



NSLP Direct Delivery

US Foods

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TEXAS DEPARTMENT OF AGRICULTURE
COMMISSIONER SID MILLER

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Discussion Topics

- Understanding Full Truckload Requirements
 - Understanding the impact of Direct Delivery requests
 - Importance of unified demand across the region serviced by US Foods
 - How to utilize information in forecasting for School Year 2028
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Full Truckload Requirements

- For USDA Foods to create a sales order, we must follow the guidance on full truckload quantities.
- This must adhere to "Quarter Truckload" requirements. For example, a truckload of 1,000 cases can only make a minimum stop of 250 cases.
- Truckloads can be split between additional warehouses, within certain constraints such as driving times.
- TDA must also consider the requested delivery periods to allow demand to be spread out and to prevent storage fees at the warehouse.

Direct Delivery Requests

How does forecasting impact truckloads?

- The demand for a material influences the creation of successful truckloads.
- Schools that place larger volume requests help ensure the availability of materials in their warehouse region.
- Spreading out requests among materials of similar categories can reduce volume and decrease the likelihood of a truckload being created.
 - For example, requesting multiple types of corn (such as frozen and canned) rather than choosing just one can impact truckload planning.

Who drives requests for the US Foods Region?

- Wichita Falls ISD
- Midland ISD
- Canyon ISD
- TLC Academy
- Plainview ISD
- Dumas ISD
- Levelland ISD
- San Angelo ISD
- Ector County ISD

What are some of the more common categories and materials in the US Foods Region?

Seasonal fruits and vegetables are extremely important due to their 'one-time buy' aspect.

- 100256 – Strawberry Frz Cup – 96/4.5oz
- 100212 – Mixed Fruit Ex Lt Can – 6/10
- 100220 – Peaches Cling Diced Ex Lt Can – 6/10
- 100225 – Pears Diced Ex Lt Can – 6/10
- 100219 – Peaches Cling Slices Ex Lt Can – 6/10
- 110859 – Mixed Berry Frz Cup – 96/4oz
- 100241 – Peach Freestone Diced Frz Cup – 96/4.4oz
- 100307 – Beans Green Can – 6/10
- 100348 – Corn Frz Ctn – 30lb
- 100313 – Corn Whole Kernel (Liq) Can – 6/10



What are some of the more common categories and materials in the US Foods Region?

Animal-based protein is traditionally one of the more expensive materials and fulfills the 'center of the plate' component

- 100158 - Beef Fine Ground Frz Ctn-40 lb
- 100101 – Chicken Diced Ctn – 40 lb and 100117 - Chicken Fajita Strips Ctn-30 lb
- 110730 – Pork Pulled Ckd Pkg – 8/5 lb



For some perspective here are the totals of unique items brought into the warehouse in FDP region 6 each year:

- In SY25 - **39** unique items
- In SY26 – **50** unique items
- In SY27 – **65** unique items



