



BCS EURÖKO NEWS

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The editor's introduction

Dear clients, dear all,

do you believe in organic products? Do you believe in the organic certification? And do you believe that certification bodies, active in organic certification, besides of having the sufficient knowledge about the subject, all follow the same ethical principles?

You are right to believe in Organic Agriculture as the only sustainable concept of a responsible management of the natural resources entrusted to farmers: This remains valid!

As a man who has dedicated more than half of his life to organic agriculture, convinced of this concept, and known to speak out what he thinks, I have to tell you that concerning the other two questions I have asked you in the beginning, I have to recommend you to really try to find out who you can trust.

I am absolutely clear of what I am saying here, and it is as delicate as disastrous, but unfortunately this is the crude reality to which we have come!

BCS has introduced an own volunteer code of ethics, that has to be signed and kept by each and every employee. The European Certifiers' Association EOCC has formulated a code of ethics, which BCS didn't sign until now, as we have serious concerns about some central points, where we mean that they are not precise enough, and they invite for discussions and interpretations, which shouldn't be. It looks like some didn't sign for other reasons - and others have signed, but ignore what they have signed.

Let us just stop for a moment and think about the formal and ethical obligations of a certification body. A certifier first of all is the expert to know the organic standards, and his first duty is to apply them in the right and equal, consequent way to all clients. A CB has

to see, to pronounce and to document fulfillment and non-compliances, and decide independently from names or functions of a client. In other words, even the president of a country has to be disqualified as a producer or an exporter as soon as he is cheating!

CBs have the key position in the creation of trustworthiness and therefore play a very important role in securing organic markets and jobs.

Imagine a certifier that does not take wrong decisions by error (what may happen) but by purpose?

This **would be** the MIA (maximum imaginable accident) for buyers of organic products on all levels!

Sadly this MIA is reality: It is a permanent scandal that there are CBs that are known amongst certifiers and importers for doing irresponsible jobs around the globe. Even authorities have documented knowledge about it. Still, nothing happens!

Can you imagine how one feels as somebody who controls and sanctions his inspectors, his evaluators, his certifiers in the own enterprise? Do you have an idea how our employees feel in the countries, where they have to give follow up to tough corrective measures, when the clients simply shake their heads and laugh at them, telling them that they are crazy, and that now they will change to the CB XYZ, and they will have their immediate certification, where we as BCS 'make it complicated'? Can you try to understand that then sometimes we have the feeling that the honest one is just the loser?

Many times I have been under this pressure, under the human emergency of one of our representatives out there in the world, telling me that what I am obliging him to do, was all very correct and honorable, but that evidently I didn't have a bloody idea of what others are allowing and manipulating! But I know exactly what is going on, only we don't want to give up our ethics! We don't want to be among the crowd that, for example, even interprets a perennial crop as an annual, in order to attract more clients (shorter transition means earlier money!). We don't cooperate in the 'dirty games' where a producer, de-certified by one CB for proven use of non-allowed substances just can be certified by changing the CB. And the documentation of our inspections really is based on true inspections...: You would be surprised what is possible out there - and our urgent question is

in what time the responsible persons will act?! The case I will cite now could also have happened to another CB in the same country, so I am not just talking about an exceptional 'accident'...!

The latest example comes from Ecuador. A CB, that had been suspended in several other countries, was, due to concrete irregularities, also suspended by the competent authority in Ecuador. A few days later, all of a sudden, the CB was rehabilitated, as if there had been no problem! This is simply in-acceptable and it doesn't only damage this country, but the credibility of the whole certification system!

BCS applies its code of ethics being very strict in all certification procedures. Our aim is to deliver a service of high quality to our customers leading to a high recognition in the market. High quality means e.g. to insist on unpopular corrective measures or even more announced or unannounced inspections, if appropriate. Additional sample taking might be necessary as in the case of bananas from Ecuador. Due to these strict procedures we lost already a number of clients.

Also just simply claiming the fulfillment of defined requirements regarding transition periods or the use of certain inputs made us loose clients who got easily certified by other CBs (who did not make it so "complicated").

Quality is also reflected in our price. We diligently calculate travels to all sites to be inspected, charging only the time effectively used. Still, there are competitors that offer the same service at a much lower cost.

As a client you should properly compare offers and think about the question: How much control is possible at a certain price?

We are living in a world where many times the question is coming up if just everything possible also is allowed. We have reached and passed the limits of ethics in some ways that seem to be self understanding: "Why stop, if it works?" is one, and "Your problem, if you don't do it, too!" is the other typical position nowadays.

