



SALSA

Safe and Local Supplier Approval

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 **£595 + 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.

JOIN US TODAY! Call our team on: 01295 724248 or visit the website: www.salsafood.co.uk

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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
 - **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 **1,300+** 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.

'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)

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