

METRIC

A-A-20210C  
August 31, 2010  
SUPERSEDING  
A-A-20210B  
May 9, 2007

## COMMERCIAL ITEM DESCRIPTION

### SALSA, TOMATO-BASED AND SALSA VERDE, SHELF STABLE

The U.S. Department of Agriculture (USDA) has authorized the use of this Commercial Item Description (CID).

**1. SCOPE.** This CID covers shelf stable tomato-based salsa and salsa verde (salsa) packed in commercially acceptable containers, suitable for use by the Federal, State, local governments, and other interested parties; and as a component of operational rations.

#### **2. PURCHASER NOTES.**

##### **2.1 Purchasers *shall specify* the following:**

- Type(s), pungency(ies), style(s), and sodium level(s) required (Sec. 3).
- When analytical requirements are different than specified (Sec. 6.1).
- When analytical requirements need to be verified (Sec. 6.2).
- Manufacturer's/distributor's certification (Sec. 9.3) or USDA certification (Sec. 9.4).

##### **2.2 Purchasers *may specify* the following:**

- Define pungency requirements through a bid sample (Sec. 6.1.2).
- Food Defense System Survey (Sec. 9.1 with 9.2.1) or (Sec. 9.1 with 9.2.2).
- Manufacturer's quality assurance (Sec. 9.2 with 9.2.1) or (Sec. 9.2 with 9.2.2).
- Packaging requirements other than commercial (Sec. 10).

**3. CLASSIFICATION.** The salsa shall conform to the following list which shall be specified in the solicitation, contract, or purchase order.

#### **Types, pungencies, styles, and sodium levels.**

**Type I** - Tomato-based

**Type II** - Salsa verde

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**Pungency A** - Extra mild

**Pungency B** - Mild

**Pungency C** - Medium

**Pungency D** - Hot

**Style 1** - Regular

**Style 2** - Chunky (Type I, Tomato-based only)

**Sodium level a** - Regular

**Sodium level b** - Low sodium (21 CFR § 101.61)

#### **4. MANUFACTURER'S/DISTRIBUTOR'S NOTES. Manufacturer's/distributor's products *shall meet the requirements of the:***

- Salient characteristics (Sec. 5).
- Analytical requirements: *as specified by the purchaser* (Sec. 6).
- Manufacturer's/distributor's product assurance (Sec. 7).
- Regulatory requirements (Sec. 8).
- Quality assurance provisions: *as specified by the purchaser* (Sec. 9).
- Packaging requirements other than commercial: *as specified by the purchaser* (Sec. 10).

#### **5. SALIENT CHARACTERISTICS.**

**5.1 Processing.** The salsa shall be prepared in accordance with current Good Manufacturing Practice (21 CFR Part 110) and shall be packed in hermetically sealed containers and shall be sufficiently processed by heat to assure adequate sterilization.

**5.2 Food Security.** The salsa should be processed and transported in accordance to the Food and Drug Administration's (FDA) *Guidance for Industry: Food Producers, Processors, and Transporters: Food Security Preventive Measures Guidance*. <http://www.fda.gov/Food/GuidanceComplianceRegulatoryInformation/GuidanceDocuments/FoodDefenseandEmergencyResponse/ucm083075.htm>. This guidance identifies the kinds of preventive measures operators of food establishments may take to minimize the risk that food under their control will be subject to tampering or other malicious, criminal, or terrorist actions. The implementation of enhanced food security preventive measures provides for the security of a plant's production processes and includes the storage and transportation of pre-production raw materials, other ingredients and postproduction finished product.

#### **5.3 Ingredients.**

**5.3.1 Type I, tomato-based.** The Type I, tomato-based salsa shall include tomatoes and/or tomato puree, onions, peppers (e.g.: chili, jalapeño, green bell, red bell, yellow bell, etc.), garlic, salt, vinegar and/or citric acid, and/or phosphoric acid added to adjust the pH. The salsa may

include; but not limited to: water, onion powder, garlic powder, tomato powder, sugar, corn syrup, chili puree, jalapeño puree, pepper, carrots, corn, cilantro, red pepper powder, cumin, oregano, natural flavors, lime juice, and lemon juice.

