



Fairtrade Standard for Fruits & Vegetables

Applies to: Hired labour organisations and traders

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For further information and standards downloads: www.fairtrade.net/standards.html



Content

Introduction	3
How to use this Standard	3
Product description	3
Price and Fairtrade Premium	4
Structure	4
Requirements	4
Scope	4
Application	4
Definitions	5
Monitoring of changes	6
Change history	7
1 General Requirements and Commitment to Fairtrade	8
1.1 Certification	8
2 Social Development	9
2.1 Management of the Fairtrade Premium	9
2.2 Capacity Building	9
3 Labour Conditions	11
3.1 Conditions of employment	11
4 Environmental Development	14
4.1 Environmental protection	14
5 Trade	16
5.1 Traceability	16
5.2 Contracts	17
5.3 Access to finance	18
5.4 Pricing and Payment Terms	19
5.5 Sharing risks	24
5.6 Trading with Integrity	29



Introduction

How to use this Standard

This Fairtrade Standard for Fruits & Vegetables covers the specific requirements for fruits and vegetables produced by hired labour producers and traders.

Fairtrade fruits and vegetables producing companies must comply with the Fairtrade Standard for Hired Labour and the Fairtrade Standard for Fruit & Vegetables. For companies, this standard complements and should be read in conjunction with the Fairtrade Standard for Hired Labour.

Fairtrade fruit and vegetable traders must comply with both the Fairtrade Trader Standard and the Fairtrade Standard for Fruits & Vegetables. For traders, this standard complements and should be read in conjunction with the Fairtrade Trader Standard.

In cases where this standard differs from the Fairtrade Standard for Hired Labour or the Fairtrade Trader Standard on the same topic, the requirements presented in this standard apply.

Product description

Fairtrade fruits and vegetables are all varieties of fresh fruits and vegetables, including edible roots, tubers and pulses, for which Fairtrade prices exist in the [Fairtrade Minimum Price and Premium Table](#). This standard covers the purchase and sale of fruits and vegetables in their primary form and their processed forms. This includes fresh fruits and fresh vegetables for export, as well as fresh fruits and fresh vegetables sold for further processing, and processed fruits and vegetables.

The standard also covers secondary products and their derivatives. The definition of secondary products is included in the [Fairtrade Trader Standard](#). An [explanatory note](#) for secondary products and a [non-exhaustive list of products fitting the secondary products definition](#) are published on the Fairtrade International website.

For products that do not have a Fairtrade Prices in our Price Table, producers and/or traders may submit a price request.



Price and Fairtrade Premium

Fairtrade Minimum Prices (FMP) and Premium levels for Fairtrade products are published separately from the product Standards.

There are no Fairtrade Minimum Prices defined for secondary products and their derivatives. The prices (at CIF or FOB level) of these products, from any origin, are negotiated between the importer and the exporter. A default Fairtrade Premium of 15% of the negotiated price must be paid in addition.

Structure

The Fairtrade Standard for Fruits and Vegetables has five chapters: General Requirements and Commitment to Fairtrade, Social Development, Labour Conditions, Environmental Development and Trade.

In each chapter and section of the standard, you will find:

- The **intent** which introduces and describes the objective and defines the scope of application of that chapter or section.
- The **requirements** specifying the standards with which you must comply. You will be audited in accordance with these requirements.
- The **guidance** provided will help you to interpret the requirements. The guidance offers best practices, suggestions and examples of how to comply with the requirement. It also gives you further explanation on the requirement, with the rationale and/or intention behind it. You will not be audited against guidance.

Requirements

In this standard, you will find one type of requirement:

- **Core requirements** which reflect Fairtrade principles and must be complied with. These are indicated with the term 'Core' found in the column on the left throughout the standard.

Scope

This standard applies to all Fairtrade fruits and/or vegetables, hired labour companies and all companies that buy and sell Fairtrade fruits and/or vegetables. All operators taking ownership of Fairtrade-certified products and/or handling the price and Fairtrade Premium are audited and certified.

Different requirements apply to different companies depending on their role in the supply chain. You can find out if a requirement applies to you in the column "Applies to".

Application

This version of the Fairtrade Standard for Fruit and Vegetables was published on **31 March 2026** and is applicable from **1 January 2027**. This version supersedes all previous versions of the following standards: Fresh Fruit Standard, Fresh Vegetables Standard, and Prepared and Preserved Fruits and Vegetables Standard.



Definitions

Company refers to the Hired Labour operator certified to sell fruits and/or vegetables as Fairtrade.

Cost, Insurance and Freight (CIF): an international maritime trade term under which the seller pays the costs and freight to the port of destination.

Dead freight is the amount a shipper needs to pay when the shipper does not use the space he or she has reserved on a truck or a vessel.

Ex Works (EXW): means that delivery takes place when the seller places the goods at the disposal of the buyer at the premises of the seller or at another named place (works, factory, warehouse, etc.) not cleared for export and not loaded on any collecting vehicle.

Free on Board (FOB): means that the seller delivers when the goods pass the ship's rail at the named port of shipment. From that point forward, the buyer must bear all costs and risks of loss or damage to the goods. Under FOB terms, the seller is required to clear the goods for export.

Free on Truck (FOT): considered a land-based equivalent to Free on Board (FOB)—where the seller pays all costs and assumes risk for goods until they are loaded onto the buyer's truck at a designated location. Once loaded, the buyer assumes responsibility for transport costs and risks.

Fruits and/or vegetables for export: are those that are exported fresh without processing in the producing country.

