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# Vendor Mail

..... Vendor Updates

First Quarter 2019



## Application Period for New Vendors

The application submission period for new vendor authorization is now open as of October 1, 2018 to December 31, 2018.

Please visit the program website: <https://dph.georgia.gov/vendor-application-and-forms> to review selection criteria and retrieve documents to correctly complete an application. To avoid delays with processing your application, please ensure that all submitted documentation is complete and accurate.

Georgia WIC has two (2) open application periods during each Federal Fiscal Year (FFY):

- **Period 1: Oct. 1 – Dec. 31**
- **Period 2: March 1 – May 31**

\*All applications must be postmarked within the designated application period to be processed.



# Re-Authorization for Vendors with Two-Year and Three Year Agreements

**Two-year and three-year agreements will expire on September 30, 2019.** To continue to participate in the Georgia WIC Program as an authorized vendor, the following requirements must be completed:

1. A submission of a completed Vendor Authorization Application with the required supporting documentation.
2. Attend a Georgia WIC Program Re-Authorization Training Session.
3. Complete and Pass All Post-Training Requirements.

The following web links will assist with the re-authorization process:

[Required Documents Checklist](#)  
[Vendor Application and Instructions](#)

Next Vendor Agreement Periods are as follows:

## Non-Corporate Vendors

2-Year Agreement Holders will be authorized for the Agreement Period of October 1, 2019 to September 31, 2021.

## Corporate Vendors

3-Year Agreement Holders will be authorized for the Agreement period of October 1, 2019 to September 31, 2022.

Please contact your Vendor Relations Consultant for technical assistance.

## Vendor Stamps

### Do's

- Report lost or stolen stamps immediately.
- Return damaged stamps to Georgia WIC.
- Refill the removable pad using only **water based black** liquid ink.
- Contact the Vendor Relations Unit at (404) 657-4470 for a replacement stamp.

### Don'ts









- Do not use any stamp that was not provided by Georgia WIC— if used, your store will not be paid for the voucher and will be terminated.
- Do not reproduce the vendor stamp. If the vendor stamp is reproduced, your store will be **terminated**.





# Infant Formula Update

New Georgia WIC Contract Formula Provider- Mead Johnson as of October 29, 2018

	Milk Based	Soy Based	Lactose Reduced	Rice Added
<b>Gerber</b> Nestle Nutrition				
	Gentle	Soy	Soothe	Non-Contract Enfamil AR
Transitions to:	↓	↓	↓	↓
<b>Enfamil</b> Mead Johnson				
	Enfamil Infant	Enfamil Prosoabee	Enfamil Gentlease	Enfamil AR

## Enfamil Infant (Milk-based)



### Enfamil Infant is available in:

- 12.5 oz. can powder
- 13 oz. can concentrate
- 32 oz. bottle ready to use

## Enfamil ProSobee



### Enfamil ProSobee is available in:

- 12.9 oz. can powder
- 13 oz. can concentrate
- 8 oz. bottle ready to use (6-pack)

## Enfamil Gentlease (Milk-Based/Lactose Reduced)



### Enfamil Gentlease is available in:

- 12.4 oz. can powder only

## Enfamil A.R. (Milk-Based/Rice Starch)



### Enfamil AR is available in:

- 12.9 oz. can powder
- 8 oz. bottle ready to use (6-pack)

# Infant Formula Update Cont'd

There are Enfamil brand formulas, with similar names as the contract formulas, that are not approved. Premium labeled brands for standard milk based and soy Enfamil formulas, including Enfamil Premium Infant, Enfamil Premium Gentlease, Enfamil Premium Toddler Transitions, EnfaGrow Toddler Next Steps, Enfamil NeuroPro Infant and, Enfamil NeuroPro Infant are not approved for WIC.

