closing, let us take the opportunity to personally thank you for your interest in the Army food program. We are proud that there are so many companies desiring to partner with us in doing our very best to support Soldiers around the world with the best Army dining experience possible.

REFERENCES

1. Army Center of Excellence, Subsistence Charter, Short Version

2. US Code Title 10, Sub-Title B, Part IV, Chapter 435, Section 4561

3. Ibid.

4. Defense Supply Center, Philadelphia Annual Report, 2004

5. Ibid.

6. DODD 5101.10, Sep. 27, 2004

7. Natick Pam 30-25, Operational Rations of the Department of Defense, 5th edition, April 2002

8. U.S. Army Quartermaster Center and School website, www.quartermaster.army.mil

9. U.S. Army Installation Management Command website, http://www.ima.army.mil/demo/sites/local/

10. Doing Business with Subsistence/Food Service, DSCP, July 2004

11. 10 U.S.C. Ch.148, Sec. 2533a, Requirement to Buy Certain Articles from American Sources; Exceptions

Appendix

Army Menu Standards
(from DA Pam 30-22)

The menu planner will develop and produce the menus by balancing the following factors: nutrition standards; food safety considerations; plate presentation, complementary food items, and sensory appeal; catalog and seasonal availability of items; diner and regional food preferences; budget, equipment, labor and time constraints; and special themes. Additionally, the dining facility menus will address the conditions below.

a. Meal service standards. The daily installation food service program will provide service period durations of 90 or more minutes long for breakfast, lunch and dinner meals for entitled members. Menus must be within the BDFA budget for the meal. Standards include the following areas of emphasis:

(1) *Short order.* Lunch, dinner and brunch menus require the addition of the short order menu. The midnight meal and the supper meal require the addition of a modified short order.

(2) *Midnight meal.* Midnight meal service standards require providing meals acceptable to patrons beginning their duty day as well as those ending it. The midnight meal is calculated at the same percent of the BDFA as the dinner meal.

(3) *Brunch.* This menu combines the customer's desire for a combination of an enhanced breakfast and a more substantial lunch served during an extended meal period.

(a) Service will begin no later than 0930 and remain available until at least 1300. Installations may expand these hours if customer demand supports earlier or longer service periods.

(b) The standard breakfast items are served through the entire meal period.

(c) The standard lunch menu with two entrée choices, including the short order and salad bar, is served through the entire meal period.

(d) Expanded lunch selections will be offered for the second half of the brunch, beginning at the time that the normal work day lunch is served.

(4) *Supper.* This meal has the highest reimbursement rate of all meals offered in the dining facility. Therefore, care must be taken in planning the menu to ensure customers receive appropriate value.

(a) The supper meal period will NOT commence within four hours of the conclusion of the brunch meal.

(b) Ninety minutes will be the minimum serving period for the supper meal.

(5) *Super Suppers.* The super supper meal provides the diner an extensive selection of food choices, which are typically high cost subsistence items. This meal has a headcount earnings rate equal to the normal dinner BDFA. Therefore, the dining facility will serve super suppers ONLY when the dining facility year-to-date account status is underspent. The FOS may program super suppers when the underspent status is sufficient to purchase the upgraded menu items. The menu planning criteria will meet or exceed the standards for the dinner meal.

b. Menu planning. The FPM, food advisor, and food operations sergeant will ensure that each meal produced (breakfast, lunch, dinner, midnight, brunch, and supper) meets the following guidelines as a minimum standard.

(1) Breakfast meal requirements include providing patrons choices from---

(a) Two 100 percent juice choices; orange juice and another juice high in vitamin C.

(b) Two choices of fresh fruit. Bananas will be offered daily, when available.

(c) One choice cooked cereal.

(d) Choice of six whole grain, ready-to-eat cold cereals, three of which must be without sugar coating; two must be 100 percent folate fortified (400 MCG per serving). Bulk dispensing of the two highest volume cereals is recommended.

(e) Eggs to order including assorted omelets. When customer demand warrants, cholesterol-free eggs may be offered.

(f) One grilled specialty item (that is griddlecakes, french toast, or waffles, with syrup).

(g) Three breakfast meats. Bacon and creamed beef will be served daily, and one additional breakfast meat, rotated daily.

(h) One potato choice. An additional starch selection may be provided to support customer demand.

(i) Three bread types will be available for toast. In addition, at least one of these three: biscuits, bagels, or English muffins.

(j) One breakfast pastry, consisting of a raised or cake doughnut, a sweet muffin, a sweet roll, or a pastry/danish item.

