

Getting Started

Situation: You have fresh or commodity foods, brand-name foods or non-food grocery store items and you want to sell them to the government. Where do you start?

The Agencies: The Government buys food through several agencies. The first agency you should consider selling to is the Commissary, through the Defense Commissary Agency (DeCA). This is the military's grocery store. Any product sold commercially in grocery stores is a viable option for selling in the commissary. If you sell commercial brand name, or non brand name fresh food or non-food already sold in grocery stores, you may be interested in selling to the Commissary.

The Defense Commissary Agency acquires food, operation support and services for resale. They buy:

- Commodity foods such as :
 - o Meat
 - o Dairy
 - o Fruits and Vegetables
 - o Seafood
- Brand name grocery items
- Bakery and Deli Services
- Equipment
 - o Delicatessen
 - o Refrigeration
 - o Commercial conveyor and register
 - o PA system
 - o And more!
- Supplies
 - o Paper and Plastic Bags
 - o Furniture
 - o Shelving/Racks
 - o And more!
- Other Services
 - o Armored Car
 - o Banking
 - o Grease Trap
 - o Custodial
 - o And more!
- The second agency is the Defense Logistics Agency (DLA), and under them the Defense Supply Center in Philadelphia (DSCP) – this agency will typically buy subsistence packages such as indefinite quantities of Milk, or Fruits and Vegetables, to a certain number of bases. The DSCP establishes contracts for providing food to the dining facilities at military installations and troop subsistence. This is ideal when you are selling fresh/frozen commodity foodstuff and have logistical capabilities to deliver to one or more points of distribution.

The third group can be categorized as “other”. These contracts, categorized as “Subsistence” will be contracts supplying food to Prisons through the DoJ or Food to medical/care facilities, through the VA or other. These contracts may be multiple awards, so this is ideal even if you are not a comprehensive food/meal provider.

NOTE: Both the DSCP and DeCA use a series of Prime Vendors for large portions of their acquisitions. Getting your food product to the right store or dining facility may be a matter of going through the appropriate Prime Vendor.

How to Sell:

If you want to sell **commodity foods, Equipment, Supplies or Services** to the Government:

If you are an established business and you are currently registered in SAM, then you may begin finding contracts by monitoring the opportunities on FBO by Agency.

COMMISSARY: Visit www.fbo.gov and choose “Other Defense Agencies/Defense Commissary Agencies” in the Agency Box. Depending on which area, contracts for categories will only be up for renewal every 1 to 2 years.

DEFENSE LOGISTICS AGENCY (FOOD): Visit www.fbo.gov and choose “Defense Logistics Agency/Defense Logistics Acquisitions Locations” in the Agency box and type “Subsistence” as the key word.

OTHER CONTRACTS: Visit www.fbo.gov and type “Subsistence” in the key word box or type in your NAICS code (one at a time)

If you want to sell **brand name products** to the Defense Commissary Agency:

USC Title 10, Section 2486 states the following about brand name products:

“(e) SPECIAL RULE FOR BRAND – NAME ITEMS – The Secretary of Defense may not use the exception provided in section 2304(c)(5) (Competition In Contracting Law) of this title regarding the procurement of a brand name commercial item for resale in, at, or by commissary stores unless the commercial item is regularly sold outside of commissary stores under the same brand name as the name by which the commercial item will be sold in, at, or by commissary stores. In determining whether a brand name commercial item is regularly sold outside of commissary stores, the Secretary shall consider only sales of the item on a regional or national basis by commercial grocery or other retail operations consisting of multiple stores.”

If your brand name item is not currently sold commercially to the general public, it cannot be sold at the commissary.

