

**SUPPLEMENT 507 TO THE AMS  
MASTER SOLICITATION  
PURCHASE OF SALMON  
PRODUCTS FOR  
DISTRIBUTION TO FEDERAL  
FOOD AND NUTRITION  
ASSISTANCE PROGRAMS**

Supersedes: Supplement 507 June 2016 – Changes from  
previous requirements in [blue](#)

**Effective: [December 2016](#)**

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**100 OVERVIEW**

110 This document provides additional program requirements for the purchase of salmon products by the Department of Agriculture (USDA), including the applicable Federal Purchase Program Specification (FPPS) (**Exhibits A, A1 and A2**).

**200 INSTRUCTIONS TO POTENTIAL SUPPLIERS**

210 The salmon products shall be purchased from qualified suppliers who are operating in accordance with the applicable Food and Drug Administrative (FDA) regulations, the U.S. Department of Commerce (USDC) Seafood Inspection Program, and the current year's Salmon Control Plan.

220 Purchases shall be on a competitive bid basis as described in the Master Solicitation, this Supplement, and separately issued Solicitations.

**300 RESPONSIBILITY/ELIGIBILITY**

310 [All salmon processors and processing facilities used to fulfill USDA contracts shall be a USDC/National Oceanic and Atmospheric Administration \(NOAA\) Seafood Inspection \(SI\) Approved Establishment. NOAA SI Approved Establishments must meet all pertinent Federal requirements applicable to processing fish and fishery products. NOAA SI Approved Establishments must comply with the following regulatory requirements that are applicable to the firm:](#)

310.1 [21 CFR Part 110](#)  
[21 CFR Part 117 Subparts A, B and F](#)  
[21 CFR Part 123](#)  
[NOAA SI Approved Establishments Requirements](#)  
[50 CFR Part 260](#)

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- 310.2 To meet the requirements of a USDC/NOAA Approved Establishment, processors of fish and fishery products may participate in one of three USDC/NOAA Inspection Systems:
- 310.3 USDC/NOAA HACCP Quality Management Program (HACCP QMP);  
A Systems Audit based service which requires firms to be subjected to unannounced systems audits on a quarterly frequency interval to substantiate overall compliance with all pertinent regulations and to meet quality requirements.
- 310.4 USDC/NOAA Integrated Quality Assurance (IQA) Program;  
A reduced inspection service which requires that firms assume greater verification and documentation responsibility and NOAA SI performs verification checks of the facility, QA system and product quality results.
- 310.5 USDC/NOAA Resident Inspector Program;  
A continuous inspection service whereby USDC Inspection personnel are present during all hours of production to fulfill USDA contracts.
- 311 All subcontractors, suppliers and contractors of salmon products shall develop and maintain an AMS approved food defense plan.
- 311.1 The Quality Assessment (QA) Division shall conduct a food defense audit that shall include, but is not limited to, a thorough evaluation of the potential contractors' and subcontractors' food defense plan. Documentation shall support the contractor's or subcontractor's food defense plan.
- 312 Subcontractors or suppliers of salmon products are ineligible if they are:
- 312.1 currently delivering late on USDA contracts, or USDA-approved subcontracts and late delivery is not due to causes beyond their control;
- 312.2 not operating in accordance with the applicable FDA regulations and under the USDC Seafood Inspection Program, and the current Salmon Control Plan (by year);
- 312.3 have been suspended or debarred under the provisions of 48 C.F.R. Subpart 9.4.

#### **400 INSTRUCTIONS TO POTENTIAL SALMON FILLET SUPPLIERS**

- 410 An approved technical proposal is required to be eligible to produce salmon fillet portions for USDA. Interested suppliers may submit a technical proposal at any time during the purchase program. Suppliers should allow 10 working days, from USDA's receipt of the technical proposal for notification of evaluation results. A supplier is deemed eligible upon notification of approval of the technical proposal by the FSCS Division.
- 420 Submission of a technical proposal is not binding on USDA. Actual purchases shall be described in the AMS Master Solicitation and Solicitations.
- 430 Documentation Requirements
- 431 Technical Proposal Requirement

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- 431.1 Include a detailed description of the salmon fillet portions offered and each of the production steps that are taken to meet or exceed the minimum product requirements set forth in the FPPS. (Plan/Do)
- 431.2 Describe all the quality assurance methods used to verify conformance to all requirements. This shall include the monitoring and measurements taken during the process to verify conformance with each requirement. All measurement results shall be recorded and made available to AMS. (Check)
- 431.3 Identify all corrective actions to be taken if deviations from contractual and FPPS requirements occur during production, and all preventative actions to be taken to preclude a reoccurrence. (Act)
- 431.4 The technical proposal shall follow the format as shown in **Exhibit B**. Technical proposals should be brief and concise.
- 431.5 The technical proposal shall be preceded by the following, as required by the template:
  - 431.5.1 Table of Contents listing the major areas as they appear in the technical proposal; and
  - 431.5.2 List of attachments and forms provided with the technical proposal with the applicable document name and reference number.
- 432 The FSCS Division shall review each technical proposal to determine if it is adequate and shall notify the supplier of the status and their eligibility to bid.

