



New products

Specification Updates

Looking ahead

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Success stories for 2017

- New products
 - Butternut squash
 - Diced potatoes





Success stories for 2017

- Specification updates
 - Shelled walnuts
 - Figs
 - Bulk sweet potatoes
 - New pack sizes for strawberries, apricots
- New format – consolidating amendments





New Products for 2018

- Mixed berry cup FRZ–96/4oz
- Mixed vegetables –FRZ 30 lb.
- Applesauce cup in 6 CT sleeve
- Cream of Mushroom soup – **condensed** – still in development





Sodium Testing: Canned vegetables and beans





Aligning with commercial practices

What we learned last year:

- Few vendors using current skip lot testing protocol
- Many vendors perform in-plant sodium testing or contract with other labs to confirm compliance with low sodium formulation.
- Could USDA validate test results vs. duplicate analysis?





Our approach....

- Analyzed 5 years of USDA test results:
 - What percentage of products are meeting the sodium criteria?
 - 96-99% compliance for high volume canned vegetables
 - Reduce product costs associated with testing?
 - Reduce administrative burden?





Phase One – November 2017-June 2018

- ✓ **USDA sodium testing: one random sample per product, per location, per Purchase Order**





New Protocol

- SCI staff will select one lot verification composite sample **per purchase order, per product, per location.**
- USDA Science and Technology laboratory will perform this analysis to ensure that the product is in compliance with the sodium requirement.





New Protocol continued...

- Vendors provide SCI with documentation that each lot was sampled and tested, and meets the sodium criteria.
- Vendors may perform sodium analyses themselves, or contract with a certified third party laboratory to verify that USDA products meet the criteria.
- The SCI inspector submits composite verification sample to the USDA laboratory for any lot SCI suspects as not meeting the sodium requirement.





New Protocol continued...

- Vendors responsible for costs associated with all USDA laboratory analyses.
- Revert to more frequent USDA testing if plant experiences challenges in meeting the criteria





Phase Two: starting July 1, 2018

- ✓ Audit-based verification for compliance with sodium requirement
 - SCI staff will review vendor's test results for each lot to confirm the product meets the sodium criteria.
 - SCI may reinstate USDA composite sampling/testing if multiple lots fail to meet the sodium criteria.





Looking Ahead ...

Exploring a two-step contracting process

- Evaluation factors will be described in the solicitation.
- Submit samples prior to submitting bid
- Blind taste testing, objective panel
- Determine which products are acceptable

Refried beans, vegetarian beans?

Cream of mushroom soup?

Other products?





Looking Ahead....

Updating packaging

- exploring smaller household sizes
- colorful, retail packaging
- Implementing new format: Nutrition Facts Panel





Changes to Nutrition Facts Panel

<https://www.fda.gov/food/guidanceregulation/guidancedocumentsregulatoryinformation/labelingnutrition/cm385663.htm>

Nutrition Facts	
Serving Size 2/3 cup (55g) Servings Per Container About 8	
Amount Per Serving	
Calories 230	Calories from Fat 72
% Daily Value*	
Total Fat 8g	12%
Saturated Fat 1g	5%
Trans Fat 0g	
Cholesterol 0mg	0%
Sodium 160mg	7%
Total Carbohydrate 37g	12%
Dietary Fiber 4g	16%
Sugars 1g	
Protein 3g	
Vitamin A	10%
Vitamin C	8%
Calcium	20%
Iron	45%
* Percent Daily Values are based on a 2,000 calorie diet. Your daily value may be higher or lower depending on your calorie needs.	
	Calories: 2,000 2,500
Total Fat	Less than 65g 80g
Sat Fat	Less than 20g 25g
Cholesterol	Less than 300mg 300mg
Sodium	Less than 2,400mg 2,400mg
Total Carbohydrate	300g 375g
Dietary Fiber	25g 30g

Nutrition Facts	
8 servings per container	
Serving size	2/3 cup (55g)
Amount per serving	
Calories	230
% Daily Value*	
Total Fat 8g	10%
Saturated Fat 1g	5%
Trans Fat 0g	
Cholesterol 0mg	0%
Sodium 160mg	7%
Total Carbohydrate 37g	13%
Dietary Fiber 4g	14%
Total Sugars 12g	
Includes 10g Added Sugars	20%
Protein 3g	
Vitamin D 2mcg	10%
Calcium 260mg	20%
Iron 8mg	45%
Potassium 235mg	6%
* The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.	





Looking ahead

- FDA issued a [proposed rule](#) to extend the compliance dates:
 - Jan. 1, 2020, for manufacturers with \$10 million or more in annual food sales.
 - Jan. 1, 2021, for manufacturers with less than \$10 million in annual food sales





Looking Ahead...

- FDA intends to exercise enforcement discretion with respect to the current July 26, 2018, and July 26, 2019, compliance dates





Looking Ahead ...

SKU Rationalization

- Monitoring trends/products volumes
- When and how to “retire” products
 - low volumes- analyze why
 - Updating package sizes





Questions?

