



To: Snake fruit, Rambutan, Langsat, Mangosteen  
and Coconut producers and traders  
Fairtrade members

CC: Standards Committee  
Fairtrade International staff  
FLOCERT staff

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**Snake fruit, Rambutan, Langsat and Mangosteen worldwide and Coconut from South-Eastern Asia Premium announcement from Fairtrade International Standards & Pricing**

Dear partners,

Fairtrade International Standards & Pricing has decided on new Fairtrade Premium for fresh Snake fruit, Rambutan, Langsat, Mangosteen worldwide; and a new Fairtrade Premium for a new origin (South-Eastern Asia) for Coconut.

The new premiums are presented in the table below. The Fairtrade Premium is paid in addition to the commercial price (negotiated 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	Currency / Quantity x unit	Price level <sup>1</sup>	Fairtrade Minimum Price value	Fairtrade Premium value	Valid from
<b>1. New prices for: Snake fruit, fresh</b>							
Fresh Fruit	Conventional/ Organic	Worldwide (SPO/HL)	-	EXW	Commercial Price	15 % of the Commercial Price	13/04/2018
<b>2. New prices for: Rambutan, fresh</b>							
Fresh Fruit	Conventional/ Organic	Worldwide (SPO/HL)	-	EXW	Commercial Price	15 % of the Commercial Price	13/04/2018
<b>3. New prices for: Langsat, fresh</b>							
Fresh Fruit	Conventional/ Organic	Worldwide (SPO/HL)	-	EXW	Commercial Price	15 % of the Commercial Price	13/04/2018
<b>4. New prices for: Mangosteen, fresh</b>							
Fresh Fruit	Conventional/ Organic	Worldwide (SPO/HL)	-	EXW	Commercial Price	15 % of the Commercial Price	13/04/2018
<b>5. New prices for: Coconut, fresh, whole dry with shell, without husk</b>							
Oilseeds and Oleaginous fruit	Conventional/ Organic	South-Eastern Asia (SPO/HL)	-	EXW	Commercial Price	15 % of the Commercial Price	13/04/2018

For more information, please contact Alina Amador at: [a.amador@fairtrade.net](mailto:a.amador@fairtrade.net).

Best regards,  
Andreas Kratz

<sup>1</sup> **Ex Works** means that delivery takes place when the seller places the goods at the disposal of the buyer at the premises of the seller or another named place (works, factory, warehouse, etc.) not cleared for export and not loaded on any collecting vehicle. For fresh fruits, and in contrast to the official Incoterms, EXW prices do not include any kind of packing material, unless otherwise specified in the pricing data base.