

Advantages of FairTSA Certification

- FairTSA certification is relatively inexpensive due to our cooperation with a world-wide network of organic certifying agencies.
- We have our community development program and train facilitators or cooperating NGO's as community facilitators.
- We guarantee that most of the money used in the Fair Trade system stays with small farmers, farm workers and the surrounding communities, thereby truly fulfilling the promise of Fair Trade.

FairTSA Support

Since FairTSA is a Fair Trade standard holder, only we can assist producers before certification and during the time they remain certified if necessary without conflicting with ISO 65 requirements. We will also assist in finding licensees for your products; however, we cannot guarantee that you will find one. In case of questions it's always best to contact us.

For this service we charge an annual fee, the amount of which depends on the size and complexity of the operation. This amount is often charged by the certifier and passed on to FairTSA. Please note: In certain cases an exporter in the country of origin may also qualify as a licensee. Please contact us in order to discuss the specific details.

Selling FairTSA Certified Products

If a buyer wants to buy products that are "FairTSA certified" from a producer, they need to get in contact with FairTSA in order to sign a licensing agreement. The licensing agreement will enable them to put the FairTSA logo on their packaged products, for which they have to pay a licensing fee to FairTSA. Also, they have to pay the fair price to the producer (at least 10% above comparable products) as well as the Social Premium if applicable (negotiable). A separate information sheet for licensees can be requested from FairTSA.

For more information please contact:

Winfried Fuchshofen, PhD
Executive Director
Fair Trade Sustainability Alliance

P.O. Box 791
New Lebanon, NY 12125, USA
Phone: 1 518-794-0286
Mobile: 1 518-708-2245
WFuchshofen@fairtsa.org

www.FairTSA.org

INFORMATION for PRODUCERS

Fair Trade Sustainability Alliance



How it works for Producers and Producer Groups

To sell a product as FairTSA FairTrade certified, the producer needs to be certified according to the FairTSA standard, and a buyer of the product needs to enter into a licensee agreement with FairTSA.

In order to be certified, all applicants including processors in the country of origin have to comply with the following basic standard requirements. All additional requirements are listed in the FairTSA Fair Trade standard.

- All workers need to have at least a simple work contract and be paid minimum wage at first inspection. This includes migrant and contract workers, no exceptions. If no legal minimum wage exists, FairTSA will help determine the applicable minimum wage.
- No discrimination because of race, gender, sexual orientation, creed, etc.
- Children under the legal working age are not allowed to work, and no work may prevent available schooling. Exception: work on parents' farm.
- No forced or bonded labor.
- All operations (farms, processing units) have to comply with wage and occupational health and safety requirements.
- Organic regulations are an integral part of our standard, but under certain conditions non-organic operations can also be certified.



Community Development Project



The Community Development Project (CDP) is a mandatory part of our certification. A Social Premium has to be paid by the buyer, which is used as investment capital for projects in the producer communities. A whole array of issues can be tackled:

- Improvement of product quality such as implementation of improved post harvest treatments (e.g. solar drying equipment for cocoa bean drying).
- Health care projects.
- Education and School attendance.
- Upgrading of workers' living and working conditions.
- Reforestation and other environmental sustainability projects.
- Any other reasonable project that serves to improve the living conditions of a producer community.

FairTSA will evaluate existing projects that are already sponsored by the producer or the buyer of the products in question and determine if they meet FairTSA requirements. To apply for acceptance of the project, please submit documentation to FairTSA. If a community development project does not exist yet, the producer(s) can initiate a project. FairTSA can train an indigenous community development facilitator if needed. FairTSA certified operations must submit a plan for the community development project no later than three months after receipt of the first Social Premium.

Steps for Producer Certification

- Contact our office or one of our collaborating certifying agents. Currently, FairTSA works with 10 certifiers: Agreco, BCS Ökogarantie, CERES, QC & I (Germany), Bioagricert (Italy), Biocert India/International (India), CCOF, Control Union (USA), NASAA (Australia) and Mayacert (Guatemala).
- Before starting the certification process it is best to attend an information session. FairTSA offers information sessions on request in English, German, and Spanish.
- Download, fill out and return the Producer Application form from our web site with the Producer Licensing fee and ask the certifier for a cost estimate.
- Once you accept the cost estimate, the certifier will send the FairTSA System Plan and the contract. There is no need for a separate contract with FairTSA, as the contract with the certifier will contain a special clause regarding FairTSA certification.
- Once the system plan is finalized, the cooperating certifier will schedule an inspection, conduct the inspection and certify your operation, if possible in conjunction with the organic inspection.
- The certifier will issue a "Social Responsibility Certificate" which shows that your products are produced in a socially responsible manner and that workers are treated fairly.
- Once you have found a FairTSA licensed buyer, the same certificate will serve as the Fair Trade certificate and the buyer can buy your products and sell them with the FairTSA Fair Trade trademark.

