



FairWild Foundation

# FAIRWILD FOUNDATION

INTERNATIONAL STANDARD FOR FAIR AND  
SUSTAINABLE WILD COLLECTION



FairWild Foundation

# Training Session 4: FairWild – Economic Principles

# FairWild:

## Scope of economic standard elements

**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

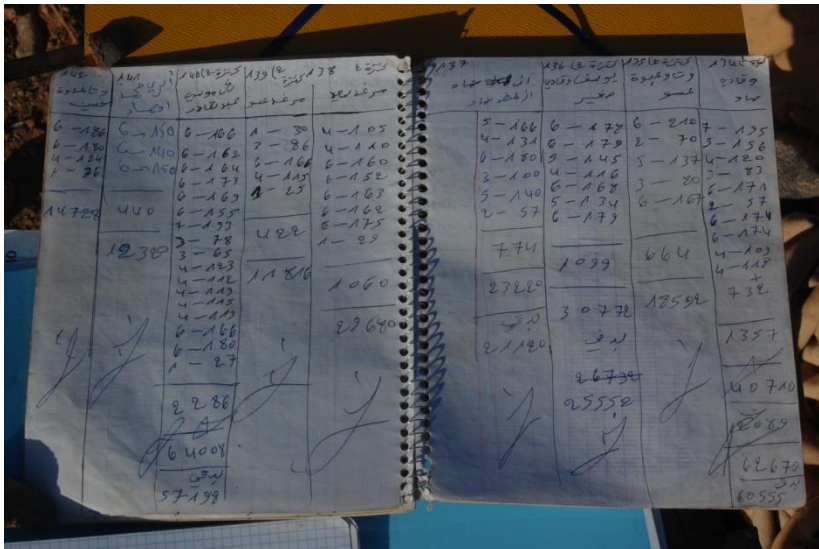
Storage and handling is managed so that traceability is fully guaranteed



# 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

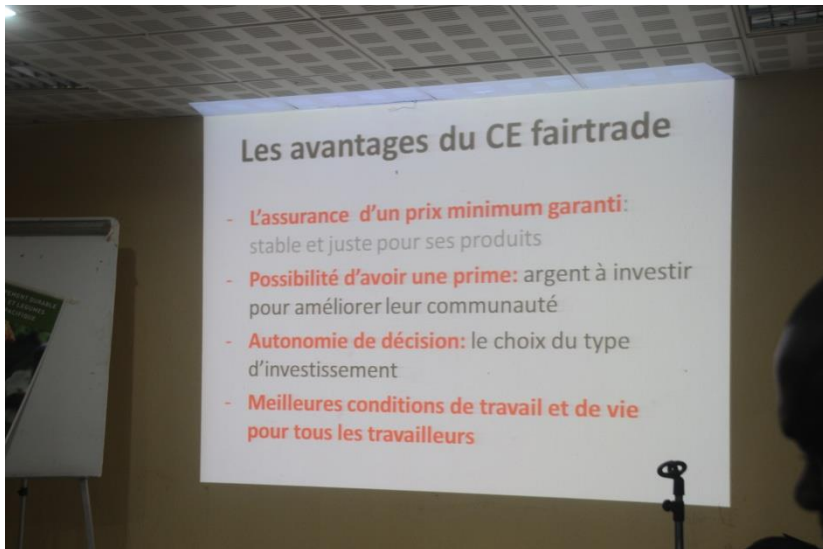
Buyer establishes long-term, transparent trade relationship with supplier



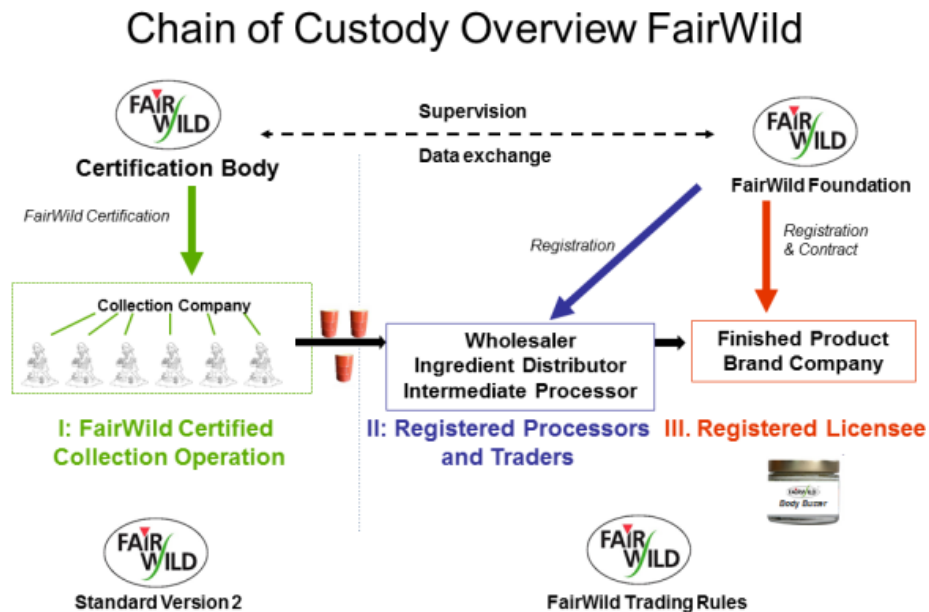
# Principle 11: Promoting buyer commitment

## 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.



# Principle 11: Promoting buyer commitment

## 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 ?**

**–**

**Let's do a few exercises!**



# Thank you for listening

Photo credits:

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