

**Prorate tool for Fairtrade Minimum Prices and Premium for  
Especial cardboard box of banana valid for 2025  
- Explanatory document -**

Fairtrade Minimum Prices (FMPs) and Fairtrade Premium (FP) for banana are set per standard carton boxes of 18.14 kg of fresh banana; nevertheless, there are other packing materials and weight presentations for the packing box in the banana industry. For estimating the FMP and the FP, that would apply to packing boxes of different packing materials and weight presentations, it is needed to prorate the FMP value that has been set by Pricing Unit. For standardizing the prorate process of FMPs and FPs, Pricing Unit publishes the prorate tool every year, since 2018. The announcement dates of FMPs and the prorate tool vary.

Clarifications and information on the following topics related to banana pricing:

- 1) Ex Works and FOB Fairtrade Minimum Prices
- 2) Prices of standard carton boxes and FOB prices per port
- 3) Prices of banavac, pallets, inland freight, custom fees
- 4) Prorate process

## **1 Ex Works and FOB Fairtrade Minimum Prices**

The Ex Works FMP for banana (EXW FMP) benefits Fairtrade certified producers that produce banana but do not export by themselves; while the FOB Fairtrade Minimum Price (FOB FMP) benefits Fairtrade certified producers that produce banana that is exported by themselves. The FOB FMP does not apply to exporters that do not produce fresh banana by themselves.

The EXW FMP includes labor cost for: a) packing (including palletization) and b) preparation of the fruit before loading it on the collecting vehicle (truck or container) only. These labor costs are covered by Fairtrade certified producers that do not export by themselves.

The costs of packing and palletizing materials are not included in the EXW FMP, but in the FOB-Ex Works differential. The Fairtrade Standards for Fresh Fruits indicate some of these packing and palletizing materials:

per banana cluster:

- Up to 3 Fairtrade labels per cluster of Fairtrade banana

per banana packed box:

- One standard carton box of 18.14 kg capacity of fresh Fairtrade bananas, which includes the bottom, the top and the liner of the box
- One banana packing bag (banavac or polypack) per standard carton box

per banana pallet:

- One pallet
- 5 edge protectors of plastic per pallet of packed boxes of 18.14 kg of Fairtrade banana
- 7 pallet straps per pallet of packed boxes of 18.14 kg of Fairtrade banana

Neither Ex Works nor FOB FMPs include costs for additional or special packing or palletizing materials such as “clusterbags” or “parafilm” and related services. The additional or special materials must be included in the contract and producers must be paid for those and for any

associated services. The FOB – Ex Works differential of Fairtrade Minimum Prices does not consider the administrative costs of exporters that do not produce Fairtrade banana by themselves. The EXW and the FOB Fairtrade Minimum Prices are expressed in US dollars per packed box of 18.14 kg of Fairtrade banana, except for African origins, which are expressed in Euro per packed box of 18.14 kg of Fairtrade banana.

## 2 Prices of standard carton boxes and FOB prices per port

Table 1 shows prices of standard carton boxes of 18.14kg, which were used for setting FOB Fairtrade Minimum Prices valid for 2025. The prices of standard carton boxes are updated to august 2024.

Table 1 Prices of standard carton boxes of 18.14kg,  
used for setting FOB FMPs valid for 2025

Country	Measure unit	Standard carton box 18.14kg	Value added tax
Cameroon	EUR/box	1.45	price without value added tax
Colombia	USD/box	1.65	price without value added tax
Dominican Republic	USD/box	2.09	price without value added tax
Ecuador	USD/box	1.45	price without value added tax
Ghana	EUR/box	1.40	price without value added tax
Nicaragua	USD/box	1.65	price without value added tax
Panama	USD/box	1.70	price without value added tax
Peru	USD/box	1.85	price without value added tax

## 3 Prices of banavac, pallets, inland freight, custom fees

The prices (updated to August 2024) of banavac, pallets, inland freight and custom fees, by port, which were used for setting FOB Fairtrade Minimum Prices valid for 2025 are presented in the link [here](#).



**FAIRTRADE**  
INTERNATIONAL

#### **4 Prorate process**

The Ex Works and FOB Fairtrade Minimum Prices, in all cases, refer to the standard packing carton box, for a weight of 18.14 kg of fresh Fairtrade banana. If packing boxes differ from that; then the Fairtrade Minimum Prices and the Fairtrade Premium must be calculated by following the prorate process. For standardizing the prorate process, Pricing Unit publishes the prorate tool every year, since 2018.

The user of the tool must enter the information requested in the empty cells, starting from: a) Language, b) Producer country, c) type of Fairtrade banana, d) the port, e) the weight of the new packing box and f) the price of the new packing box.


