



FAIRTRADE LABELLING ORGANIZATIONS INTERNATIONAL

---

# **FAIRTRADE STANDARDS**

**FOR**

**Fresh Fruit (except Bananas)**

**FOR**

**Hired Labour**

**Current version: 14.08.2008**

**Superseded previous versions:**

**18.06.2008**

**Period for stakeholders' comments and enquiries on this new version:**

**Not applicable**

**Contact for comments:**

**[standards@fairtrade.net](mailto:standards@fairtrade.net)**

**For further information and standards downloads:**

**[www.fairtrade.net/standards.html](http://www.fairtrade.net/standards.html)**

© Fairtrade Labelling Organizations International, 2008. All rights reserved. No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording or otherwise without full attribution.

---

Fairtrade Labelling Organizations International (FLO)

Bonner Talweg 177, 53129 Bonn, Germany

Tel. +49-228- 94.92.30, Fax: +49- 228- 242.17.13, email: [info@fairtrade.net](mailto:info@fairtrade.net), [www.fairtrade.net](http://www.fairtrade.net)

<b>PART A Generic Fairtrade Standards for Hired Labour</b>
--

Refer to the generic standard for Hired Labour as a separate document as updated by FLO on its website. Note that the following parts B and C are only applicable in connection with the generic standard.

<b>PART B Product Specific Standards for Fresh Fruit</b>	<b>3</b>
--	----------

The product specific standards for fresh fruit apply to all products and countries for which a Fairtrade price and/or premium is set in part C below. However, the scope is limited to certain types of Hired Labour situation as described in part B below.

<b>1</b>	<b>Social Development</b>	<b>4</b>
<b>2</b>	<b>Economic Development</b>	<b>4</b>
<b>3</b>	<b>Environmental Development</b>	<b>4</b>

<b>PART C Trade Standards for Fresh Fruit</b>	<b>5</b>
---	----------

**Appendix 1:**

Fresh Fruit Fairtrade Minimum Price and Premium Information	<b>6</b>
---	----------

<b>PART B Product Specific Standards for Fresh Fruit</b> <b>(except Bananas)</b>
---

### Specific country rule Brazil

FLO limits the access for Hired Labour situations in Brazil producing fruit with the following criteria for the period from July 1<sup>st</sup>, 2006 to June 30<sup>th</sup>, 2008:

- Limitation of the size of land to 4 módulos fiscais (see table below) and
- The owner and/or family members is/are directly involved in the management of the applying unit
- The owner lives on the applying unit or nearby.

State	1 most common módulo (has)	4 módulos (has) = limit of access
<b>Norte (North)</b>		
Rondônia	60	240
Acre	100	400
Amazonas	100	400
Roraima	80	320
Pará	70	280
Amapá	70	280
Tocantins	80	320
<b>Sul (South)</b>		
Rio grande do sul	20	80
Santa Catarina	20	80
Paraná	18	72
<b>Nordeste (Northeast)</b>		
Maranhão	75	300
Piauí	70	280
Ceará	55	220
Rio grande do norte	35	140
Paraíba	55	220
Pernambuco	14	56
Alagoas	16	64
Sergipe	70	280
Bahia	65	260
<b>Sudeste (Southeast)</b>		
Minas Gerais	30	120
Espírito Santo	20	80
Rio de Janeiro	10	40
São Paulo	16	64
<b>Centro Oeste (Midwest)</b>		
Mato Grosso do Sul	45	180
Mato Grosso	80	320
Goiás	30	120
Distrito Federal	5	20

## **1 Social Development**

There are no additional social standards specific to fresh fruit producers.

## **2 Economic Development**

There are no additional economic standards specific to fresh fruit producers.

## **3 Environmental Development**

There are no additional environmental standards specific to fresh fruit producers.

## **PART C Trade Standards for Fresh Fruit (except Bananas)**

*FLO requires fair and transparent trading conditions, regarding prices, payment conditions, quality claims procedures.*

### **1 Buying from Certified Producers**

- 1.1 All products, which are sold with the Fairtrade label, must have been produced by FLO certified producers.

### **2 Pricing and Premium**

- 2.1 Buyers shall pay producer organizations at least the Fairtrade minimum price as set by FLO (see Appendix 1).
- 2.2 If the market price is higher than the Fairtrade minimum price, the market price shall apply.
- 2.3 In addition to the Fairtrade minimum price the buyers shall pay a Fairtrade premium as set by FLO (see Appendix 1).

