



USDA Foods: Dairy, Grains and Oilseeds Products Specification Updates

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New Products/Specification Updates

- Seek versatile, high volume products
- Align with commercial manufacturing/performance based practices
- Packaging and labeling - helping customers use the products; perceptions about quality





Products Reviewed 2017

Grains

- Bakery Flour Mix—new pack size and type
- Tortilla – clarify whole grain
- Whole wheat flour – clarify, add white whole wheat
- Oats – clarify “quick cooking” type
- Farina – change package size
- Toasted oat cereal – individual packaging
- Whole grain rich pasta in 1 lb box





Products Reviewed 2017

Oilseeds

- Sunflower seed butter – included Kosher requirement
- Peanut butter - clarify packaging requirements for individual serving

Dairy

- Hi protein yogurt- added peach 4 oz
- sliced cheddar cheese - Continuing market research
- mozzarella cheese - Continuing work on meltability and quality issues





Labeling/Packaging

- FDA defines minimum label information on **primary** packaging:
 - Company name
 - Company/Plant location
 - Food item
 - Ingredient list
 - Allergen declaration





Labeling/Packaging

Where can I find the requirements?

- USDA specifications –include link to FDA
 - 21 CFR 101
- OR
- Solicitation language





Labeling/Packaging

- Additional USDA Foods needs:
 - Nutrition Facts Panel
 - More colorful, “retail” (at least two colors; picture/image)
 - Easy to open
 - Cooking/handling instructions





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	
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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





Looking ahead....

- Lead times for product updates
- How to align with commercial best practices
- What contracting challenges might we encounter?





Summary

USDA Foods: Looking to the future

- **Program priorities**
- **Dietary Guidelines**
- **Adapt to changing markets/customer needs**
- **Monitor trends**





Questions?

