

To: Banana producers, producer networks
and traders
National Fairtrade Organisations
Directors

cc: Fairtrade International Board
Standards Committee
Fairtrade International staff

Andreas Kratz
Director Standards and Pricing
a.kratz@fairtrade.net

October 19th, 2016

Subject: Banana price announcement from Fairtrade International Standards & Pricing

Dear partners,

The Standards Committee approved new Fairtrade Minimum Prices for bananas for specific countries and for ACP¹ and non-ACP countries on October 5th, 2016. The new prices will be valid for contracts with producers delivering at Ex Works or FOB from January 1st, 2017. The minutes of the Standards Committee meeting will be published on our web page as soon as they are approved.

For producer countries with country specific Fairtrade Minimum Prices, the country specific Fairtrade Minimum Price has to be taken as reference. For producer countries without country specific Fairtrade Minimum Prices, either the ACP or the non-ACP price has to be taken as reference.

The complete list of Fairtrade Minimum Prices and Fairtrade Premiums approved for banana by the Standards Committee are presented in the table below. All banana producer organizations will continue to receive a Fairtrade Premium of 1.00 USD/box or 0.90 EUR/box for investment in development. The Fairtrade Minimum Price and Fairtrade Premium for Cameroon and Ghana remain in Euros.

Note that the Fairtrade Premium is paid in addition to the price, whether it is the market price (which applies if higher than the Fairtrade Minimum Price), the negotiated price (negotiated to be higher than the Fairtrade Minimum Price) or the Fairtrade Minimum Price. The Fairtrade Minimum Prices and Premiums are also available in the Fairtrade Minimum Price and Premium Database on our website at <http://www.fairtrade.net/price-and-premium-info.html>

Specific Product Standard	Product variety	Price applies to ¹	Currency / Quantity x unit	Price level ² , ³	Fairtrade Minimum Price value	Fairtrade Premium value	Valid from
Banana							
Fresh Fruit	Banana, Conventional	ACP countries without country specific prices, SPO / HL	USD/18.14kg	EXW	7.50	1.00	01/01/2017
Fresh Fruit	Banana, Conventional	ACP countries without country specific prices, SPO / HL	USD/18.14kg	FOB	9.90	1.00	01/01/2017
Fresh Fruit	Banana, Organic	ACP countries without country specific prices, SPO / HL	USD/18.14kg	EXW	9.80	1.00	01/01/2017

Specific Product Standard	Product variety	Price applies to ¹	Currency / Quantity x unit	Price level ² _{,3}	Fairtrade Minimum Price value	Fairtrade Premium value	Valid from
Fresh Fruit	Banana, Organic	ACP countries without country specific prices, SPO / HL	USD/18.14kg	FOB	13.00	1.00	01/01/2017
Fresh Fruit	Banana, Conventional	Cameroon, SPO / HL	EUR/18.14kg	EXW	6.10	0.90	01/01/2017
Fresh Fruit	Banana, Conventional	Cameroon, SPO / HL	EUR/18.14kg	FOB	8.40	0.90	01/01/2017
Fresh Fruit	Banana, Conventional	Colombia, SPO / HL	USD/18.14kg	EXW	7.25	1.00	01/01/2017
Fresh Fruit	Banana, Conventional	Colombia, SPO / HL	USD/18.14kg	FOB	9.75	1.00	01/01/2017
Fresh Fruit	Banana, Conventional	Costa Rica, SPO / HL	USD/18.14kg	EXW	6.45	1.00	01/01/2017
Fresh Fruit	Banana, Conventional	Costa Rica, SPO / HL	USD/18.14kg	FOB	9.75	1.00	01/01/2017
Fresh Fruit	Banana, Conventional	Dominican Republic, SPO / HL	USD/18.14kg	EXW	7.00	1.00	01/01/2017
Fresh Fruit	Banana, Conventional	Dominican Republic, SPO / HL	USD/18.14kg	FOB	10.90	1.00	01/01/2017
Fresh Fruit	Banana, Organic	Dominican Republic, SPO / HL	USD/18.14kg	EXW	9.60	1.00	01/01/2017
Fresh Fruit	Banana, Organic	Dominican Republic, SPO / HL	USD/18.14kg	FOB	13.50	1.00	01/01/2017
Fresh Fruit	Banana, Conventional	Ecuador, SPO / HL	USD/18.14kg	EXW	6.40	1.00	01/01/2017
Fresh Fruit	Banana, Conventional	Ecuador, SPO / HL	USD/18.14kg	FOB	9.05	1.00	01/01/2017
Fresh Fruit	Banana, Organic	Ecuador, SPO / HL	USD/18.14kg	EXW	9.10	1.00	01/01/2017
Fresh Fruit	Banana, Organic	Ecuador, SPO / HL	USD/18.14kg	FOB	11.90	1.00	01/01/2017

