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# Industry Day

## National Food and Beverage Procurement Strategy

February 27, 2018



Public Services and  
Procurement Canada

Services publics et  
Approvisionnement Canada

Canada

# Opening Remarks

- Introduction
- Housekeeping
- Session Format and Agenda





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# Public Services and Procurement Canada

Presented by

**Jeff Schmidt**  
Supply Specialist



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# Industry Day Objective

To seek feedback from industry on the National Food and Beverage Procurement Strategy (NFBPS) including:

- NFBPS Overview & SMART Procurement Approach
- Background on departmental food programs and National Cycle Menus
- Doing business with the Government of Canada
- Next Steps for on-going Engagement



# Background

## 2014

- Initial Food and Beverage review
- Published Strategy on Buy & Sell
- Created commodity categories and award methodology
- Established general procurement practices for food and beverage

## 2017/18

- Engaged government stakeholders
- Developed revised strategy
- Modernizing PSPC procurement practices



# Consolidating and Modernizing PSPC F&B Procurement Practices

- Regional Consolidation
- Canada Post ePost Connect Pilot
- PSPC Food Evaluation Tool
- Environmental Considerations and Social Procurement



# Smart Procurement Approach

- Early Engagement
- Effective Governance
- Independent Advice
- Benefits for Canadians



# National Expenditures by Commodity

Commodity Category	Value
Meat, Poultry & Fish	\$33.2M
Dairy (Milk, Cheese, Eggs)	\$23.2M
Miscellaneous Groceries (Dry and Frozen)	\$31.2M
Fruits & Vegetables	\$7M
Bread & Bakery Products	\$4M
Beverages (Pop, water, coffee)	\$2M
<b>TOTAL</b>	<b>\$100.6M</b>





# National Expenditures by Region

REGION	FY 2016/2017	%
Atlantic Region	\$22M	22%
Québec Region	\$17.2M	17%
Ontario Region	\$26.2M	26%
Western Region	\$22.6M	22%
Pacific Region	\$12.6M	13%
<b>TOTAL</b>	<b>\$100.6M</b>	



# National Expenditures by Client Department

Department	FY 2016/17
Department of National Defence	\$61.7M
Correctional Service Canada	\$31.3M
Department of Fisheries & Oceans (Canadian Coast Guard)	\$7.6M
<b>Total</b>	<b>\$100.6M</b>





# Strategic J4 Food Services

Guy St. Cyr







# Types of Feeding

- **Fresh Feeding** - Minimum Operational Performance Feeding Standard – Domestic and Deployed
  - Cafeteria, Dispersed (Hot meals/Box Lunches), Field feeding, Shipboard feeding and Flight feeding
- **Combat Rations - NATIONAL COMBAT RATIONS PROGRAM (NCRP)**





# Fresh Feeding- FOOD SERVICES STANDARDS

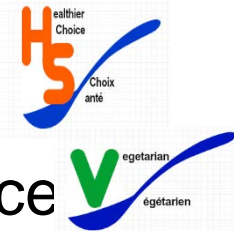
- Minimum Operational Performance Feeding Standard – Domestic and Deployed
  - Standard Meal Entitlement Pattern
  - Standard Meal Item Availability Tables
  - Portion Size Standards
- National Standardized Cycle Menu
- Food Quality Specifications (FQS)





# National Standardized Cycle Menu

- 1st entrée choice is to be a healthier choice;
- 2nd entrée is to be a vegetarian protein choice;
- 3rd entrée is local unit's choice;
- 2 starch items, one (1) of which must be whole grain containing 2 g of fiber (and be low in fat and sodium) offered daily; and
- 1 dark and 1 orange vegetable offered daily.







# FQS Example - Meat cuts and NSCM items

Any items listed in this Food Quality Specification that are **bolded and in brown** are part of the current **National Standard Cycle Menu (NSCM) Standing Offer**. Other items that are not on the NSCM but are on the Standing Offer **may not be listed in brown**.

