



**This leaflet sets out the key steps when starting up in food manufacturing and sale. If you have any further questions, assistance is always available from the True Flavours member in your own area and the food control authority in your municipality.**

## Food manufacture and sales: producing food and selling unpackaged food of animal origin

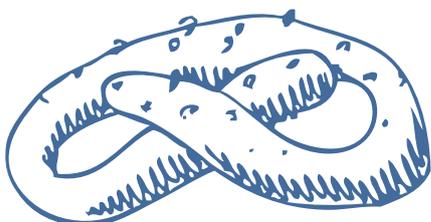
This leaflet is about food manufacturing and selling food in a food establishment, e.g. processing meat in your own farm food establishment, bakery operations, processing berry products, chopping vegetables, food preparation or running a cafe or restaurant.

### Opportunities:

- You can prepare food of animal origin such as minced meat, butchered meat, and prepare fish products in a registered food establishment (meat must be slaughtered at an approved slaughterhouse but it can be further processed in a food establishment). These products can be sold directly to consumers in *unlimited quantities* and to local retailers at amounts of up to *1,000 kg a year plus 30% of amounts exceeding 1,000 kg* (e.g. both meat products 1,000 kg and fish products 1,000 kg a year plus 30% of the amount exceeding 1,000 kg).
- You can produce milk products from milk from your own farm. These products can be sold directly to consumers in *unlimited quantities* and to local retailers at amounts of up to *1,000 kg a year and 30% of amounts exceeding 1,000 kg*.
- The local retailer must be located within the same region or corresponding area.

### How do I start?

- Send the *food establishment registration form* to the municipal food control authorities *4 weeks before* starting operations. Here you need to state the operations of your business and their extent. Ask your local food control authority for a form or check the municipality's website.
- You can start operations before the inspection visit from the food control authority.
- After processing the registration form, the food control authority will send the business a certificate, for which a fee is payable, showing that you are covered by planned food control.





## In-house control plan in brief

An in-house control plan is one of the most important things for a food business, and you will find a wealth of additional information and examples at [www.trueflavors.fi/directsale](http://www.trueflavors.fi/directsale).

Businesses must have an up-to-date in-house control plan describing the operations of the business, comply with it and present it to the food control authorities on request. An in-house control plan is a written description of the business' operations and the extent of its operations as well as of food safety risks associated with operations and their management.

**Draw up an in-house control plan.** If your sector has produced a guide to good practice evaluated by the Finnish Food Safety Authority, Evira ([www.evira.fi](http://www.evira.fi)), the in-house control plan can be entirely or partially replaced by it.

Your in-house control plan must include

- a named responsible person
- an obligation to keep records, including traceability (at least 1 year, preferably 3 years)
- the extent depends on the nature of the operations.

## Sales and manufacturing points should pay particular attention to the following:

Food sales operations are based on good hygiene practices which are described in the business' in-house control plan.

- The **surface materials** must be easy to keep clean (e.g. metal, plastic, tile, generally not wood).
- The **hand washing point** must be nearby such that it is possible to wash hands when required.
- **Cleaning equipment** must be appropriate, clean and intact. In addition, attention should be paid to its storage and maintenance.
- **Sufficient ventilation** (remember cleaning and maintenance).
- **Cold storage premises** must be appropriate and of the correct dimensions for the products and the amounts of products to be stored (temperature monitoring and permitted deviations).
- It must be possible to separate different functions from each other either structurally or based on timing.
- The **waste management** of food establishments must be appropriately organised.
- If a shop has a cafe or restaurant operations, customer WCs must be provided (if there are more than 6 seats for customers, a customer WC must be provided).





## Food transport

Food transport is part of the business' in-house control plan and must also be reported when *registering as a food establishment*.

The most important thing when transporting foodstuffs is to ensure that the products are at the right temperature so that the cold/heat chain is not interrupted. If you transport easily spoiled foods in a vehicle for more than 2 hours, there must be a recordable temperature monitoring system in the vehicle/cold storage space.

**EXCEPTION:** If you deliver food directly to consumers or primary produce from the place of primary production → you do NOT need a *recordable* temperature monitoring system.





