

Fairtrade Sourcing Solutions – A Summary Guide for Businesses

Fairtrade has developed many ways of working with businesses to drive positive change for producers. The most popular way of working with Fairtrade is by [sourcing Fairtrade products and ingredients](#), and being licensed to have permission to use the FAIRTRADE Marks that consumers know and trust on your products.

Core Fairtrade Labelling



- Company commits to sourcing all possible ingredients in a product as Fairtrade, 20% minimum.
- Recipe, packaging artwork and Fairtrade certified supplier information is needed for a product to be approved.
- Product labelling with the Core FAIRTRADE Mark (above), used on front of product packaging.
- Fees:
 - o £500 +VAT initial registration fee
 - o Licence fee is usually based on wholesale value, with discounts for higher sales.
 - o Minimum fee £25 per quarter.
 - o FLOCERT certification fees, where required.
- If you work with the product before it is in its final packaging, you will also need certification from [FLOCERT](#), the independent Fairtrade certifier and auditor.

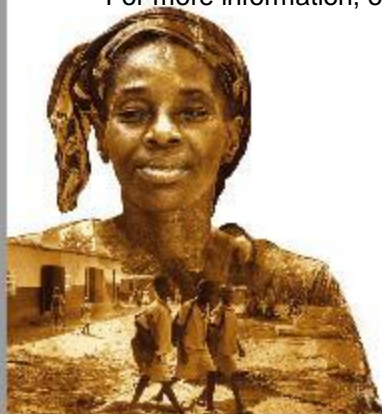
Fairtrade Sourced Ingredients (FSI)



- Company commits to sourcing an agreed volume of a Fairtrade commodity, reviewed annually.
- Currently available for cocoa, sugar, roses and cotton, with other commodities expected soon.
- Product labelling with the FSI FAIRTRADE Mark (above) is optional, and can be used front or back of pack.
- Fees:
 - o £500 +VAT initial registration fee.
 - o Licence fee rates per kg, depending on the product, discounts for higher sales.
 - o Minimum volume of 5MT for most products, per quarter.
 - o FLOCERT certification fees, where required.
- If you work with the product before it is in its final packaging, you will also need certification from [FLOCERT](#), the independent Fairtrade certifier and auditor.

What Next?

- **Read the Fairtrade Standards:**
All companies certified and/or licensed by Fairtrade need to be compliant with the [Fairtrade Standards](#), in particular the [Trade Standard](#) which explains how products need to be handled within the Fairtrade system.
- **Contact us:**
For more information, or to discuss how you can work with Fairtrade, call us on 0203 301 5001 or [email us](#).



**WE MAKE
TRADE WORK
FOR EVERYONE**