If you ask me for mine, in this I am very old fashioned, and I stay with the position that business is not all, and not everything is allowed, just to make more money! **We are proud of this ethical orientation - and we won't change it!**

Our clients value this position which is reflected in, despite of all, growing numbers of satisfied customers who support our approach of high-quality certification.

Yours sincerely

Peter Grosch

Del editor

Estimados clientes, estimados todos,

Cree usted en los productos orgánicos? Confía usted en la certificación orgánica? Y, por fin, cree usted que todas las agencias certificadoras orgánicas, aparte de tener los suficientes conocimientos del sujeto, también siguen las mismas normas éticas?

Usted tiene toda la razón cuando está convencido de la Agricultura Orgánica como el único concepto sostenible de un manejo responsable de los recursos naturales confiados al productor: Esto sigue siendo válido!

Siendo un hombre que ha dedicado más de la mitad de su vida a ésta agricultura, convencido de su concepto, y conocido como alguien que dice lo que está pensando, debo admitirle que referente a las otras dos preguntas que le he puesto en el inicio, tengo que recomendarle verificar con mucho cuidado en quien pueda confiar.

Estoy totalmente claro de lo que digo, y es igualmente delicado y desastroso, pero en realidad ésta es la cruel verdad a la cual hemos llegado!

La BCS voluntariamente ha creado un código de éticas, el cual debe ser firmado por cada miembro del equipo. Las entes certificadoras de Europa (EOCC) han también formulado un código de éticas. En este momento tenemos todavía unas dudas básicas en unos puntos clave, que no se han definido con la suficiente claridad, dejando demasiado espacio para interpretaciones, lo que no puede ser así, razón por la cual todavía no lo hemos firmado. Hay otras certificadoras más, quienes no han firmado por otras razones -

pero aparentemente también hay unas que firmaron, pero están ignorando que han firmado.

Paremonos por un momento para recordarnos de las obligaciones formales y éticas de una certificadora. Primero de todo, es la experta quien conoce las normas orgánicas, y su función más importante es aplicarlas de la manera más correcta, igual y consecuente con todos los clientes. Una agencia de certificación (AC) debe ver, decir y documentar los cumplimientos y los noconformidades, y decidir independientemente de nombres o funciones de un cliente. En otras palabras, incluso el presidente de un país tiene que ser decertificado como productor o exportador así pronto que engañe!

Las AC están en una posición clave en la creación de credibilidad y por eso juegan un rol importante para asegurar mercados orgánicos y puestos de trabajo.

Imagínese una AC haya decidido algo falso (lo que no debería, pero siempre puede pasar) no por error sino a propósito?

Esto sería el MAI (máximo accidente imaginable) para los compradores de productos orgánicos en todos los niveles!

Desgraciadamente este MAI es realidad: Es un escándalo que hay ACs, conocidas dentro de la comunidad de las ACs y en los mercados, por su trabajo irresponsable alrededor del mundo. También las autoridades de control lo tienen documentado. - Pero imagínese usted que esté pasando?!? Al final de la cuenta simplemente NADA!

Tal vez usted me entiende como me siento, controlando y sancionando los propios inspectores, los propios evaluadores y certificadores? Tiene idea usted como se sienten nuestros responsables en los países, donde los obligamos de darle seguimiento a las medidas correctivas impuestas a clientes, cuando los mismos simplemente se van, molestos, y diciéndoles que son locos, para seguir con otra AC, que 'no está creando tantos obstaculos'? Entenderá usted tal vez, que a veces el honesto se siente siendo el tonto?!

Muchas veces he vivido esta tensión de las situaciones de emergencia de unos de nuestros representantes, diciéndome que todo de lo que yo les haya obligado de hacer,

haya sido plenamente correcto y honorable, pero que yo ni el Papa conociera de los trucos y manipulaciones de otros!

Sé muy bien que está pasando, pero simplemente no queremos despedirnos de nuestras éticas!

No queremos pertenecer a este grupo que, por ejemplo, incluso cambia un cultivo perenne a uno anual, solo para ganar más clientes (período de transición más corto=dinero más pronto!). No estamos cooperando en 'juegos sucios' de certificar productores decertificados por uso de insumos prohibidos, cambiando simplemente la AC.

Y cuando presentamos reportes de inspección, es cierto que se están basando en inspecciones reales, realizadas...: Usted se sorprendería mucho de lo que a veces está pasando, y nuestra gran inquietud es, cuando los responsables actuarán?! El caso que voy a citar abajo igual hubiera podido pasar a otra AC más, en el mismo país, así que no me refiero simplemente a un 'accidente excepcional'...!