Specific Product Standard	Product variety	Price applies to ¹	Currency / Quantity x unit	Price level ² _{,3}	Fairtrade Minimum Price value	Fairtrade Premium value	Valid from
Fresh Fruit	Banana, Conventional	Ghana, SPO / HL	EUR/18.14kg	EXW	6.20	0.90	01/01/2017
Fresh Fruit	Banana, Conventional	Ghana, SPO / HL	EUR/18.14kg	FOB	8.50	0.90	01/01/2017
Fresh Fruit	Banana, Organic	Ghana, SPO / HL	EUR/18.14kg	EXW	8.95	0.90	01/01/2017
Fresh Fruit	Banana, Organic	Ghana, SPO / HL	EUR/18.14kg	FOB	11.25	0.90	01/01/2017
Fresh Fruit	Banana, Conventional	Non-ACP countries without country specific prices, SPO / HL	USD/18.14kg	EXW	6.70	1.00	01/01/2017
Fresh Fruit	Banana, Conventional	Non-ACP countries without country specific prices, SPO / HL	USD/18.14kg	FOB	9.55	1.00	01/01/2017
Fresh Fruit	Banana, Organic	Non-ACP countries without country specific prices, SPO / HL	USD/18.14kg	EXW	9.00	1.00	01/01/2017
Fresh Fruit	Banana, Organic	Non-ACP countries without country specific prices, SPO / HL	USD/18.14kg	FOB	12.15	1.00	01/01/2017
Fresh Fruit	Banana, Conventional	Panama, SPO / HL	USD/18.14kg	EXW	6.65	1.00	01/01/2017
Fresh Fruit	Banana, Conventional	Panama, SPO / HL	USD/18.14kg	FOB	9.75	1.00	01/01/2017
Fresh Fruit	Banana, Organic	Peru, SPO / HL	USD/18.14kg	EXW	8.85	1.00	01/01/2017
Fresh Fruit	Banana, Organic	Peru, SPO / HL	USD/18.14kg	FOB	12.40	1.00	01/01/2017
Fresh Fruit	Banana, Conventional	Windward Islands, SPO / HL	USD/18.14kg	EXW	9.35	1.00	01/01/2017

¹ **ACP:** Angola, Antigua and Barbuda, Belize, Cape Verde, Comoros, Bahamas, Barbados, Benin, Botswana, Burkina Faso, Burundi, Cameroon, Central African Republic, Chad, Congo (Brazzaville), Congo (Kinshasa), Cook Islands, Cte d'Ivoire, Cuba, Djibouti, Dominica, Dominican Republic, Eritrea, Ethiopia, Fiji, Gabon, Gambia, Ghana, Grenada, Republic of Guinea, Guinea-Bissau, Equatorial Guinea, Guyana, Haiti, Jamaica, Kenya, Kiribati, Lesotho, Liberia, Madagascar, Malawi, Mali, Marshall Islands, Mauritania, Mauritius, Micronesia, Mozambique, Namibia, Nauru, Niger, Nigeria, Niue, Palau, Papua New Guinea, Rwanda, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, Solomon Islands, Samoa, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, Sudan, Suriname, Swaziland, Tanzania, Timor Leste, Togo, Tonga, Trinidad and Tobago, Tuvalu, Uganda, Vanuatu, Zambia, Zimbabwe.



²**Ex Works** is defined as the location of the producer where palletisation is executed and bananas are not cleared for export and not loaded in any collecting vehicle. At Ex Works level, prices include labour costs for packing (including palletisation) only to prepare the bananas for loading on the collecting vehicle (truck or container). Ex Works prices do not include any kind of packing material.

³**Free on Board (FOB)** prices include costs for the costs for the following packing material: a) standard carton box, b) one plastic per carton box (banavac or polypack), c) pallet, d) edge corners, e) strips and f) up to 3 labels per banana hand. The costs for these standard packing and palletisation materials are covered by the exporter. However, the service related to packing (labour costs) of above defined standard packing material is included in the Ex Works prices and provided by the producer.

Neither the Ex Works nor the FOB prices include costs for additional or special packing materials such as "clusterbags" or "parafilm" and related service. Costs for those packing materials and any associated labour must be paid on top of the Fairtrade Minimum Prices to producers at Ex Works or FOB level and be defined in the contract. FMP in any case refer to 18.14 kg of ripened fruit. If boxes with different weight are used, FMP and Fairtrade Prices are calculated pro rata.

For more information, please contact Jose Paredes at: j.paredes@fairtrade.net.

Best regards,

Andreas Kratz