

10:57:22 From Davekauwe/Raleigh : David Kauwe Hawaiian Dave's Marketing  
10:57:49 From Elizabeth Trivedi : Idea Man LLC - Elizabeth & Samir Trivedi - Morrisville, NC - support@turmericzone.com  
10:57:54 From Joe Tew : Good Morning! Joe Tew, North Carolina Military Business Center (NCMBC) Blue Ridge Community College and Western North Carolina, tewj@ncmbc.us  
10:58:05 From Ann Buchman : Hello. this is Ann Buchman, TVS (Transylvania Vocational Resources) in Brevard, NC annb@tvsinc.org  
10:58:40 From Brooks Mixon : Hello All,  
10:59:08 From Brooks Mixon : Hello, Brooks Mixon, Sun Raised Foods, Cornelius, NC  
11:00:18 From Arielle Golden : Atlantic Natural Foods, Arielle Golden, Nashville NC, agolden@atlanticnaturalfoods.com  
11:00:48 From Lisa Meeting : Good morning from Lisa Meeting @ Café Frutta Fresca Gelato in Sneads Ferry, NC. We are a manufacturer of premium, all natural gelato and sorbet and have a full service restaurant and retail store in Sneads Ferry.  
11:02:37 From M. Medina : Howdy y'all!  
11:04:06 From Robert Burton : DEFTECH is always looking to connect companies, DoD, and the NC Innovation Ecosystem. If you are a company that wants to enter the federal marketplace based upon your technology, products, and services, we want to help. For technology companies, please sign up to be a member of the North Carolina Defense Technology (DEFTECH) Transition Office Network.

DEFTECH will assist with writing whitepapers and submissions to government solicitations for emerging technology requirements. DEFTECH will keep you informed on emerging requirements and Broad Agency Announcements (BAA) from across DoD and the DHS.

DEFTECH Website: Track ongoing and historical federal technology opportunities. <https://deftech.nc.gov/>

11:04:19 From Robert Burton : DEFTECH SUBSCRIBE: Receive technology related federal opportunities in your email.  
<http://ncmbc.us/Machform/machform/view.php?id=87051>

Connect with DEFTECH: LinkedIn web address: <https://www.linkedin.com/company/nc-deftech/>

For additional information and assistance with federal technology opportunities, please contact Bob Burton of NC DEFTECH at burtonr@ncmbc.us