Notice that examples provided are based on the variation of only 2 variables: a) the weight of fruit per box and b) the price of the type of packing box. Additional costs, or price variations of existing inputs, might also be involved; for prorating them the Fairtrade Standards for Fresh Fruits must always apply. The tool only prorates country specific Fairtrade Minimum Prices that are valid for 2025.

#### **Example: Prorate of FMPs valid for 2025 to a special carton box of 13 kg of Fairtrade banana**

This example prorates the Ex Works and FOB (Turbo/Sta.Marta) Fairtrade Minimum Prices and the Fairtrade Premium valid for 2025 to a special carton box of 13 kg of conventional Fairtrade banana from Colombia. For illustrative purposes, the price of the special carton box of 13 kg in Colombia is set at 1.20 USD/box 13kg. Calculations are presented in table 2.


- The **FOB** (Turbo/Sta.Marta) FMP 2025 is **11.55** USD/Standard Box 18.14kg, with a price of **1.65** USD per standard carton box of 18.14 kg.  
or **8.29** USD/Special Box 13kg.
- The **EXW** FMP 2025 is **8.25** USD/Standard Box 18.14kg  
or **5.91** USD/Special Box 13kg.
- The **Fairtrade Premium** 2025 is **1.00** USD/Standard Box 18.14kg  
or **0.72** USD/Special Box 13kg.

Table 2. Prorate of Ex Works, FOB FMPs and FP to special carton box of 13 kg of Fairtrade banana

Choose language/ Elegir idioma/ Choisir la langue/ Escolher idioma: 


**English**

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**PRORATE OF FAIRTRADE MINIMUM PRICES AND PREMIUM  
THAT ARE VALID FOR 2025 FOR SPECIAL CARDBOARD BOX**

This tool is for prorating the country specific Fairtrade Minimum Prices for banana, which are set for an standard carton box of 18.14 kg and valid for 2025. The tool prorates the Fairtrade Minimum Prices of the standard 18.14 kg cardboard box to a special cardboard box (of a weight in kilos and a price, to be indicated by the user in the empty cells of the spreadsheet). Please NOTE THAT the prorate examples ARE ONLY BASED on the variation of: a) the weight of fruit per box and b) the price of the type of packing box. ADDITIONAL COSTS, or PRICE VARIATIONS OF EXISTING INPUTS, might be also involved; for prorating them the Fairtrade Standards for Fresh Fruits must always apply.  
PLEASE COMPLETE EMPTY CELLS WITH THE INFORMATION OF THE PACKING BOX YOU WANT TO RUN THE PRO-RATA

Choose banana producer country: Colombia

Choose type of Fairtrade banana: conventional Fairtrade banana

Port: Turbo/Sta.Marta

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**EXAMPLE:**  
**PRORATE TO SPECIAL CARTON BOX OF 13kg FOR BANANA**

<b>Standard carton box (Fairtrade)</b>	
• Price of the standard carton box (without including the value added tax), that was used as reference in 2024, for estimating the Fairtrade Minimum Price for Fairtrade banana from Colombia:	1.65 USD/box18.14kg
• Banana volume per standard carton box (that was used as unit of measurement for estimating the Fairtrade Minimum Price for Fairtrade banana from Colombia):	18.14 kg
<b>Fairtrade Minimum Price</b>	
• FOB Fairtrade Minimum Price 2025, in US dollars per box of 18.14kg of conventional Fairtrade banana from Colombia:	11.55 USD/box18.14kg
• Ex Works Fairtrade Minimum Price 2025, in US dollars per box of 18.14kg of conventional Fairtrade banana from Colombia:	8.25 USD/box18.14kg
<b>Special carton box</b>	
• Banana volume per special carton box (for which the Fairtrade Minimum Price will be prorated):	<span style="border: 1px solid black; padding: 2px;">13.00</span> kg
• Price of the special carton box (without including the value added tax), paid by the producer that exports by themselves:	<span style="border: 1px solid black; padding: 2px;">1.20</span> USD/box13kg
<b>Prorate</b>	
• Prorated FOB Fairtrade Minimum Price 2025 per special carton box of 13kg of conventional Fairtrade banana from Colombia:	<b>8.29 USD/box13kg</b> = [(11.55-1.65)/18.14]*13+1.2 = 8.29
• Prorated Ex Works Fairtrade Minimum Price 2025 per special carton box of 13kg of conventional Fairtrade banana from Colombia:	<b>5.91 USD/box13kg</b> = [8.25/18.14]*13 = 5.91
• Prorated Fairtrade Premium 2025 per special carton box of 13kg of conventional Fairtrade banana from Colombia:	<b>0.72 USD/box13kg</b> = 13/18.14 = 0.72

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