## **500 INSTRUCTIONS FOR SUBMISSION OF SALMON FILLET TECHNICAL PROPOSAL**

- 510 The following procedures establish the acceptable minimum requirements for the format and content of the technical proposal:
  - 510.1 The Government has provided a technical proposal format to be used in preparing the technical proposal (see **Exhibit B**). The supplier shall submit the technical proposal as an email file attachment to AMS ([Darin.Doerscher@ams.usda.gov](mailto:Darin.Doerscher@ams.usda.gov) and [Steve.Whisenant@ams.usda.gov](mailto:Steve.Whisenant@ams.usda.gov)). The technical proposal shall be saved in a non-portable document file format (not PDF; e.g., Microsoft Word). The technical proposal shall be submitted in its entirety. If the file size of the technical proposal is too large to send in a single email, it may be divided and sent in multiple emails (i.e., Part 1, Part 2, Part 3, etc.). The collection of attachments and appendices may be submitted as a separate document as well.
  - 510.2 The technical proposal shall be submitted by an authorized agent of the company.
  - 510.3 While it is not the desire of the Government to penalize a supplier for non-compliance with formatting instructions, technical evaluators may have difficulty evaluating the technical proposal to the fullest extent possible if the proposal is not presented in the proper format. Technical evaluators shall not be required to search other subsections or sections of the supplier's technical proposal for information requested in the evaluation.
- 520 Technical Proposal Revisions

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- 521 Changes to a supplier's approved technical proposal may be submitted at any time or at the request of the FSCS Division. All technical proposal revisions shall meet the following criteria:
- 521.1 Any changes to a technical proposal made by the supplier after its initial submittal shall be accomplished by submitting an entire technical proposal. A cover letter shall be submitted with the changes identified and an explanation of the need for the change. The supplier shall include the revision date and the appropriate page number(s).
- 521.2 Changes from the original technical proposal shall be **highlighted** and deletions in **strikeouts**.

## **600 ASSESSMENT BY THE QUALITY ASSESSMENT (QA) DIVISION**

- 610 Once a supplier is notified by the FSCS Division that the technical proposal meets the applicable criteria, the QA Division shall contact the supplier to set up a pre-award onsite capability assessment audit of the facility's processes, food defense plan, and quality control program used to produce the product(s) to determine the supplier's ability to meet contractual requirements.
- 620 Pre-Award Onsite Capability Assessment Audit
- 621 Food Defense Assessment
- 621.1 The QA Division shall conduct a food defense audit that shall include, but is not limited to, a thorough evaluation of the potential supplier's food defense plan. Documentation shall support the supplier's food defense plan. If the report demonstrates that the food defense plan is inadequate, the supplier shall be notified by the FSCS Division that it is ineligible to bid. The supplier shall have an opportunity to correct identified deficiencies, modify its food defense plan and contact the QA Division. Eligibility shall depend on whether the modifications demonstrate compliance with its food defense plan.
- 622 Documentation shall support:
- 622.1 the production of salmon fillet portions that complies with the applicable FPPS and the potential supplier's approved technical proposal, and
- 622.2 the supplier's food defense plan. In addition, the audit shall consist of the review of records related to purchasing, receiving, production, quality control, inventory and shipping records, and interviews with management and production personnel.
- 623 Upon completion of the onsite capability assessment, the auditor shall provide either a verbal or email notification of the audit findings to the FSCS Division to determine (based on the audit findings), supplier eligibility to bid. Supplier shall be notified by the FSCS Division and the official final report shall be sent once released from the QA Division.
- 623.1 If the audit findings demonstrate that the process or food defense plan is inadequate, the supplier shall be notified by the FSCS Division that it is ineligible to bid. The supplier shall have an opportunity to correct identified deficiencies, modify its process, and/or technical proposal, and resubmit to FSCS Division for further consideration.

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623.2 Eligibility shall depend on whether the modifications demonstrate that:

623.2.1 the process is capable of delivering salmon fillet portions in compliance with the FPPS,

623.2.2 the supplier is in compliance with its food defense plan,

623.2.3 a successful QA Division corrective action audit is conducted, and

623.2.4 the supplier complies with other applicable contractual requirements.

630 Post-Award Assessment Audit

631 Eligible suppliers who receive contracts shall have their documented food defense plan, technical proposal, and supporting documentation readily available for review by the FSCS Division or AMS agents. Records may be maintained on hard copy or electronic media. However, records maintained as electronic media shall be made available in printed form immediately upon request by the FSCS Division or AMS agents.

632 The QA Division shall conduct an onsite audit of the supplier's facility(s) and processes when production commences for the first contract awarded. Additional audits shall be conducted as determined by the FSCS Division, but not less than once per month for suppliers with continuous or multiple contracts, or once per contract for intermittent suppliers. At the discretion of the FSCS Division, more frequent audits may be conducted when audit deficiencies are detected.

640 Post-Award Actions

641 Any deviation from contractual requirements shall be immediately reported by the supplier to the Contracting Officer and FSCS Division. The Contracting Officer or FSCS Division shall notify the supplier regarding eligibility to continue to participate as a supplier.

642 The supplier shall assure that the delivered product complies with the provisions of the FPPS, the applicable assessment by AMS, and the supplier's technical proposal approved by the FSCS Division.

650 The cost of all audit, product monitoring, and certification services performed by the AMS agents shall be borne by the supplier. This includes, but is not limited to, audits, examinations, supervision, official documentation, and related services.

660 Questions concerning charges and the availability of AMS agents can be directed to USDA/AMS, LPS Program's QA Division field office or the Director of the QA Division, LPS Program, AMS, USDA, Room 3953-S, STOP 0258, 1400 Independence Avenue, SW, Washington, DC 20250-0258, telephone (202) 720-3271.

**600 DOMESTIC ORIGIN CERTIFICATION CLAUSE**

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610 The supplier shall include the below domestic origin certification clause in its entirety in all subcontracts for all salmon products used in fulfilling any contracts awarded under this Supplement and Master Solicitation. The burden of proof of compliance is on the Contractor. All raw materials shall be shipped in containers labeled as "Domestic Only Product" on the principle display panel and the bill of lading accompanying the shipment shall contain the statement "Domestic Only Product."

620 Prior to performance on USDA contracts or subcontracts, contractors, and salmon subcontractors shall obtain approval of its domestic product program from the USDC.