WIC Contract Approved	NOT WIC Contract Approved
Enfamil Infant	<ul style="list-style-type: none"><li>• Enfamil Premium Infant</li><li>• Enfamil NeuroPro Infant</li></ul>
Enfamil Gentlease	<ul style="list-style-type: none"><li>• Enfamil Premium Gentlease</li><li>• Enfamil NeuroPro Gentlease</li></ul>
EnfaGrow Toddler Transition	<ul style="list-style-type: none"><li>• EnfaGrow Premium Toddler Transitions</li><li>• EnfaGrow Toddler Next Steps</li></ul>



## Reminders:

- **All** vendors are required to purchase infant formula directly from a WIC approved supplier or manufacturer included on a list provided by the Georgia WIC Program.
- **All** authorized WIC Stores are permitted to redeem vouchers for [Special Infant Formula and Medical Foods \(Nutritionals\)](#).

# Minimum Inventory for Contract Infant Formula

Each vendor is required to daily stock and maintain the minimum inventory of approved WIC foods as well as a substantial amount of non-WIC foods. This is a vital measure to ensure compliance with the WIC Program guidance and policies.

- The inventory must be in the store, or either in the store's stockroom.
- WIC minimum inventory must be within the manufacturer's expiration dates during the application process, including the pre-authorization visit, for the following WIC approved food items: milk, eggs, infant formula, and any potentially hazardous foods (meaning foods with time and/or temperature controls for the safety of the product) that are labeled **"Keep Refrigerated"**.
- Expired foods do not count toward minimum inventory and are sufficient grounds for denying the application.

Failure to stock the required inventory of any WIC food item will result in a CATEGORY I VIOLATION which could lead to disqualification. Click [Sanctions and The Sanction System](#) for more information.

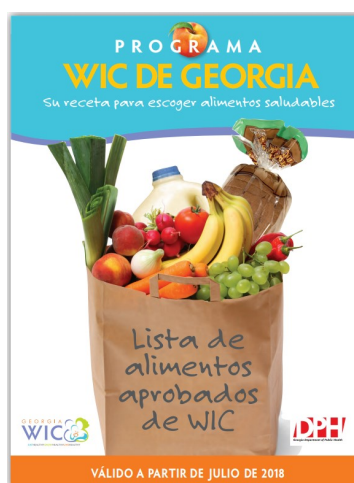
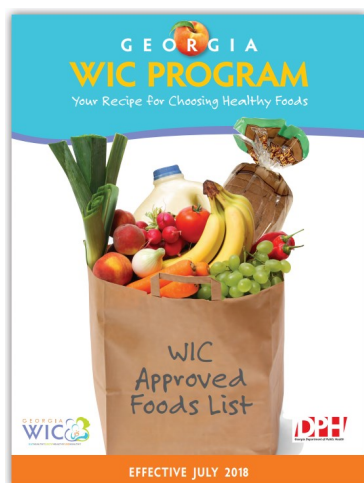
## Infant Formula Minimum Inventory Requirements Effective November 16, 2018:

INFANT FORMULA	Enfamil AR	12.9 oz. can powder	If not in stock already must be ordered upon request.	<input type="checkbox"/>
		8 fl. oz. bottle RTU	If not in stock already must be ordered upon request.	
	Enfamil Infant (milk based)	12.5 oz. can powder	12 cans	<input type="checkbox"/>
		32 fl. oz. bottle RTU	If not in stock already must be ordered upon request.	
		13 fl. oz. can concentrate	If not in stock already must be ordered upon request.	
	Enfamil ProSobee (soy based)	12.9 oz. can powder	6 cans	<input type="checkbox"/>
		8 fl. oz. bottle RTU	If not in stock already must be ordered upon request.	
		13 fl. oz. can concentrate	If not in stock already must be ordered upon request.	
	Enfamil Gentlelease (lactose reduced)	12.4 oz. can powder	6 cans	<input type="checkbox"/>

**\*Required minimum inventory is not a reflection of participant demand. Your attentiveness to have stock on hand on each category is greatly appreciated.**

# WIC Approved Foods: New WIC Approved Foods Brochures

The [WIC Approved Foods list](#) was updated effective July 16, 2018. New brochures are now available in English and Spanish through the Vendor Relations Unit.