**5.3.2 Type II, salsa verde.** The Type II, salsa verde shall include tomatillos (*Physalis ixocarpa*), green chile peppers (e.g.: jalapeño, serrano, etc.), onion, garlic, vinegar and/or citric acid, and/or phosphoric acid added to adjust the pH. The salsa may include; but not limited to: water, salt, coriander, onion powder, garlic powder, sugar, corn syrup, chili puree, jalapeño puree, pepper, cilantro, green bell pepper, cumin, oregano, natural flavors, and lime juice concentrate.

**5.3.3 Tomatoes.** Tomatoes in Type I, Style 1, regular salsa, shall be discernible fine pieces. The tomatoes in Type I, Style 2, chunky salsa, shall be discernible coarse pieces. The tomatoes may or may not be peeled.

**5.3.4 Tomatillos.** Tomatillos in Type II, Style 1, regular salsa, shall be discernible fine pieces.

**5.3.5 Onions.** For Style 1, regular salsa and Style 1, salsa verde, the onions shall be discernible fine pieces. For Style 2, chunky salsa, the onions shall be discernible coarse pieces.

**5.3.6 Peppers.** For Style 1, regular salsa and Style 1, salsa verde, the peppers shall be discernible fine pieces. For Style 2, chunky salsa, the peppers shall be discernible coarse pieces.

#### **5.4 Optional processing ingredients.**

**5.4.1 Calcium chloride.** Calcium chloride shall be of Food Chemicals Codex purity. Calcium chloride may be added as a processing aid to maintain the firmness of the diced tomatoes.

**5.4.2 Thickeners.** The salsa may include thickeners such as but not limited to: xanthan gum or modified food starch to increase or aid the viscosity. When specified in the solicitation, contract, or purchase order, modified food starch and other thickeners shall be less than 1 percent of the product formulation.

**5.4.3 Preservatives.** The salsa may include preservatives such as but not limited to: potassium sorbate, sodium benzoate, and propionic acid to prevent yeast, mold, and bacteria growth. The preservatives shall be of Food Chemicals Codex purity.

#### **5.5 Finished product.**

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**5.5.1 Odor and flavor.** The salsa shall be slightly acidic and have the odor and flavor of tomatoes with spices and peppers. The salsa shall be free from off odors and flavors, with no bitter, burnt, sour, or excessively hot flavor.

**5.5.2 Appearance.** The tomato-based salsa shall have a red color with discernible pieces of tomato, onion, and peppers. The tomato-based salsa shall have a finished product color equal to or better than USDA Color Standards for Tomato Products, color chip A1 or A2 (see Sec. 12.3.1 for color chip source). The salsa verde shall have a green color with discernible pieces of tomatillo, onion, and peppers. Style 2, chunky salsa shall have a rich thick texture.

**5.5.3 Drained weight and washed drained weight of tomato-based salsa.** Type I, salsa shall meet one of the following requirements.

**5.5.3.1 Drained weight.** The drained weight for Type I, Style 1, regular salsa shall be 45-55 percent solids and for Type I, Style 2, chunky salsa shall be 55-80 percent solids.

**Procedure:** Place the salsa product at room temperature atop a 12 inch diameter U.S. Standard No. 8 sieve in a manner that will distribute the product over the sieve. The sieve shall be tilted at approximately a 20 degree angle and allowed to drain for 2 minutes before determining drained weight. Determine drained weight by subtracting the sieve tare weight from the gross weight. Report the solids as a percentage of the whole. The drained weight shall be reported to the nearest whole percentage.

**5.5.3.2 Washed drained weight.** The washed drained weight for Type I, Style 1, regular salsa shall be 20-35 percent of the water capacity of the container. The washed drained weight for Type I, Style 2, chunky salsa shall be 35-55 percent of the water capacity of the container.

**Procedure:** Place the tomato-based salsa product at room temperature atop a 12 inch diameter U.S. Standard No. 8 sieve in a manner that will distribute the product over the sieve. Rinse lightly with 20 to 22°C (68 to 72°F) water until all visible free liquid is removed. The sieve shall be tilted at approximately a 20 degree angle and allowed to drain for 2 minutes before determining drained weight by subtracting the sieve tare weight from the gross weight. The drained weight shall be reported to the nearest whole percentage.

