

SALSA BITES

Seasonal Newsletter | Autumn 2022



#SafeFoodSells

Edition 04

Autumn is a busy time at SALSA, our revised Standards came into effect on the 1st September along with the launch of SALSA *plus* Ice Cream and SALSA *plus* Beer & BFBI (see SALSA Round Up below). We have updated our support resources to enable a smooth transition to the new Standards, including a brand new Interpretation Guide, revised Tools & Tips and a jargon busting Glossary. Have you considered using a mentor? Read about our SALSA Stars who both spent time, prior to audit, working with a SALSA Approved Mentor... with great success!

The SALSA Team

New Standards are a Success!

Truffle Hunter Ltd are one of the very first SALSA members to undertake a Food & Drink Production Issue 6 audit this September. These brave pioneers excelled at their audit, with no action plan required, making them the first member to receive an Issue 6 certificate (which you can view [here](#))!

We asked Charlotte Jones, Assistant Technical Manager at Truffle Hunter why they chose to become SALSA Approved and how they have found implementing Issue 6, "SALSA is a well-known standard throughout the food industry and is a recognised standard of our customers. Achieving our SALSA certification has allowed us to explore new opportunities with customers and other businesses who recognise the work we put into maintaining SALSA, also giving them the confidence of knowing our products are being produced to the highest of standards.

Issue 6 is quite different in comparison with Issue 5, with a higher focus on food safety culture. Implementing the new standard was a little challenging, but with the help of our team pulling together for a common goal we achieved a great result on our audit. However, the audit this year was easier to follow, a welcome change. Our auditor this year made us feel at ease, and we received great feedback. Of course, our preparation in our gap analysis also helped a lot!"

Read our full interview with Charlotte [here](#). Truffle Hunter's Auditor, Laura Blair, also gives her thoughts about her first Issue 6 audit and how the new Standards will affect your next audit.



Congratulations!
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Supreme SALSA Cheesemaker

In May SALSA member's Keen's Cheddar won Supreme Champion at the Virtual Cheese Awards. As a proud supporter of the VCAs we were delighted to see George Keen and his team recognised for their outstanding cheese.

Earlier this year, Keen's Cheddar undertook their 13th SALSA *plus* Cheese audit. This bespoke Standard is designed specifically for small cheesemakers that includes all clauses of a SALSA audit, plus clauses written by the Specialist Cheese Association's technical team. It covers all aspects of cheesemaking from raw milk supply, raw milk hygiene for raw milk cheeses, milk processing for pasteurised cheeses, control of ripening/maturation and it encompasses best cheesemaking practice.

We talked to George about Keen's recent award and their work with SALSA, he told us:

"With so many wonderful artisan cheese now being produced in the British Isles, it is very gratifying that Keen's Traditional Extra mature cheddar cheese has the 'wow factor' to be recognised as the Supreme Champion cheese and collect six Cheddar class awards at the Virtual Cheese Awards.

*We value SALSA auditors who have an understanding of milk and milk products and can offer guidance on preparing the practical records to meet SALSA *plus* Cheese certification. We all need the guidance and assurance offered by SALSA to continue to make and sell exiting cheese and even introduce new styles of cheese. Milk is a complex product with so much potential to develop new products. SALSA certification can help us bring these new products to our customers safely. "*

Find out more about The SALSA *plus* Cheese Standard [here](#).



200 SALSA Audits with Auditor Steve Cadwallader

How long have you worked in the food industry? 38 years, my whole career. Only other job was a plumber before heading off to University.

What was your first food job? Once I graduated I worked as an Animal Feeds Chemist for the Tropical Development & Research Institute, working in India.

How do you feel about conducting 200 SALSA audits? I carried out my very first audit in April 2007 - SALSA reference 0010. It's great to see the success of the Scheme over the last 15 years and to be part of the SALSA team developing food & drink producers across the UK.

What is the most important piece of advice you can give a Supplier preparing for an audit? Take time to read all the guidance and to use all of the support available on the SALSA website. Be prepared with all the documentation at hand so that the auditor can quickly see evidence of compliance against the requirements of the standard. Know the audit clauses (set your documents out with the same reference numbers as the Standard) - it helps keep the audit moving.

What do you enjoy most about SALSA auditing and mentoring? It's a journey for the client to help them develop a food safety culture. Being part of that journey is the most enjoyable aspect.

What is a key issue facing British food producers in 2022/23? The increasing pressure from energy costs (fuel, gas & electricity) will have massive impact right across the board. Supply Chain lead-times (raw materials & packaging) and costings are a huge challenge faced by many of my clients at the moment. Labour availability remains a challenge for many.



Food Heaven?

Good seafood or a nice steak.

Food Hell? Mince pies



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Baba's Sauces are Go!

Babas's Sauce joined the SALSA Go! program in early 2022 with funded support from Scotland Food & Drink. SALSA Go! is a category of SALSA membership that helps businesses prepare for the SALSA Audit in structured and supported steps through mentoring by an approved SALSA Mentor.

The first meeting with their mentor, Margaret Andrew, was a turning point for the Baba's Sauces. Company founder, Sunny Mollah explained, "I wanted a safe food safety culture throughout my business that would give confidence to my staff and customers, our mentor helped us see the gaps in our systems and gave us the help we needed to create a food safety system that operates throughout the business."

With the support of their mentor and the SALSA Go! online resources, Sunny decided his business was ready for the next step and he purchased the SALSA Food & Drink Production Audit package. Ian Service, SALSA Auditor, conducted Baba's Sauce's audit in early July, he told us, "Auditing after the mentoring process is always more enjoyable - you just know that so much of the SALSA requirements will have been properly addressed! I really enjoyed auditing the site and was moved by the story of Baba - the family name for their father who developed the sauce, hence Baba's sauce. Another really welcome addition to the SALSA family!"

Baba's Sauces were approved in July, and since then the business has secured listings in SPAR and Enterprise Foods. They are also in advanced talks with Coop to stock their sauces.

"Since gaining SALSA it has expanded our business so much more and we're getting noticed by some big businesses such as Spar, Coop and Enterprise Foods. If it wasn't for SALSA we would not get in front of these people. It has given us the confidence to approach a much wider scope of potential customers." Sunny Mollah



SALSA Round Up

Save the Date!

Reaseheath Business Hub & SALSA
Introduction to SALSA plus Cheese - Issue 6"
10th November,
Reaseheath College, CW5 6DF
[Book your place here](#)

SALSA plus Beer & BFBi

Available with SALSA plus Beer (Issue 4) for eligible business. To find out more contact the SALSA office 01295 477570



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[Food Safety Culture underpins the new SALSA Standards](#)

[Fresh onslaught of cost price increase requests to push up food prices further](#)



Autumn Training

Our packed series of training this autumn is offered to our members at a discounted rate of only £150 pp + vat.

[Book here.](#)

- 29th Sept **Food Labelling Workshop**
- 3rd Oct **Food Microbiology - The Essentials**
- 20th Oct **HACCP Level 2 Bakery**
- 20th Oct **HACCP Level 2 Fish**
- 27th Oct **HACCP Level 2 Distillery**
- 7th Nov **HACCP Level 2 Brewery**
- 16th Nov **Food Microbiology - The Essentials**
- 17th Nov **HACCP Level 2 General**



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