## Revision to the WIC Approved Foods List - Effective July 2018

Added	Removed
<p><b>Yogurt Brands:</b> Activia, Dannon, Oikos, Yoplait, GoGurts, GoGurts XL, Go Big, Great Value, Kroger, Chobani, Crowley, Noosa, LaYogurt, Best Choice, Cabot, Essential Everyday, Food Club, LaLa, Nostimo, SEGrocers, Coburn Farms, Morning Fresh, and Food Lion</p> <p><b>Whole Wheat Pasta Brands:</b> Barilla, Essential Everyday, Food Club, Gia Russa, Great Value, Hodgson Mill, Kroger, Publix, Racconto, Ronzoni Healthy Harvest, and Shurfine</p> <p><b>Gerber 2nd Foods:</b> Carrot, Pear &amp; Blackberry; Squash, Apple &amp; Corn; Sweet Potato, Apple &amp; Pumpkin; Pumpkin Banana</p> <p><b>Beech Nut Just Naturals Stage 2:</b> Just mango</p>	<p><b>Cereals:</b> Go Diego Go, Dora the Explorer, Rice Krispies Gluten Free, and Alpha-Bits</p> <p><b>Infant Cereals:</b> Kroger Comforts Rice and Oatmeal infant cereal</p> <p><b>Beech Nut Naturals:</b> Just sweet corn, kale &amp; spinach; just mango, kiwi &amp; papaya; just raspberry, apple &amp; beets; just pear, raspberry &amp; asparagus; just pineapple, kale, apple &amp; carrot; corn, pear &amp; pineapple; bananas (stage 2); just carrot, sweet corn, garbanzo bean; just apple &amp; aronia berry; just apple &amp; zucchini; just apple, berry &amp; black bean; just apple &amp; red bean; sweet potato, orange &amp; pineapple; just apple &amp; kiwi; carrot, broccoli &amp; strawberry</p> <p><b>Beech Nut Naturals:</b> Stage 3</p> <p><b>Beech Nut Classics:</b> Apricot, pear &amp; apple; sweet corn casserole; banana &amp; mixed berry; apple &amp; cherry</p>



# Compliance Corner

- Provide at least twenty-one (21) day advance written notice of the effective date of any changes, including:
  - Change in ownership
  - Closure of business
  - Change of address or location
  - Change of business operations
- Minimum inventory items must be maintained at **all times** to guarantee availability of WIC inventory selected for WIC participants.
- Expired foods **do not** count towards the required minimum inventory and **will not** be considered during the pre-authorization process or during the agreement period.
- Please review all warning notices carefully and take corrective action in a timely manner.
- Contact the Vendor Relations Unit for technical assistance as needed.



## Newly Designed and Revised WIC Identification (ID) Card

The purpose of the newly designed and revised WIC ID card is to help participants keep up with their three months' worth of issued vouchers by creating three pockets. The new WIC ID card will reflect the changes below:

- Gateway Case Number and Client ID (Front panel)
- Complaint Process (Back-middle panel)
- Alternate-Proxy Signature (Front panel)
- WIC TIPS (Inside middle panel)
- Additional Resources with Phone Numbers (Inside right panel)
- Rights and Responsibilities - required signature (Inside left panel)
- Proxy Signatures (Inside bottom left pocket)

