



FAIRTRADE LABELLING ORGANIZATIONS INTERNATIONAL

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# FAIRTRADE STANDARDS

FOR  
**Quinoa**

FOR

**Small Farmers' Organizations**

**Current version: 01.12.2005**

**Superseded previous versions:  
01.06.2004**

**Period for stakeholders' comments and enquiries on this new version:**  
**Not applicable**

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**For further information and standards downloads:**  
**[www.fairtrade.net/standards.html](http://www.fairtrade.net/standards.html)**

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<b>PART A Generic Fairtrade Standards for Small Farmers' Organisations</b>
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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.

<b>PART B Product Specific Standards for Quinoa</b>	<b>3</b>
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The product specific standards for quinoa apply to all products and countries for which a Fairtrade price and/or premium is set in part C below.

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

<b>PART C Trade Standards for Quinoa</b>	<b>4</b>
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## **PART B Product Specific Standards for Quinoa**

### **1 Social Development**

There are no additional social standards specific to quinoa producers.

### **2 Economic Development**

There are no additional economic standards specific to quinoa producers.

### **3 Environmental Development**

There are no additional environmental standards specific to quinoa producers.

## **PART C Trade Standards for Quinoa**

### **1. Product Description**

Fairtrade Quinoa means unprocessed quinoa grain and products derived from it which have been produced, traded, processed and marketed according to the standards and contracts laid down by FLO, Fairtrade labelling Organizations International e.V.

### **2. International Customary Conditions**

All international customary conditions apply unless overruled by any of the special FLO conditions as specified in the FLO criteria.

### **3. Procure a Long Term and Stable Relationship**

In order to allow both sides a better planning and preparation of all business agreed upon buyers and sellers will procure to establish a long term and stable relationship in which the rights and interests of both are mutually respected. These long-term agreements must be confirmed by the exchange of binding Letters of Intent not later than three months prior to harvesting time. Annual renewals must be confirmed at least three months prior to the expiry of the previous Letter of Intent.

### **4. Prefinancing / Credit**

On request of the seller, the buyer shall make available up to 60 % of the minimum value of the contract in credit facilities in favour of the seller upon the signing of a Letter of Intent, or at any date thereafter at the wishes of the seller, however at least six weeks prior to shipment. The corresponding interest charges shall be covered by the seller at current commercial interest rates (or better) in the country of destination.

### **5. Pricing and Premium**

5.1 The Fairtrade minimum price for quinoa from Ecuador, Bolivia and Peru is a farm-gate price.

5.2 In addition to the Fairtrade minimum price the buyers shall pay a Fairtrade Premium as set by FLO.

5.3 If the market price is higher than the Fairtrade minimum price, the market price shall apply.

#### **Fairtrade Minimum Price and Premium Information for non-desaponified quinoa**

<b>Country</b>	<b>Fairtrade Minimum Farm-gate price per metric tonne (MT)</b>		<b>Fairtrade Investment Premium per metric tonne (MT)</b>
	<b>Conventional</b>	<b>Organic</b>	
<b>Regional price for Ecuador, Bolivia and Peru</b>	US\$ 711	US\$ 861	US\$ 85

## **6. Payment**

The FLO Registered Processor or FLO Registered Exporter is responsible for paying the FLO Fairtrade Price and/or FLO Fairtrade Investment Premium to the FLO Certified Producer.