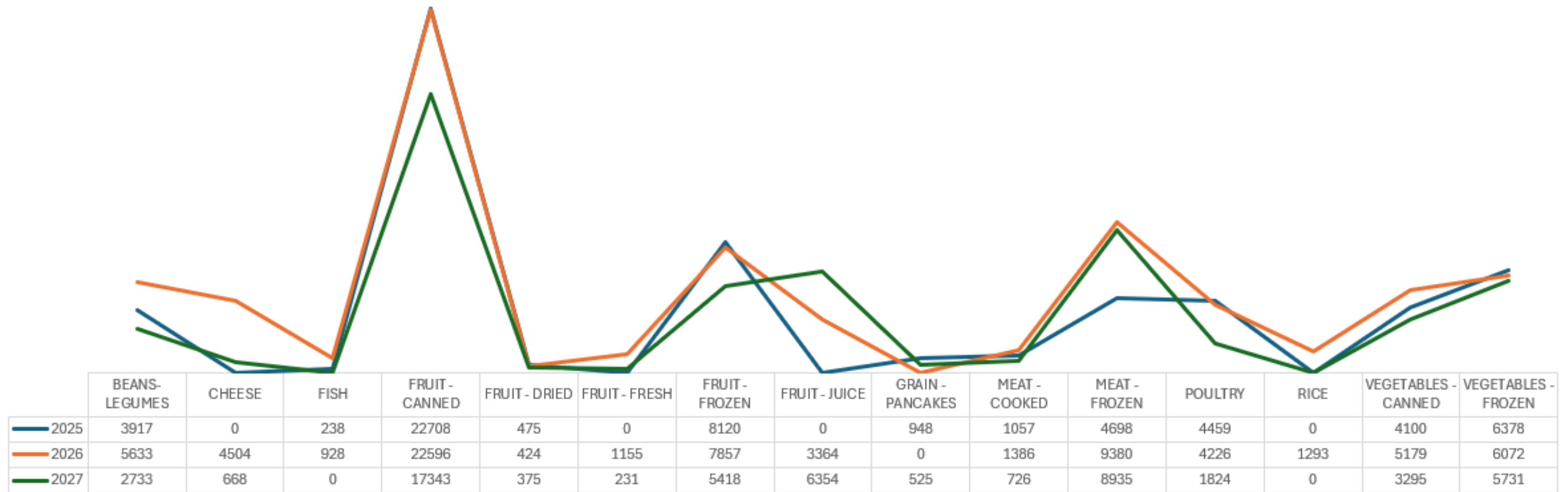
Recap PY 27 Review

Overall, we have 101 deliveries arriving in Lubbock for the upcoming school year.

- 100158 – Beef Fine Ground Frz Ctn – 40lb
- 110361 – Applesauce Cup – 96/4.5
- 111790 – Apple Juice Single Frz Cup – 96/4 oz
- 100365 – Beans Pinto Can – 6/10
- 100256 – Strawberry Frz Cup – 96/4.5 oz
- 100225 – Pears Diced Ex Lt Can – 6/10
- 100212 – Mixed Fruit Ex Lt Can – 6/10
- 100220 – Peaches Cling Diced Ex Lt Can – 6/10
- 110473 – Broccoli Frz Ctn-30 lb
- 110541 – Applesauce Unsweetened Can - 6/10
- 100241 – Peach Freestone Diced Frz Cup-96/4.4 oz
- 100348 - Corn Frz Ctn-30 lb
- 100307 - Beans Green Can-6/10
- 100117 – Chicken Fajita Strips Ctn-30 lb
- 100313 Corn Whole Kernel (LIQ) Can-6/10



Ordering Trends by Program Year



How Can We Utilize this Information?

- Understanding the importance of the USDA Foods Feedback Survey sent out by TDA each year.
- Utilizing the Foods Available List (FAL) released by USDA each year.
- Working with your ESC region and schools within your FDP region to better understand common material needs.
- Getting the most out of USDA Foods to maximize the Planned Assistance Level.