## **700 PRODUCT SPECIFICATIONS AND CERTIFICATION SERVICES**

710 Canned pink and canned red salmon and salmon fillet portions delivered pursuant to this Supplement and the applicable Solicitations shall be packed in the United States in accordance with:

710.1 the current FPPS for canned pink salmon, canned red salmon and salmon fillet portions.

710.2 the Federal Food and Drug Administration Standard of Identity and Fill of Container for Canned Salmon, 21 C.F.R. 161.70;

710.3 the Good Manufacturing Practice regulations (21 C.F.R. Part 110); and

710.4 additional requirements as prescribed in the applicable Salmon Control Plan (by year).

720 Specifications for the canned pink, canned red salmon and salmon fillet portions shall be set forth in the current FPPS. If documents are amended, appropriate amendments shall be referenced.

730 Product shall be produced under the applicable Salmon Control Plan (by year), FDA regulations and under the USDC Seafood Inspection.

740 Questions concerning charges and the availability of USDC inspectors should be discussed with the Western Regional Inspection Office in Seattle, Washington at (206) 526-4259.

750 Inquiries concerning inspection should be directed to either:

750.1 Deputy Director  
National Seafood Inspection Program  
DOC-NOAA-NMFS-F-SI  
1315 East-West Highway  
Room 10842  
Silver Spring, MD 20910  
Telephone: (301)713-2355

750.2 Director, Southeast Inspection Branch  
National Seafood Inspection Program  
DOC- NOAA-NMFS  
Koger Building  
9721 Executive Center Drive North, Suite 133  
St. Petersburg, FL 33702  
Telephone: (727)570-5383

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750.3 Director, Western Regional Inspection Office  
Chief, Western Regional Inspection Office  
National Seafood Inspection Program  
DOC-NOAA-NMFS  
7600 Sand Point Way NE Bldg 32  
Seattle, WA 98115  
Telephone: (206) 526-4259

**800 CERTIFICATE OF CONFORMANCE (COC)**

810 In addition to the referenced payment documents required in the Master Solicitation, please include a copy of the Contractor's Certificate of Conformance (**Exhibit C**).

**900 ACCEPTANCE AND CERTIFICATION**

910 For canned pink and canned red salmon and salmon fillet portions, the USDC Seafood Inspector shall certify acceptable product and set forth on either: 1) a lot inspection certificate, 2) a Certificate of inspection, or 3) a Memorandum Report of Inspection and a Certificate of Loading, as appropriate, the following:

910.1 Purchase Order Number/Purchase Order Line Item Number;

910.2 Sales Order Number/Sales Order Number Line Item Number;

910.3 Material Number and Material Description;

910.4 Destination of shipment and shipping date;

910.5 Traceability code(s) and the month and year of production or production lot number(s) and date each lot was produced along with shipping container and primary package code(s) and the code used that provides traceability to establishment number, production lot and date;

910.6 Count of shipping containers and total projected net weight of product in each lot;

910.7 Count of shipping containers and total projected net weight per delivery unit;

910.8 Identity of car or truck (car numbers and letters, seals, truck license, etc.) as applicable;

910.9 Count and projected net weight verified.

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# APPROVED

Agricultural Marketing Service (AMS)  
 Livestock, Poultry and Seed (LPS) Program  
 Food Safety and Commodity Specification (FSCS) Division  
 Room 2628 S-Bldg, Phone: (202) 692-0342

## FEDERAL PURCHASE PROGRAM SPECIFICATION (FPPS) FOR CANNED PINK SALMON

Supersedes: FPPS for Canned Pink Salmon April 2016 –  
 changes from previous requirements in [blue](#)

**Effective: December 2016**

### 100 ITEM DESCRIPTION

110 Canned Pink Salmon – Twenty-four (24) 14-<sup>3</sup>/<sub>4</sub> ounce cans (immediate container) per shipping container.

### 200 CHECKLIST OF REQUIREMENTS

201 Product shall be produced by facilities operating in accordance with the applicable Food and Drug Administrative (FDA) regulations, the U.S. Department of Commerce (USDC) Seafood Inspection Program, and the current year's Salmon Control Plan. For information regarding Seafood Inspection, see the following web site address:  
<http://www.seafood.nmfs.noaa.gov/>

### 210 FISH FLESH / PRODUCT CHARACTERISTICS

211 Domestic Origin of Fish Flesh - Only pink salmon produced in the United States shall be used. United States produced pink salmon shall be manufactured from pink salmon landed by American flagged vessels, and be completely processed in the United States, its territories, possessions, Puerto Rico, or the Trust Territories of the Pacific Islands and shall be of the following specie and style:

211.1 Specie - *Oncorhynchus gorbuscha* (pink).

211.2 Style – Regular (skin and bones included).

212 Product Characteristics

212.1 Color shall be pink to buff.

212.2 Texture shall be moderately firm to slightly soft.



- 212.3 Color of oil shall be pink to light yellow.
- 213 Sodium content shall not exceed 270 mg / 63 g basis.
- 214 Objectionable Materials – In accordance with 21 CFR 161.170(a)(3), the contractor shall assure that the salmon product is processed from fish prepared by removing the head, gills, and tail, and the viscera, blood, fins, and damaged or discolored flesh to the greatest extent practicable in accordance with good manufacturing practice. Product accept/reject criteria shall be in accordance with 50 CFR 260.61.