### **3 Long term trading relationship**

- 3.1 Buyers and importers (if these are not direct buyers) must use the following tools for establishing long term stable trade relationships:
- Quarterly Sourcing Plan (in case of year round supply) or Seasonal Sourcing Plan specifying the volumes expected to be bought from every Fairtrade producer organisation. The sourcing plan is an indication for producers, not an obligation to buy.
  - Contract between buyer and producer organisation. Necessary elements are: minimum and maximum volumes, quality specifications, price and payment conditions.
  - Shipment Orders, specifying the FT volume per shipment.

### **4 Payment**

- 4.1 Payment minimum requirements: 50% of Fairtrade minimum price paid at delivery in port of production country. Rest: 48 hours after reception of documents.

### **5. Quality definition and claims**

- 5.1 Producer organisation and buyer define quality requirements in their purchase contract. If it proves to be necessary FLO will define a regulation of the handling of quality claims.

### **6. Information rights and obligations**

- 6.1 FLO establishes a system of control of the flow of Fairtrade goods, which must allow to certify that Fairtrade products bought by consumers are actually produced by Fairtrade producer organisations, and traded under Fairtrade conditions. All producers and traders will supply FLO with periodic information about volumes bought and sold. All trading actors allow FLO to inspect their books. Normally an external audit is required.

### **7. Product description**

- 7.1 “Soft citrus” means citrus fruits grown from the species *Citrus reticulata* Blanco, including satsumas (*Citrus unshiu* Marcow), clementines (*Citrus clementina* Hort. ex Tan.), common mandarins (*Citrus deliciosa* Ten.) and tangerines (*Citrus tangerine* Hort. ex Tan.), as well as their hybrids.

## Appendix 1: Fresh Fruit Fairtrade Minimum Price and Premium Information

Fruit	Country	Fairtrade farm-gate price per kg	Fairtrade minimum price at Ex Works level per kg	Fairtrade minimum FOB price per kg	Fairtrade Premium per kg
<b>Apples</b> (Bi-colour: Braeburn)	South Africa			ZAR 4.67	ZAR 0.70
<b>Apples</b> (Bi-colour: Royal Gala & Sundowner)	South Africa			ZAR 4.27	ZAR 0.64
<b>Apples</b> (Green apples)	South Africa			ZAR 3.79	ZAR 0.56
<b>Apples</b> (Pink Lady)	South Africa			ZAR 5.23	ZAR 0.78
<b>Avocados</b>	Mexico	USD 0.925			USD 0.08
<b>Avocados</b>	Peru	USD 0.83			USD 0.08
<b>Avocados</b>	South Africa	ZAR 6.03			ZAR 0.46
<b>Avocados, organic</b>	Central America	USD 1.14			USD 0.08
<b>Avocados, organic</b>	South Africa	ZAR 11.40			ZAR 0.46
<b>Grapefruit</b>	Mexico		USD 0.39 (including packing)		USD 0.06
<b>Grapefruit</b>	South Africa		ZAR 2.90 (including packing)	ZAR 3.84	ZAR 0.39
<b>Grapefruit, organic</b>	Mexico		USD 0.46 (including packing)		USD 0.06
<b>Grapes</b> (table grapes)	Egypt			EUR 1.33	EUR 0.20
<b>Grapes</b> (seedless red and white), <b>organic</b>	Egypt	EUR 0.94 (pre-packed)			EUR 0.12
<b>Lemons</b>	Argentina	USD 0.08 (pre-packed)			USD 0.015
<b>Lemons</b>	Egypt			EUR 0.25	EUR 0.04
<b>Lemons</b>	South Africa			ZAR 3.05	ZAR 0.45
<b>Lemons, organic</b>	Egypt			EUR 0.31	EUR 0.04
<b>Limes</b>	Brazil			USD 0.49	USD 0.02
<b>Limes</b>	Egypt			EUR 0.33	EUR 0.05
<b>Limes, organic</b>	Dominican Republic			USD 1.51	USD 0.23
<b>Limes, organic</b>	Egypt			EUR 0.43	EUR 0.05
<b>Lychees</b>	Southern Africa and Eastern Africa	USD 1.18 (ex packing) OR USD 1.53 (incl. packing)			USD 0.14