(k) Margarine or butter pats, choice of two or more spreads, plus jam or jelly.

(l) Two flavors of individual or bulk low-fat yogurts.

(m) Standard beverage choices.

(2) Lunch and dinner menus requirements provide patrons choices from---

(a) One soup, either cream based or broth based. The type will vary from day-to-day. Lunch soup offerings are acceptable for use at dinner as long as they complement the meal.

(b) Two main entrée choices must be provided. Three entrees are desirable; no more than four choices are recommended. An entree will be prepared by either baking or roasting, to meet the reduced fat and calorie needs of customers. When three or four main entrée choices are offered one of them must be a low cost casserole type entrée.

(c) One or more appropriate sauce or gravy to accompany entrees.

(d) A choice of potato and an additional starch to complement the entrees.

(e) Two dark green or deep yellow cooked vegetables. One additional vegetable is optional.

(f) Standard salad bar choices.

(g) Two choices of fresh fruit.

(h) Three bread types will be the minimum. Plus, one selection of hot rolls, cornbread, garlic bread, or biscuits will be offered to complement the entrée.

(i) Margarine or butter, plus jams or jellies for each meal.

(j) At least four different dessert choices that vary daily (such as cookies, cake, pie, low-fat ice cream/yogurt, gelatin and/or pudding).

(k) Standard beverage choices.

(3) The short order meal will consist of the following selections:

(a) At least four grilled short-order type items, to include sandwiches made with lean meat, hamburgers, cheeseburgers, grilled ham and cheese, grilled cheese, and frankfurters.

(b) A standard deli bar. Additional sandwiches will be offered to the extent requested by customers.

(c) A choice of two additional hot short-order entrees (pizza, fried chicken, and so forth).

(d) French fries, onion rings, and assorted chips and pretzels.

(e) Accompaniments and condiments such as sliced tomatoes, onions, pickles, lettuce leaves, catsup, mayonnaise, mustard, relish, and salad dressing.

(4) The modified short order meal will consist of---

(a) Grilled hamburgers, cheeseburgers, and frankfurters.

(b) French fries and onion rings, and assorted chips and pretzels.

(c) Accompaniments and condiments such as sliced tomatoes, onions, pickles, lettuce leaves, catsup, mayonnaise, mustard, relish, and salad dressing.

(5) Midnight meal standards require that---

(a) The meal will be a combination of items from the breakfast and dinner menus and will have a minimum of two freshly prepared entrees, in addition to eggs to order.

(b) The dinner entrée selections at the midnight meal will be from choices as planned for the lunch or dinner meal.

(c) A modified short order menu is required.

(d) Use the lunch/dinner meal standards for the balance of the menu items to be offered.

(6) The standard meal patterns for the brunch meal service combine the following:

(a) The established standard for the breakfast meal.

(b) The two entrée lunch standard.

(c) The short order standard.

(d) The expanded lunch selections. This will consist of the following required items:

(1) One baked, or roasted meat that can be carved on the serving line (baked ham, roast beef, roast turkey), and one additional entrée cooked to order.

(2) Vegetarian and meatless entrées will be offered to the degree requested by the customers.

(7) The supper meal will consist of the following standards:

(a) Two soups: one cream based *and* one broth based.

(b) Four entrées: choices will include a highly acceptable balanced combination between low, medium, and high-cost items. One entrée will be carved on the serving line.

(c) A modified short order menu will be offered. Do not use these items as a substitute for any entrée or starch

(d) A choice of two potatoes and an alternative starch will be offered.

(e) Three or more cooked vegetables will be offered two of which will be a dark green or deep yellow.

(f) A standard salad bar.

(g) Three choices of fresh fruits.

(h) A choice of five desserts (use the lunch/dinner dessert standard).

(i) Standard beverage choices.

c. Standards for salad and deli bars and beverage choices. For the purpose of the Army Food Service Program the standard salad and deli bars and beverage choices will be defined as follows:

(1) Standard salad bar will consist of a leafy green salad, and ten fresh toppings such as carrots, radishes, tomatoes, cucumber, green pepper, onion, mushrooms and so forth. The salad bar will also contain five separate salad dressings choices (regular), and two choices of dressings which are low-fat or fat free. A selection of oil and vinegar will also be offered. Salad dressings offered on the salad bar will be offered in the bulk format. Individual salad dressing packets (PC) are only used for carryout or grab-and-go service.