El último ejemplo viene del Ecuador donde la autoridad competente suspendió una AC, suspendida anteriormente en otros países, por irregularidades obvias., y, sorprendentemente, de un día al otro, revocó la suspensión como si no hubiera pasado nada. Simplemente no es aceptable - y es cierto que no solo está dañando el mismo país, sino la credibilidad del sistema de certificación como tal!

BCS aplica un código de éticas muy estricto concerniente todos los procedimientos de certificación.

Nuestro objetivo es de brindar un servicio de alta calidad muy reconocido en el mercado. Una alta calidad significa por ejemplo insistir en medidas correctivas no populares o hacemos más inspecciones anunciadas o no anunciadas si necesario.

Tomar muestras adicionales puede ser importante en el caso de bananos de Ecuador. Por estas medidas estrictas hemos perdido algunos clientes.

Ya solo insistir en el cumplimiento de requerimientos definidos concerniente el período de conversión o el uso de ciertos insumos nos hace perder clientes que cambian a una certificadora "menos complicada".

La calidad del servicio se refleja también en nuestro precio.

Calculamos muy concienzudamente un recorrido de inspección y solo cobramos el tiempo realmente utilizado. Aún, hay competidores que ofrecen el mismo servicio a precio mucho menos alto.

Usted como cliente tiene que comparar en detalle diferentes ofertas. La pregunta que se pone es: Qué tipo de control es posible por cuál precio?

Vivimos en un mundo donde muchas veces surge la pregunta si todo lo posible también esté permitido. Hace rato que hemos pasado ya los límites de éticas de manera que ciertas prácticas casi aparecen entenderse por si mismo: "porque pararse?" es el uno, y, "Es tu problema si tu no lo haces!" es la otra posición típica - 'sin vergüenza' como la llamo yo - que se encuentra siempre más.

Cuando me preguntan cual es la mía, yo en esto soy muy 'anticuado', quedándome con la posición de que negocio no es todo, y no es válido que todo esté permitido, solo para 'hacer' más plata!

Somos orgullosos de ésta orientación ética - y no vamos a cambiarla!

Sin embargo, nuestros clientes valoran nuestra orientación ética de brindar un servicio de alta calidad. Esto se refleja en cifras aumentadas de empresas satisfechas de nuestro enfoque.

Cordial saludo

Peter Grosch

BCS International

In 2009 BCS has again gained a number of new clients. Inspections are actually carried out in around 85 countries. One of our new countries is Iran, where pistachios and olives are certified.

The highest number of BCS clients is encountered in China. Nevertheless, the main activities of BCS are still located in Latin America:

News from Latin America - Ecuador -

III ENCUESTRO NACIONAL E INTERNACIONAL DE CLIENTES de BCS

Con la participación de representantes de alrededor de 200 empresas y organizaciones de Ecuador y Perú, el Viernes 29 de Mayo del 2009, se llevó a efecto el III Encuentro Nacional e Internacional de Clientes de la empresa certificadora BCS ÖKO Garantie-Ecuador en la ciudad de Riobamba.

La apertura del acto hizo el Ing. Cesar Cáceres, Líder de Agricultura Orgánica del Ministerio de Agricultura, Ganadería, Acuacultura y Pesca. Seguidamente el Ing. Hansjörg Götz, gerente de BCS ÖKO Garantie en Ecuador, destacó el accionar del **comité de vigilancia** de la empresa durante los últimos tres años. Han conllevado a que BCS adopte nuevas exigencias para todos los productores bananeros del país. Entre ellas **se realizan dos inspecciones avisadas al año**, no solo una como exige la norma europea, dos inspecciones sin aviso previo y la toma de dos muestras de hojas para su respectivo análisis. **Dando como resultado que 4.000 ha de banano dejen de tener la certificación de BCS.**



En la parte central del acto, el Ing. Tobias Fischer, también responsable de la Oficina Internacional de BCS en Alemania, fue el encargado de dar a conocer detalles del nuevo reglamento de la Unión Europea para la certificación de los productos orgánicos.

Desde Costa Rica y Cuba vinieron los doctores Moisés Soto, experto internacional en banano y Yuselinda Céspedes, experta en control biológico, quienes a través de sus charlas compartieron sus conocimientos con todos los asistentes.



Para terminar este acto que estuvo matizado en su segunda parte por la música y danza propias de la serranía Ecuatoriana, se procedió al sorteo de un pasaje aéreo para la feria mundial de productos orgánicos BIOFACH 2010 en Nuremberg-Alemania.

En este año la suerte recayó en la Brigada de Fuerzas Especiales No. 9 "Patria", representada por el Cap. Walter

Machado, quienes mantienen la certificación con BCS de quinua y amaranto.