A migrant worker: is a person who moves from one area within their own country or across the border to another country for employment. For purposes of interpreting requirements in this standard, a migrant worker works for a limited period of time in the region that he/she has migrated to. Workers are not considered migrants after living one year or more in the region where they work, and if either a permanent position has been granted by the employer or legal permanent resident status has been granted.

Living wage (LW) is defined by the Global Living Wage Coalition as the remuneration received for a standard work week by a worker in a particular place sufficient to afford a decent standard of living for the worker and her or his family. Elements of a decent standard of living include food, water, housing, education, health care, transport, clothing, and other essential needs, including provision for unexpected events.

Oranges for juice for processing in consumer countries: are defined as 'oranges for juice' that are sold to be exported to a consumer country and then processed into juice in that country.

Orange for non-frozen concentrate (NFC) and **Orange for frozen concentrated orange juice (FCOJ)** are defined as oranges for juice that are sold to be processed into NFC or FCOJ in the producing country.

Perennial fruits and/or vegetables: are those that are harvested year-round. Typically, these are bananas, papayas and pineapples.

Pulses: the edible seed of a leguminous plant, for example a chickpea, lentil, or bean.

Purchasing Power Parity (PPP): is the rate of currency conversion that equalises the purchasing power of different currencies by eliminating the differences in price levels between countries.



Retro-certification occurs when a Fairtrade payer buys fruits and/or vegetables from a Fairtrade producer or exporter under conventional market conditions (non-Fairtrade) and at a later stage converts them into a Fairtrade product.

Seasonal fruits and/or vegetables are harvested only for a certain period of the year. Typically, these are, for example, mangoes, oranges or grapes.

Seasonal worker refers to a worker whose work, by its character, is dependent on seasonal conditions and is performed only during part of the year.

Shortfalls in sales refer to a situation when Fairtrade sales are lower than originally ordered as Fairtrade. In the case of Fairtrade transactions, this happens when the importer orders a certain amount of fruits and/or vegetables as Fairtrade and the orders of the clients of the importer decrease.

Workers are defined as all workers, including migrant, temporary, seasonal, sub-contracted and permanent workers. Workers are waged employees, whether they are permanent or seasonal/temporary, migrant or local, subcontracted or directly employed. Workers include all hired personnel, whether they work in the field, in processing sites, or in administration. The term is restricted to personnel that can be unionised, and therefore, middle and senior management and other professionals are generally not considered workers.

For a comprehensive list of definitions, see the [Fairtrade Trader Standard](#).

Monitoring of changes

Fairtrade International reserves the right to amend Fairtrade Standards under Fairtrade International's Standard Operating Procedures (<https://www.fairtrade.net/standard/how-we-set-standards>). Fairtrade Standard requirements can be added, deleted, or changed. If you are Fairtrade certified, you are required to check the Fairtrade International website regularly for changes to the standards.

Fairtrade certification ensures that you comply with Fairtrade Standards. Changes to Fairtrade Standards may change the requirements of Fairtrade certification. If you wish to be or are already Fairtrade certified, you are required to check the compliance criteria and certification policies on the certification body's website regularly at www.flocert.net.



Change history

Version number	Date of publication	Changes
31.03.2026_v1.0	31.03.2026	<p>Full review of the Standard</p> <ul style="list-style-type: none">• Merge of Fairtrade Standard for Fresh Fruit, Fairtrade Standard for Fresh Vegetables and Fairtrade Standard for Prepared and Preserved Fruits and Vegetables.• Simplification of contract requirements.• Introduction of new Trading with Integrity requirements• Introduction of clear when applying retro-certification.• Introduction of a new environmental management plan.• Changes in the information to be provided for the quality claims process.• Inclusion of new costs that can be charged back in case of a quality claim.• Inclusion of the interpretation note for the distribution of the Fairtrade Premium to close the Living Wage Gap.• Clarification and simplification of the language.



1 General Requirements and Commitment to Fairtrade

Intent: To provide the necessary framework for effective implementation of the Standard.

1.1 Certification

1.1.1 Banana companies

Applies to: Banana companies	
Core	You demonstrate that you have been an established and active company for at least two years before requesting certification, with administrative, technical, commercial, and financial capacity by providing records of the last two years, and a business development plan. If your organisation does not export the crop directly, you demonstrate that you are engaged with at least one exporter. You also demonstrate you have market potential for at least the first two years of Fairtrade certification with a letter of intent from at least one buyer, with formal communication of business engagement with a Fairtrade buyer (importer), and a business plan agreed between the producer and the Fairtrade buyer (importer).
Year 0	
Guidance: The business development plan is expected to include all information related to technical assistance capacities and priorities, work plans and information on production and sales estimates. This document can also serve as the business plan, given that sales estimates and buyer names are included, demonstrating the aforementioned market potential.	

1.1.2 Restriction on the size of land for orange companies in Brazil

Applies to: Orange companies in Brazil	
Core	Your land size is up to 4 fiscal units (módulos fiscais, see link below). The owner and/or family members is/are directly involved in the management of the applying unit.
Year 0	
Guidance: The size of one fiscal unit applicable to a specific area can be accessed here: https://www.embrapa.br/codigo-florestal/area-de-reserva-legal-arl/modulo-fiscal	



2 Social Development

Intent: To lay the foundations for empowerment and development to take place.

2.1 Management of the Fairtrade Premium

2.1.1 Premium reporting

Applies to: Companies	
Core	You send a report about Fairtrade Premium use for every new or ongoing Fairtrade Premium project to Fairtrade International. The reporting is done yearly, at the latest one month after the general assembly. You report Premium use via the FairInsight online platform: https://fairinsight.agunity.com .
Year 1	
Guidance: This requirement complements the reporting requirements on the use of the Fairtrade Premium in the generic standards.	