Cut	CMC <sup>18</sup> #	CFIA <sup>19</sup> #	NAMI <sup>20</sup> #	Description <sup>21</sup>
				not exceed 30 percent.
<b>Regular Ground Beef</b>	136	136	136	<u>not</u> more than 30% fat (70% chemical lean).
<b>Medium Ground Beef</b>	136	136	136	<u>not</u> more than 23% fat (77% chemical lean).
<b>Lean Ground Beef</b>	136	136	136	<u>not</u> more than 17% fat (83% chemical lean).
<b>Extra Lean Ground</b>	136	<b>136C</b>	136	<b>This item is as described in Item No. 136 except that the fat content shall not exceed 10 percent. Additional ingredients may be</b>



# Portion Size

- Portion Sizes- In accordance with Canada's Food Guide
- Standard not in accordance with commercial packaging of individual portions
- Milk, yogurt, cereal, cheese- box lunches
- Bread- Static
- Non compliant bidding – SO

# CORRECTIONAL SERVICE CANADA

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# CORRECTIONAL SERVICE CANADA

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PACIFIC REGION	PRAIRIE REGION	ONTARIO REGION	QUEBEC REGION	ATLANTIC REGION
Fraser Valley Institution	Bowden Institution	Bath Institution	Archambault Institution	Atlantic Institution
Kent Institution	Drumheller Institution	Beaver Creek Institution	Federal Training Centre	Dorchester Penitentiary
Matsqui Institution	Edmonton Institution	Collins Bay Institution	Cowansville Institution	Nova Institution
Mission Institution	Grande Cache Institution	Grandvalley Institution	Donnacona Institution	Springhill Institution
Pacific Institution	Regional Psychiatric Centre	Millhaven Institution	Drummond Institution	Shepody Healing Centre
William Head Institution	Saskatchewan Penitentiary	Warkworth Institution	Joliette Institution	
Kwikwexwelhp Healing Village	Pe Sakastew Centre	Joyceville Institution	La Macaza Institution	
Mountain Institution	Stony Mountain Institution		Port-Cartier Institution	
	Willow Cree Healing Lodge		Regional Mental Health Center	
	Okimaw Ochi Healing Lodge		Regional Reception Center	
	Grierson Institution			



# CORRECTIONAL SERVICE CANADA

CHANGING LIVES. PROTECTING CANADIANS.

Meal distribution and operations vary from institution to institution. However, the standards for delivery and handling of food are the same everywhere. CSC uses four meal distribution methods:

- cafeteria
- tray
- bulk
- small group meal preparation





# CORRECTIONAL SERVICE CANADA

CHANGING LIVES. PROTECTING CANADIANS.



