

Photo by Engin Akyurt

Introducing Fairtrade hazelnuts from Türkiye

Questions and answers

Background

Fairtrade International has extended its hazelnut prices to Türkiye. In 2025 Türkiye was added to Fairtrade's geographic scope, and hazelnuts are the most significant commercial opportunity there. Fairtrade prices now apply to both conventional and organic hazelnuts (dried kernel) from Small Producer Organisations (SPOs) in Türkiye. The decision responds to growing demand from retailers and brands in several Fairtrade markets. Risks and opportunities, in particular for multi-ingredient products sold under the "all that can be, must be Fairtrade" (ATCB) rule, were assessed before the decision was taken.

What exactly has been decided?

Fairtrade International has extended its hazelnut offer, which was previously limited to organic hazelnuts from Georgia, to include both conventional and organic hazelnuts from Türkiye. These hazelnuts are traded at the commercial price, as negotiated between buyer and seller, plus a Fairtrade Premium of 15%. No fixed Fairtrade Minimum Price applies, as the price was set under the price extension procedure, which allows new origins to be introduced quickly.

Specific Product Standard	Product	Quality	Form	Country / Region	Producer Scope	Price level (INCOTERMS)	Currency / Unit	Fairtrade Minimum Price	Fairtrade Premium	Date of validity
Nuts	Hazelnut	Conventional	Dried kernel	Türkiye	SPO	EXW	USD / kg	Commercial price	15%	01.01.2027
Nuts	Hazelnut	Organic	Dried kernel	Türkiye	SPO	EXW	USD / kg	Commercial price	15%	01.01.2027

What has made Fairtrade hazelnuts from Türkiye possible?

Until recently, Türkiye was outside Fairtrade's geographic scope. Its inclusion in 2025 now opens the door to a much broader Fairtrade hazelnut offer, as Türkiye produces an estimated 60–70% of the world's hazelnuts and accounts for most international exports.

Why is Fairtrade introducing hazelnuts from Türkiye now?

- Retailers and brands in several Fairtrade markets have expressed interest.
- Hazelnuts are widely used in chocolate, confectionery, spreads and other products, and demand for Fairtrade-certified hazelnuts is rising.

- Fairtrade can help address child labour, the exploitation of migrant workers and other human rights risks in the hazelnut sector.
- Production is dominated by smallholders, which fits Fairtrade's smallholder focus.

Are Fairtrade hazelnuts from Türkiye available to buy now?

Not yet in large volumes. Producer organisations in Türkiye are only now starting to work towards certification, so initial supply will be limited and is expected to grow over time. First commercial implementation is targeted for 2027, in line with the next harvest and trading season.

Fairtrade NAPP has partnered with the Turkish NGO Development Workshop (Kalkınma Atölyesi), its official implementation partner in the country. With around 20 years of experience in Türkiye's hazelnut sector, Development Workshop works with orchard owners, workers, intermediaries, hazelnut companies and public institutions, and will support producer groups with onboarding, training and capacity building.

What transition arrangements are in place?

The new prices are valid from 1 January 2027. Hazelnuts in Türkiye are harvested between August and September, and by January a large share of the crop has already been contracted. In practice, the Fairtrade price will therefore apply mainly to contracts signed from the autumn 2027 contracting cycle onwards. This avoids disrupting existing commercial commitments and gives commercial partners up to one year to review their sourcing strategies, adapt procurement and build the new requirements into future contracts.

What does this mean for existing supply chains and ATCB products?

Under the "all that can be, must be Fairtrade" (ATCB) rules, every ingredient that is available as Fairtrade must be sourced on Fairtrade terms. Now that conventional and organic hazelnuts from Türkiye are available as Fairtrade, licensees selling ATCB products that contain hazelnuts will in principle need to source Fairtrade hazelnuts. This mainly affects chocolate and confectionery products.

What if a company cannot source Fairtrade hazelnuts?

There may be situations beyond a trader's control in which hazelnuts cannot be sourced as Fairtrade. In these cases the regular Product Composition Documented Compliance procedure applies, for example where there is:

- regional unavailability (e.g. in North America, Europe, Australia, New Zealand or East Asia);
- a supply shortage;
- inadequate quality;
- a sourcing constraint (for example, minimum order quantities); or
- a transitioning ingredient.

Requests are made via CONNECT.

This mechanism also acts as a transition for ATCB products, allowing time to build up sourcing from Fairtrade-certified producers in Türkiye. For details, please see section 3.1 Product Composition Documented Compliance procedure.

What happens to existing hazelnut exceptions?

Existing hazelnut exceptions remain valid until they expire. Exceptions are granted for a maximum of two years. When an exception expires, operators are expected either to source Fairtrade-certified hazelnuts or to apply for a renewed exception.

Will the price of composite products increase?

It may. Fairtrade hazelnuts can raise ingredient costs for ATCB products that currently use non-Fairtrade hazelnuts. The transition period and the option of sourcing exceptions where supply is insufficient are intended to soften this impact while supply builds up.

The hazelnut sector in Türkiye is associated with child labour and other labour-related risks. How will Fairtrade address this?

Türkiye's hazelnut sector has long been associated with concerns about labour conditions and vulnerable workers, including seasonal migrant workers and children. Fairtrade works in sectors and regions with human rights risks because this is where its work is most needed.

Fairtrade will:

- build on the ongoing human rights and environmental due diligence (HREDD) risk analysis of the Turkish hazelnut sector, supported by Fairtrade Germany;
- assess whether the existing standards sufficiently address the risks identified; and
- monitor labour-related issues regularly and stay in close contact with producers, supported by NAPP and Development Workshop.

Who can I contact with questions?

Please contact Standards & Pricing at standards-pricing@fairtrade.net