



## Why does my business need SALSA?

Food buyers and consumers expect their food & drink to be safe and for those who produce it to have robust and effective controls in place to ensure this. A successful SALSA Audit and displaying the **SALSA APPROVED** stamp instantly tells leading and specialist buyers across the UK that your business is committed to producing safe and legal food & drink products, and to continuously meeting the requirements of the SALSA Standard. Read on for how it can work for your business.

### What is SALSA?

- SALSA is the UK's Food Safety Certification Scheme – not just a Standard - for small and micro-sized food & drink businesses wishing to gain Approval to supply UK buyers. It is a membership-based scheme open to any small producer operating within the UK. SALSA Certification provides small producers - and their buyers - with the confidence and assurance that they have passed their initial/annual audit and that all appropriate food safety, legality and quality systems are in place.

### Is SALSA right for my business?

- SALSA is available to small & micro businesses typically employing **5-50 full-time staff**. A business must be producing or packing a product in the UK and operating from a dedicated commercial kitchen or facility. SALSA Certification is the ideal choice for start-ups and small businesses looking to expand or introduce new product lines.

### Who owns and runs SALSA?

- SALSA is a not-for-profit making Scheme, founded by the four main trade associations representing the UK food industry: **The British Retail Consortium (BRC), The Food & Drink Federation (FDF), The National Farmers Union (NFU) and The British Hospitality Association (BHA)**. The operating body is the Institute of Food Science & Technology (IFST). In the field, the Scheme is delivered by **60+** Approved SALSA Auditors & Mentors. SALSA's administrative offices, in Oxfordshire, support a 6-person team.

### How much will it cost?

- SALSA certification is designed to be both achievable *and* affordable with a range of membership packages to suit individual business needs. The **'Package Deal'** is a popular option - one year's Membership plus Audit currently costs **£555 + vat**. The **'Package Deal Extra'** offers significant savings for those also wanting a full day's pre-audit Mentoring. In addition, SALSA offers specific **'SALSA plus'** audits for Cheesemakers, Brewers & Bottlers, and a Dual Audit with the Soil Association for those also wishing to be certified Organic.

### What does the audit cover?

- The audit is an onsite inspection that typically lasts **5-6 hours**. A SALSA Auditor will review your current operating procedures against the **SALSA Standard** which covers 4 main aspects of production: Pre-requisite Controls, HACCP & Management Systems, Documentation and Premises. A copy of the Standard can be downloaded free from the SALSA website, before joining, for you to decide whether SALSA Certification is the right path for your business.

# SALSA

Safe and Local Supplier Approval

## Which UK buyers recognise SALSA?

- SALSA Approval is recognised by a growing list of **850+ registered UK buyers**, including The Co-op, Ocado, Sainsbury's, Waitrose, Morrisons, Compass, Bidvest and the NHS, all actively using the 'live' online [Buyers' Directory](#) and endorsing SALSA for their smaller suppliers.

## What advice and support is available to Members?

- The Scheme offers all members a unique range of support services in order to make audit certification less onerous for the smaller business but with no compromise on rigour. **Achievability, accessibility and affordability** are three key assurances we offer all members. Membership resources include:
  - **Core guidance materials** – a growing online library of easy-to-use resources
  - **Onsite guidance and advice** from locally-based mentors **at guaranteed rates**
  - **L1 & L2 HACCP courses & Food Labelling workshops** – held regionally; practical & interactive
  - **'First-to-know' industry updates** – keeping you up-to-date and ahead of the game
  - **Telephone helpline** for 'in person' advice on the audit process & urgent enquiries

## How long does it take to gain Approval?

- Gaining Approval can take **up to 3 months** from date of payment through to Certification and is largely dependent on the current operating procedures of your business. To assist members, the online Users' Guide offers a step-by-step guide through the audit process.

## What are the main benefits of gaining Approval?

- **Security** that your business has demonstrated full legal, safety and quality compliance
- **24/7 shop window** for your business and products, readily accessible to UK buyers through SALSA's searchable by category online Buyers' Directory
- **Confidence** to approach a wide range of new buyers/customers – your calling card
- **Opportunities** to secure new contracts and grow your business – bridge-building
- **Stepping stone** to further quality certifications such as BRC

The '**SALSA APPROVED**' stamp is a valued and respected credential in the UK's crowded food & drink marketplace. Use it on your website, stationery & promotional items - but not on the product or product packaging itself.

## How many members does SALSA currently have?

- Since its launch in 2007, Scheme membership has grown year on year. SALSA now has **1,150+** Approved members and **280+** working towards Approval.

## Can I speak to someone at SALSA?

- YES. The SALSA team are available Mon-Fri, 9.00-5.30 on the phone, or email [info@salsafood.co.uk](mailto:info@salsafood.co.uk).

*'We're delighted with the success SALSA has given the business. Without SALSA Approval it wouldn't have been possible to supply such a variety of prestigious customers all over the UK.'*

David Richards, Partner, Capreolus Fine Foods (charcuterie)