## **220 PREPARATION FOR DELIVERY**

- 221 Cans and Cases - Individual cans of salmon shall have a net weight of 14-¾ ounces. Twenty-four (24) cans shall be unitized to a net weight of 22-½ pounds.
- 222 All cans shall be unitized into cases by packing into new fiberboard shipping containers, placing on fiberboard trays with plastic shrink wrap or plastic shrink wrap only. Only one size and style of unitized cases may be offered in an individual delivery unit.
- 223 All product shall be stacked on new or well-maintained pallets and palletized with shrink wrap plastic, unless otherwise specified in the invitation. Pallet loads shall be stacked in a manner that minimizes the overhang of the shipping containers over the edges of the pallets and exposes each shipping container's principal display panel to facilitate certification examinations.
- 224 Labeling – Both immediate and shipping containers shall be labeled to include all information required by USDC regulations and the following AMS requirements:
- 224.1 Cans – All cans shall bear a code that is traceable to production establishment, production lot and date and back to the source of the harvested salmon to ensure compliance with domestic origin requirements.
- 224.1.1 All cans of Kosher Pink Salmon shall include the registered Kashrut certification symbol of the certification agent.
- 224.2 Shipping Containers<sup>1/</sup> – Commercially marked shipping containers shall include the following information:
- 224.2.1 Purchase order number.
- 224.2.2 A traceability code that identifies the processing establishment, production date and production lot.

<sup>1/</sup>The information in Section 224.2 may be printed directly on the shipping container, or printed on labels applied to the shipping container.

- 224.2.3 Nutrition facts panel based on requirements in 21 CFR 101.9 Nutrition Labeling of Food.
- 224.2.4 The appropriate product name and material number listed in the table below for each of the items.

<u>Item</u>	<u>Material Number</u>
Canned Pink Salmon	110563
Canned Pink Salmon - Kosher	110580

- 224.2.5 Ingredient declaration (including single ingredient products).
- 224.2.6 An allergen statement in a format which complies with the Food Allergen Labeling and Consumer Protection Act (FALCPA) for any product which contains milk, eggs, fish, crustacean shellfish, tree nuts, peanuts, soy or wheat; e.g. Allergen: This product contains \_\_\_\_\_.
- 224.2.7 All shipping containers of Kosher Pink Salmon shall include the registered Kashrut certification symbol of the certification agent.

**230 DELIVERED PRODUCT**

- 231 Delivery Unit - Each delivery unit shall consist of 1,520 cases with a net weight of 33,630 pounds.
- 232 Sealing - All products shall be delivered to AMS destinations under seal. Seals shall be serially numbered, barrier-type and meet the American Society for Testing and Materials (ASTM) standards (F-1157-04) and/or the International Organization for Standards (ISO) 17712-2010. Seals shall be 1/8<sup>th</sup>-inch diameter cable, high-security bolt, or equivalent.

**300 ACCEPTANCE AND CERTIFICATION**

- 310 The USDC Seafood Inspector shall certify acceptable product and set forth on either: 1) a lot inspection certificate, 2) a Certificate of inspection, or 3) a Memorandum Report of Inspection and a Certificate of Loading, as appropriate, the following:
  - 311 Purchase Order Number/Purchase Order Line Item Number;
  - 312 Sales Order Number/Sales Order Number Line Item Number;
  - 313 Destination of shipment and shipping date;
  - 314 Material Number and Material Description;
  - 315 Can (traceability) code(s) and the month and year of production;

- 316 Count of shipping containers and total projected net weight of product in each lot;
- 317 Count of shipping containers and total projected net weight per delivery unit;
- 318 Identity of car or truck (car numbers and letters, seals, truck license, etc.);
- 319 Count and projected net weight verified.

**400 PRODUCT ASSURANCE**

401 All processors and processing facilities used to fulfill USDA contracts shall be a USDC/National Oceanic and Atmospheric Administration (NOAA) Seafood Inspection (SI) Approved Establishment. NOAA SI Approved Establishments must meet all pertinent Federal requirements applicable to processing fish and fishery products. NOAA SI Approved Establishments must comply with the following regulatory requirements that are applicable to the firm:

- 401.1 21 CFR Part 110  
21 CFR Part 117 Subparts A, B and F  
21 CFR Part 123  
NOAA SI Approved Establishments Requirements  
50 CFR Part 260

401.2 To meet the requirements of a USDC/NOAA Approved Establishment, processors of fish and fishery products may participate in one of three USDC/NOAA Inspection Systems:

401.3 USDC/NOAA HACCP Quality Management Program (HACCP QMP);  
A Systems Audit based service which requires firms to be subjected to unannounced systems audits on a quarterly frequency interval to substantiate overall compliance with all pertinent regulations and to meet quality requirements.

401.4 USDC/NOAA Integrated Quality Assurance (IQA) Program;  
A reduced inspection service which requires that firms assume greater verification and documentation responsibility and NOAA SI performs verification checks of the facility, QA system and product quality results.

401.5 USDC/NOAA Resident Inspector Program;  
A continuous inspection service whereby USDC Inspection personnel are present during all hours of production to fulfill USDA contracts.

**410 WARRANTY AND COMPLAINT RESOLUTION**

411 Warranty – The contractor shall guarantee that the product complies with all specification requirements, production plan declarations, and provisions set forth in the Master Solicitation and Supplement.

412 Complaint Resolution – Customer complaint resolution procedures shall be developed by the contractor. These procedures shall include: a point of contact, investigation steps, intent to cooperate with AMS, and product replacement or monetary compensation. The procedures shall be used to resolve product complaints from recipient agencies or AMS.

**420 NON-CONFORMING PRODUCT**

421 The contractor shall have documented procedures that assure non-conforming product identification, segregation, and disposition in order to prevent misuse and that nonconforming product is not delivered to USDA. The plan shall address 1) control and segregation of non-conforming product, 2) removal of any USDA markings, and 3) disposition of non-conforming product, including vendor documentation of final disposition (e.g., diverted to commercial production, cooked or destroyed).