USDA Foods Available List for School Year 2024-2025 for Schools and Institutions

MyPlate.gov

USDA Foods Description	WBCSN #	PACK SIZE	USDA Foods Description	WBCSN #	PACK SIZE	SUBGROUP
FRUITS			VEGETABLES			
Apples, Braeburn, Fresh	100529	40 lb case	Beans, Green, Low-sodium, Canned (K)	100307	6/910 can	OTM
Apples, Empire, Fresh	100517	40 lb case	Beans, Green, No Salt Added, Frozen	100333	30 lb case	OTM
Apples, Fuji, Fresh	100533	40 lb case	Beans, Green, No Salt Added, Frozen	111054	12/2.5 lb bag	OTM
Apples, Gala, Fresh	100521	40 lb case	Broccoli Florets, No Salt Added, Frozen	110473	30 lb case	OG
Apples, Granny Smith, Fresh	110543	40 lb case	Carrots, Diced, No Salt Added, Frozen	110480	30 lb case	OG
Apples, Red Delicious, Fresh	100514	40 lb case	Carrots, Diced, No Salt Added, Frozen	111024	12/2.5 lb bag	OG
Apple Slices, Unsweetened, Canned	100506	6/910 can	Corn, Shred, Low-sodium, Canned	100309	6/910 can	OG
Apple Slices, Unsweetened, Frozen (KGF)	100558	30 lb case	Carrots, Sliced, No Salt Added, Frozen	100352	30 lb case	OG
Applesauce, Unsweetened, Canned (K)	110541	6/910 can	Corn, Whole Kernel, No Salt Added, Canned (K)	100313	6/910 can	ST
Applesauce, Unsweetened, Cups, Shelf Stable	110561	96/4.5 oz cup	Corn, Whole Kernel, No Salt Added, Frozen	100348	30 lb case	ST
Apples, For Processing	110149	Bulk Pounds	Corn, Whole Kernel, No Salt Added, Frozen	111053	12/2.5 lb bag	ST
Apricots, Diced, Cups, Frozen	100261	6/910 can	Mixed Vegetables, No Salt Added, Frozen	111320	6/5 lb bag	ADD'L
Apricots, Diced, Extra Light Syrup, Canned	100216	6/910 can	Peas, Green, Low-sodium, Canned	100315	6/910 can	ST
Blueberries, Wild, Unsweetened, Frozen	100243	30 lb case	Peas, Green, No Salt Added, Frozen	100350	30 lb case	ST
Blueberries, Unsweetened, Frozen	100242	6/3 lb bag	Peas, Green, No Salt Added, Frozen	110793	12/2.5 lb bag	ST
Blueberries, Unsweetened, Frozen	110834	30 lb case	Potatoes, Chopped, No Salt Added, Frozen	110724	30 lb case	OTM
Blueberries, Unsweetened, Frozen	110823	12/2.5 lb bag	Potatoes, Diced, No Salt Added, Frozen	110844	6/5 lb bag	ST
Cherries, Tart, Dried	100299	4/4 lb bag	Potatoes, Oven Fries, Low-sodium, Frozen	100357	6/5 lb bag	ST
Cherries, Tart, Dried, Individual Portions	111443	250/2.5 lb oz bag	Potatoes, Wedges, Fat Free, Low-sodium, Frozen (KGF)	100356	6/5 lb bag	ST
Cherries, Sweet, Pitted, Unsweetened, Frozen (KGF)	110872	12/2.5 lb bag	Potatoes, Wedges, Low-sodium, Frozen (KGF)	100355	6/5 lb bag	ST
Cranberries, Dried, Individual Portions	110773	300/7.18 oz bag	Potatoes, For Processing to Frozen	100506	Bulk Pounds	ST
Mixed Berries (Blueberries, Strawberries), Cups, Frozen	110859	6/4.4 oz cup	Potatoes, For Processing to Dehydrated	110227	Bulk Pounds	ST
Mixed Fruit (Apples, Cherries, Cranberries, Raisins), Dried	110161	5/5 lb bag	Salads, Low-sodium, Canned	100330	6/910 can	OG
Mixed Fruit (Peaches, Pears, Grapes), Extra Light Syrup, Canned	100212	6/910 can	Salads, Low-sodium, Pouch	110186	6/106 oz pouch	OG
Oranges, Fresh	100383	34/39 lb case	Spaghetti Sauce, Low-sodium, Canned	100336	6/910 can	OG
Peaches, Diced, Extra Light Syrup, Canned	100220	6/910 can	Spaghetti Sauce, Low-sodium, Pouch	110177	6/106 oz pouch	OG
Peaches, Diced, Cups, Frozen	100241	96/4.4 oz cup	Spinach, Chopped, No Salt Added, Frozen (KGF)	110425	30 lb case	OG
Peaches, Sliced, Frozen	100239	30 lb case	Sweet Potatoes, Cubes, No Salt Added, Frozen	110562	6/5 lb bag	OG
Peaches, Sliced, Frozen	100238	12/2.5 lb bag	Sweet Potatoes, Corded Cut Fries, Low-sodium, Frozen	110723	6/5 lb bag	OG
Peaches, Sliced, Extra Light Syrup, Canned	100219	6/910 can	Sweet Potatoes, Light Syrup, No Salt Added, Canned	100317	6/910 can	OG
Pears, Diced, Extra Light Syrup, Canned (K)	100225	6/910 can	Sweet Potatoes, For Processing	100995	Bulk Pounds	OG
Pears, Sliced, Extra Light Syrup, Canned	100226	6/910 can	Tomato Paste, No Salt Added, Canned	100317	6/910 can	OG
Pears, Sliced, Extra Light Syrup, Canned	100224	6/910 can	Tomato Paste, For Processing	100332	2850 lb totes	OG
Raspberries, Unsweetened, Individual Portions	100293	144/7.33 oz unit	Tomato Sauce, Low-sodium, Canned	100334	6/910 can	OG
Strawberries, Diced, Cups, Frozen	100256	96/4.4 oz cup	Tomato Sauce, Low-sodium, Pouch	110187	6/106 oz pouch	OG
Strawberries, Sliced, Frozen	100254	30 lb case	Tomatoes, Diced, No Salt Added, Canned	100339	6/910 can	OG
Strawberries, Sliced, Unsweetened, Frozen (KGF)	110860	6/5 lb bag				
Strawberries, Whole, Unsweetened, Frozen (KGF)	110846	6/5 lb bag				