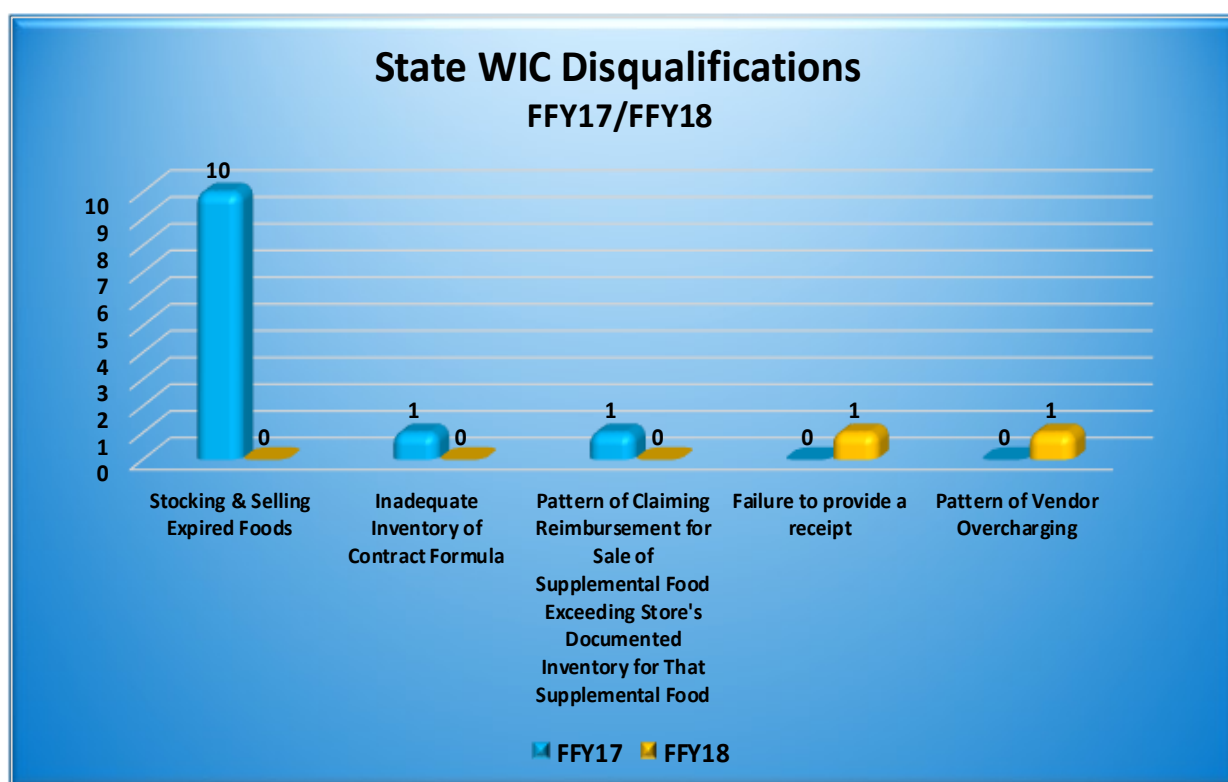
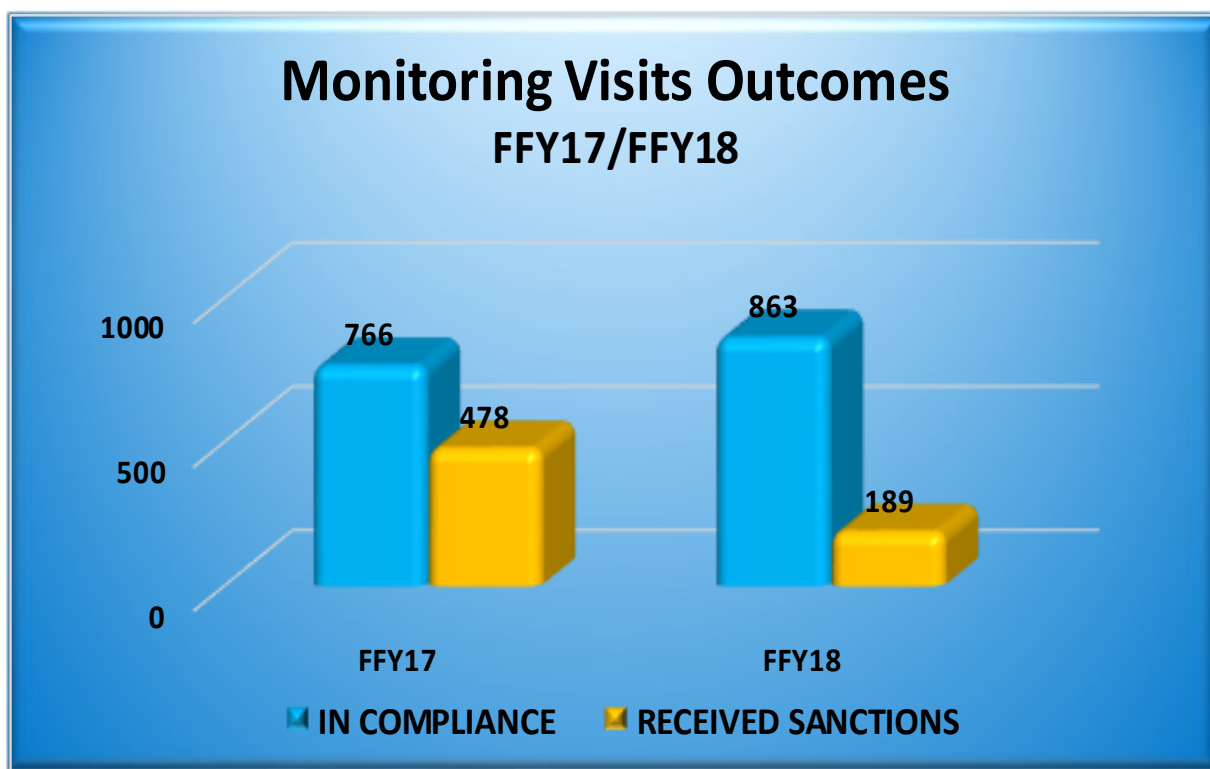
The revised WIC ID card will no longer require the WIC stamp on it when issued to participants. The current stock of WIC ID cards will be issued to WIC participants until all "old" stock has been exhausted.