# APPROVED

## FEDERAL PURCHASE PROGRAM SPECIFICATION (FPPS) FOR CANNED RED SALMON

Agricultural Marketing Service (AMS)  
Livestock, Poultry and Seed (LPS) Program  
Food Safety and Commodity Specification (FSCS) Division  
Room 2628 S-Bldg, Phone: (202) 692-0342

Supersedes: FPPS for Canned Red Salmon April 2016 –  
changes from previous requirements in [blue](#)

**Effective: December 2016**

### 100 ITEM DESCRIPTION

110 Canned Red Salmon – Twenty-four (24) 7-½ ounce cans (immediate container) per shipping container.

### 200 CHECKLIST OF REQUIREMENTS

201 Product shall be produced by facilities operating in accordance with the applicable Food and Drug Administrative (FDA) regulations, the U.S. Department of Commerce (USDC) Seafood Inspection Program, and the current year's Salmon Control Plan. For information regarding Seafood Inspection, see the following web site address:  
<http://www.seafood.nmfs.noaa.gov/>

### 210 FISH FLESH / PRODUCT CHARACTERISTICS

211 Domestic Origin of Fish Flesh - Only red salmon produced in the United States shall be used. United States produced red salmon shall be manufactured from red salmon landed by American flagged vessels, and be completely processed in the United States, its territories, possessions, Puerto Rico, or the Trust Territories of the Pacific Islands and shall be of the following specie and style:

211.1 Specie - *Oncorhynchus nerka* (sockeye).


211.2 Style – Regular (skin and bones included).

212 Product Characteristics

212.1 Color shall be deep red to orange red.

212.2 Texture shall be moderately firm to slightly soft.

212.3 Color of oil shall be deep red to deep orange.

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Date Revised: [12/05/16](#)

- 213 Sodium content shall not exceed 270 mg / 63 g basis.
- 214 Objectionable Materials – In accordance with 21 CFR 161.170(a)(3), the contractor shall assure that the salmon product is processed from fish prepared by removing the head, gills, and tail, and the viscera, blood, fins, and damaged or discolored flesh to the greatest extent practicable in accordance with good manufacturing practice. Product accept/reject criteria shall be in accordance with 50 CFR 260.61.

## 220 PREPARATION FOR DELIVERY

- 221 Cans and Cases - Individual cans of salmon shall have a net weight of 7-½ ounces. Twenty-four (24) cans shall be unitized to a net weight of 11.25 pounds.
- 222 All cans shall be unitized into cases by packing into new fiberboard shipping containers, placing on fiberboard trays with plastic shrink wrap or plastic shrink wrap only. Only one size and style of unitized cases may be offered in an individual delivery unit.
- 223 All product shall be stacked on new or well-maintained pallets and palletized with shrink wrap plastic, unless otherwise specified in the invitation. Pallet loads shall be stacked in a manner that minimizes the overhang of the shipping containers over the edges of the pallets and exposes each shipping container's principal display panel to facilitate certification examinations.
- 224 Labeling – Both immediate and shipping containers shall be labeled to include all information required by USDC regulations and the following AMS requirements:
- 224.1 Cans – All cans shall bear a code that is traceable to production establishment, production lot and date and back to the source of the harvested salmon to ensure compliance with domestic origin requirements.
- 224.1.1 All cans of Kosher Red Salmon shall include the registered Kashrut certification symbol of the certification agent.
- 224.2 Shipping Containers<sup>1/</sup> – Commercially marked shipping containers shall include the following information:
- 224.2.1 Purchase order number.
- 224.2.2 A traceability code that identifies the processing establishment, production date and production lot.
- 224.2.3 Nutrition facts panel based on requirements in 21 CFR 101.9 Nutrition Labeling of Food.

<sup>1/</sup>The information in Section 224.2 may be printed directly on the shipping container, or printed on labels applied to the shipping container.

- 224.2.4 The appropriate product name and material number listed in the table below for each of the items.

<u>Item</u>	<u>Material Number</u>
Canned Red Salmon	110652
Canned Red Salmon - Kosher	110650

- 224.2.5 Ingredient declaration (including single ingredient products).
- 224.2.6 An allergen statement in a format which complies with the Food Allergen Labeling and Consumer Protection Act (FALCPA) for any product which contains milk, eggs, fish, crustacean shellfish, tree nuts, peanuts, soy or wheat; e.g. Allergen: This product contains \_\_\_\_\_.
- 224.2.7 All shipping containers of Kosher Red Salmon shall include the registered Kashrut certification symbol of the certification agent.

### **230 DELIVERED PRODUCT**

- 231 Delivery Unit - Each delivery unit shall consist of 2,800 cases with a net weight of 31,500 pounds.
- 232 Sealing - All products shall be delivered to AMS destinations under seal. Seals shall be serially numbered, barrier-type and meet the American Society for Testing and Materials (ASTM) standards (F-1157-04) and/or the International Organization for Standards (ISO) 17712-2010. Seals shall be 1/8<sup>th</sup>-inch diameter cable, high-security bolt, or equivalent.

### **300 ACCEPTANCE AND CERTIFICATION**

- 310 The USDC Seafood Inspector shall certify acceptable product and set forth on either: 1) a lot inspection certificate, 2) a Certificate of inspection, or 3) a Memorandum Report of Inspection and a Certificate of Loading, as appropriate, the following:
- 311 Purchase Order Number/Purchase Order Line Item Number;
- 312 Sales Order Number/Sales Order Number Line Item Number;
- 313 Destination of shipment and shipping date;
- 314 Material Number and Material Description;
- 315 Can (traceability) code(s) and the month and year of production;
- 316 Count of shipping containers and total projected net weight of product in each lot;

- 317 Count of shipping containers and total projected net weight per delivery unit;
- 318 Identity of car or truck (car numbers and letters, seals, truck license, etc.);
- 319 Count and projected net weight verified.