## 6. ANALYTICAL REQUIREMENTS.

**6.1 Analytical requirements.** Unless otherwise specified in the solicitation, contract, or purchase order, the analytical requirements for the salsa shall be as follows:

**Type I - Tomato-based**

<u>Test</u>	<u>Requirements</u>
pH	3.8 to 4.3
Soluble solids	Minimum of 8.0° Brix
Consistency	Type I, Style 1, Regular: Not less than 3.0 or more than 5.5 centimeters in 30 seconds at 20°C (68°F) ± 1°C (1.8°F)
Sodium (sodium level b)	Shall not exceed 140 mg per Reference Amount Customarily Consumed (21 CFR § 101.61)

**Type II - Salsa Verde**

<u>Test</u>	<u>Requirements</u>
pH	3.0 to 3.5
Salt	2.75 to 3.25 percent
Titrateable acidity (as acetic)	1.5 to 1.7 percent
Soluble solids	Minimum of 10.0° Brix

**6.1.2 Pungency.** When required in the solicitation, contract, or purchase order, pungency shall be defined at the discretion of the buyer or be based on a reference or bid sample product and be a mutual agreement between the parties involved. **NOTE:** Commercial vendor’s pungency ranges vary greatly.

**6.2 Product verification.** When USDA verification of analytical requirements is specified in the solicitation, contract, or purchase order, the following procedures will be followed.

**6.2.1 Sampling procedures.** USDA inspection service will select the number of product containers based on USDA inspection service sampling procedures and plans.

**6.2.2 Composite sample.** Analytical testing shall be performed on a composite sample. The composite sample shall be 454 g (1 lb) and prepared from subsamples drawn from randomly selected containers. Subsamples shall be a minimum of one can/jar/pouch and shall contain the appropriate number of cans/jars/pouches to yield a 454 g (1 lb) sample when composited.

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**6.3 Analytical testing.** When specified in the solicitation, contract, or purchase order, the analyses shall be made in accordance with the following methods from the Official Methods of Analysis of the AOAC International or as specified below:

<u>Test</u>	<u>Method</u>
pH	981.12
Pungency <u>1/</u> ,	995.03, ASTA Official Method 21.3, Gas Chromatography <u>2/</u> , <u>3/</u>
Soluble solids	932.12 or 970.59
Consistency	Bostwick Consistometer
Sodium (Type I only)	966.16
Salt (Type II only)	971.27
Titrateable acidity (as acetic)	942.15

- 1/ When a pungency range is specified in the solicitation, contract, or purchase order, analysis of pungency shall be tested with the methods indicated above.
- 2/ American Spice Trade Association.
- 3/ When a pungency value of less than 750 Scoville Heat Units (SHU) (50 parts per million) is specified in the solicitation, contract, or purchase order, analysis of pungency shall be following the directions listed in the Regional Standard for Gochujang *Codex Stan 294R* in effect on the date of the solicitation, contact, or purchase order.

**6.4 Test results.** The test results for pH shall be to reported to the nearest 0.1 unit. The test results for pungency shall be reported to the nearest Scoville unit and/or ppm Capsaicin with one ppm Capsaicin equal to 15 Scoville units. The test results for soluble solids and titrateable acidity shall be reported to the nearest 0.1 percent. The test results for sodium shall be reported to the nearest 0.1 mg. The test results for salt shall be reported to the nearest 0.01 percent. Any result not conforming to the analytical requirements shall be cause for rejection of the lot.

**7. MANUFACTURER’S/DISTRIBUTOR’S PRODUCT ASSURANCE.** The manufacturer/distributor shall certify that the salsa provided shall meet the salient characteristics of this CID, conform to their own specifications, standards, and quality assurance practices, and be the same prepared salsa offered for sale in the commercial market. The purchaser reserves the right to require proof of conformance.

**8. REGULATORY REQUIREMENTS.** The delivered salsa shall comply with all applicable Federal, State, and local mandatory requirements and regulations relating to the preparation, packaging, labeling, storage, distribution, and sale of salsa within the commercial marketplace. Delivered salsa shall comply with all applicable provisions of the Federal Food, Drug, and Cosmetic Act; the Fair Packaging and Labeling Act; and regulations promulgated thereunder.

