



**FAIRTRADE**  
INTERNATIONAL

To: Orange Juice producers and traders  
Fairtrade members  
cc: Standards Committee  
Fairtrade International staff  
FLOCERT staff

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July 1<sup>st</sup>, 2019

**Subject: Orange Juice Price Announcement from Fairtrade International Standards & Pricing**

Dear partners,

During the extraordinary Standards Committee meeting that took place on June 27<sup>th</sup>, 2019 the Standards Committee decided on Fairtrade Minimum Prices and Premiums for Orange Juice, as well as adjustments to the pricing model for Oranges for Juice. For details on the decision please refer to the minutes of the Standards Committee meeting available on our website under [www.fairtrade.net/setting\\_the\\_standards.html](http://www.fairtrade.net/setting_the_standards.html).

The Fairtrade Minimum Prices, Fairtrade Premiums and pricing model (with the changes approved in bold) 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 [www.fairtrade.net/standards.html](http://www.fairtrade.net/standards.html).

Specific Product Standard	Product	Price applies to	Currency Quantity unit	/ x Price level <sup>1,2</sup>	Fairtrade Minimum Price	Fairtrade Premium	Valid from
<b>1. Orange Juice</b>							
Prepared and Preserved Fruit & Vegetables	FCOJ, conventional	Worldwide (SPO / HL)	USD / 1 MT	FOB	2,300	<b>250</b>	01.07.2019
Prepared and Preserved Fruit & Vegetables	FCOJ, organic	Worldwide (SPO / HL)	USD / 1 MT	FOB	3,250	<b>350</b>	01.07.2019
Prepared and Preserved Fruit & Vegetables	NFC OJ, conventional	Worldwide (SPO / HL)	USD / 1 MT	FOB	650	60	01.07.2019
Prepared and Preserved Fruit & Vegetables	NFC OJ, organic	Worldwide (SPO / HL)	USD / 1 MT	FOB	970	90	01.07.2019



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2. Oranges for Juice for FCOJ							
Specific Product Standard	Product	Price applies to	Currency / Quantity x unit	Price level <sup>1,2</sup>	Fairtrade Minimum Price	Fairtrade Premium	Valid from
Fresh Fruit	Oranges for FCOJ, conventional	Worldwide (SPO / HL)	USD / 1 MT (juice equivalent <sup>3</sup> )	EXW, Producers working with processor/exporter using bulk export techniques	77% of FOB FCOJ FMP or market price	250	01.07.2019
Fresh Fruit	Oranges for FCOJ, conventional	Worldwide (SPO / HL)	USD / 1 MT (juice equivalent)	EXW, Producers working with processor/exporter using 6 extractors or less	68% of FOB FCOJ FMP or market price	250	01.07.2019
Fresh Fruit	Oranges for FCOJ, conventional	Worldwide (SPO / HL)	USD / 1 MT (juice equivalent)	EXW, Producers working with all other processor/exporter set-ups	72% of FOB FCOJ FMP or market price	250	01.07.2019
Fresh Fruit	Oranges for FCOJ, organic	Worldwide (SPO / HL)	USD / 1 MT (juice equivalent)	EXW, Producers working with processor/exporter using bulk export techniques	81% of FOB FCOJ FMP or market price	350	01.07.2019
Fresh Fruit	Oranges for FCOJ, organic	Worldwide (SPO / HL)	USD / 1 MT (juice equivalent)	EXW, Producers working with processor/exporter using 6 extractors or less	75% of FOB FCOJ FMP or market price	350	01.07.2019
Fresh Fruit	Oranges for FCOJ, organic	Worldwide (SPO / HL)	USD / 1 MT (juice equivalent)	EXW, Producers working with all other processor/exporter set-ups	78% of FOB FCOJ FMP or market price	350	01.07.2019
3. Oranges for Juice for NFC							
Fresh Fruit	Oranges for NFC OJ, conventional	Worldwide (SPO / HL)	USD / 1 MT (juice equivalent)	EXW	50% of FOB NFC OJ FMP or market price	60	01.07.2019
Fresh Fruit	Oranges for NFC OJ, organic	Worldwide (SPO / HL)	USD / 1 MT (juice equivalent)	EXW	57% of FOB NFC OJ FMP or market price	90	01.07.2019
4. Oranges for Juice for processing in consumer countries <sup>5</sup>							
Fresh Fruit	Oranges for Juice for processing in consumer countries, conventional	Worldwide (SPO / HL)	USD / 40.8 kg	EXW	5.00	0.50	01.07.2019



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Fresh Fruit	Oranges for Juice for processing in consumer countries, organic	Worldwide (SPO / HL)	USD / 40.8 kg	EXW	7.50	0.80	01.07.2019
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In addition, the **SC approved the inclusion of orange juice fruit cells in the secondary product list** as well as a 10% of commercial price Fairtrade Premium to be paid to orange juice secondary products. You may consult the secondary product list for the updated secondary product list.

<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.

<sup>2</sup>**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.

<sup>3</sup> **Juice Equivalent** means the amount of oranges for juice needed to make 1 MT of juice (whether FCOJ or NFC).

<sup>4</sup> **See conventional/organic FCOJ/NFC** means that the Fairtrade Premium that applies to 'oranges for juice' is the same as the Fairtrade Premium set for orange juice. For more details on how the Fairtrade Premium must be paid to producers, see the product standard.

<sup>5</sup> **Oranges for Juice for export in consumer countries** is explained in Annex 1, standard requirement 1.3.

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

Best regards,

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