#### **400 PRODUCT ASSURANCE**

401 All processors and processing facilities used to fulfill USDA contracts shall be a USDC/National Oceanic and Atmospheric Administration (NOAA) Seafood Inspection (SI) Approved Establishment. NOAA SI Approved Establishments must meet all pertinent Federal requirements applicable to processing fish and fishery products. NOAA SI Approved Establishments must comply with the following regulatory requirements that are applicable to the firm:

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A Systems Audit based service which requires firms to be subjected to unannounced systems audits on a quarterly frequency interval to substantiate overall compliance with all pertinent regulations and to meet quality requirements.

401.4 USDC/NOAA Integrated Quality Assurance (IQA) Program;  
A reduced inspection service which requires that firms assume greater verification and documentation responsibility and NOAA SI performs verification checks of the facility, QA system and product quality results.

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A continuous inspection service whereby USDC Inspection personnel are present during all hours of production to fulfill USDA contracts.

#### **410 WARRANTY AND COMPLAINT RESOLUTION**

411 Warranty – The contractor shall guarantee that the product complies with all specification requirements, production plan declarations, and provisions set forth in the Master Solicitation and Supplement.



412 Complaint Resolution – Customer complaint resolution procedures shall be developed by the contractor. These procedures shall include: a point of contact, investigation steps, intent to cooperate with AMS, and product replacement or monetary compensation. The procedures shall be used to resolve product complaints from recipient agencies or AMS.

**420 NON-CONFORMING PRODUCT**

421 The contractor shall have documented procedures that assure nonconforming product identification, segregation, and disposition in order to prevent misuse and that nonconforming product is not delivered to USDA. The plan shall address 1) control and segregation of non-conforming product, 2) removal of any USDA markings, and 3) disposition of non-conforming product, including vendor documentation of final disposition (e.g., diverted to commercial production, cooked or destroyed).



# APPROVED

**FEDERAL PURCHASE  
PROGRAM SPECIFICATION  
(FPPS) FOR SALMON FILLET  
PORTIONS, FROZEN**

Agricultural Marketing Service (AMS)  
Livestock, Poultry and Seed (LPS) Program  
Food Safety and Commodity Specification (FSCS) Division  
Room 2628 S-Bldg, Phone: (202) 692-0342

Supersedes: FPPS SF dated [June 2016](#) – changes from  
previous requirements in [blue](#)

**Effective: [December 2016](#)**

**100 ITEM DESCRIPTION**

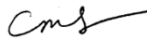
- 110 Salmon Fillet Portions, Skin-On, Pin Bone-Out, Frozen
- 110.1 Salmon fillet portions shall be derived from wild caught Coho salmon (*Oncorhynchus kisutch*) or Sockeye salmon (*Oncorhynchus nerka*). The contracting officer will designate the species within each purchase solicitation.
- 120 Portion Weight – The weight for salmon fillet portions shall be 4.0 ounces.
- 130 Packing – Four individually vacuum packaged fillet portions shall be packaged into 1-pound primary packages. Forty 1-pound primary packages shall be packed in a 40-pound (net weight) shipping container.
- 140 Delivery Unit – Each delivery unit shall consist of 900 shipping containers with a net weight of 36,000 pounds.

**200 CHECKLIST OF REQUIREMENTS**

- 201 All manufacturing facilities used in fulfilling USDA contracts shall be a United States Department of Commerce (USDC) Approved Establishment (Hazard Analysis and Critical Control Point (HACCP) Quality Management Plan (QMP), Integrated Quality Assurance (IQA) and Resident Inspector Plant) operating in accordance with all applicable regulations. For information regarding Seafood Inspection, see the following web site address:  
<http://www.seafood.nmfs.noaa.gov/>

**210 MATERIALS**

- 210.1 Contractors' technical proposal shall describe in detail the necessary processing steps, supported with digital images, to comply with the requirements below.

Approved by  CMS  
Date Issued: 04/28/16  
Date Revised: [12/05/16](#)

**211 FISH FLESH**

- 211.1 Domestic Origin of Fish Flesh - Only wild caught Coho salmon (*Oncorhynchus kisutch*) or Sockeye salmon (*Oncorhynchus nerka*) produced in the United States (U.S.) shall be used. U.S. produced salmon shall be manufactured from fish that are wild caught and processed in U.S. waters on a U.S. flagged vessels or caught in U.S. waters and processed in a facility based in the U.S. or U.S. Territory.
- 211.2 Salmon fillet portions shall be processed from either fresh or individually quick frozen (IQF) salmon fillets or previously frozen headed and gutted fish. Portions processed from fresh salmon fillets or fillets from thawed headed and gutted fish shall be individually vacuum packed (unglazed), then subjected to freezing process. Portions processed from frozen salmon fillets shall remain frozen, then individually vacuum packed.
- 211.3 The previously frozen (IQF) salmon fillets or headed and gutted fish shall have been stored at temperatures of 0°F or less for no more than 12 months.
- 211.4 Flesh Characteristics – The salmon flesh shall possess good flavor, texture and odor characteristic of the species.
- 211.5 Fillet portions – The end item shall consist of boneless salmon fillet portions, pin bone-out. The skin shall remain on the fillet. The end item shall be free of abnormal condition, abnormal coloration, dehydration, cutting and trimming imperfections, ragged edges, holes, tears, and improper or misplaced cuts
- 211.6 Objectionable Materials – The contractor shall identify and develop a strategy and have a written quality plan that shall effectively remove all bones, head, gills, organs, tails, fins, damaged and discolored flesh, improper workmanship and foreign materials.
- 211.7 Salmon injected with added ingredients is prohibited.
- 211.8 The percent of tail end fillet portions shall not exceed 10% of the total fillet portions in the lot.