2.2 Capacity Building

2.2.1 Needs assessment for migrant and seasonal workers

Applies to: Vegetables Companies in Latin America and the Caribbean	
Core	You carry out a needs assessment of the migrant and seasonal workers and how to improve their working conditions. The needs assessment identifies and prioritises the needs of the migrant and seasonal workers in terms of freedom from discrimination, freedom of labour, freedom of association and collective bargaining, conditions of employment, occupational health and safety, as well as economic development, following the respective sections of the Fairtrade Standards. If migrant workers make up more than 25% of the entire workforce, including seasonal employees, the needs assessment includes an assessment of the home community from which most migrant workers come.
Year 1	
Guidance: You are responsible for carrying out a needs assessment of the home community from which most migrant workers come. The Fairtrade Premium Committee may then suggest developing Fairtrade Premium projects in this community.	



2.2.2 Development plan for migrant and seasonal workers

Applies to: Vegetables Companies in Latin America and the Caribbean	
Core	Based on the needs assessment (requirement 2.1.1), you create and implement a development plan for migrant and seasonal workers.
Year 1	
<p>Guidance: In particular, the implementation of the development plan for migrant and seasonal workers could include:</p> <ul style="list-style-type: none"> • Specific awareness-raising training or tools for migrant and seasonal workers • A plan for increasing the participation of migrant and seasonal workers in the Fairtrade Premium Committee • Implementing a reasonable method of paying for or reimbursing migrant employees for the cost of their travel to and from their home communities. This may not be deducted from workers' wages • Supporting migrant and seasonal workers in obtaining the necessary legal documents (e.g. identity cards) to benefit from social security provisions 	

2.2.3 Consult the Premium Committee and workers for the development plan

Applies to: Vegetables Companies in Latin America and the Caribbean	
Core	You consult the Fairtrade Premium Committee and the migrant and seasonal workers during the drafting of the development plan and discuss it with the General Assembly of workers.
Year 1	



3 Labour Conditions

Intent: To ensure decent working conditions.

3.1 Conditions of employment

3.1.1 Floor wages

Applies to: Companies	
Core	Your company ensures that all workers are paid at least a floor wage set by Fairtrade, which is based on the Purchasing Power Parity (PPP) set by the World Bank.
Year 0	<p>The floor wage relates only to the gross wage; therefore, in-kind benefits cannot be counted. Cash allowances are issued regularly to all workers as an entitlement and allowing workers full discretion on how to spend the money without a link to the attendance or performance of workers, and count towards the gross wage.</p> <p>You ensure that basic wage rates are equal to or exceed the applicable floor wage.</p> <p>You are not exempt from compliance if your company is represented by an employer organisation that has collectively bargained a multi-company or sector agreement with basic wage rates below the floor wage.</p> <p>You ensure that no benefits have been worsened/reduced after the introduction of this requirement, except when formally agreed with a trade union.</p>
Guidance: The amount in the requirement could increase depending on the World Bank adjustments. Please refer to the document Calculating floor wages in the Fruits & Vegetables Standard for more information. A basic wage is the minimum fixed amount of money which a worker is entitled to be paid by his/her employer. It excludes the additional benefits like bonuses, allowances, or any such compensation.	



3.1.2 Fairtrade Base Wage

Applies to: Banana companies	
Core	Your company ensures that no worker is paid a basic wage lower than the Fairtrade Base Wage as defined at the level of 70 percent of the Basic Living Wage Benchmark applicable for your country or region.
Year 0	You ensure that no remuneration is worsened/reduced after the introduction of this requirement, except when formally agreed with a trade union that has the right to bargain.
<p>Guidance: Fairtrade, as a member of the Global Living Wage Coalition, defines a 'living wage' as the remuneration received for a standard work week by a worker in a particular place sufficient for the worker and her or his family to afford a decent standard of living. Elements of a decent standard of living include food, water, housing, education, health care, transport, clothing, and other essential needs, including provision for unexpected events.</p> <p>The basic wage is the wage earned by a worker that is subject to taxes and statutory deductions according to local labour law. The basic wage might be earned daily (usually field, harvest and packing workers) or monthly basis (usually the administrative staff). The basic wage does not consider any non-regular payments, such as 13th or 14th salaries, etc.</p> <p>The Basic Fairtrade Base Wage is a wage introduced to make a concrete step towards a living wage. The Basic Fairtrade Base Wage is set at 70 percent of the Basic Living Wage Benchmark:</p> <p>Living Wage Benchmark: LWB</p> <p>In-kind benefits: IKB</p> <p>Basic Fairtrade Base Wage = 70% x basic LWB - IKB</p> <p>Where:</p> <p>Basic (gross) LWB = net LWB – cash allowances + cash deductions / (1+ratio of allowances – ratio of deductions)</p> <p>IKB = 10% net LWB</p> <p>Basic Living Wages are periodically updated by Fairtrade International and are available in the document Calculating base wages in the Fruits & Vegetables Standard.</p> <p>Requirements 3.4.11, 3.5.4, 3.5.9 and all other relevant sections of the Hired Labour Standard continue to apply.</p>	