Cycle	22 - Week 4 Monday	23 - Week 4 Tuesday	24 - Week 4 Wednesday	25 - Week 4 Thursday	26 - Week 4 Friday	27 - Week 4 Saturday	28 - Week 4 Sunday
Diet	[S]	[S]	[S]	[S]	[S]	[S]	[S]
D	Peanut Butter	Scrambled eggs	Peanut Butter	Oatmeal	Scrambled eggs	Peanut Butter	2 Hard boiled eggs
E	Oatmeal	Bran flake cereal	Cream of wheat	Skimmed milk	Skimmed milk	Oatmeal	Crisped rice cereal
J	Skimmed milk	Skimmed milk	Skimmed milk	French toast	Bran cereal	Skimmed milk	Bran cereal
E	Banana flax seed muffin	2 Whole wheat toast	Whole wheat toast	Hot beverage	Skimmed milk	2 Whole wheat toast	Skimmed milk
U	Hot beverage	2 Margarine	2 Margarine	Banana*	2 Whole wheat toast	2 Margarine	2 Whole wheat toast
N	Cantaloupe*	Strawberry jam	Strawberry jam	Syrup, Pancake	2 Margarine	Strawberry jam	2 Margarine
E	2 Sugar, White, granulated	Hot beverage	Hot beverage	Sugar, White, granulated	Strawberry jam	Hot beverage	Hot beverage
R		Orange*	Honeydew melon*	Sugar, Brown	Hot beverage	Banana*	Mandarin*
		Ketchup	Sugar, Brown	Black pepper	Apple*	Sugar, White, granulated	2 Sugar, White, granulated
		2 Sugar, White, granulated	Sugar, White, granulated		Ketchup	Sugar, Brown	Black pepper
		Black pepper			2 Sugar, White, granulated		
					Black pepper		
Diet	[S]	[S]	[S]	[S]	[S]	[S]	[S]
D	Soup, Curry and vegetable - FK	Soup, Alphabet vegetable - FK	Soup, Red lentil Vegetable - FK	Soup, tomato - FK	Soup, Beet and Cabbage - FK	Soup, Mushroom - FK	Soup, Carrot - FK
T	Salmon salad sandwich	Greek chicken pita wrap	Beef burger	Grilled cheese sandwich	Casseroles, Rotini Ham - FK	2 Hot dog weiner	Tuna Noodle Casserole -FK
N	Red cabbage slaw	Roasted potato wedges	Roasted potato wedges	Bean salad	Peas	Roasted potato wedges	Celery sticks
E	Apple Sauce*	Zucchini spears	Carrot slaw	Celery sticks	Green pepper sticks	Coleslaw, Vinaigrette	Pineapple*
R	Skimmed milk	Pineapple*	Applesauce	Orange*	Apple Sauce*	Orange*	Skimmed milk
	Black pepper	Skimmed milk	Skimmed milk	Skimmed milk	Skimmed milk	Skimmed milk	Whole wheat bread
		Black pepper	Ketchup	Black pepper	Black pepper	2 Hot Dog Bun - Whole Wheat	Margarine
			Mustard			Ketchup	Black pepper
			Relish			Mustard	
			Black pepper			Relish	
						Black pepper	
Diet	[S]	[S]	[S]	[S]	[S]	[S]	[S]
S	Chicken Cacciatore - FK	Penne and meat sauce -FK	Pork Stew & vegetable - FK	Salisbury steak	Beef Taco- FK	Curried Chicken - FK	Roast Beef - FK
O	Rice	Caesar salad	Potato, Steamed	Sauce, Beef Gravy - FK	Spanish rice	Rice	Sauce, Beef Gravy - FK
U	Corn	Casear salad dressing	Mixed green salad	Mashed potato	Lettuce, bok choy and romaine salad	2 Mixed vegetables	Baked potato
P	Mixed green salad	Mandarin*	French salad dressing	Carrot	Casear salad dressing	Tossed salad	Turnip and carrot
E	French salad dressing	Hot beverage	Oatmeal cookies	Mixed green salad	Pear*	Italian salad dressing	Mixed green salad
R	Jell-O	Skimmed milk	Hot beverage	Pineapple*	Hot beverage	Chocolate pudding	French salad dressing
	Hot beverage	Sugar, White, granulated	Skimmed milk	Hot beverage	Skimmed milk	Hot beverage	Apple*
	Skimmed milk	Black pepper	Skimmed milk	Skimmed milk	Sugar, White, granulated	Skimmed milk	Hot beverage
	2 Whole wheat bread		2 Whole wheat bread	Whole wheat bread	Black pepper	Whole wheat bread	Skimmed milk
	2 Margarine		2 Margarine	Margarine		Margarine	2 Whole wheat bread
	Sugar, White, granulated		Sugar, White, granulated	Sugar, White, granulated		Sugar, White, granulated	2 Margarine
	Black pepper		Black pepper	Black pepper		Black pepper	Sugar, White, granulated
							Black pepper