**212 FINISHED PRODUCT REQUIREMENTS**

- 212.1 Portion Weight – During production, target portion weight for salmon fillets shall be 4.0 ounces. Quality assurance plans shall apply upper and lower specification limits of 4.5 and 3.5 ounces, respectively. The contractors' technical proposal shall describe the quality assurance steps taken to insure this requirement is met.
- 212.2 Individual fillet portions shall be vacuum packaged.

**213 PREPARATION/COOKING METHODS**

213.1 Handling, preparation and cooking instructions for the end user shall be declared and appear on the individual bags (primary container).

**214 METAL DETECTION**

214.1 Metal Detection - All product shall be free of metal contaminants. Detection of stainless steel, ferrous, and non-ferrous (e.g., lead, copper, and aluminum) metals is required. The contractor's technical proposal shall identify and describe the equipment, location, detection procedure, sensitivity levels, frequency of equipment validation, and corrective action procedures.

**215 STATE OF REFRIGERATION**

215.1 Salmon fillet portions shall be frozen to 0°F within 72 hours after completion of the involved lot.

215.2 Salmon fillet portions shall be stored, shipped, and delivered at temperatures that do not exceed 0°F.

**220 PREPARATION FOR DELIVERY****221 PACKAGING AND PACKING**

221.1 Packaging – The primary containers (1-pound packages) shall be closed by heat seal. Primary containers (1-pound packages) may be commercially marked and may be resealable. All primary containers shall function as a tamper evidence indicator to provide added assurance of product integrity through the method of sealing or closure.

221.2 Packing –Forty 1-pound primary containers (1-pound packages) shall be packed in a 40-pound (net weight) shipping container.

221.3 Shipping Container - The shipping containers (cases) shall be in compliance with the National Motor Freight Classification or Uniform Freight Classification.

221.4 Style and Size of Container – Only one size and style of primary package and shipping container may be offered in an individual shipping unit.

**222 LABELING**

222.1 Processor shall meet all labeling laws. Both primary and shipping containers shall be labeled to include all information required by USDC regulations, be illustrated in the contractor's technical proposal and contain the required information listed below.

222.2 Primary package – The following information shall be on each bag:

- 222.2.1 Product name.
- 222.2.2 Manufacturer name and address.
- 222.2.3 Ingredient declaration.
- 222.2.4 An allergen statement in a format which complies with the Food Allergen Labeling and Consumer Protection Act (FALCPA) for any product which contains milk, eggs, fish, crustacean shellfish, tree nuts, peanuts, soy or wheat; e.g. Allergen: This product contains \_\_\_\_\_.
- 222.2.5 A traceability code that includes information regarding production establishment, production date and production lot.
- 222.2.6 Nutrition Facts panel.
- 222.2.7 Cooking Instructions.
- 222.2.8 Safe handling instructions.
- 222.3 Shipping Container –The following information shall be on each case:
- 222.3.1 USDA Shield – The shield shall be at least 2 inches high and shall appear on top or on the principal display panel of each case.



- 222.3.2 The applicable purchase order number.
- 222.3.3 A traceability code that includes information regarding production establishment, production date and production lot.
- 222.3.4 Nutrition facts panel.
- 222.3.5 Handling, preparation and cooking instructions (optional).
- 222.3.6 USDC Inspection Mark – The Processed Under Federal Inspection “PUFI” mark.
- 222.3.7 Material Number – 110750.
- 222.3.8 Product name – Salmon Fillet Portions, Frozen.

- 222.3.9 An allergen statement in a format which complies with the Food Allergen Labeling and Consumer Protection Act (FALCPA) for any product which contains milk, eggs, fish, crustacean shellfish, tree nuts, peanuts, soy or wheat; e.g. Allergen: This product contains \_\_\_\_\_.

## **223 PALLETIZED UNIT LOADS**

- 223.1 All product shall be stacked on new or well-maintained pallets and palletized with shrink wrap plastic, unless otherwise specified in the invitation. Pallet loads shall be stacked in a manner that minimizes the overhang of the shipping containers over the edges of the pallets and exposes each shipping container's principal display panel to facilitate certification examinations.

## **230 PRODUCT ASSURANCE**

### **231 QUALITY ASSURANCE**

- 231.1 All processors and processing facilities used to fulfill USDA contracts shall be a USDC/National Oceanic and Atmospheric Administration (NOAA) Seafood Inspection (SI) Approved Establishment. NOAA SI Approved Establishments must meet all pertinent Federal requirements applicable to processing fish and fishery products. NOAA SI Approved Establishments must comply with the following regulatory requirements that are applicable to the firm:
- 231.2 21 CFR Part 110  
21 CFR Part 117 Subparts A, B and F  
21 CFR Part 123  
NOAA SI Approved Establishments Requirements  
50 CFR Part 260
- 231.3 To meet the requirements of a USDC/NOAA Approved Establishment, processors of fish and fishery products may participate in one of three USDC/NOAA Inspection Systems:
- 231.4 USDC/NOAA HACCP Quality Management Program (HACCP QMP);  
A Systems Audit based service which requires firms to be subjected to unannounced systems audits on a quarterly frequency interval to substantiate overall compliance with all pertinent regulations and to meet quality requirements.
- 231.5 USDC/NOAA Integrated Quality Assurance (IQA) Program;  
A reduced inspection service which requires that firms assume greater verification and documentation responsibility and NOAA SI performs verification checks of the facility, QA system and product quality results.
- 231.6 USDC/NOAA Resident Inspector Program;  
A continuous inspection service whereby USDC Inspection personnel are present during all hours of production to fulfill USDA contracts.