(2) Standard deli bar will consist as a minimum of three deli meat choices (ham, turkey and roast beef), two cheese choices (American, and Swiss) and three different choices of bread or rolls. It is recommended that the bread and roll choices be of the quality described as "hearty" or "earth grained." The entire range of items (meat, cheese and breads) on the standard deli bar will be available for customer selection during the complete meal period.

(3) Standard beverage choices are a variety of carbonated beverages, juice blends, noncarbonated flavored drinks, coffee, tea (hot and iced), milk and water. Decaffeinated coffee and hot tea (decaffeinated) will be offered based on customer preferences. The primary dairy choice will be 1 percent fat fresh white milk. Other dairy choices will be offered depending on customer demand.

d. Product and preparation standards. The following guidelines are to be followed to maintain a balance between highly appealing, flavorful foods, cost management, and the impact of foods on health and performance.

(1) Roast, bake, or steam fish, meat and poultry entrées more often than preparing by deep frying or other high fat preparation methods. Drain excess fats from other meats.

(2) Use canola (rapeseed) oil, corn oil or blends of these oils for cooking and baking, except when preparing the items listed below in sub-paragraph (3). The emulsified blend of canola and corn oil will be used for the deep fat frying process.

(3) Use margarine or butter to make cake frostings, fillings, and cream sauces. Use shortening compound for the preparation of cakes, hot breads, biscuits, cookies, and pie crusts.

(4) Use of dry nondairy creamer as a coffee whitener is an option.

(5) Use nonfat dry milk and evaporated skim milk for cooking. Reconstitute as needed to equate to whole milk requirements in the recipe.

(6) Use 1 percent fat fresh milk as the primary dairy beverage. Low-fat chocolate milk, skim milk, 2 percent, whole milk, buttermilk, and nonfat/low-fat frozen yogurt may be offered depending on customer requests.

(7) Use pasteurized liquid, frozen egg products for recipe requirements instead of raw shell eggs. Use raw shelled eggs only for preparation of fried (grilled), boiled or poached eggs to order. When customer demand warrants, cholesterol-free eggs may be offered. Consider offering bulk prepared scrambled eggs on the main line rather than grilled to order for labor saving opportunities. The use of liquid pasteurized eggs will permit bulk preparation without product discoloration.

(8) Use ground beef with an as purchased target fat content of 15 percent for preparation of main line or short order menu items. The ground beef, as purchased, will have no fillers or extenders (for example soy).

(9) Do not add Monosodium Glutamate (MSG) as a separate ingredient to any recipe.

(10) Provide sufficient menu selections to enhance the availability of vitamins and minerals and dietary fiber in the menu.

(11) Food preparation and holding standards will be in accordance with TB MED 530 , Occupational and Environmental Health Food Sanitation and the Hazard Analysis and Critical Control Points (HACCP) steps in the updated recipe files of TM 10-412.