11:14:33 From jim buck : Would there be an opportunity in Garrison Feeding for a baked veggie chips? Or dry roasted soy nuts for a salad bar?  
11:15:52 From Lauren Ginsberg, DLA : Hi Jim, our Prime Vendor catalogs cover all kinds of dry good products. In North Carolina, our Prime Vendor is Sysco Raleigh, and Mr. Chris Appell will be giving his presentation after the DLA presentation. Baked veggie chips and roasted soy nuts are great products to offer on our Prime Vendor catalog.  
11:16:54 From Chris M. Appell : Many Dining Facilities/Mess Halls are operating take out only and trending toward 50% capacity soon. Not sure what Salad Bars will look like when that happens?  
11:17:26 From Arielle Golden : We produce shelf-stable, plant-based ingredients in pouches like fully seasoned and cooked plant-based Taco Filling, and TUNO which is a tuna alternative. Would products like these that need to be added to a burrito/taco/made into tuna salad be sold to a contractor or to a military program? And we have two manufacturing facilities, one in North Carolina and one in Thailand - does that restrict what kind of business we could do?  
11:19:12 From Brooks Mixon : We produce NC pasture raised lamb cuts and lamb salami. All Animal Welfare Approved. Great, healthy protein! Any opportunities for meat sales?  
11:19:52 From Elizabeth Trivedi : We produce shelf stable Ayurvedic Turmeric Honeys with Turmeric Ginger, Turmeric Elderberry and other natural turmeric products such as Turmeric Teas/Turmeric Golden Milk maker herbal drops. Would there be any opportunity? Our honey is available in North Carolina local (Got to be NC), Virginia local honey, Georgia local honey & Organic honeys  
11:22:18 From dave : We produce shelf stable moonshine bbq sauces in Charlotte, NC. Sauce do not contain any liquid smoke, gluten, hfcs or msg.  
11:24:11 From Lauren Ginsberg, DLA : Hi everyone, a general statement is that any Prime Vendor product, to include dry goods, sauces, meats, etc. would be made available to military customers through our Prime Vendor contract, currently with Sysco Raleigh. Any fresh products (produce, bakery, dairy) would be sold through local market-ready contracts. DLA does not buy or stock and food products ourselves, rather use a direct vendor delivery model with our food vendors.  
11:26:00 From Lauren Ginsberg, DLA : Customers would need to express interest in any new product for it to be added to the prime vendor catalog. A great way to do that is with food displays at the customers' locations, with taste testing to generate interest. With COVID measures in place, that might be tricky right now. However, samples can still be sent to customers, as our Dining Facilities are operating in partial capacity, or with carry-out service.  
11:27:19 From Davekauwe/Raleigh : We have a food truck that we would like to sell. Who can I contact to give them info?  
11:27:23 From Arielle Golden : Thanks Lauren. and who are the Customers?  
11:27:52 From Lauren Ginsberg, DLA : Our customers are military bases across all services. In North Carolina, our bigger bases are Fort Bragg and Camp Lejeune.  
11:28:19 From Lauren Ginsberg, DLA : As Pat mentioned, we also have a partnership with the USDA for the school lunch program, but that only includes contracts for fresh produce for students.  
11:29:11 From Lauren Ginsberg, DLA : Our food trucks are purchased by the Army Command, and the Army uses DLA contracts to supply food to be cooked on those food trucks.  
11:29:12 From Arielle Golden : Got it. So for a sampling program with the military bases (Customers) you would suggest we just reach out to the base and see if they want samples? and then they would need to communicate to Sysco Raleigh that they want the product incorporated into their meals?  
11:29:29 From Elizabeth Trivedi : Thank you so much Lauren. Is there any list available may be after or during this call for us to know where to send our samples for consideration and possible category manager/contact person?  
11:29:29 From jim buck : Lauren, how would we find out who to send samples to at Bragg and Lejeune to have them try our products?

11:30:23 From Lauren Ginsberg, DLA : The customer would need to submit the request to have that item added to their particular catalog. There is a process through our military feeding IT program, and any supplier to the prime vendor does not need to have access to that IT system, since their products are supplied through the Prime Vendor. The customer would need to specify the brand/product.

11:31:08 From Lauren Ginsberg, DLA : We can get a list of POCs at our North and South Carolina bases together to send food samples. Pam Hamlett, speaking now, is our local field representative in NC and will be a great first-line resource.

11:31:56 From Elizabeth Trivedi : Thank you so much Lauren - POCs list would be greatly appreciated and helpful to all of us :)

11:33:24 From Lauren Ginsberg, DLA : I will speak with the presentation coordinators about sending one POC list to all attendees of this conference!

11:33:59 From Elizabeth Trivedi : Awesome thank you so much

11:34:22 From NC Military Business Center : Lauren, please send a list to me (Courtney) and we can post it on the web conference page for attendees

11:34:52 From jim buck : Lauren - Thank you so much.

11:34:56 From Lauren Ginsberg, DLA : Thanks Courtney!

11:35:06 From Arielle Golden : Thank you! And please let us know where we can find that web conference page.

11:35:31 From NC Military Business Center : Everything will be posted at: <http://www.ncmbc.us/web-conferences-military-food-and-nutrition-opportunities/>

11:35:35 From Lisa Meeting : Thank you so much for all the information Lauren!

11:39:56 From Lauren Ginsberg, DLA : My email is [lauren.ginsberg@dla.mil](mailto:lauren.ginsberg@dla.mil) if there are any additional questions. Thanks to everyone for your participation!

11:43:16 From Sara Silverback Beverage NC : Oh I loved creamed chipped beef in grade school lol

11:43:36 From NC Military Business Center : Lol me too!

11:44:30 From SCOTT DORNEY : Chris, regarding what the soldiers/bases want. Please explain how Sysco finds out what bases want/how you get orders. Do you meet with food service people on base, and get input?