## Questions that come up

**I have a beef farm. Animals are slaughtered at an approved slaughterhouse where the meat is also butchered and packed. The meat arrives at my farm cold chain packed. I sell some of the meat to consumers as it is, but some I would like to process further. Can I produce minced meat in my food establishment? And can I sell it to a local restaurant?**

Yes – you can sell 1,000 kg of minced meat to retailers (e.g. a local restaurant) every year plus 30% of amounts exceeding 1,000 kg. Producing minced meat in a food establishment demands particular care but it is possible.

**Can I make soft cheese from milk from my own farm?**

Yes – you can make soft cheese in a registered food establishment. These products can be sold directly to consumers in unlimited quantities and to local retailers at amounts of up to 1,000 kg a year plus 30% of amounts exceeding 1,000 kg.

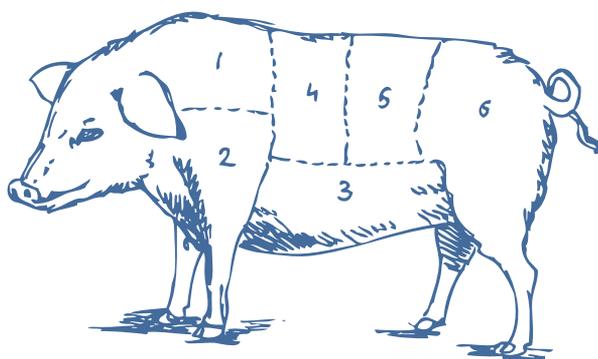
**How frequently do I need to monitor and write down the temperatures of cold storage premises?**

The frequency of temperature monitoring is decided on the basis of trials and measurements as part of your self-monitoring. To start with, you should take measurements frequently, once a day. Once you have established suitable conditions, you can reduce this, e.g. to once a week.

**Can I also transport products from other businesses?**

Yes, but here you need a commercial transport licence if your vehicle weighs over 2,500 kg unloaded. Transport operations must be included in your food establishment registration.

More templates, instructions and examples can be found at [www.trueflavours.fi/directsale](http://www.trueflavours.fi/directsale)



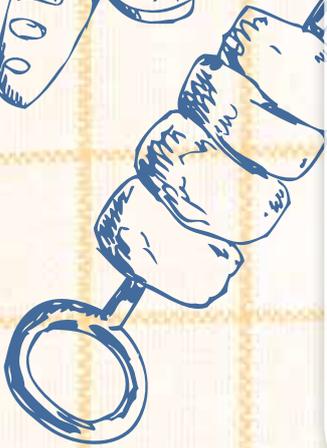
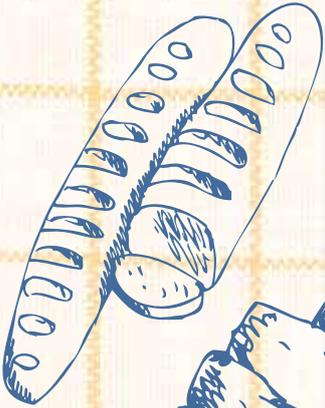
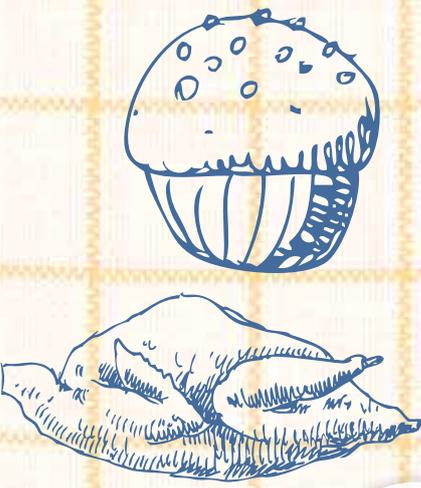
Is there anything else  
you are still thinking about?

Ask your local True Flavours area member  
[www.trueflavours.fi/directsale](http://www.trueflavours.fi/directsale)

or your municipality's food safety authority for help  
[www.evira.fi](http://www.evira.fi)

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# FOOD MANUFACTURE AND SALES

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