# CORRECTIONAL SERVICE CANADA

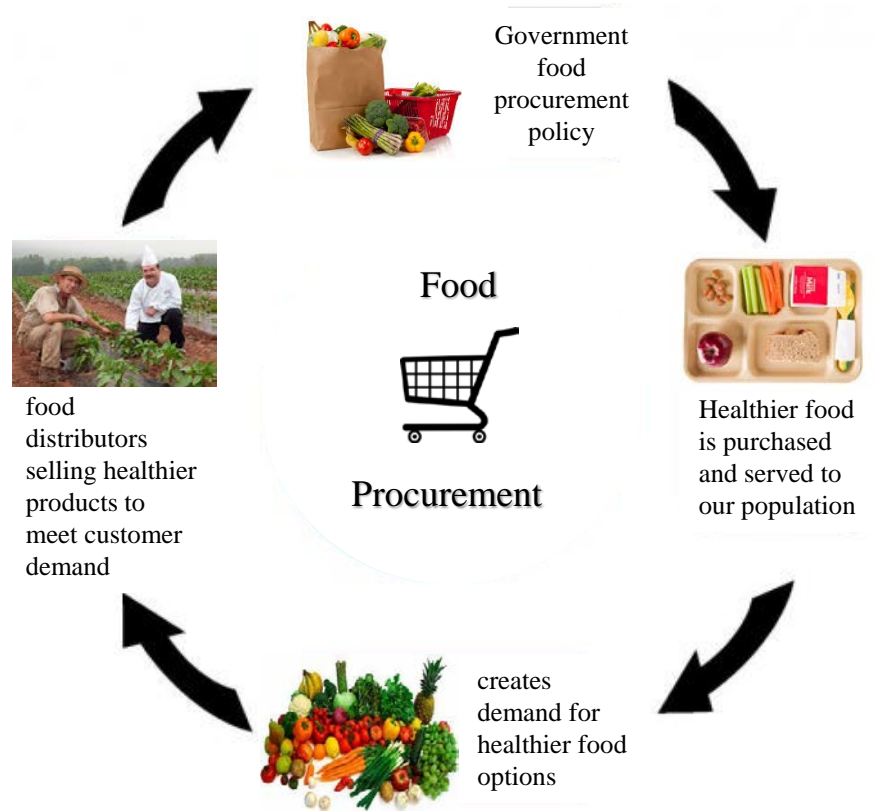
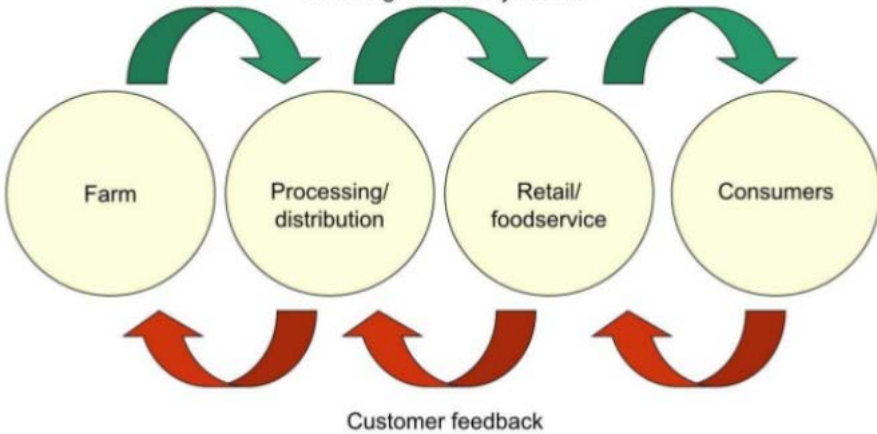
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## Product Specification for the food Industry



## Traceability

Marketing food safety culture





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# Department of Fisheries and Oceans – Canadian Coast Guard

Presented by

**Randy Lyons**  
A/Operations Analyst



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# CANADIAN COAST GUARD

- Department Overview
  - 65 Vessels
  - 40 Stations
  - 2400 Personnel
  - 1000 Supernumeraries
  - One College in Sydney, NS



# CANADIAN COAST GUARD

- Largest vessels spend summers in Arctic
- Most Stations close during winter (except Western)