3.1.3 Fairtrade Premium

Applies to: Banana companies	
Core	As long as there is a gap between the LWB and the lowest wage received by workers, up to 30 per cent of the Fairtrade Premium is equitably disbursed amongst all workers earning below the LWB in accordance with time worked, up to the level of the LWB, as a Fairtrade Bonus.
Year 0	<p>Payments are made in cash. Premium vouchers of equal value to cash disbursements can be disbursed in those origins where payment in cash is not an advantageous option. Your company demonstrates the transparency and accuracy of the payments made by the Fairtrade Premium Committee according to the rules described in this requirement.</p> <p>Your company ensures that no wage is worsened/reduced after the introduction of this requirement, except when formally agreed with elected worker representatives who have the right to negotiate.</p>
<p>Guidance: Only Fairtrade Premium generated from sales as of 2021 onwards is considered.</p> <p>If the gap between the lowest wages and the LWB can be bridged using less than 30 percent of the Fairtrade Premium, the percentage for mandatory payout must be reduced accordingly. Please refer to the example of how the calculations might be done.</p> <p>This requirement and the option to disburse 20 percent of Premium funds in cash (requirement 2.1.20 of the Hired Labour Standard) signify that workers could disburse up to 50 percent of the Premium in cash if they so choose.</p> <p>Premium vouchers can be disbursed in cases where the disbursement in cash is not an advantageous option, for example, where disbursing the Premium in cash could result in significant tax payments. Premium vouchers can be used for essential needs that contribute to a decent livelihood, such as home construction or renovation, education fees, and regular household items. The nature and frequency of disbursements should be consulted upon with local trade unions or, in their absence, with other elected worker representatives, to ensure that collective bargaining is not undermined.</p> <p>Premium vouchers cannot be used for goods or services which companies are required to provide by law, by Fairtrade Standards or by collective bargaining agreements, or for those customarily provided by the company. Premium vouchers cannot be used for visas, or work permits for migrant workers, clothing or equipment for work, dormitories or shared housing for seasonal workers, drinking water, or land for kitchen gardens.</p>	

3.1.4 Wage data reporting

Applies to: Companies	
Core	You report wage data to Fairtrade International in the FairInsight platform
Year 0	(https://fairinsight.agunity.com).
<p>Guidance: This data will be used to assess the living wage gaps in different products and origins, as well as salary costs in production to calculate Living Wage Reference Prices and Living Wage Differentials. It is recommended to complete the report during the first quarter of the year.</p>	



4 Environmental Development

Intent: To promote additional practices that stimulate sustainable production. Protect the environment and support efforts to reduce the environmental impact of companies.

4.1 Environmental protection

4.1.1 Integrated pest management

Applies to: Companies	
Core	If you use pesticides in the production process, you implement the following elements of an integrated pest management approach:
Year 0	<ul style="list-style-type: none"> • Gain knowledge of the pests that affect the productivity of the crop and of the conditions that favour and hamper the development of the pests. • Gain knowledge of the parts of the fields where the crop is affected by the pests. • Prevention of the spreading of the pests by non-chemical means (labour, mechanical, natural traps, barriers, or thermal means). • Use of alternative control techniques, mulches, or cover crops to control and reduce the pests. • Application of pesticides focused on areas where the pests are present and affect the crop. • No use of pesticides in canals, in buffer zones protecting rivers or watersheds, in protected or high conservation value areas, or in buffer zones intended to protect people’s health.
Guidance: It is recommended to rotate active substances and have a pesticide reduction plan. It is necessary to review the Hazardous Material List to check which pesticides can be used in Fairtrade crops..	

4.1.2 Environmental Risk Assessment

Applies to: Companies	
Core	You carry out an environmental risk assessment that will cover at least the following topics, at least every three years:
Year 0	<ul style="list-style-type: none"> • Water use • Soil health • Waste management • Energy use • Biodiversity • Fertiliser/pesticide use
Guidance: The Human Rights & Environmental Due Diligence risk assessment tool is explained in the HREDD Guide for HLOs . This requirement is complementary to requirements in the generic HLO.	

4.1.3 Environmental Action Plan Development



Applies to: Companies	
Core	Based on your risk assessment, you develop action plans to mitigate, reduce or avoid negative impacts on your crop, natural resources and/or the environment in and around your farms.
Year 1	
<p>Guidance: The plans may include the following topics:</p> <ul style="list-style-type: none"> • Water capture • Water use reduction/irrigation management • Water management • Increase in biodiversity • Organic waste transformation in bio-fertilisers • Energy use/generation • Soil management/Synthetic fertiliser management 	

4.1.4 Environmental Action Plan Implementation

Applies to: Companies	
Core	You implement the plans developed in the previous requirement 4.1.3. You keep records on the effects of the change of practices and monitor the impact on the environment.
Year 3	
<p>Guidance: In some products, the Producer Network of your region can facilitate farm records that help you in measuring the aimed improvement and impact.</p>	



5 Trade

Intent: This chapter outlines the requirements that operators need to comply with when they sell Fairtrade products.

5.1 Traceability

5.1.1 Traceability system

Applies to: Companies of fresh fruit and/or vegetables for export	
Core	You indicate the packing station, your FLO-ID and the date of packing on each box.
Year 0	
Guidance: This is applicable to the bulk packing when delivering to the exporter or importer. The FLO-ID to be provided is the plantation producing the product.	

