



FAIRTRADE STANDARDS

FOR Fruit Juices

FOR Small Farmers' Organisations

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| 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.

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| PART B Product Specific Standards for Fruit Juices |
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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.

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| 1 | Social Development | 2 |
| 2 | Economic Development | 2 |
| 3 | Environmental Development | 2 |

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| PART C Trade Standards for Fruit Juices |
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PART B Product Specific Standards for Fruit Juices

1 Social Development

There are no additional social standards specific to fruit juices producers.

2 Economic Development

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

3 Environmental Development

There are no additional environmental standards specific to fruit juices 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

| Product & Organic Status | Country | Concentrate / Not from Concentrate (NFC) | Unit of Trade | Fairtrade Minimum farm-gate Price in USD | Fairtrade Minimum Fob Price in USD | Fairtrade Premium in USD |
|---|----------------|---|--------------------------|---|---|---|
| Apple | South Africa | Concentrate | 1 MT | | 960 | 96 |
| Organic Banana puree | Costa Rica | | 1 MT | | 1000 | 100 |
| 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 | | 712 | 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 |
| Pineapples | World-wide | Concentrate | 1 MT | | 1500 | 150 |
| Pineapples | World-wide | NFC | 1 MT | | 550 | 50 |

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|---------------|--------|-------------|------|--|------|-----|
| Passion Fruit | Brazil | Concentrate | 1 MT | | 2800 | 280 |
| Passion Fruit | Brazil | NFC | 1 MT | | 1000 | 100 |

- For conventional bananas for non-exportable **banana puree and concentrate** from Costa Rica and Ecuador the Fairtrade minimum price is set at farm-gate level:

| Bananas for banana puree and concentrate | Country | Fairtrade minimum farm-gate price per box of 18.5 kg | Fairtrade Premium per box of 18.5 kg |
|---|---------------------|---|---|
| | Costa Rica, Ecuador | US\$ 1.20 | US\$ 0.30 |