MILITARY RATIONS

Individual and group rations

How to participate in this market

INDIVIDUAL RATIONS

- MRE
- HALAL AND KOSHER
- HDR
- TOTM
- FSR
- MCW/LRP
- MARC

Note: There are many types but will use MRE as the example

MRE DESCRIPTION

- Specifications
  - Shelf life: THREE YEARS @ 80 degrees. Validated by Natick

    Characteristics: War-stopper Item/Limited size of package/3000 calories and TASG nutrients/fits in uniform/24 menus/IMPROVED ANNUALLY
  - **Properties:** Outer meal bag key limiter/rough handling test/ air drop test/water and bug resistant/easy to open

Rations

- This data comes from specifications and all rations have detailed specifications
- You must meet ALL specification elements for your items
- Shelf life can be increased by packaging
- Give the government EXACTLY what it wants

WHERE IS TECH DATA??

- Government websites:
- DLA-TS: (www.dscp.dla.mil) Supply Chain/Subsistence/ OPRATS/click on ration for components/specs/point of contact
- Quartermaster School: (www.quartermaster.army.mil/jccoe)JCCoE/ Rations
- Natick: (www.nsrdec.natick.army.mil) combat feeding
- What to offer to whom?
  - Current MREs: Three assemblers
  - Future MREs: Judy Aylward and Jeannette Kennedy (NATICK) & Rick Byrd and Dave Staples (JCCoE)

Key Folks to Contact

- Army: Rick Byrd, alphozo.byrd@us.army.mil
  Tel: 804-734-3366
  David Staples, david.staples2@us.army.mil
  Tel: 804-734-3007
- Natick: Jeannette Kennedy, jeannette.kennedy@us.army.mil
  Tel: 508-233-5998
  Judy Aylward, judith.marie.aylward@us.army.mil
  Tel: 508-233-4448
- Industry:
  - AmeriQual Group
  - The Wornick Co.
  - SOPAKCO

Time Frames

- 18-24 months prior to 1 October xxxx
  - New items to Natick and JCCoE
- 18 months prior to 1 October xxxx
  - Government field test to evaluate all items
- 9-12 months prior
  - Test results announced
  - Government approval needed/spec developed
- 4-8 months prior: Assemblers need new items

Summary

- Questions on individual rations?

Group Rations

- UGR Family: These rations are group rations which means military are eating together
- There are MANY types of these rations for all possible situations
  - Heat and Serve/E/Arctic/A/B

Each one has DIFFERENT shelf life and packaging differences

UGR Generic Description

- Boxed ration with all needed items to feed 50
- Made up of commercially available items
- 18 month shelf life
- “A” includes perishable items
- Shipped to a prime vendor who distributes

Where is Tech Data?

- Same locations as MRE
- www.dscp.dla.mil has easiest access and ALL UGR details and item specifications
- All assemblers have all detailed data

Key Folks to Contact

- Assemblers:
  - The Wornick Co.
  - AmeriQual Group
  - Labatt Foodservice

  - GOVERNMENT:
    - Rick Byrd and Dave Staples
    - Natick: Sue Harrington (susan.harrington@us.army.mil)
      Tel: 508-233-4502

Time Frames

- 12-18 months prior to 1 October
  - New items to government
- 12-16 months prior to 1 October
  - Field tests to evaluate all items
- 9-12 months prior to 1 October
  - Test results announced and government approval
- 4-6 months prior to 1 October
  - Assemblers purchase items

UGR Summary

- Assemblers can buy from any supplier if items meet or exceed standard
- Large quantities annually, but numbers vary greatly by month
- Cost of item/serving is an important decision point
- The government assembles and purchases items for the UGR Heat and Serve

Questions on UGR

Good time to ask questions???

Selling to Dining Halls

- These are NOT rations but food service type items appropriate for cafeteria type operations

- Three situations
  - US Subsistence Prime Vendors
  - Outside US Subsistence Prime Vendors
  - Special Menus: CONOPS/Emergency Feeding

US Prime Vendors

- SPV have exclusive customers
- Military can request any items at minimum numbers
- SPV would prefer NOT to see you or your items
- DLA-TS has suspended contracts with SPV but you need an aggressive food service contact

OCONUS Prime Vendors

- Master Pricing Agreements are the key
- DLA-TS approves MPAs
  - John Steenberge (215-737-7445)
- Need to deal with a freight forwarder and GTS
- Special locks and seals vary by contractor
- Largest business with Iraq and Afghanistan

CONOPS Menu/ Emergency Feeding

- CONOPS:
  - ARMY runs program for unique and most desirable items for war areas
  - ARCENT and JCCOE must approve
  - Changes made once per year

EMERGENCY FEEDING:

- Hurricanes, floods, natural disasters

- DLA-TS issues contracts to listed firms

Get listed firms to see if your items work

QUESTIONS

- This is the BEST Time to ask questions!
- We are finished now!