BCS ÖKO Garantie - Ecuador, agradece a todas las personas y organismos que nos acompañaron en este III Encuentro de Clientes de BCS.

BCS ÖKO GARANTIE-Ecuador realiza proceso de inspección y certificación de las empresas del Grupo Asociativo ECOFAS

El grupo asociativo ECOFAS (Ecuadorian Organic Flower Growers Association), cuenta con 20 empresas, que han abierto sus puertas y comparten sus experiencias para fortalecer sus organizaciones conjuntamente. Trabajan con el objetivo de producir flores orgánicas para satisfacer los requerimientos de un mercado internacional que crece constantemente, que no desea la contaminación del medio ambiente y está preocupado por el futuro del planeta, el calentamiento global, la explotación de los trabajadores y el futuro de sus hijos.

Las líneas de cooperación de ECOFAS, para sus asociados se enfocan en:

- Asistencia técnica a través de talleres teórico-prácticos de capacitación
- Implementación de prácticas orgánicas en un porcentaje de los cultivos de las fincas asociadas
- Obtener la certificación orgánica
- Promocionar y comercializar el producto en diferentes mercados internacionales

Con la finalidad de obtener la certificación orgánica, el 01 de Diciembre del 2008 se convocó a una licitación pública auspiciada con fondos del Banco Interamericano de Desarrollo (BID) a través de su programa de asociatividad. Se adjudicó el contrato a **BCS ÖKO Garantie** el 8 de Enero del 2009.

BCS pone a disposición de ECOFAS toda su experiencia recogida en muchos años de trabajo, personal capacitado, equipo e instrumentos requeridos para el proceso de inspección y certificación de las empresas del Grupo Asociativo ECOFAS.

BCS ÖKO GARANTIE Y CORPEI ORGANIZAN CHARLA TÉCNICA SOBRE LA NUEVA NORMATIVA EUROPEA PARA PRODUCTOS ORGÁNICOS



El 02 y 03 de Junio en Guayaquil y Quito, respectivamente, BCS ÖKO Garantie - Ecuador y CORPEI

organizaron charlas técnicas de actualización sobre la nueva norma de producción orgánica de la Unión Europea, la misma fue impartida por el Ing. Tobias Fischer, experto en normativa orgánica y trabajando en el departamento internacional de BCS Alemania.

Entre las temáticas abordadas por el Ing. Fischer estuvieron las tres normas básicas Europeas para Agricultura Orgánica:

- La nueva regulación de producción orgánica (CE) No 834/2007
- Los lineamientos de implementación de la nueva regulación (CE) No 889/2008
- Lineamientos de implementación para la importación de productos ecológicos procedentes de terceros países (CE) No 1235/2008
- Y las disposiciones de las Autoridades Europeas respecto a la certificación acuícola de acuerdo al Reglamento (CE) No 834/2007

BCS ÖKO-GARANTIE Uruguay

BCS ÖKO GARANTIE REALIZA PROCESO DE INSPECCION Y CERTIFICACION DE OVINOS Y BOVINOS EN URUGUAY



Al sureste de Sudamérica se encuentra Uruguay. Un país de 3 millones de habitantes, un stock bovino de 13 millones de cabezas y más de 300 años de experiencia en ganadería extensiva. Su clima, su ubicación y geología lo convierten en una de las últimas reservas de praderas naturales dedicadas a la producción ganadera.

Del 26 al 30 de Mayo del 2009, el Ing. Juan Carlos Benítez, inspector orgánico acreditado por BCS, realizó la inspección de 19.800 hectáreas de pastos, 36.000 ovinos y 8.400 bovinos de un grupo de productores orgánicos al Este de Salto - Uruguay. Además inspectó la Planta Industrial Salto / CLEDINOR S.A perteneciente a Tacuarembó MARFRIG Group, para el procesamiento y exportación de diversos cortes de carne de ovinos y bovinos y lana de ovinos.

El programa de apoyo para certificación ecológica de carne de ovinos nace del proyecto presentado por el grupo de consultores La Cimbra y Tacuarembó - MARFRIG Group, proyecto financiado por el Ministerio de Agricultura, Ganadería y pesca de Uruguay.

BCS ÖKO-GARANTIE Perú

BCS ÖKO GARANTIE PERU S.A.C SE REGISTRA ANTE EL SENASA

Luego de cumplir con los documentos exigidos por el Decreto Supremo N° 061-2006-AG, y con resultados favorables en las auditorías como en las supervisiones realizadas por la autoridad nacional de Perú, la Subdirección de Producción Orgánica de la Dirección de Insumos Agropecuarios e Inocuidad Agroalimentaria del Servicio Nacional de Sanidad Agraria SENASA de Perú, otorga con fecha 08 de Abril del 2009 el Certificado de Registro de Organismo Certificador de Productos Orgánicos N° PE-01-2009 a BCS ÖKO GARANTIE PERU SAC, conforme a lo dispuesto en la normatividad vigente (Ley N° 29196, D.S N° 044-2006 y D.S N° 061-2006-AG).