**232 DELIVERED PRODUCT**

- 232.1 Delivery Unit - Each delivery unit shall consist of 900 shipping containers with a net weight of 36,000 pounds.
- 232.2 Sealing – All products shall be delivered to AMS assigned destinations under seal with tamper proof, tamper resistant, serially numbered, high security seals that meet the American Society for Testing and Materials Standard (ASTM) F 1157-04 and/or the International Organization for Standards (ISO) 17712-2010 as required under this Supplement. Seals shall be  $\geq \frac{1}{8}$ <sup>th</sup> inch diameter cable, high-security bolt, or equivalent.

**233 WARRANTY AND COMPLAINT RESOLUTION**

- 233.1 Warranty – The contractor shall guarantee that the product complies with all contractual requirements.
- 233.2 Complaint Resolution – Customer complaint resolution procedures shall be developed by the contractor. The contractor's technical proposal shall provide the steps taken to resolve complaints received on the product, i.e., point of contact, cause and effect analysis, product replacement, monetary compensation and corrective and preventative actions taken.

**240 NON-CONFORMING PRODUCT**

- 241.1 The contractor shall include a plan and supporting documentation to assure that non-conforming product is not delivered under USDA contracts. The plan shall address 1) control and segregation of non-conforming product, 2) removal of any USDA markings, and 3) disposition of non-conforming product, including vendor documentation of final disposition (e.g., diverted to commercial production, cooked or destroyed).

**250 ACCEPTANCE AND CERTIFICATION**

- 251 The USDC Seafood Inspector shall certify acceptable product and set forth on either: 1) a lot inspection certificate, 2) a Certificate of Inspection, or 3) a Memorandum Report of Inspection and a Certificate of Loading, as appropriate, the following:
- 251.1 Purchase Order Number/Purchase Order Line Item Number;
- 251.2 Sales Order Number/Sales Order Line Item Number;
- 251.3 Destination of shipment;
- 251.4 Name of Product and applicable Material Number;
- 251.5 Shipping Date;

- 251.6 Production lot number(s) and date each lot was produced along with shipping container and primary package code(s) and the code used that provides traceability to establishment number, production lot and date;
- 251.7 Count of shipping containers and total projected net weight in each production lot;
- 251.8 Count of shipping containers and total projected net weight per delivery unit;
- 251.9 Identity of car or truck (car numbers and letters, seals, truck license, etc.) as applicable;
- 251.10 Count and projected net weight verified.



Cover Page:

Company Name

Company Address

Contact Person, including title, phone number, including emergency contact information, e-mail address (shall be authorized to represent the company).

Technical Proposal for: Supplement 507 and FPPS Salmon Fillet Portions

Table of Contents (all pages and attachments shall be numbered and identified – all attachments shall be identified and referenced in the Technical Proposal).

The technical proposal should document a quality control program that includes procedures, records, forms, pictures, etc., which demonstrates conformance with the following checklist of requirements:

- 100 ITEM DESCRIPTION
- 200 CHECKLIST OF REQUIREMENTS
- 210 MATERIALS
  - 211 FISH FLESH
    - 211.1 Domestic Origin of Fish Flesh
    - 211.2 Raw materials
    - 211.3 Previously frozen raw materials
    - 211.4 Flesh Characteristics
    - 211.5 Fillet portions
    - 211.6 Objectionable Materials
    - 211.7 Added ingredients
  - 212 FINISHED PRODUCT REQUIREMENTS

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- 212.1 Portion Weight
- 212.2 Vacuum packaging
- 213 PREPARATION/COOKING METHODS
  - 213.1 Cooking instructions
- 214 METAL DETECTION
  - 214.1 Metal detection description
- 215 **STATE OF REFRIGERATION**
- 220 PREPARATION FOR DELIVERY
- 221 PACKAGING AND PACKING
  - 221.1 Packaging
  - 221.2 Packing
  - 221.3 Shipping Container
  - 221.4 Style and Size of Container
- 222 LABELING
- 223 PALLETIZED UNIT LOADS
  - 223.1 Pallets and shrink wrap
- 230 PRODUCT ASSURANCE
- 231 QUALITY ASSURANCE
  - 231.1 FDA/USDC Seafood Inspection Program

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232 DELIVERED PRODUCT

232.1 Delivery Unit

232.2 Sealing

233 WARRANTY AND COMPLAINT RESOLUTION

233.1 Warranty

233.2 Complaint Resolution

240 NON-CONFORMING PRODUCT

250 ACCEPTANCE AND CERTIFICATION

Attachments or Appendixes - Please attach all referenced documents with the applicable document name and reference number.

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Date Revised: [12/15/16](#)

**UNITED STATES DEPARTMENT OF AGRICULTURE  
AGRICULTURAL MARKETING SERVICE  
LIVESTOCK, POULTRY AND SEED PROGRAM**

**CERTIFICATE OF CONFORMANCE FOR  
THE PROCUREMENT OF SALMON PRODUCTS**

**CERTIFICATE OF CONFORMANCE**

I certify the following:

- (1) On [delivery date(s)], [Contractor's name] furnished the (insert the appropriate commodity description) called for by Purchase Order Number \_ via [Carrier] under Sales Order Number/Item number(s):
  
- (2) The (insert the appropriate material name) is of the quality specified and conforms in all respects with the purchase order requirements.
  
- (3) Product identification, (i.e. production lot number(s)) is in the quantity shown on the attached acceptance document.
  
- (4) Contractor assures all salmon products used in fulfilling this contract was produced in the United States as defined in the AMS Master Solicitation Section I.E.

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

(Signed by an officer or representative authorized to sign offers)

Title: \_\_\_\_\_

Approved by  CMS

Date Issued: 06/10/11

Date Revised: 12/05/16