KEY:

- OTM - Other vegetable subgroup
- OG - Other vegetable subgroup
- ST - Starchy vegetable subgroup
- ADD'L - Product credits towards additional vegetables
- For Further Certification Required
- USDA Food for Processing

Note: USDA Foods entitlement may also be used to order a variety of fresh fruits and vegetables for weekly delivery through the USDA DoD Fresh Fruit and Vegetable Program. Contact your State Distributing Agency if you are interested in participating in this program.

*Other USDA Foods found on the Foods Available List can also be used for the processing program.

Reminders

- **Benefits of WBSCM**
 - **Real time data:** Provides up-to-date information on truckload status and the outcomes of ordering rounds, ensuring a clearer understanding of current operations
 - **Entitlement Values:** Displays actual prices once the status is updated to "Purchased," offering accurate financial insights
- **Reports:** Review the Entitlement Bonus/Summary Report and the Requisition Status Report at least monthly to stay informed and manage inventory effectively
- **Inventory Management:** Take ownership of USDA Foods requested from US Foods warehouse
- **Technical Support:** Contact your ESC for any technical assistance needed.

Preparing for SY 2028

- Review Requisition Status Report to begin forecasting for school year 28
- Complete opt-in for DoD participation in school year 2028
- Complete USDA Foods Survey
- Check beginning balance of Planned Assistance Level in Entitlement/Bonus Summary Report in December 2026
- Review which processors you have an awarded bid for in school year 2028 before ordering

Round 1 Processing Diversion Requests

Schools should not be requesting USDA Foods diverted to a processor when bid has not yet been awarded during round 1.

- If you are due for a rebid, it is recommended to focus on direct delivery utilization
- If you are in a renewal year you are safe to make requests as planned.
- If this is currently not your best practice, please reach out to your Cooperative or your schools procurement team to strategize completing the bidding process earlier.

Schools diverting pounds to only find out they do not have an award to draw down has an extremely negative impact on processor inventory.

- This leads to unclaimed inventory at the processor impacting performance.
- This impacts future ordering for the processor as TDA reviews excess inventory and performance metrics of schools.

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To file a program discrimination complaint, a Complainant should complete a Form AD-3027, USDA Program Discrimination Complaint Form which can be obtained online at: <https://www.usda.gov/sites/default/files/documents/USDA-OASCR%20P-Complaint-Form-0508-0002-508-11-28-17Fax2Mail.pdf>, from any USDA office, by calling (866) 632-9992, or by writing a letter addressed to USDA. The letter must contain the complainant's name, address, telephone number, and a written description of the alleged discriminatory action in sufficient detail to inform the Assistant Secretary for Civil Rights (ASCR) about the nature and date of an alleged civil rights violation. The completed AD-3027 form or letter must be submitted to USDA by:

1. mail:

U.S. Department of Agriculture
Office of the Assistant Secretary for Civil Rights
1400 Independence Avenue, SW
Washington, D.C. 20250-9410; or

2. fax:

(833) 256-1665 or (202) 690-7442; or

3. email:

program.intake@usda.gov

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Please take a moment to complete this survey. Your feedback will help us understand how useful this information is for your ordering strategy and provide insights on deliveries to and from your state contracted warehouse.

Questions?

Thank you for attending this webinar today, we hope this will help you with your ordering for the next school year!

We're open to any questions you may have regarding direct delivery and USDA Foods in your region.