11:45:29 From Lauren Ginsberg, DLA : Hi Eric, our bread/bakery contracts are awarded locally/regionally. Our solicitations are posted on eProcurement/SAMS and are available to any vendor that is able to bid. Vendors need to be able to cover large areas/regions, depending on customer footprint. If you send me an email, I will connect you to the contracting supervisor for this region to get details on how to access the solicitations and provide quotes for contract opportunities.

11:46:03 From SCOTT DORNEY : Chris, do you make suggestions to dining facility managers on new products for them to try? How should/could vendors contact you to suggest products for your consideration and presentation to bases?

11:47:35 From Eric Surface : Thanks, Lauren.

11:48:31 From Tracy S : Thank you. I would definitely like to submit my products.

11:48:53 From jim buck : Chris What does SSMO stand for?

11:49:41 From Lauren Ginsberg, DLA : Supply Subsistence Management Office

11:49:42 From Tracy S : Is there a category review period or are all categories reviewed at one time?

11:51:59 From Chris M. Appell : I am able to forward Point of Sale to my customers for items for them to consider adding to their catalog. email is the best way to send that info currently

11:52:38 From Michael McCoy : Good morning from Mike McCoy at MKMSolutions !- [mkmccoy59@gmail.com](mailto:mkmccoy59@gmail.com)

11:53:15 From Brooks Mixon : [brooks@sunraisedfoods.com](mailto:brooks@sunraisedfoods.com) Thank you!

11:54:06 From Chris M. Appell : Cream Chipped beef remains on the catalog, as they still have it ready when they are visited by their Generals :)

11:54:45 From SCOTT DORNEY : Paul, can you discuss GAP certification and whether it is essential for participation with F-C and DLA?

11:55:40 From Donna Flowers : Please add us as well. Thank you. [Info@OMGoodnessPimentoCheese.com](mailto:Info@OMGoodnessPimentoCheese.com) Thank you.

11:56:06 From Tracy S : Please add [info@tracysgourmet.com](mailto:info@tracysgourmet.com)...thank you.

11:56:35 From Arielle Golden : Hi Chris - please share with Arielle Golden at [agolden@atlanticnaturalfoods.com](mailto:agolden@atlanticnaturalfoods.com). Thank you!

11:58:33 From Elizabeth Trivedi : Please do send POC list to [support@TurmericZone.com](mailto:support@TurmericZone.com) thank you so much

12:00:21 From NC Military Business Center : Chris, if you'd like, you can send the POC list to me (Courtney) and I can post it on the event website for folks.

12:03:44 From Gina Marasco : Please add [mamaloubbq@gmail.com](mailto:mamaloubbq@gmail.com)

12:06:15 From Tracy S : Do we have to be a vendor with Sysco to get our products onto the military bases?

12:08:01 From Greg Owens, Carolina Classics Catfish : Please provide Chris Appell E mail again

12:08:22 From NC Military Business Center : Chris Appell: [appell.chris@rnc.sysco.com](mailto:appell.chris@rnc.sysco.com)

12:12:51 From Tracy S : Thank you, Patricia.

12:13:09 From Chris M. Appell : Pat Scott is correct! The Customers determine what is needed on their catalog.

12:13:36 From Greg Owens, Carolina Classics Catfish : Is Sysco the only Avenue to get my product into the NC Bases

12:14:29 From Lauren Ginsberg, DLA : Greg, some bases do make purchases outside of the DLA system, but DLA is not involved with those types of transactions

12:14:32 From Marinda Lane : Could you touch base on meat products. Such as fresh/frozen and or large primals? Etc

12:14:43 From Gina Marasco : Thank you!

12:15:01 From Lisa Meeting : Thanks everyone!

12:15:13 From Greg Owens, Carolina Classics Catfish : Thank you

12:15:22 From Donna Flowers : THANK YOU!!! - OMGoodness Pimento Cheese, LLC - Wilson, NC

12:15:54 From Beth Rich : [bethr@tvsinc.org](mailto:bethr@tvsinc.org) for the POC list please

12:16:00 From Louis Esposito : Thank you Everyone! -Wicked Crisps-Greensboro, NC

12:17:30 From Brooks Mixon : Thank you all! [www.sunraisedfoods.com](http://www.sunraisedfoods.com)

12:17:53 From Greg Owens, Carolina Classics Catfish : Thanks from Carolina Classics Catfish