Proxy Signature



# Vendor Performance at a Glance

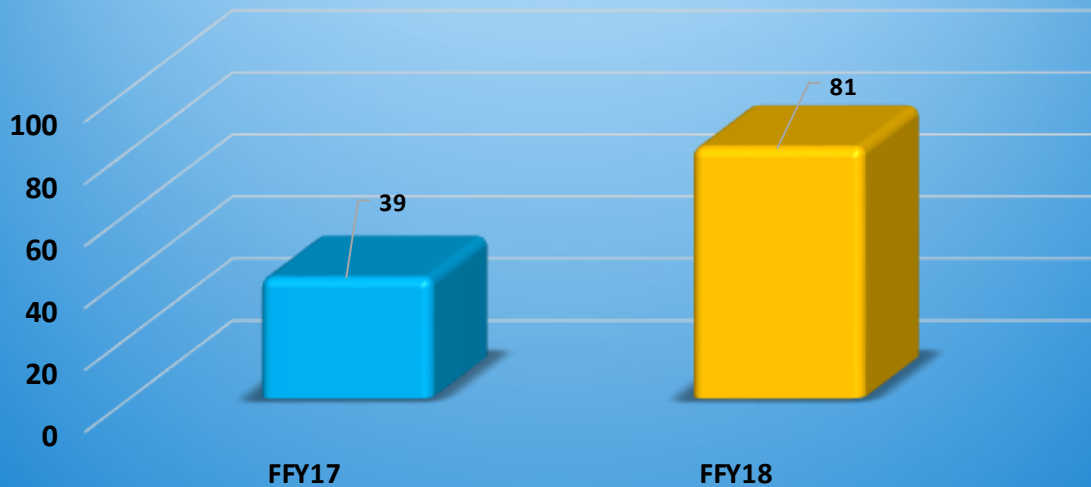
Georgia WIC monitors and assesses authorized vendors for compliance in accordance to the terms outlined in the WIC Program Vendor Agreement. To ensure compliance, Georgia WIC conducts monitoring visits, complaint investigations and inventory audits. When an authorized vendor is found to be in violation of federal regulations or Georgia WIC policies, a sanction consistent with the severity and nature of the violation will be assessed. These sanctions may include termination of agreement, disqualification from the program for a specified period of time and/or a civil monetary penalty. The below data provides comparison snapshots of vendors compliance for the federal fiscal years of 2017 and 2018 (FFY17 and FFY18).