# CANADIAN COAST GUARD

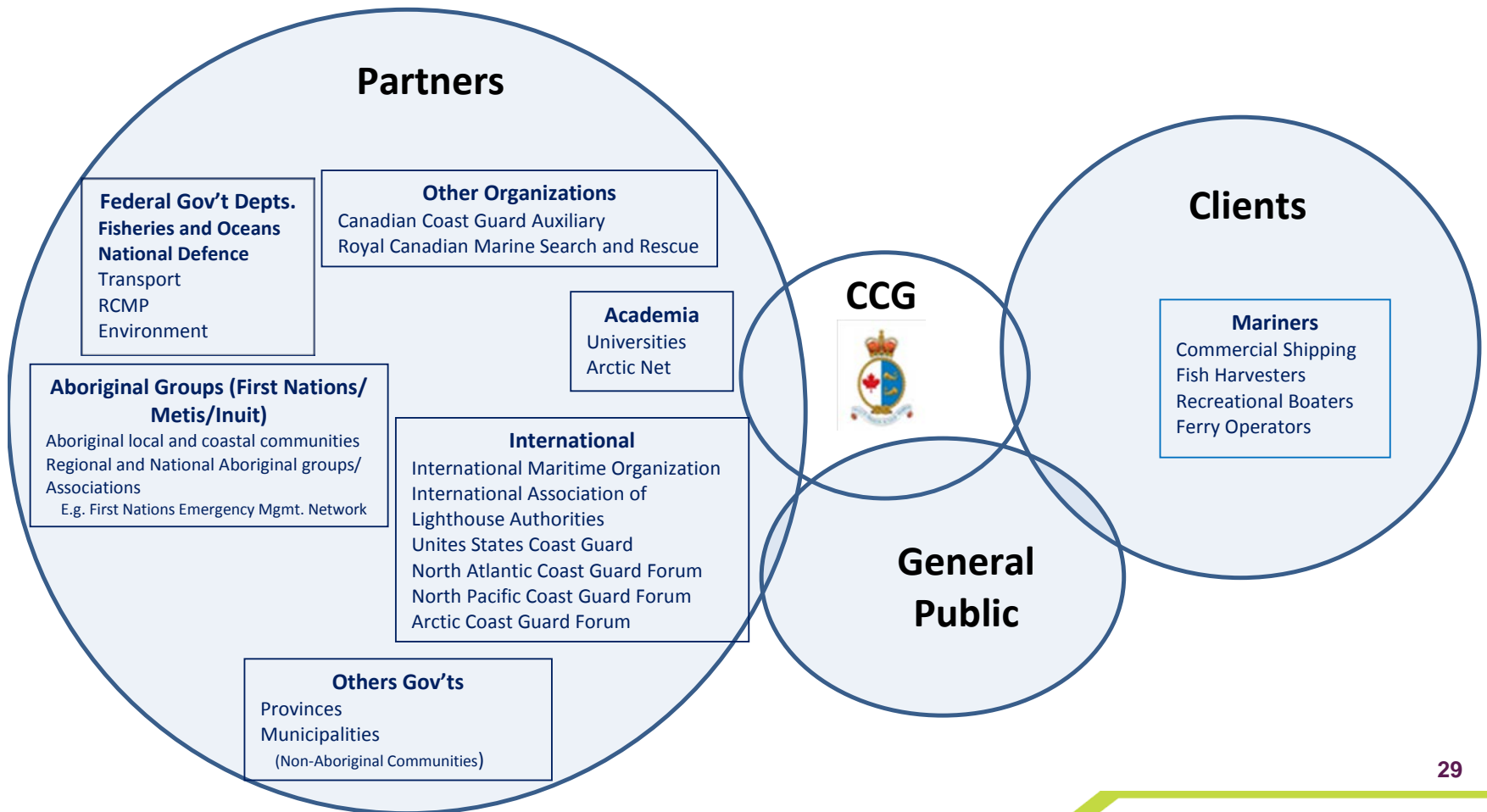
- Menus
  - No cycle menu
  - Cooks determine menu
  - Menus are based on crew:
    - Preferences
    - Medical diets
    - Seasons

