



Trump Expands 'Buy American' Requirements to Agency Procurements

By: Charles Clark
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President Trump on Thursday added details to his earlier "Buy American" push with a new executive order instructing all agencies to "maximize the use of iron and aluminum as well as steel, cement, and other manufactured products produced in the United States in contracts, sub-contracts, purchase orders, or sub-awards."

The directive to agency heads builds on an April 2017 "Buy American and Hire American" executive order issued at a time when the Trump administration was expected to press for a major boost in infrastructure construction, which has yet to materialize.

"It is the policy of the executive branch to maximize, consistent with law, the use of goods, products, and materials produced in the United States, in federal procurements and through the terms and conditions of federal financial assistance awards," the order says, changing the previous term "federal grants" to "federal financial assistance."

Within 90 days, the head of each agency administering a covered program shall "encourage," consistent with the law, recipients of federal financial assistance to use, "to the greatest extent practicable, iron and aluminum as well as steel, cement, and other manufactured products produced in the United States in every contract, subcontract, purchase order, or sub-award that is chargeable against such federal financial assistance award."

Within 120 days, each agency head is to identify any "tools, techniques or conditions that have been used" and report those, along with a planned strategy, to the president and the U.S. Trade Representative.

Covered programs include those involving "alteration, construction, conversion, demolition, extension, improvement, maintenance, reconstruction, rehabilitation, or repair of an infrastructure project in the United States," the order said.

Notably, the order's definition of infrastructure, besides the usual highways, roads, bridges, airports, storm sewers and pipelines, includes "cybersecurity; and any other sector designated through a notice published in the Federal Register by the Federal Permitting Improvement Steering Council."

Would you like to have your business featured in our upcoming PTAC Newsletters?

[4 Questions with PTAC](#)

1. How long have you been in business?
2. Tell us about your business product?
3. How has PTAC assistance impacted your business?
4. Do you have any advice for businesses new to government contracting?

Our upcoming newsletters will have a new featured business section. If you would like to respond as part of the PTAC community, please send an email to:

Are Your SAM and SBA Profiles Optimized?

In addition to helping you determine your small business size status, your local PTAC can also help you optimize your SAM and SBA profiles in many ways including:

1. Ensuring that you are listing all the right NAICS codes for your business;
2. Helping you choose product service codes (PSC) related to your vendor profile;
3. Providing guidance on adding and updating keywords in your SBA Profile;
4. Offering guidance on how to develop and populate a good capabilities narrative;
5. Counseling you on how to populate performance history and references within your SBA profile effectively;
6. Ensuring that your profile's website link is formatted correctly so that it leads buyers to your website when they click it.

You want to ensure that your profiles are optimized so that when Federal buyers and prime contractors use the SAM and SBA databases to search for small businesses to invite to opportunities, they can find your profile in the search results. And better yet, you want your profile to grab their attention and spark their interest in your business and what you can do for them. Schedule a meeting with your PTAC counselor for your profile tune-up.

Random Facts Government Candy Procurement

Necco Wafers were shipped to battlefields during the Spanish-American War and during World War I.

In 1917, the U.S. government bought one entire year's production of Necco Wafers and packed them into soldiers' ration packs.

Why Necco Wafers? Because the product is nearly indestructible: It has a two-year shelf life and it's not subject to heat or cold.

Or as a more recent Wall Street Journal article puts it, "Necco wafers have been around since before the Civil War - and plenty of detractors would argue they taste like it, too."

Save the Date - April 25-26, 2019! DoD New England Region Matchmaker

New England Region Matchmaker registration coming soon!

The annual Department of Defense Northeast Regional Council Matchmaker is planned for April 25-26, 2019 at the DoubleTree by Hilton in Portland, ME.

This event is an excellent opportunity to gain face time with federal agency and prime contractor buyers. This event only happens once a year so be sure to save this date on your calendar now!

Upcoming Webinars

The PTAC subscribes to Govology, a Government Contracting webinar service and our subscription benefits you!

Getting Started in the Government Marketplace February 7, 2019 1:00-2:30pm

This course is designed for new firms taking their first steps in the

government marketplace. In this course, you will learn how to use market research to zero in on your target agencies, and select the right NAICS codes and Product Service codes to optimize your positioning as a contractor. ...

Government Contracting Ethics

February 14, 2019 1:00-2:30pm

When it comes to ethics, federal government contracting is very different than the commercial world. Give a commercial client a gift, and it's probably a good thing; try the same with your Contracting Officer and you may be accused of bribery or illegal gratuities.

Who Buys What You Sell- A Step By Step Process

February 28, 2019 1:00-2:30pm

Identifying who buys, how much, and how often is called "Propensity" - and helps you figure out who to target. Many consultants charge anywhere from \$3K to \$5K to do what this webinar will teach you in an hour. We will walk through an extensive, step-by-step process so that you can perform this research on your own as often as you like.

If you are interested in watching any of the Govology Webinars please contact your PTAC counselor for login information.

Upcoming Workshop

Proposal Preparation

Wednesday, March 20, 2019 9:00am - 11:00am
RI Commerce Corporation
315 Iron Horse Way, Suite 101, Providence, RI

- Prepare a narrative response to a competitive Solicitation/Request for Proposal (RFP) from a government agency
- Learn to identify the important facets of a competitive Solicitation/RFP that includes pricing, statements of work, proposal requirements and evaluation criteria.
- Recognize the differences between "best value" and "low cost, technically acceptable" evaluations and best practices to achieve optimum results.

This workshop is recommended for those with less than 3 years of federal government contracting experience.

Register at : <https://riptac.ecenterdirect.com/events>

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