

Local food for local business



Making buying local food easier

Benefits of buying local

Businesses

- fulfils CSR agenda
- improves access to local supply chain
- creates collaboration opportunities to enhance and expand existing provision
- helps local businesses flourish
- provides your business with a USP

The economy

- every £1 spent in local businesses is worth 400% more than if spent out of area (NEF)
- improves local employment

The environment

- reduces carbon miles

Food procurement in Middlesbrough

Improving health, quality
and price



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Points to consider

How local is 'local'?

The term 'local' is often misinterpreted. For Middlesbrough, we define this as:

Growers or farmers who produce at least one product within 50 miles of Middlesbrough (ie. potatoes or beef);

Producers (those who make a product from basic ingredients, such as cakes or sausages) who source at least two ingredients from within 50 miles of Middlesbrough.

Payment terms

Most local food suppliers are small businesses and may not have the cash flow to deal with longer payment terms. If you're used to a credit account, you may need to make special arrangements for payment. Ask the supplier for details.

Liability insurance and Environmental Health?

All food businesses should have insurance and be registered with Environmental Health (01642 726001). Protect your business by asking the question so you're not liable for problems if they arise.

Sale or return

You may not be able to sell all the stock that's supplied. Ask the supplier if they're prepared to take it back, or what their anticipated procedure is if this is the case.

Delivery times

Delivery times and frequency may need negotiation.

Order size

Some small local suppliers may be limited by the number of employees they have to fulfil a large order: You may have to be prepared to order in small quantities or supplement orders with deliveries from elsewhere.

Profit margins

Local food doesn't necessarily mean 'artisan' or 'speciality' although some may be. Be aware that this could cost more to produce. Ask the supplier what their product is likely to retail for and you can make sure your margins are high enough.

Large orders

Be aware that local producers may not be able to offer discounts for large orders.

Local food directory - www.growingmiddlesbrough.org.uk