5.1.2 Record keeping of volumes for oranges for juice

Applies to: Processors/exporters of oranges for juice	
Core	You keep a record of the volumes of oranges for juice bought and processed from each producer, including the date of delivery, and the quantity of orange juice sold.
Year 0	



5.2 Contracts

5.2.1 Fairtrade contracts for payers

Applies to: Fairtrade payers, except wine grapes	
Core	In addition to the requirements in the Trader Standard, you include the following in your Fairtrade contracts:
Year 0	<ul style="list-style-type: none"> • Sourcing plans with a minimum volume to be purchased and delivered on a weekly/trimestral/semestral basis for perennial products and a seasonal basis for seasonal products, and volume projection for the duration of the contract • Description of how the system of orders will function (when and how weekly/single orders are confirmed) • Responsible party for product labelling • Rules for dead freight • Description of the liability of each party and the quality check procedure • Non-Fairtrade payment terms and price mechanism in case of short-falling sales and quality problems for each product (see 4.5 Sharing risks) • If applicable, a reference to additional or special packing material and services and related costs not included in the Fairtrade Minimum Price (e.g. for example “cluster bags” or “parafilm”, see also 4.2 Price and Fairtrade Premium)
<p>Guidance: This requirement complements the TS requirement 5.1.2 on contracts. For wine grapes, these additional requirements do not apply.</p> <p>If a producer does not sell at the price level at which Fairtrade Minimum Price is defined (e.g. selling on FOB, but FMP is defined at EXW only), the contract refers to the packing material and related costs and other services (e.g. transportation) not included in the Fairtrade Minimum Price (e.g. for “clusterbags” or “parafilm”).</p>	

5.2.2 Contracts for oranges for juice

Applies to: First buyers of oranges for juice	
Core	You include in your contracts with producers:
Year 0	<ul style="list-style-type: none"> • Price to be paid and calculation used for defining the price of orange juice equivalent, follow requirements 5.4.3 and 5.4.5. • Clarification that the price for oranges for juice will be defined according to the yield • Once available, the preliminary analysis reports from each delivery of oranges for juice (as an attachment). <p>In addition, you give the preliminary analysis report to the producer 7 days after the delivery of the fruit.</p>
<p>Guidance: This requirement complements the requirement 5.1.1 above and the TS requirement 5.1.2 on contracts.</p> <p>A preliminary analysis report is a report produced according to citrus industry standards from a sample of the fruit delivered, which includes yield information.</p>	



5.2.3 Tripartite contracts with producers for oranges for juice

Applies to: Fairtrade conveyors of oranges for juice	
Core	You sign a tripartite contract between the producer, the price and premium payer and the conveyor, or you, as conveyor, share with the producer the contract that you have with the Fairtrade payer. The tripartite contracts identify, as a minimum, the orange juice buyer, specify the quantity and price of the orange juice sold, as well as the payment terms of the price differential.
Year 0	
Guidance: This requirement intends to increase the transparency along the supply chain, allowing the producer to know the conditions under which the Fairtrade product is sold.	

5.3 Access to finance

5.3.1 Pre-financing Fairtrade contracts

Applies to: Fairtrade payers of fresh fruit (except wine grapes)	
Core	Pre-finance is not required for fresh fruits (except wine grapes, see below). If needed, you negotiate pre-finance terms and conditions with the producer and include them in the contract.
Year 0	
Guidance: This requirement replaces the requirement 5.4.1 in the Trader Standard. Pre-finance can be negotiated between both parties, if requested by and agreed by the Fairtrade payer or another trader. Pre-finance is granted on contracts e.g. for financing field inputs, packaging material or in case of natural disasters. Advance payments which are granted on individual shipments/invoices are not considered pre-finance.	

5.3.2 Pre-financing Fairtrade contracts for wine grapes

Applies to: Fairtrade payer of wine grapes	
Core	You provide at least 60% of the value of the contract as pre-finance to the producer at least six weeks prior to shipment.
Year 0	

5.3.3 Pre-financing Fairtrade contracts for prepared and preserved fruits and vegetables

Applies to: Fairtrade payer of prepared and preserved fruits and vegetables	
Core	On request from the producer, the Fairtrade payer must make up to 60% of the value of the contract available as pre-finance to the producer at any time after signing the contract. The pre-finance must be made available at least six weeks prior to shipment
Year 0	



5.4 Pricing and Payment Terms

For fresh fruits, and in contrast to the official Incoterms, EXW prices do not include any kind of packing material, unless otherwise specified in the pricing database.

EXW prices for fresh fruit include labour costs for packing (including palletisation, folding, and gluing of carton box) and preparation of the fruit for loading on the collecting vehicle (truck or container) only.

The costs for standard packing and palletisation materials are covered by the exporter. However, the service related to packing (labour costs) of standard packing material is included in the EXW prices and provided by the producer. No further deductions from the EXW price are possible, even if, for example, labelling takes place in the consuming country.

FOB prices only apply to producers who export themselves, meanwhile the differential between FOB and Ex Work prices apply to exporters. They do not apply to exporters that buy from Fairtrade producers.

At the FOB level, banana prices include the costs for the following packing materials:

- One standard carton box
- One banana packing bag per carton box (banovac or polypack)
- Pallets
- Long and short edge corners
- Pallet straps Strips
- Elastic bands
- Metal seals
- Glue for cardboard bonding
- Up to 3 Fairtrade labels per banana cluster
- Box traceability labels

FOB prices also include the following costs:

- Logistics operator costs
- Operation of collection centers
- Customs procedures
- Phytosanitary inspection
- Export taxes
- Export administrative costs
- Transportation from the collection center to the port of departure
- Quality control costs
- COI (Certificate of Inspection for importing organically produced products to the European Union, in the case of organic production)
- Demurrage charge and energy charge
- Certification costs
- Anti-drug inspection
- Costs of materials for container locks, filters, and thermographs
- Additional handling costs charged by shipping companies

The FMP in all cases refers to 18.14 kg of ripened fruit, according to the quality specifications agreed in the contract. If boxes with different weights are used, FMP and Fairtrade Premium are calculated pro rata. For estimating the FMP and FP that would apply for packing boxes of different materials and weight presentations, Fairtrade International provides a [Prorate tool](#) and [a Guidance document](#).

Neither the Ex Works nor the FOB prices include costs for additional or special packing materials such as “cluster bags” or “parafilm” and related services. They must be included in the contract, and producers must be paid for those and any associated services (see 5.2.1 Contracts for payers).



