



FAIRTRADE
INTERNATIONAL

To: Pineapple producers and traders
Fairtrade members

cc: Standards Committee
Fairtrade International staff
FLOCERT staff

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Subject: Pineapple price announcement from Fairtrade International Standards & Pricing

Dear partners,

During its meeting that took place on 21 March 2018 the Standards Committee decided on new Fairtrade Minimum Prices and Premiums for fresh pineapple, pineapple for processing, and pineapple for drying from specific regions. For details on the decision please refer to the minutes of the Standards Committee meeting that will be available in a few weeks on our website under <http://www.fairtrade.net/setting-the-standards.html>.

The new pineapple prices and premiums are presented in the table below. 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 Prices and Premiums are also available in the Fairtrade Minimum Price and Premium Database on our website under <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	Fairtrade Minimum Price value	Fairtrade Premium value	Valid from ³
1. New prices for: fresh pineapple							
Fresh fruit	Conventional	Central America and Mexico SPO/HL	USD/ 1 kg	EXW	0.53	0.06	03/04/2018
Fresh fruit	Conventional	Central America and Mexico SPO/HL	USD/ 1 kg	FOB	0.66	0.06	03/04/2018
Fresh fruit	Organic	Central America and Mexico SPO/HL	USD/ 1 kg	EXW	0.70	0.06	03/04/2018
Fresh fruit	Organic	Central America and Mexico SPO/HL	USD/ 1 kg	FOB	0.83	0.06	03/04/2018
Fresh fruit	Conventional	Western Africa SPO/HL	EUR/ 1 kg	EXW	0.33	0.05	03/04/2018
Fresh fruit	Conventional	Western Africa SPO/HL	EUR/ 1 kg	FOB	0.46	0.05	03/04/2018
Fresh fruit	Organic	Western Africa SPO/HL	EUR/ 1 kg	EXW	0.46	0.05	03/04/2018
Fresh fruit	Organic	Western Africa SPO/HL	EUR/ 1 kg	FOB	0.59	0.05	03/04/2018



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Specific Product Standard	Product variety	Price applies to ¹	Currency / Quantity x unit	Price level ²	Fairtrade Minimum Price value	Fairtrade Premium value	Valid from ³
Fresh fruit	Conventional	South-Eastern Asia SPO/HL	USD/ 1 kg	EXW	0.24	0.06	03/04/2018
Fresh fruit	Conventional	South-Eastern Asia SPO/HL	USD/ 1 kg	FOB	0.36	0.06	03/04/2018
Fresh fruit	Organic	South-Eastern Asia SPO/HL	USD/ 1 kg	EXW	0.28	0.06	03/04/2018
Fresh fruit	Organic	South-Eastern Asia SPO/HL	USD/ 1 kg	FOB	0.40	0.06	03/04/2018
Fresh fruit	Conventional	Southern Asia SPO/HL	EUR/ 1 kg	EXW	0.31	0.05	03/04/2018
Fresh fruit	Conventional	Southern Asia SPO/HL	EUR/ 1 kg	FOB	0.41	0.05	03/04/2018
Fresh fruit	Organic	Southern Asia SPO/HL	EUR/ 1 kg	EXW	0.36	0.05	03/04/2018
Fresh fruit	Organic	Southern Asia SPO/HL	EUR/ 1 kg	FOB	0.47	0.05	03/04/2018
2. New prices for: pineapple for processing							
Fresh fruit	Conventional	Western Africa SPO/HL	USD/ 1 kg	EXW	0.19	0.03	03/04/2018
Fresh fruit	Organic	Western Africa SPO/HL	USD/ 1 kg	EXW	0.22	0.03	03/04/2018
Fresh fruit	Conventional	Southern Africa SPO/HL	USD/ 1 kg	EXW	0.19	0.03	03/04/2018
Fresh fruit	Organic	Southern Africa SPO/HL	USD/ 1 kg	EXW	0.22	0.03	03/04/2018
Fresh fruit	Conventional	Southern Asia SPO/HL	EUR/ 1 kg	EXW	0.19	0.03	03/04/2018
Fresh fruit	Organic	Southern Asia SPO/HL	EUR/ 1 kg	EXW	0.21	0.03	03/04/2018
Fresh fruit	Conventional	South-Eastern Asia SPO/HL	USD/ 1 kg	EXW	0.18	0.03	03/04/2018
Fresh fruit	Organic	South-Eastern Asia SPO/HL	USD/ 1 kg	EXW	0.20	0.03	03/04/2018
3. New prices for: pineapple for drying							
Fresh fruit	Conventional	Ghana SPO/HL	USD/ 1 kg	EXW	0.19	0.03	03/04/2018
Fresh fruit	Organic	Ghana SPO/HL	USD/ 1 kg	EXW	0.22	0.03	03/04/2018
Fresh fruit	Conventional	Western Africa (except Ghana) SPO	USD/ 1 kg	EXW	0.25	0.03	03/04/2018
Fresh fruit	Organic	Western Africa (except Ghana) SPO	USD/ 1 kg	EXW	0.30	0.03	03/04/2018



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Specific Product Standard	Product variety	Price applies to ¹	Currency / Quantity x unit	Price level ²	Fairtrade Minimum Price value	Fairtrade Premium value	Valid from ³
Fresh fruit	Conventional	Southern Asia SPO	EUR/ 1 kg	EXW	0.19	0.03	03/04/2018
Fresh fruit	Organic	Southern Asia SPO	EUR/ 1 kg	EXW	0.21	0.03	03/04/2018
Fresh fruit	Conventional	South-Eastern Asia SPO	USD/ 1 kg	EXW	0.18	0.03	03/04/2018
Fresh fruit	Organic	South-Eastern Asia SPO	USD/ 1 kg	EXW	0.20	0.03	03/04/2018

¹ **Central America and Mexico:** Belize, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua and Panama.

Western Africa: Benin, Burkina Faso, Cameroon, Cape Verde, Central African Republic, Chad, Congo, Cote d'Ivoire, Equatorial Guinea, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Liberia, Mali, Mauritania, Niger, Nigeria, Sao Tome and Principe, Senegal, Sierra Leone, and Togo.

Southern Africa: Angola, Botswana, Comoros, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Seychelles, South Africa, Swaziland, Zambia, and Zimbabwe.

Southern Asia: Afghanistan, Bangladesh, Bhutan, India, Iran, Maldives, Nepal, Pakistan, and Sri Lanka.

South-Eastern Asia: Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Thailand, Timor-Leste, and Viet Nam.

² Price level definitions:

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

Free on Board (FOB) means that the seller delivers when the goods pass the ship's rail at the named port of shipment. From that point forward, the buyer has to bear all costs and risks of loss or damage to the goods. Under FOB terms, the seller is required to clear the goods for export. For FOB, packing material needs to be included. The FOB price only applies to producers that export themselves and does not apply to exporters that buy (EXW) from Fairtrade producers.

³ New Fairtrade Minimum Prices and Fairtrade premium only apply to contracts signed after the date of validity indicated. Contracts signed prior to that date are to be honoured at the price defined in the contract, as it is indicated in the Fairtrade Trader Standard, req. 4.2.2.

For more information, please contact Miguel A. Alva at: m.alva@fairtrade.net.

Best regards,

Andreas Kratz