**9. QUALITY ASSURANCE PROVISIONS.** *Purchaser shall specify 9.3 or 9.4; purchaser may specify 9.1, 9.1 with 9.2.1, 9.1 with 9.2.2, 9.2 with 9.2.1 or 9.2 with 9.2.2.*

**9.1 Food Defense System Survey (FDSS).** When required in the solicitation, contract, or purchase order, a FDSS shall be conducted by USDA, Agricultural Marketing Service (AMS) personnel. The FDSS verifies measures that operators of food establishments take to minimize the risk of tampering or other criminal actions against the food under their control. *(An AMS FDSS verifies the participating company adherence to the Food and Drug Administration’s “Guidance for Industry - Food Producers, Processors, and Transporters: Food Security Preventive Measures Guidance.”) For further information, see section 12.1 and 12.3.2.*

**9.2 Manufacturer’s quality assurance.** When required in the solicitation, contract, or purchase order, the product manufacturer shall be required to provide evidence, by certificate, that the manufacturing plant has undertaken one of the following quality assurance measures within 12 months prior to providing a bid, or no later than 10 business days from the date of awarding of the contract. Failure to provide this documentation within the proper time frame may result in the contract being terminated for cause.

**9.2.1 Plant systems audit.** A plant systems audit (PSA) conducted by USDA, AMS, or other audit performed by a third party auditing service is required within 12 months prior to the date of the awarding of the contract. *(An AMS PSA verifies the manufacturer’s capability to produce products in a clean sanitary environment in accordance with Title 21 Code of Federal Regulations Part 110 - Current Good Manufacturing Practice in Manufacturing, Packing, or Holding Human Food; and verifies that the manufacturer has in place an internal quality assurance program. The AMS PSA determines the manufacturer’s ability to produce under this CID, if the products of interest are identified at the time of the PSA.)*

**9.2.2 Plant survey.** A plant survey conducted by USDA, AMS, or other survey performed by a third party auditing service is required within 12 months prior to the date of the awarding of the contract. *(An AMS plant survey audit verifies that, at the time of the survey, the manufacturer produces products in a clean sanitary environment in accordance with Title 21 Code of Federal Regulations Part 110 - Current Good Manufacturing Practice in Manufacturing, Packing, or Holding Human Food.)*

**9.3 Manufacturer's/distributor's certification.** When required in the solicitation, contract, or purchase order, the manufacturer/distributor will certify that the finished salsa distributed meets or exceeds the requirements of this CID.

**9.4 USDA certification.** When required in the solicitation, contract, or purchase order that product quality and acceptability or both be determined, the Processed Products Branch (PPB), Fruit and Vegetable Programs (FV), AMS, USDA, shall be the certifying program. PPB inspectors shall certify the quality and acceptability of the salsa in accordance with PPB procedures which include selecting random samples of the packaged salsa, evaluating the samples for conformance with the salient characteristics of this CID and other contractual requirements, and documenting the findings on official PPB score sheets and/or certificates. In addition, when required in the solicitation, contract, or purchase order, PPB inspectors will examine the salsa for conformance to the United States Standards for Condition of Food Containers in effect on the date of the solicitation.

**10. PACKAGING.** Preservation, packaging, packing, labeling, and case marking shall be commercial unless otherwise specified in the solicitation, contract, or purchase order.

**11. USDA INSPECTION NOTES.** When Section 9.4 is specified in the solicitation, contract, or purchase order, USDA certification shall include evaluation of the quality and condition of samples of packaged salsa, and compliance with requirements in the following areas:

- Salient characteristics (Sec. 5).
- Analytical requirements *when specified in the solicitation, contract, or purchase order* (Sec. 6.4). When USDA analytical testing is specified, PPB inspection personnel shall select samples and submit them to the USDA, Science and Technology Program (S&TP) laboratory for analysis.
- Packaging requirements (Sec. 10 or as specified in the solicitation, contract, or purchase order).

**12. REFERENCE NOTES.**

**12.1 USDA certification contact.** For USDA certification, contact the **Branch Chief, PPB, FV, AMS, USDA, STOP 0247, 1400 Independence Avenue, SW, Washington, DC 20250-0247** telephone (202) 720-4693, Fax (202) 690-1527, or via E-mail: [Terry.Bane@ams.usda.gov](mailto:Terry.Bane@ams.usda.gov).

**12.2 Analytical testing and technical information.** For USDA technical information on analytical testing, contact the **Branch Chief, Technical Service Branch, S&TP, AMS, USDA, STOP 0272, 1400 Independence Avenue, SW, Washington, DC 20250-0272**, telephone (202) 690-0621, or via E-mail: [Shirleyj.Wright@ams.usda.gov](mailto:Shirleyj.Wright@ams.usda.gov).