5.4.1 Payment of oranges for juice

Applies to: Processor/exporter of oranges for juice																							
Core	You pay the producer a price for the equivalent quantity of juice that their oranges produce (FCOJ or NFC, depending on what is sold to the importer) according to the yield in the preliminary analysis report.																						
Year 0	<p>The price paid to the producer for the oranges for juice is calculated using the following percentages based on the FMP or market price, whichever is higher:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th rowspan="2">Product</th> <th rowspan="2">Processor/exporter category</th> <th colspan="2">% of FMP or market price</th> </tr> <tr> <th>Conventional</th> <th>Organic</th> </tr> </thead> <tbody> <tr> <td rowspan="3">Oranges for Juice for FCOJ. Worldwide (SPO/HL)</td> <td>Producers working with a processor/exporter using bulk export techniques</td> <td style="text-align: center;">77%</td> <td style="text-align: center;">81%</td> </tr> <tr> <td>Producers working with a processor/exporter using 6 or fewer extractors</td> <td style="text-align: center;">68%</td> <td style="text-align: center;">75%</td> </tr> <tr> <td>Producers working with all other processor/exporter setups</td> <td style="text-align: center;">72%</td> <td style="text-align: center;">78%</td> </tr> <tr> <td>Oranges for juice for NFC Worldwide (SPO/HL)</td> <td>All set-ups</td> <td style="text-align: center;">50%</td> <td style="text-align: center;">57%</td> </tr> </tbody> </table> <p>You convey the Fairtrade Premium for orange juice at the FOB level to producer organisations based on the total amount of orange juice you sell.</p>			Product	Processor/exporter category	% of FMP or market price		Conventional	Organic	Oranges for Juice for FCOJ . Worldwide (SPO/HL)	Producers working with a processor/exporter using bulk export techniques	77%	81%	Producers working with a processor/exporter using 6 or fewer extractors	68%	75%	Producers working with all other processor/exporter setups	72%	78%	Oranges for juice for NFC Worldwide (SPO/HL)	All set-ups	50%	57%
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	Producers working with all other processor/exporter setups	72%	78%																				
Oranges for juice for NFC Worldwide (SPO/HL)	All set-ups	50%	57%																				
<p>Guidance: Please refer to the explanatory document on orange juice pricing available on the Fairtrade website for further explanation.</p> <p>The price to be paid for the oranges for juice is calculated based on the highest between the Fairtrade Minimum Price and the market price for orange juice, which refers to oranges delivered at the processor's premises. The Fairtrade Premium defined for orange juice at the FOB level applies as the Fairtrade Premium for producer organisations selling oranges for juice.</p> <p>For the oranges for FCOJ pricing, there are three different FMP categories, depending on the type of processor/exporter set-up that processes the oranges for juice of each producer company. These categories take into consideration the differences in processing facility sizes and export methods, which impact the cost of processing/export.</p> <p>The categories are as follows:</p> <ol style="list-style-type: none"> (1) Producers working with processors/exporters using bulk export techniques. (2) Producers working with processors/exporters using 6 or fewer extractors. (3) Producers working with all other processor/exporter setups. <p>Producers and processors should define what category applies to their situation to understand what FMP applies in their case.</p>																							



5.4.2 Role as payer for orange juice

Applies to: Importers of orange juice	
Core	You pay the Fairtrade price and Fairtrade Premium.
Year 0	

5.4.3 Price differential for oranges for juice

Applies to: Conveyors of oranges for juice	
Core	If there is a difference between the price paid to producers for the oranges for juice based on the preliminary analysis report and the FOB orange juice price received when selling the orange juice, you pay the producers the differential.
Year 0	
Guidance: Conveyors make a first payment (% of the FOB price) as indicated in 5.4.1 based on the estimated yields according to the preliminary analysis report and convey the differential if applicable.	

5.4.4 Pricing in the case of oranges for juice

Applies to: Conveyors of oranges for juice	
Core	You do not make any further deductions from the indicated percentage of the FOB price, whether applied to the FMP or the market price.
Year 0	

5.4.5 Payment terms at EXW level

Applies to: Fairtrade payers (except wine grapes)	
Core	You pay the applicable price and Fairtrade Premium no later than 15 days after delivery of the product unless national legislation requires shorter payment terms.
Year 0	
Guidance: The time span of 15 days is set on the assumption that producers issue a correct invoice after delivery.	



5.4.6 Payment terms at FOB level

Applies to: Fairtrade payers (except wine grapes)	
Core	You pay the applicable price and Fairtrade Premium no later than 15 days after release of the shipment in the port of destination.
Year 0	
<p>Guidance: “After release” refers to the release of the shipment by the authorities, taking into account the time for possible security scans and other necessary operations in the port of destination. It means that the time period for payment terms only starts when the shipment is at the disposal of the importer. The time span of 15 days is set on the assumption that producers issue a correct invoice and a full set of documentation after delivery.</p> <p>Where the seller and buyer agree on shorter payment terms, this agreement must be included in the contract. The time span of 15 days is set on the assumption that producers issue a correct invoice after delivery.</p> <p>Where the seller and buyer agree on shorter payment terms, this agreement must be included in the contract.</p>	

5.4.7 Payment flexibility

Applies to: Fairtrade payers (except vegetables)	
Core	If producers agree, you can make monthly payments (for a calendar month) at the latest 15 days after the end of the respective month.
Year 0	
<p>Guidance: This can be beneficial for producers if they can save on transaction costs. It is at the discretion of the producers to evaluate this and make a decision.</p>	