GLOSSARY OF ABBREVIATIONS

Abbreviations

ACES
Army Center of Excellence, Subsistence

AFMIS
Army Food Management Information System

AR
Army Regulation

BDFA
Basic Daily Food Allowance

CFD
Combat Feeding Directorate

CFREP
Combat Feeding Research and Engineering Program

COE
Corps of Engineers

CONOPS
contingency operations

CONUS
continental United States

CSPD
Concepts, Systems, and Policy Division

DA
Department of Army

DA Pam
Department of Army Pamphlet

DCS
deputy chief of staff

DLA
Defense Logistics Agency

DOD
Department of Defense

DOO
Directorate of Operations

DOT
Directorate of Training

DSCP
Defense Supply Center, Philadelphia

FAR
Federal Acquisition Regulation

FED
Facilities and Equipment Division

FMAT
Food Management Assistance Team

FPL
Federal Procurement List

FPM
Food Program Manager

FSMB
Food Service Management Board

HCP
Health and Comfort Packs

IMCOM
Installation Management Command

JSORF
Joint Symposium Operational Rations Forum

JSPB
Joint Subsistence Policy Board

JWOD
Javits-Wagner-O'Day

LSN
local stock number

MAD
Management Assistance Division

MIF
master item file

MILCON
military construction

MOS
military occupational specialty

MRE
meal, ready to eat

NAMP
North America Meat Processors

NAPA
national allowance pricing agreement

NCO
non commissioned officer

NSC
Natick Soldier Center

NSN
national stock number

OCONUS
outside continental United States

OTSG
Office of the Surgeon General

POS
point of sale

QMCS
Quartermaster Center & School

QMG
Quartermaster General

QUAD
Quality Assurance Division

R&DA
Research & Development Associates

SGM
sergeant major

SPV
subsistence prime vendor

STORES
Subsistence Total Ordering and Receipt Electronic System

TISA
Troop Issue Subsistence Activity

UGR
unitized group ration

UGR-A
unitized group ration- A

UGR-H&S
unitized group ration- heat and serve

USDA
United States Department of Agriculture

USDC
United States Department of Commerce

GLOSSARY OF TERMS

Army Food Program
Governed primarily by Army Regulation 30-22, it is the complete representation of appropriated fund Army food service encompassing garrison feeding, field feeding, and subsistence supply for both active and reserve components. It does not include non-appropriated fund (military clubs and Post Exchange facilities), military academies, medical treatment facilities, or the U.S. Army Disciplinary Barracks at Fort Leavenworth.

Basic Daily Food Allowance
A monetary allowance given to Army dining facilities to feed Soldiers a daily ration. It is based upon regional indexed costs for certain commodity food items. A dining facility gets a portion of the BDFA from the Army for each meal served. This money is used to balance the dining facility account purchases.

Berry Amendment
A Federal law that requires, among other things, that food purchased for the U.S. military must be grown, reprocessed, reused, or produced in the United States.

Catalog
A selection of food products available for purchase. When the term is used pertaining to the Army Food Program, it can refer to either: (1) the SPV's entire product catalog (also referred to as being "in the vendor's house"), (2) those items stocked by a SPV that are listed as available for purchase on the government contract, or (3) the installation's Master Item File in the Army's automated food ordering system. In order to be purchased by the Army through the prime vendor system, an item must first be on all three of these.

Comparison Cutting
An organized head to head competition between two or more similar items to determine the best overall value for inclusion in the Army Food Program.

Contingency Operations
A military operation that is either designated by the Secretary of Defense as a contingency operation or becomes a contingency operation as a matter of law. It is a military operation that either is designated by the Secretary of Defense as an operation in which members of the Armed Forces are or may become involved in military actions, operations, or hostilities against an enemy of the United States or against an opposing force or is created by definition of law.

DOD Component
Any one of the subordinate DOD organizations, such as Army, Navy, Air Force, or Marine Corps, that constitutes a joint force.

Executive Agent
A term used to indicate a delegation of authority by the Secretary of Defense to a subordinate to act on the Secretary's behalf. An agreement between equals does not create an executive agent. For example, a Service cannot become a Department of Defense executive agent for a particular matter with simply the agreement of the other Services; such authority must be delegated by the Secretary of Defense.

Field Feeding
Soldier feeding that is conducted away from a garrison dining facility using field kitchen methods and equipment to prepare and serve operational rations in a field environment.

Food Operations Sergeant
A food service sergeant or civilian equivalent managing an Army dining facility.

Food Program Manager
The senior food analyst (military or civilian) and advisor to an installation commander. Responsible to the installation commander for the overall food mission on the installation.

Food Service Management Board
A mechanism that provides an interchange of information between food service personnel, the food service management staff, and prime vendor suppliers regarding expected subsistence requirements. FSMBs are conducted at the installation level at least quarterly.

Garrison Feeding
Those food service functions that are done to support the feeding of Soldiers located on a base or area. It involves the preparation and serving of individual line items (versus packaged operational rations) purchased from commercial SPV sources.

Joint
Indicates activities, operations, organizations, etc., in which elements of two or more Military Departments (Services) participate.

Master Item File
A listing of all food items available for purchase by an active Army installation. This list is contained in the Army's automated food ordering system. Only items on this list may be ordered through the prime vendor system.

Military Sealift Command
A major command of the US Navy, and the US Transportation Command's component command responsible for designated common-user sealift transportation services to deploy, employ, sustain, and redeploy US forces on a global basis.

National Allowance Pricing Agreement
An agreement between the manufacturer and DSCP that identifies allowances/discounts to a particular product.

Operational Rations
Broad name given to several types of pre-packaged food items used for field feeding. These rations are either shelf stable, or they have shelf stable and perishable components. They are prepared and served using Army field kitchens.

Philip A. Connelly Awards Program
An Army wide recognition program that recognizes and awards exceptional performance in Army garrison and field feeding operations.

Prime Vendor
A contracting process that provides commercial products to regionally grouped federal customers from commercial distributors using electronic commerce. Customers typically receive materiel through the vendor's commercial distribution system.

Product Demonstration
A manufacturer’s demonstration of a product, usually done at an installation’s FSMB for the purpose of evaluating a new product, resolving a product quality complaint, or providing training on a product currently being purchased by the installation.