FAIRWILD FOUNDATION

INTERNATIONAL STANDARD FOR FAIR AND SUSTAINABLE WILD COLLECTION
Training Session 4: FairWild – Economic Principles
Economic sustainability principles of FairWild include:

- **Applying responsible management practices**: Principle 9
- **Applying responsible business practices**: Principle 10
- **Promoting buyer commitment**: Principle 11 (implemented through FairWild Trading Rules)
Principle 9: Applying responsible management practices

Criterion 9.1: Species / area management plan
Definition of adaptive, practical management processes and GCP
Principle 9: Applying responsible management practices

Criterion 9.2: Inventory, assessment and monitoring
Management supported by resource assessment and monitoring
Principle 9: Applying responsible management practices

Criterion 9.3: Implementation of sustainable collection measures by collectors: Collector training and collection instructions
Principle 9: Applying responsible management practices

Criterion 9.4: Training and capacity building:
Resource managers & collectors have adequate skills to implement FW
Principle 9: Applying responsible management practices

Criterion 9.5: Transparency and participation
Wild collection respects management planning and information sharing
Principle 9: Applying responsible management practices

Key aspects and documents to demonstrate implementation:

- Comprehensive management plan, including review process.
- Management plan training to relevant groups.
- Participation records training
- Collector registration / list.
- Species-specific collection instructions
Principle 10: Applying responsible business practices

Criterion 10.1: Market / buyer specifications
Sustainable sourcing & handling in accordance with market specifications
Principle 10: Applying responsible business practices

Criterion 10.2: Traceability
Storage and handling is managed so that traceability is fully guaranteed
Principle 10: Applying responsible business practices

Criterion 10.3: Financial viability and accountable trade relations: Mechanisms established to ensure financial viability
Principle 10:
Applying responsible business practices

Key aspects and documents to demonstrate implementation:

- Buyer (quality / collection) specifications.
- Traceability system (labels; harvest, processing and sales records).
- Storage labelling.
- Business plan / financial plan.
Principle 11: Promoting buyer commitment

Criterion 11.1: Mutually beneficial trade relations
Buyer establishes long-term, transparent trade relationship with supplier
Principle 11: Promoting buyer commitment

Criterion 11.2: Fair prices and FairWild Premium
Buyer pays fair price and FairWild Premium to support social development
Principle 11: Promoting buyer commitment

First Buyer Fair Trading Commitment

- All companies involved in FairWild trade chains strive to implement fair trade relations among each other.
- Obligations for the First Buyer are defined in the FairWild Trading Rules and Trader Registration system.
Principle 11: Promoting buyer commitment

The FairWild certified Collection Operation and the first buyer must sign contracts. Contracts must as a minimum indicate:

- Agreed volumes;
- Quality specification;
- Price and FairWild Premium;
- Payment terms and pre-financing (if any);
- Delivery conditions and procedures in case of quality problems;
- Arbitration mechanism agreed by both parties.
Other Fair Trading Obligations include:

- not buying certified ingredients under the condition that a quantity of non-certified product is also sold under disadvantageous terms.
- intention to maintain a long-term trade relation with the FairWild supplier.
- providing forecasts of intended quantities of purchase.
- offering favourable terms of trade (prompt invoice payment, adequate order lead times and shared efforts to solve any quality problems).
- agreeing on a fair price and a FairWild Premium.
- specifying the Premium and its payment mode in written agreements. Payments are to be documented.
Do I know all about FairWild now?

Yes – how about practicing?

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Let’s do a few exercises!
Thank you for listening

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Anastasiya Timoshyna / TRAFFIC
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Wolfgang Kathe / IMOswissAG
Sladjana Bundalo
FRLHT, India