However, if you are already selling your brand name item commercially, here is what you need to do to begin selling at the Defense Commissaries:

- Find out your Global Trade Identification Number and UPC at <http://gs1us.org>

- Display Presentation and New Item form DECA 40-15 to summarize your offer, found here: https://www.commissaries.com/documents/business/notices_to_trade/ntt08_19_att.xls with instructions found here: https://www.commissaries.com/documents/business/notices_to_trade/ntt08_19_att.pdf
- **Military Brokers:** This should be your first line of defense. There are multiple brokers that will act as your representative and market your product to the Defense Commissary Agency. **Selling to the commissary can be difficult without the help of a Food Broker!**
- **American Logistics Association:** This organization is made up of government buyers, military brokers and vendors. Getting involved with them or attending events sponsored by them is another way to be informed, get connected, and possibly market your product to Commissary.
- Alternatively, you may set up an appointment with a buyer in order to market a new product. Please see the **Defense Commissary Agency Buyer Contact List** link

Small Business Help

Commissary: For more information on the small business programs at the Defense Commissary Agency, contact the small business specialist, Ernie Favale at ernie.favale@deca.mil or Faith Smith the Director of the Small Business Program at faith.smith@deca.mil .

Defense Logistics Agency: The following is a list of contact numbers for Small Business Specialists by Division at the DLA

Defense Supply Center Columbus (DSCC-DU) Land & Maritime Supply Chains P.O. Box 3990 Columbus, OH 43216-5000 Tel: 614-692-3541 - DSN: 850-3541 - Toll Free: 1-800-262-3272 - FAX: 614-692-4920

Defense Supply Center Richmond (DSCR-DU) Aviation Supply Chain 8000 Jefferson Davis Highway Richmond, VA 23297-5124 Tel: 804- 279- 3287 - DSN: 695-3287 - Toll Free: 1-800-227-3603 - FAX: 804-279-6615 Toll Free-VA Only 1-800-544-5634

Defense Supply Center Philadelphia (DSCP-T) Clothing & Textile, Medical, Subsistence, Construction & Equipment Supply Chains 700 Robbins Avenue Philadelphia, PA 19111-5096 Tel: 215-737-2321 - DSN: 444-2321 - Toll Free: 1-800-831-1110 - FAX: 215-737-7116

Defense Automation & Production Service (DAPS) 5450 Carlisle Pike, Bldg 9 P.O. Box 2020 Mechanicsburg, PA 17055-0788 Tel: 717-606-1557 - DSN: 430-1557

Defense Distribution Center (DDC) 2001 Mission Drive, Bldg 81 New Cumberland, PA 17070-5000 Tel: 717-770-7246 - DSN: 771-7246

DLA Enterprise Support DLA Contracting Services Office (DCSO) 700 Robbins Avenue Philadelphia, PA 19111-5096 Tel: 215-737-8514 - DSN: 444-8514

Defense Reutilization & Marketing Service (DRMS)Hart - Dole - Inouye Federal Center 74 Washington Avenue North Battle Creek, MI 49017-3092Tel: 269-961-4071 - DSN: 661-4071

Defense Energy Support Center (DESC-DU) 8725 John J. Kingman Road Suite 4950, Room 4943Fort Belvoir, VA 22060-6222Tel: 703-767-9400 - DSN: 427-9400 - Toll Free: 1-800-523-2601 - FAX: 703-767-9446

Defense National Stockpile Center (DNSC-C) 8725 John J. Kingman Road Fort Belvoir, VA 22060-6222Tel: 703-767-7625 - DSN: 427-7625 - FAX: 703-767-5484

If you want to be a food court vendor at the Base Exchange:

The Marine Corps Community Services controls who is allowed to operate a food court vendor at a Marine Corps Exchange (MCX). The administrative office for the Food and Hospitality Division of MCCC is 910-451-9601 ext 254.

To be a food vendor at Ft. Bragg, call the Service Business Manager's Office at AAFES, 910-436-3535, ext 132 or 133.

More Information

Commissary: www.commissaries.com/business.cfm

DLA: www.dla.mil

Federal Business Opportunities: www.fbo.gov

Small Business Administration: www.sba.gov

American Logistics Association: www.ala-national.org

OR contact Boyce Haywood, ncmbc@waynecc.edu, (919) 739-6943 at the NCMBC for more help.