5.4.8 Timely payment of the price for wine grapes

Applies to: Fairtrade payers of wine grapes	
Core	You pay the applicable price within 6 months of purchase of processed or unprocessed wine grapes from producers, in a frequency that follows the industry norm as defined by the certification body.
Year 0	



5.4.9 Timely payment of the Premium for wine grapes

Applies to: Fairtrade payers of wine grapes	
Core	You pay the Premium within 60 days of the purchase of unprocessed or processed wine grapes from producers.
Year 0	

5.4.10 Timely payment of FMP for oranges for juice

Applies to: Processors/exporters of oranges for juice	
Core	<p>You pay at least the first payment based on the percentages indicated in 5.4.1 to the producer no later than 30 days upon receipt of goods.</p> <p>You convey the Premium and price differential (additional payment in case there is a difference between the first payment to producers and the actual FOB orange juice price) to the producer no later than 15 days after receipt of payment from the Fairtrade payer.</p> <p>In the case of Cuba, payments and Premium transfers should never be routed via or through a US (United States) bank. Each payment to an operator based in Cuba should state: Fairtrade (FLO) sales, to identify the money received.</p>
Year 0	



5.5 Sharing risks

5.5.1 Information to be included in a quality claim

Applies to: Traders	
Core	<p>To submit a valid quality claim, you include the following information:</p> <ul style="list-style-type: none"> • Precise data of the shipment: at minimum the date of loading, name of ship, total Fairtrade volume (number of boxes and kilos), port of destination and, if available, container identification. • A description of quality problems, including photos documenting the defect, and the extent of a specific quality defect (number of affected boxes per pallet or per container). • Evidence for the quality claim (extract of the temperature from packing up to the day ripening starts). • Clear quality claim paperwork.
Year 0	
<p>Guidance: When you issue a quality claim, you have the burden of proof for the claim.</p> <p>For buyers, two days after the release from the port.</p> <p>For ripeners, eight days after starting the ripening process, but no more than 15 days after release from the port.</p> <p>For other traders, two working days from receiving the product, but no more than 30 days after the release from the port.</p> <p>Quality claims that are submitted to the producer after the timelines indicated in this section may be accepted at the discretion of the producer.</p> <p>It should be possible to trace quality problems back to producers. If the fruits from different producer organisations are mixed in one container, it should be possible to trace the quality problem back to individual pallets. If the whole container comes from one single producer, it can be done on a container basis only.</p>	

5.5.2 Quality claims of importers

Applies to: Importers	
Core	<p>You submit quality claims for any quality problems that you detect yourself, within 2 working days after release of the product at the port of destination.</p>
Year 0	



5.5.3 Quality claims of ripeners

Applies to: Ripeners	
Core	You submit quality claims to the seller within eight working days of receipt of the product and no later than 15 calendar days after arrival of the product at the port of destination. In case you also store the product, the time frame (eight working days from receipt of the product) for filing a quality claim only starts when the ripening process starts.
Year 0	
<p>Guidance: Quality claims from non-certified ripeners can only be acknowledged when forwarded to the seller (exporter/producer) via the certified importer. If the ripeners store the products, the timeframe for filing the quality claim of 15 days after arrival of the product at the port of destination is still in place. The timeframe that is being moved until the ripening process starts is the 8 working days after release.</p>	

5.5.4 Quality claims of other traders

Applies to: Traders	
Core	If you buy products from an importer or another trader, you submit quality claims to the seller within 2 working days of receipt of the product, but not later than 30 calendar days after arrival of the fruit at the port of destination.
Year 0	

5.5.5 Transferring quality claims

Applies to: Traders	
Core	When receiving a quality claim, you transfer it to the previous operator in the supply chain within 36 hours (excluding weekends and public holidays), unless you take responsibility for it and handle the claim yourself.
Year 0	

5.5.6 Charging costs of quality claims

Applies to: Traders	
Core	If producers accept the responsibility for a quality problem, you charge only the costs of the fruit/vegetable and the packing (FOB price), the cost of the transport (shipment until port of destination), and the relevant import duties already paid for the affected part of the shipment to producers, the sorting and destruction cost. These costs should be transparently proven. The date of the loading in the country of origin must be used for the currency conversion rate.
Year 0	



5.5.7 Arranging quality inspection in the country of destination

Applies to: Seller (producer or trader) receiving a quality claim	
Core	Within 2 working days after receiving your buyer’s (or ripener’s) quality claim, you can notify the buyer (or ripener) in writing that you will arrange counter inspection by an authorised surveyor.
Year 0	You pay for and contract this surveyor, unless both parties have agreed otherwise.
Guidance: If you do not react to the quality report within the specified period, the buyer (or ripener) may assume that you accept the refusal of the product.	

5.5.8 Facilitating quality inspection in the country of destination

Applies to: Buyers issuing a quality claim	
Core	You (buyer and/or ripener) facilitate the counter quality inspection no later than 5 calendar days after the seller receives the quality claim.
Year 0	

5.5.9 Settlement of disputes through independent surveyors

Applies to: Buyers, ripeners and sellers (producers or traders) involved in quality claims	
Core	You accept the reports of the authorised independent surveyors.
Year 0	
Guidance: The reports are binding to both parties and shall be the ultimate basis of settlement of any dispute over the quality of the product between the seller and buyer, and/or ripener.	

5.5.10 Risk-sharing due to shortfalls in sales

Applies to: Importers	
Core	If part of any shipment cannot be sold as Fairtrade due to shortfalls of orders from your clients, you may apply “non-Fairtrade conditions” for the product for up to a maximum of 10% of the volume of each shipment.
Year 0	You assume any financial losses related to shortfalls above this percentage.