# Vendor Performance at a Glance

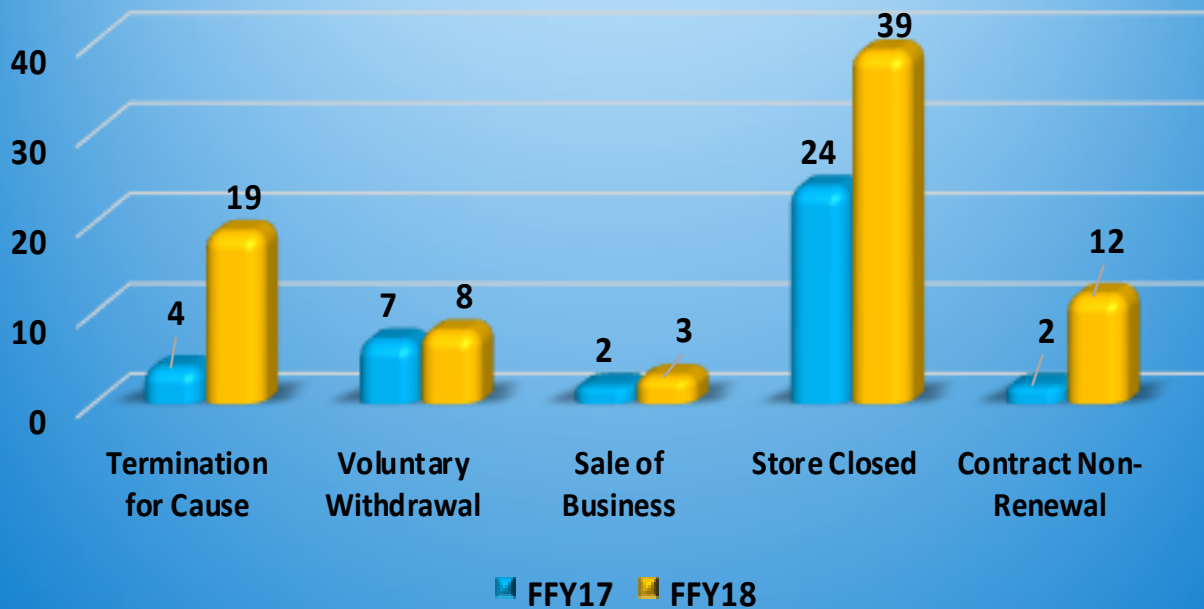
## State WIC Terminations

FFY17/FFY18



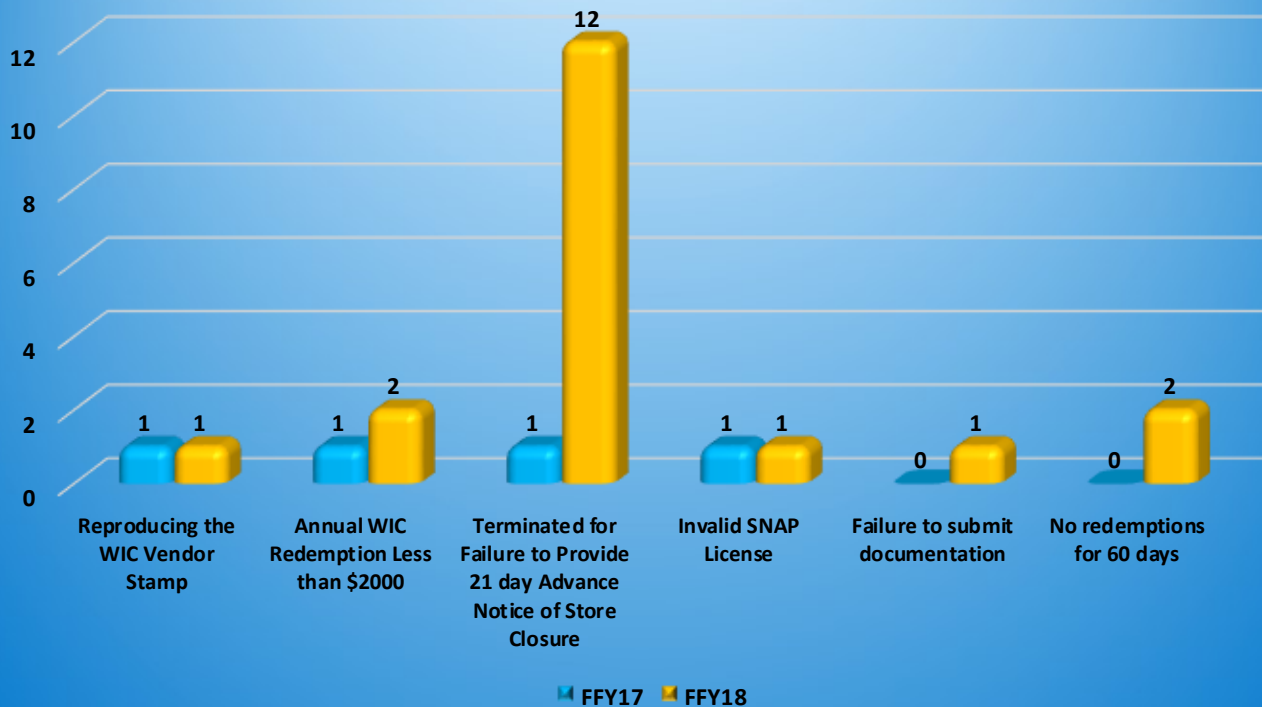
## Termination Reason

FFY17/FFY18

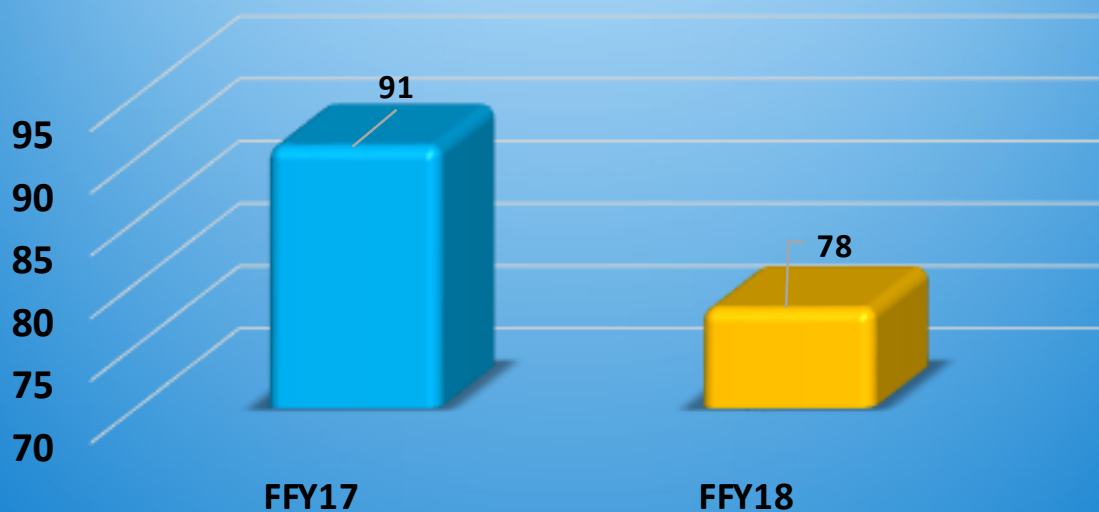


# Vendor Performance at a Glance

## Termination for Cause Reason FFY17/FFY18



## Number of Complaints FFY17/FFY18





# Contact Information

## Georgia Department of Public Health

Georgia WIC Program Vendor Relations Unit  
2 Peachtree Street,  
NW 10th Floor  
Atlanta, Georgia 30303-3142

Requesting WIC Materials: If you need to request additional Georgia WIC materials, please contact the Vendor Relations Unit by phone at 404-657-2900 or email: [wic-vendor.relations@dph.ga.gov](mailto:wic-vendor.relations@dph.ga.gov).

The following materials are available:

- Approved Foods Brochures
- Approved Foods Posters
- Window Clings
- WIC Approved Shelf Talkers
- Replacement Vendor Stamp

**Main Number:** 404-657-2900

**Customer Service Hotline:** 1-866-814-5468

**Email:** [dph.georgia.gov/vendor-information](http://dph.georgia.gov/vendor-information)

Georgia WIC Program Vendor Relations Team:

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