# CANADIAN COAST GUARD

- Case lots are not suitable for most vessels
- Stations order directly from grocery stores



# CANADIAN COAST GUARD





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# Office of Small and Medium Enterprise

Presented by

Menelaos (Manny) Argiropoulos Chief, SME Stakeholder Engagement



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# Office of Small and Medium Enterprises

- OSME was created to support small and medium enterprises through the federal procurement process.
- Role is to engage, assist and inform SMEs on how to sell goods and services to the Government of Canada.
- OSME will work to reduce barriers to ensure fairness in the process.



# Contracting with the Government of Canada

- Public Services and Procurement Canada (PSPC) is the main procurement arm of the federal government.
- It is important that all procurement activities be conducted in an open, fair and transparent manner, and that all suppliers have an equal chance at doing business with us.
- Federal laws and regulations as well as Treasury Board of Canada policies guide the Government of Canada's procurement process.





# Registering in the Supplier Registration Information System

- You will require a Procurement Business Number (PBN) in order to receive payment from PSPC.
- A PBN will be supplied to you through the registration process in the [Supplier Registration Information](#) (SRI) System.
- Refer to registration information on [Buyandsell.gc.ca](http://Buyandsell.gc.ca)



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# Open Data on Buyandsell.gc.ca

- Under the Procurement Data section:
  - Contract history,
  - Current Standing Offers and Supply Arrangements
- Knowing what buyers have bought in the past and which companies have been successful selling to them can be very useful as you develop your business strategy.



# OSME Contact Information

**Buyandsell.gc.ca**

**Atlantic Region – Halifax**

Telephone: 902-426-5677

Facsimile: 902-426-7969

[osme-bpme-atl@pwgsc-tpsgc.gc.ca](mailto:osme-bpme-atl@pwgsc-tpsgc.gc.ca)

**Québec Region – Montréal**

Telephone: 514-496-3525

Facsimile: 514-496-5891

[QueBPME.QueOSME@tpsgc-pwgsc.gc.ca](mailto:QueBPME.QueOSME@tpsgc-pwgsc.gc.ca)

**Western Region – Edmonton**

Telephone: 780-497-3601

Toll free: 1-855-281-6763

Facsimile: 780-497-3506

[osme-bpme-wst@pwgsc-tpsgc.gc.ca](mailto:osme-bpme-wst@pwgsc-tpsgc.gc.ca)

**National Infoline: 1-800-811-1148**

**Ontario Region – Toronto**

Telephone: 416-512-5577

Toll free: 1-800-668-5378

Facsimile: 416-512-5200

[ont.bpme-osme@pwgsc-tpsgc.gc.ca](mailto:ont.bpme-osme@pwgsc-tpsgc.gc.ca)

[www.pwgsc.gc.ca/ontario/osme](http://www.pwgsc.gc.ca/ontario/osme)

**National Capital Region – Gatineau**

Telephone: 819-953-7878

Facsimile: 819-956-6123

[RCNBPME.NCROSME@tpsgc-pwgsc.gc.ca](mailto:RCNBPME.NCROSME@tpsgc-pwgsc.gc.ca)

**Pacific Region – Vancouver**

Toll free: 1-866-602-0403

Facsimile: 604-775-7395

[osme-bpme-pac@pwgsc-tpsgc.gc.ca](mailto:osme-bpme-pac@pwgsc-tpsgc.gc.ca)



# Question and Answers

For one-on-one meetings or general food and beverage questions please contact:

Jeff Schmidt, Supply Specialist

National Food and Beverage Commodity Lead

905-615-2058

[jeff.schmidt@pwgsc-tpsgc.gc.ca](mailto:jeff.schmidt@pwgsc-tpsgc.gc.ca)



# Next Steps for on-going Engagement

- One-on-one meetings with all national food leads from each department via WebEx or in-person at our PSPC Toronto or Mississauga offices
- Industry participation in the [online survey](#)
- Publishing of revised strategy

