



FAIRTRADE STANDARDS

FOR

Fresh Fruit (except Bananas) and Fresh Vegetables

FOR

Small Farmers' Organisations

PART A Generic Fairtrade Standards for Small Farmers' Organisations
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Refer to the generic standard for Small Farmers' Organisations 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.

PART B Product Specific Standards for Fresh Fruit (except Bananas) and Fresh Vegetables	2
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The product specific standards for fresh fruit and fresh vegetables apply to all products and countries for which a Fairtrade price and/or premium is set in part C below.

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<p>PART B Product Specific Standards for Fresh Fruit (except Bananas) and Fresh Vegetables</p>

1 Social Development

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

2 Economic Development

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

3 Environmental Development

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

PART C Trade Standards for Fresh Fruit (except Bananas) and Fresh Vegetables

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.

Appendix 1: Fresh Fruit Price Information:

Fruit	Country	Fairtrade farm-gate price per kg	Fairtrade minimum FOB price per kg	Fairtrade Premium per kg
Avocados	Peru	US\$ 0.83		US\$ 0.08
Avocados	Mexico	US\$ 0.925		US\$ 0.08
Organic Avocados	Central America	US\$ 1.14		US\$ 0.08
Lemons	Argentina	US\$ 0.08 (pre-packed)		US\$ 0.015
Lemons	Egypt		Eur 0.25	Eur 0.04
Limes	Brazil		US\$ 0.49	US\$ 0.02
Organic Limes	Dominican Republic		US\$ 1.51	US\$ 0.23
Mandarins	Argentina	US\$ 0.15 (pre-packed)		US\$ 0.02
Oranges (Navel, Valencia)	Argentina	US\$ 0.12 (pre-packed)		US\$ 0.02
Organic Oranges (Navel, Valencia)	Argentina	US\$ 0.15 (pre-packed)		US\$ 0.02
Oranges	Egypt		US\$ 0.39	US\$ 0.03
Organic Oranges (Navel, Valencia)	Egypt		US\$ 0.55	US\$ 0.03
Pineapples (MD2)	Costa Rica		US\$ 0.70	US\$ 0.05
Organic Pineapples (MD2)	Costa Rica		US\$ 1.00	US\$ 0.05
Pineapples (MD2)	Ghana		US\$ 0.60	US\$ 0.05
Pineapples (Smooth Cayenne)	Ghana		US\$ 0.45	US\$ 0.05
Pineapples (Smooth Cayenne)	Benin		Eur 0.30	Eur 0.04
Pineapples (Smooth Cayenne)	Cameroon		Eur 0.30	Eur 0.04
Organic Pineapples (Smooth Cayenne)	Cameroon		Eur 0.41	Eur 0.04
Organic Pineapples (Smooth Cayenne)	Togo	Eur 0.16 (pre-packed)		Eur 0.04
Organic Pineapples (Smooth Cayenne)	Ghana		US\$ 0.60	US\$ 0.05
Prepared and chilled Pineapples (peeled, cut, packaged and chilled)	Ghana		US\$ 0.86	US\$ 0.05
Conventional Pineapples (MD2) and Organic Pineapples (Sugar loaf) (for local processing)	Ghana	US\$ 0.205		US\$ 0.05
Pineapples (for local processing)	Benin	Eur 0.09		Eur 0.025
Pineapples (for local processing)	Cameroon	Eur 0.05		Eur 0.025
Organic Pineapples (for local processing)	Cameroon	Eur 0.07		Eur 0.025
Grapes (table grapes)	Egypt		Eur 1.33	Eur 0.20

Fruit	Country	Fairtrade farm-gate price per kg	Fairtrade minimum FOB price per kg	Fairtrade Premium per kg
Organic Grapes (seedless red and white)	Egypt	Eur 0.94 (pre-packed)		Eur 0.12
Oranges	Morocco		EUR 0.33	EUR 0.03
Soft Citrus – Nours	Morocco		EUR 0.66	EUR 0.05
Soft Citrus (except <i>Nours</i>)	Northern Africa		EUR 0.46	EUR 0.05

Fruit	Country	Fairtrade farm-gate price per 1000 nuts	Fairtrade Premium per 1000 nuts
Fresh whole coconut	Windward Islands	US\$ 112	US\$ 11
Whole dry coconut with shell	Brazil	US\$ 220 (excluding packing)	US\$ 22

Fruit	Country	Fairtrade farm-gate¹ price per 13 fruit units	Fairtrade Premium per 13 fruit units
Organic Mango	Haiti	US\$ 1.60	US\$ 0.45

¹ 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.

