



Agricultural Marketing Service
U.S. DEPARTMENT OF AGRICULTURE



Commodity Procurement Program

Opportunities to sell to USDA

Each year, USDA's Agricultural Marketing Service (AMS) purchases approximately \$2-5 billion in American agricultural products. These wholesome, high-quality products feed people around the world through nutrition assistance and humanitarian food aid programs.

What Does AMS Buy?

AMS purchases over 300 different products, in various forms and pack sizes, including:

- Beef, pork, turkey, chicken, fish, seafood, and eggs;
- Fruits, vegetables, beans, and tree nuts; and
- Dairy, grain, and oilseed products

All foods must be grown, harvested, produced, and processed in the United States or its territories. Purchases are primarily full truck loads and/or rail cars for nationwide and international distribution. AMS purchase schedules, solicitations, and commodity food specifications are available at <https://www.ams.usda.gov/selling-food>.

Who Does AMS Buy From?

Vendors come in all shapes and sizes, with about half of AMS contracts being awarded to small businesses. Small businesses include small disadvantaged, women-owned, veteran-owned, service-disabled veteran owned, and those operating in Historically Underutilized Business (HUB) Zones.

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How Will AMS Purchases Benefit You?

Selling food to AMS offers suppliers a rewarding, consistent, and reliable business opportunity. The AMS purchases support critical feeding and nutrition assistance programs across the country and around the world, giving vendors a chance to feed communities while expanding their market reach and diversifying sales. Procurements are frequent, providing businesses with ongoing purchase opportunities. Just as important, payments are made quickly and reliably under the federal Prompt Payment Act. This combination of positive impact, consistent purchasing, and dependable payments makes selling to AMS a smart, stable, and profitable choice for food producers and distributors.

How Do I Become an Approved Vendor?

If you produce any of the products AMS purchases in full truckload or railcar quantities, we'd love to hear from you! Interested companies may review our vendor qualification requirements and approval process by visiting <https://www.ams.usda.gov/selling-food/becoming-approved>. It's not a difficult process, and we'll be there to help you, step-by-step. Learn more on the AMS Commodity Procurement website, <https://www.ams.usda.gov/selling-food/how-process-works>.

Contact Us!

Questions? Contact our new vendor team at NewVendor@usda.gov. For more information about the Commodity Procurement Program, scan the QR code below or visit www.ams.usda.gov/selling-food/becoming-approved