<b>Fruit</b>	<b>Country</b>	<b>Fairtrade farm-gate price per kg</b>	<b>Fairtrade minimum price at Ex Works level per kg</b>	<b>Fairtrade minimum FOB price per kg</b>	<b>Fairtrade Premium per kg</b>
<b>Mangoes</b>	South Africa	ZAR 2.42 (pre-packed)			ZAR 0.31
<b>Mangoes, organic</b>	South Africa	ZAR 3.78 (pre-packed)			ZAR 0.49
<b>Nectarines</b>	Argentina		USD 0.27 ex packing OR USD 0.43 incl. packing		USD 0.07
<b>Oranges</b>	Egypt			USD 0.39	USD 0.03
<b>Oranges (Navel, Valencia), organic</b>	Egypt			USD 0.55	USD 0.03
<b>Oranges</b>	Morocco			EUR 0.33	EUR 0.03
<b>Oranges (Navel)</b>	South Africa			ZAR 3.19	ZAR 0.47
<b>Oranges (Navel, Valencia)</b>	Argentina	USD 0.12 (pre-packed)			USD 0.02
<b>Oranges (Navel, Valencia), organic</b>	Argentina	USD 0.15 (pre-packed)			USD 0.02
<b>Oranges (Valencia)</b>	South Africa			ZAR 3.05	ZAR 0.45
<b>Peaches</b>	Argentina		USD 0.27 ex packing OR USD 0.43 incl. packing		USD 0.07
<b>Pears (Blushed)</b>	South Africa			ZAR 5.63	ZAR 0.84
<b>Pears (Brown)</b>	South Africa			ZAR 4.19	ZAR 0.62
<b>Pears (Green)</b>	South Africa			ZAR 3.63	ZAR 0.54
<b>Pineapples (for processing)</b>	Benin	EUR 0.09			EUR 0.025
<b>Pineapples (for processing)</b>	Cameroon	EUR 0.05			EUR 0.025
<b>Pineapples (for processing), organic</b>	Cameroon	EUR 0.07			EUR 0.025
<b>Pineapples (MD2)</b>	Costa Rica			USD 0.70	USD 0.05
<b>Pineapples (MD2)</b>	Ghana			USD 0.60	USD 0.05
<b>Pineapples (MD2) (for processing)</b>	Ghana	USD 0.205			USD 0.05
<b>Pineapples (MD2), organic</b>	Costa Rica			USD 1.00	USD 0.05
<b>Pineapples (MD2), organic</b>	Ghana			USD 0.90	USD 0.05
<b>Pineapples (Smooth Cayenne)</b>	Ghana			USD 0.45	USD 0.05
<b>Pineapples (Smooth Cayenne)</b>	Benin			EUR 0.30	EUR 0.04
<b>Pineapples (Smooth Cayenne)</b>	Cameroon			EUR	EUR 0.04

<b>Fruit</b>	<b>Country</b>	<b>Fairtrade farm-gate price per kg</b>	<b>Fairtrade minimum price at Ex Works level per kg</b>	<b>Fairtrade minimum FOB price per kg</b>	<b>Fairtrade Premium per kg</b>
Cayenne)				0.30	
<b>Pineapples</b> (Smooth Cayenne), <b>organic</b>	Cameroon			EUR 0.41	EUR 0.04
<b>Pineapples</b> (Smooth Cayenne), <b>organic</b>	Ghana			USD 0.60	USD 0.05
<b>Pineapples</b> (Smooth Cayenne), <b>organic</b>	Togo	EUR 0.16 (pre-packed)			EUR 0.04
<b>Pineapples</b> (Sugar loaf) (for processing), <b>organic</b>	Ghana	USD 0.205			USD 0.05
<b>Pineapples for processing</b> (Smooth Cayenne)	South Africa	ZAR 0.57 (pre-packed)			ZAR 0.19
<b>Plums</b>	South Africa		ZAR 11.25 (including packing)	ZAR 11.55	ZAR 2.30
<b>Prepared and chilled Pineapples</b> (peeled, cut, packaged and chilled)	Ghana			USD 0.86	USD 0.05
<b>Soft Citrus</b>	Argentina	USD 0.15 (pre-packed)			USD 0.02
<b>Soft Citrus</b>	South Africa			ZAR 3.90	ZAR 0.58
<b>Soft Citrus – Nours</b>	Morocco			EUR 0.66	EUR 0.05
<b>Soft Citrus (except Nours)</b>	Northern Africa			EUR 0.46	EUR 0.05
<b>Soft Citrus, organic</b>	Northern Africa			EUR 0.63	EUR 0.05

<b>Fruit</b>	<b>Country</b>	<b>Fairtrade farm-gate price per 1000 nuts</b>	<b>Fairtrade Premium per 1000 nuts</b>
<b>Fresh whole coconut</b>	Windward Islands	USD 112	USD 11
<b>Whole dry coconut with shell</b>	Brazil	USD 220 (excluding packing)	USD 22

<b>Fruit</b>	<b>Country</b>	<b>Fairtrade farm-gate<sup>1</sup> price per 13 fruit units</b>	<b>Fairtrade Premium per 13 fruit units</b>
<b>Organic Mango</b>	Haiti	USD 1.60	USD 0.45

<sup>1</sup> Farm-gate for organic mango from Haiti is defined as the cost of the fruit, profit to farmer, cost of harvesting, initial washing, packing into plastic crates for transport to the exporter, administration costs and profit to the association. The exporter covers transportation to the packing house, hot water treatment, stickers, cardboard boxes, packing into cardboard boxes, palletization and export costs.