Fruit	Country	Fairtrade farm-gate price per metric tonne (MT)	Fairtrade Premium per metric tonne (MT)
Organic Lemon (for processing)	Peru	US\$ 130	US\$ 20
Organic Mango (for processing)	Peru	US\$ 204	US\$ 30
Organic Orange (for processing)	Peru	US\$ 174	US\$ 20
Organic Papaya (for processing)	Peru	US\$ 174	US\$ 20
Organic Passion Fruit (for processing)	Peru	US\$ 232	US\$ 30
Organic Pineapple (for processing)	Peru	US\$ 217	US\$ 30

Fruit	Country	Fairtrade Minimum Farm-gate price (including packing) per kg	Fairtrade Minimum Farm-gate price (excluding packing) per kg	Fairtrade Premium per kg
Lychees	Southern Africa and Eastern Africa	US\$1.53	US\$1.18	US\$0.14

Fruit	Country	Fairtrade farm-gate price per kg	Fairtrade minimum FOB price per kg	Fairtrade Premium per kg	Market differential for the USA¹
Mangoes	Mexico	US\$ 0.55	US\$ 0.63	US\$ 0.14	US\$ 0.20
Mangoes	Central America ² & Caribbean ³	US\$ 0.75	US\$ 0.85	US\$ 0.14	-
Mangoes	South America	US\$ 0.70	US\$ 0.80	US\$ 0.14	US\$ 0.25
Mangoes	Western Africa	€ 0.70	€ 0.80	€ 0.14	-
Organic mangoes	Mexico	US\$ 0.62	US\$ 0.70	US\$ 0.14	US\$ 0.20
Organic mangoes	Central America ⁴ & Caribbean ⁵	US\$ 0.85	US\$ 0.95	US\$ 0.14	-
Organic mangoes	South America	US\$ 0.80	US\$ 0.90	US\$ 0.14	US\$ 0.25
Organic mangoes	Western Africa	€ 0.80	€ 0.90	€ 0.14	-

¹ 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.

² Except Mexico

³ Except Haiti

⁴ Except Mexico

⁵ 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 Small Farmers' Organizations not exporting the fruit.

→ The Fairtrade Minimum Price set at FOB level **only** is applicable for Small Farmers' Organizations 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 Small Farmers' Organizations not exporting the fruit, any cost that is included at the Farm Gate level as defined by FLO, but not directly paid by the Small Farmers' Organization has to be considered as a "service" and paid to the provider of this "service."

FRESH FRUIT FROM SOUTH AFRICA – FAIRTRADE PRICES & PREMIUM

Fruit	Fairtrade minimum Price per kg		Fairtrade Premium per kg		
	FOB price in Rand	Farm gate price in Rand	FOB	Farm gate	% of FOB achieved
Apples (Green apples)	R 3.79		R 0.56		
Apples (Bi-colour: Braeburn)	R 4.67		R 0.70		
Apples (Bi-colour: Royal Gala & Sundowner)	R 4.27		R 0.64		
Apples (Pink Lady)	R 5.23		R 0.78		
Avocados		R 6.03		R 0.46	
Organic Avocados		R 11.40		R 0.46	
Lemons	R 3.05		R 0.45		
Mangoes		R 2.42 (pre-packed)		R 0.31	
Organic Mangoes		R 3.78 (pre-packed)		R 0.49	
Oranges (Navel)	R 3.19		R 0.47		
Oranges (Valencia)	R 3.05		R 0.45		
Pears (Green)	R 3.63		R 0.54		
Pears (Brown)	R 4.19		R 0.62		
Pears (Blushed)	R 5.63		R 0.84		
Pineapples for processing (Smooth Cayenne)		R 0.57 (pre-packed)		R 0.19	
Plums (Laetitia, Larry Anne, Songold & Angelino)	R 6.17				15
Soft Citrus	R 3.90		R 0.58		

**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	Pre-Christmas (=reaching the market before Christmas)	11.42 ZAR	14.34 ZAR	1.31 ZAR
	Post-Christmas (=reaching the market after Christmas)	10.23 ZAR	12.42 ZAR	1.31 ZAR
Organic Table Grapes	Pre-Christmas	13.32 ZAR	16.58 ZAR	1.31 ZAR
	Post-Christmas	12.34 ZAR	14.61 ZAR	1.31 ZAR

FRESH VEGETABLES

Vegetable	Country	Fairtrade minimum farm-gate price per metric tonne (MT)	Fairtrade Premium per metric tonne (MT)
Organic Green Pepper	Egypt	US\$ 655.5 (pre-packed)	US\$ 54.1
Organic Red Yellow Pepper	Egypt	US\$ 983.5 (pre-packed)	US\$ 54.1
Organic Green Beans	Egypt	US\$ 1,023 (pre-packed)	US\$ 56.3
Organic New Potatoes	Egypt	US\$ 241.6 (pre-packed)	US\$ 13.3