### 12.3 Sources of documents.

#### 12.3.1 Sources of information for nongovernmental document are as follows:

Copies of the Official Methods of Analysis of the AOAC International may be obtained from: **AOAC International, 481 North Frederick Avenue, Suite 500, Gaithersburg, MD 20877, telephone (301) 924-7077. Internet address: [www.aoac.org](http://www.aoac.org).**

Copies of the Food Chemicals Codex may be purchased from: **United States Pharmacopeial Convention, 12601 Twinbrook Parkway, Rockville, MD 20852-1790, telephone (800) 227-8772 or (301) 881-0666, Fax (301) 816-8148. Internet address: [www.usp.org](http://www.usp.org).**

Copies of the ASTA Official Method 21.3 may be obtained from: **American Spice Trade Association, 2025 M Street, NW, Suite 800, Washington, DC 20036, (202) 367-1127, or via E-mail: [publications@astaspice.org](mailto:publications@astaspice.org).**

Copies of the USDA Tomato Grade A and C Color Standards may be purchased from: **X-Rite, 4300 44<sup>th</sup> Street, SE, Grand Rapids, MI 49512, telephone (800) 248-9748 or (616) 803-2100, or on the Internet at: [http://www.xrite.com/product\\_overview.aspx?ID=914](http://www.xrite.com/product_overview.aspx?ID=914).**

Copies of the Codex Alimentarius Standard for *Regional Standard for Gochujang Codex Stan 294R-2009* may be downloaded free from: **Codex Alimentarius, via the Internet. Internet address: [http://www.codexalimentarius.net/web/index\\_en.jsp](http://www.codexalimentarius.net/web/index_en.jsp).**

#### 12.3.2 Sources of information for governmental documents are as follows:

Applicable provisions of: the Fair Packaging and Labeling Act are contained in 16 CFR Parts 500 to 503 and the Federal Food, Drug, and Cosmetic Act are contained in 21 CFR Parts 1 to 199. These documents may be purchased from: **Superintendent of Documents, New Orders, P.O. Box 371954, Pittsburgh, PA 15250-7954. Credit card (Visa, MasterCard, Discover/NOVUS, and American Express)) purchases may be made by calling the Superintendent of Documents on (866) 512-1800, (202) 512-1800 or on the Internet at: <http://www.gpoaccess.gov/nara/index.html>.**

Copies of Guidance for Industry - Food Producers, Processors, and Transporters: Food Security Preventive Measures Guidance is available online from: **FDA, Center for Food Safety and Applied Nutrition (CFSAN) on the Internet at: <http://www.fda.gov/Food/GuidanceComplianceRegulatoryInformation/GuidanceDocument/s/FoodDefenseandEmergencyResponse/ucm083075.htm>**

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Copies of this CID, the United States Standards for Condition of Food Containers, and beneficial comments, recommendations, additions, deletions, clarifications, etc. and any data which may improve this CID are available from and/or provided to: **Branch Chief, PPB, FV, AMS, USDA, STOP 0247, 1400 Independence Avenue, SW, Washington, DC 20250-0247, telephone (202) 720-9939, Fax (202) 690-1527, via E-mail: [FQAStaff@ams.usda.gov](mailto:FQAStaff@ams.usda.gov) or on the Internet at: <http://www.ams.usda.gov/fv/fvqual.hmt>.**

Military activities should submit requests for copies of this CID to: **Standardization Documents Order Desk, Defense Logistics Agency (DLA) Document Services, 700 Robbins Avenue, Building 4D, Philadelphia, PA 19111-5094 or on the Internet at: <https://assist.daps.dla.mil> or <https://assist.daps.dla.mil/quicksearch/>.**

**MILITARY INTERESTS:**

**CIVIL AGENCY COORDINATING ACTIVITIES:**

**Military Coordinating Activity**

Army - GL

DOJ - BOP  
HHS - NIH, IHS  
USDA - FV  
VA - OSS

**Custodians**

Army - GL  
Navy - SA  
Air Force - 35

**PREPARING ACTIVITY:**

USDA - FV

**Review Activities**

Army - MD, QM  
Navy - MC  
DLA - SS

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