5.5.11 Declassifying Fairtrade products in case of shortfalls in sales and quality claims

Applies to: Importers	
Core	<p>You do not sell products paid under non-Fairtrade conditions due to shortfalls in sales and quality claims as Fairtrade. You mark the declassified product as “non-Fairtrade” on all documentation. In case you cannot remove Fairtrade references, you only use disclaimers that clearly state that the product is sold under non-Fairtrade conditions.</p> <p>You do not sell the declassified product to a client (e.g. retailers) dealing with Fairtrade products if there is a Fairtrade label on the product itself.</p>
Year 0	

5.5.12 Trading with integrity in shortfalls in sales

Applies to: Importers	
Core	<p>There are no indications that you use the practice of shortfalls in sales to supply a Fairtrade operator or a non-Fairtrade operator with products labelled as Fairtrade but bought under non-Fairtrade conditions regularly.</p>
Year 0	

5.5.13 Informing operators on declassified Fairtrade sales

Applies to: Importers	
Core	<p>You inform all operators in the supply chain, including the producers, about declassified Fairtrade transactions due to shortfalls in sales and quality claims within six weeks after arrival of the fruit in the port of destination. You explain the reason for the non-Fairtrade sales (quality claim or shortfalls in sales).</p> <p>You get confirmation from the producers that they acknowledge the correct statement of transactions related to quality claims and shortfalls in sales, and the receipt of related payments of Fairtrade price and Premium at least quarterly in the case of perennial products and at least yearly in the case of seasonal products.</p>
Year 0	
Guidance: The product declassified is not eligible to be paid FP and FMP.	

5.5.14 Informing the certification body of declassified Fairtrade sales

Applies to: Importers	
Core	<p>You inform the certification body about every transaction of non-Fairtrade sales that were originally ordered as Fairtrade within six weeks after arrival of the fruit in the port of destination. In the case of quality claims, you also include the costs related to the claim that were charged back to producers.</p>
Year 0	



5.5.15 Retro-certification

Applies to: Importers	
Core	You are allowed to retro-certify. Only unlabelled products are eligible for retro-certification. You ensure that the labelling of retro-certified products is only done by a certified operator on behalf of the licensee.
Year 0	

5.5.16 Payment terms in case of retro-certification

Applies to: Payers	
Core	You pay the applicable Fairtrade Minimum Price and Fairtrade Premium no later than 15 days after the change of status of the fruits/vegetables from conventional to Fairtrade. For potatoes with systemic retro-certification, you pay the Fairtrade Premium to producer organisations within 45 days after the end of each quarter.
Year 0	
Guidance: The time span of 15 days is set on the assumption that producers issue a correct invoice after being informed of the retro-certification. Where the seller and buyer agree on shorter payment terms, this agreement is included in the contract.	

5.5.17 Informing producers of retro-certification

Applies to: Importers	
Core	You inform producers of the retro-certified transaction within five working days of starting the retro-certification process. If you are not the first buyer, you also inform the exporter of this transaction and receive a confirmation that the exporter is willing to take on the responsibility to convey the additional price and Premium for the retro-certified shipment. For potatoes with systemic retro-certification, you inform producers of the retro-certified volumes within 15 days after the end of each quarter.
Year 0	

5.5.18 Informing the certification body of retro-certification

Applies to: Importers	
Core	You inform the certification body before starting the retro-certification process. Information about the transaction includes: <ul style="list-style-type: none"> - The date of purchase of the product from the producer organisation - Transaction identification - Container/shipment information - Seller and buyer identification - The volume of product being retro-certified
Year 0	



	<ul style="list-style-type: none"> - The Fairtrade Premium amount due - The Fairtrade price adjustment (where applicable, if the original price paid is below the applicable Fairtrade Minimum Price) - The party responsible for paying/conveying the price differential and premium to the producer. <p>In case of systemic retro-certification of potatoes, you inform the certification body quarterly of retro-certified volumes.</p>
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5.5.19 Purchasing of wine grapes for tender

Applies to: Fairtrade payers of wine grapes for tender	
Core	You agree with producers that the purchase is made for a tender, and you clarify this in the purchase contract.
Year 0	You confirm whether it is a Fairtrade transaction or not, once the tender process is finalised.

5.6 Trading with Integrity

5.6.1 Fairtrade contracts conditions

Applies to: Traders	
Core	You do not buy Fairtrade-certified products from a producer organisation on the condition that the producer organisation sells a quantity of non-certified products at a discount or a price significantly lower than the average price received for non-Fairtrade products by the producer organisation.
Year 0	
<p>Guidance: Where there are indications that these practices have taken place, the certification body will determine whether there are bonded contracts by requesting from the HLO, payers and/or conveyors the Fairtrade and non-Fairtrade contracts in a determined period.</p> <p>Anonymous allegations can be seen as a measure to indicate that these practices take place.</p>	

5.6.2 Fairtrade Minimum Price along the supply chain

Applies to: Traders	
Core	You do not buy Fairtrade products from your suppliers or sell to your customers below the Fairtrade Minimum Price and Fairtrade Premium set at EXW and/or FOB level, or the equivalent at FOT and/or CIF level.
Year 0	

5.6.3 Unfair payment terms

Applies to: Traders	
Core	You do not impose payment terms from Producer Organisations, which results in financial costs being passed on to the Producer Organisation and negatively impacting the Fairtrade
Year 0	



	Minimum Price and Fairtrade Premium. You include all deductions and payments in the invoice paid.
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The English version of the standard is the official version. Fairtrade offers translations into other languages for information purposes only. Although Fairtrade strives to ensure accuracy in translations, the English version of the standard is the basis for all certification decisions, particularly if conflicts on these decisions should arise.

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