<b>Fruit</b>	<b>Country</b>	<b>Fairtrade farm-gate price per metric tonne (MT)</b>	<b>Fairtrade Premium per metric tonne (MT)</b>
<b>Organic Lemon</b> (for processing)	Peru	USD 130	USD 20
<b>Organic Mango</b> (for processing)	Peru	USD 204	USD 30
<b>Organic Orange</b> (for processing)	Peru	USD 174	USD 20
<b>Organic Papaya</b> (for processing)	Peru	USD 174	USD 20
<b>Organic Passion Fruit</b> (for processing)	Peru	USD 232	USD 30
<b>Organic Pineapple</b> (for processing)	Peru	USD 217	USD 30

<b>Fruit</b>	<b>Country</b>	<b>Fairtrade farm-gate price per kg</b>	<b>Fairtrade minimum FOB price per kg</b>	<b>Fairtrade Premium per kg</b>	<b>Market differential for the USA<sup>2</sup></b>
<b>Mangoes</b>	Mexico	USD 0.55	USD 0.63	USD 0.14	USD 0.20
<b>Mangoes</b>	Central America <sup>3</sup> & Caribbean <sup>4</sup>	USD 0.75	USD 0.85	USD 0.14	-
<b>Mangoes</b>	South America	USD 0.70	USD 0.80	USD 0.14	USD 0.25
<b>Mangoes</b>	Western Africa	EUR 0.70	EUR 0.80	EUR 0.14	-
<b>Organic mangoes</b>	Mexico	USD 0.62	USD 0.70	USD 0.14	USD 0.20
<b>Organic mangoes</b>	Central America <sup>5</sup> & Caribbean <sup>6</sup>	USD 0.85	USD 0.95	USD 0.14	-
<b>Organic mangoes</b>	South America	USD 0.80	USD 0.90	USD 0.14	USD 0.25
<b>Organic mangoes</b>	Western Africa	EUR 0.80	EUR 0.90	EUR 0.14	-

<sup>2</sup> For mangoes imported into the United States a hot water bath treatment is required for some countries of origin or certain regions within these countries. To this end a **market differential** is set for mangoes imported from South America and Mexico that is paid in addition to the Fairtrade minimum price wherever US legislation is applicable.

<sup>3</sup> Except Mexico

<sup>4</sup> Except Haiti

<sup>5</sup> Except Mexico

<sup>6</sup> Except Haiti

Fairtrade Minimum prices for **fresh mangoes** are set at both Farm Gate and FOB level for the same origin: Only ONE Fairtrade Minimum Price applies per trade chain.

→ The Fairtrade Minimum Price set at Farm Gate level **only** is applicable for Hired Labour Situations not exporting the fruit.

→ The Fairtrade Minimum Price set at FOB level **only** is applicable for Hired Labour Situations exporting the fruit.

**Farm Gate Fairtrade Minimum Price for fresh mangoes includes** the following costs: One-off set-up costs amortized, field preparation, field work, harvest, packing and organizational costs.

Note that for the Hired Labour Situations not exporting the fruit, any cost that is included at the Farm Gate level as defined by FLO, but not directly paid by the Hired Labour Situation has to be considered as a “service” and paid to the provider of this “service.”

**TABLE GRAPES FROM NAMIBIA AND SOUTH AFRICA –  
FAIRTRADE PRICES & PREMIUM**

Product		Fairtrade minimum Price per kg FOB		Fairtrade Premium per kg FOB
		Table grapes packed in conventional bags	Table grapes packed in punnets	
Table Grapes	<b>Pre-Christmas</b> (=reaching the market before Christmas)	ZAR 11.42	ZAR 14.34	ZAR 1.31
	<b>Post-Christmas</b> (=reaching the market after Christmas)	ZAR 10.23	ZAR 12.42	ZAR 1.31
Organic Table Grapes	<b>Pre-Christmas</b>	ZAR 13.32	ZAR 16.58	ZAR 1.31
	<b>Post-Christmas</b>	ZAR 12.34	ZAR 14.61	ZAR 1.31