



FAIRTRADE LABELLING ORGANIZATIONS INTERNATIONAL

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# **FAIRTRADE STANDARDS**

**FOR  
Fruit Juices**

**FOR  
Hired Labour**

**Current version: 22.01.2008**

**Superseded previous versions:  
15.11.2007**

**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 Hired Labour</b>
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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 Fruit Juices</b>
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The product specific standards for fruit juices 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 Fruit Juices</b>
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## PART B Product Specific Standards for Fruit Juices

### Specific country rule Brazil

**FLO limits the access for Hired Labour situations in Brazil producing fruit for fruit juices 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 fruit juice producers.

## **2 Economic Development**

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

## **3 Environmental Development**

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

## **PART C Trade Standards for Fruit Juices**

### **1 Product Description**

Fairtrade fruit juice is fruit juice which has 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 standards.

### **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 should be confirmed by the exchange of binding Letters of Intent not later than three months prior to harvesting time. Annual renewals should 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.

Payment and reimbursement of the loan as well as the interest rates shall be according to the terms and conditions mutually agreed upon in the separate credit contract.

### **5 Pricing and Premium**

- 5.1 Buyers of Fairtrade fruit juice shall pay at least the Fairtrade minimum price as set by FLO and specified below.
- 5.2 If the market price is higher than the Fairtrade minimum price, the market price shall apply.
- 5.3 In addition to the Fairtrade minimum price the buyers shall pay a Fairtrade premium as set by FLO and specified below.
- 5.4 The Fairtrade premium has to be paid directly to the account of the certified producer organisation (in case of small farmers) or to the account of the Joint Body of certified producer organisations depending on hired labour.
- 5.5 In the contract, the following price elements have to be mentioned:
  - Price applied
  - Amount of Fairtrade premium
  - In case of FCA contracts the price for transport and handling to the European port has to be mentioned separately.

- In case of **CUBA** payments and premium transfers: **NEVER ROUTE TRANSFERS VIA OR THROUGH A US (United States) BANK**. The US government enacted a directive which is already in place for over 4 decades, obliging all US banks that receive money destined for Cuba not to transfer it to Cuba., but to transfer it instead into a government fund to be used to reimburse the oil companies and others that, were victims of the nationalisations 4 decades ago.

The currency in this respect is not so important, important is that

**PAYMENTS ARE NOT ROUTED VIA US BANKS.**

Each payment to Cuba should state: **Fairtrade (FLO) sales**, in order to identify the money received.

5.6 Payment shall be made against a full set of documents, no more than 30 days after date of invoice.

***Fairtrade Fruit Juice Price and Premium Information***

<b>Product &amp; Organic Status</b>	<b>Country</b>	<b>Concentrate / Not from Concentrate (NFC)</b>	<b>Unit of Trade</b>	<b>Fairtrade Minimum farm-gate Price in USD</b>	<b>Fairtrade Minimum Fob Price in USD</b>	<b>Fairtrade Premium in USD</b>
Apple	South Africa	Concentrate	1 MT		960	96
Organic Araza Pulp	Costa Rica		1 Kg		1.61	0.32
Grapefruit	World-wide	Concentrate	1 MT		1200	100
Organic Grapefruit	World-wide	Concentrate	1 MT		1500	100
Guava pulp	World-wide		1 MT		580	60
Organic Guava pulp	World-wide		1 MT		670	70
Lime	World-wide	NFC	1 MT		670	70
Organic lime	World-wide	NFC	1 MT		760	80
Organic Mandarin	World-wide	Concentrate	1 MT		1700	100
Organic Mandarin	World-wide	NFC	1 MT		800	80
Mango Pulp	Brazil, Cuba		1 MT		624	46
Mango Pulp	Peru		1 MT		712	46
Mangoes for Mango Pulp	Brazil, Cuba		1 kg	0.25		0.03
Organic Mango pulp	Brazil		1 MT		700	55
Organic Mango pulp	Peru		1 MT		800	55
Orange	World-wide	Concentrate	1 MT		1200	100
Organic Orange	World-wide	Concentrate	1 MT		1500	100
Orange	World-wide	NFC	1 MT		400	40
Organic Orange	World-wide	NFC	1 MT		700	70

Pineapple	World-wide	Concentrate	1 MT		1600	160
Organic pineapple	World-wide	Concentrate	1 MT		1950	195
Pineapple	World-wide	NFC	1 MT		550	50
Passion Fruit	Brazil	Concentrate	1 MT		2800	280
Passion Fruit	Brazil	NFC	1 MT		1000	100