Motivo por el cual BCS ÖKO GARANTIE PERU SAC cumple con lo predispuesto en la ley es de poner a disposición su nuevo servicio de certificación bajo normativa peruana.

Felicitemos al Ing. Armando Bonifaz, representante de BCS en Perú y todo su equipo de colaboradores por el logro alcanzado y auguramos éxitos en todas las actividades que buscan la consolidación de BCS en Perú.

EU Regulation

Logo ecológico de la UE

Desde el verano de 2010, el uso del logotipo de la UE es obligatorio. Sin embargo, no se ha tomado una decisión en cuanto a que logotipo será elegido.

Group of experts

The EU Commission will implement a group of 13 experts. These experts will assist the Commission regarding the formulation of the annexes of the regulation and the production rules.

Switzerland

Since the 1st of June 2009 import authorisations are no longer required in trade between Switzerland and the EU. Nevertheless Bio Suisse still requires all documents regarding traceability. So, the corresponding Bio Suisse document is still needed. If you have any questions, we are happy to help you.

Tunesia

Tunesia has been integrated into the list of Third countries. For imports of plant products from Tunesia import authorisations are no longer required. BCS Öko-Garantie GmbH is accredited as certification body in Tunesia.

For processors

Article 19 of the Regulation (EC) No 834/2007 says that a product shall be mainly produced from ingredients of agricultural origin. Water and cooking salt are not taken into account. Please check your production recipes if this is relevant.

Aquaculture

In August 2009 the implementing rules for aquaculture animal and seaweed production were approved. They are published in Regulation (EC) No. 710/2009. They will come into force at July 1st 2010.

Organic wine - the next project

The EU Commission is formulating the rules for organic wine. They will be published mid 2010.

NOP + Canadian Organic Regime (COR)

Canadian Organic Regime (COR) compliance through the US-Canadian equivalence arrangement

Several points have to be considered regarding trade in-between Canada and the United States:

1. General considerations

Since June 30th 2009, the US and the Canadian governments have reached a trade agreement which will allow exports of NOP certified organic products to Canada and vice versa.

Producers, who are NOP certified by an USDA accredited certifying agent (ACA), such as BCS, do not have to become COR certified also. They can export their products to Canada as "organic" and label them with the Canadian Organic Logo, provided the requirements for using the Canadian Organic Logo are met.

2. Technical requirements that have to be met to achieve compliance with the equivalence agreement

According to the US-Canadian equivalence arrangement, the main technical requirements are the following:

a) For raw produce or materials intended to be shipped to Canada, the field from which such produce is intended to be harvested must not be treated with sodium nitrate (Chilean nitrate). Fields do not have to undergo a three-year transition to meet this requirement. However, fields must be designated free from the application of sodium nitrate. OSPs (Organic System Plan) must be amended, records kept, and the OSP must be auditable. This does not apply to products used in processed products to be exported to Canada.

b) Livestock density ratios must be documented and collected for all operations certified regarding livestock, poultry, and eggs. Data required are animal units per

acre or per square foot (for swine and poultry) for all certified operations. More details will be forthcoming as necessary. This does not apply to processed products.

c) Products from hydroponic or aeroponic systems cannot be granted compliance, as the Canadian Organic Regime explicitly excludes such production systems for organic products.

3. Use of the Canadian Organic logo/seal

As a result of the determination of equivalence with the U.S. organic certification program, Canada has issued, that both, the Canada Organic logo and the USDA organic seal, may be used on a product entering Canada.

The condition is that the product meets the NOP labeling requirements for the USDA organic seal. In case that the Canadian Organic logo is used on an organic product exported to Canada, additional labeling requirements, such as a bilingual label, apply.

Canada does not have a 100 percent organic claim for products.

Thus, any product which is NOP certified and does comply with the technical requirements listed under 2. (see above), can be labeled with the Canadian organic seal.

BCS will submit to the operator a digital version of the COR logo to be used on products exported to Canada together with the compliance confirmation. BCS is responsible and must supervise the correct use of the logo.

News about GlobalGap

GLOBALGAP is about to publish the updated version 3.1 in October 2009. No changes are expected for the control points and compliance criteria (CPCC). In the General Regulations no major revisions are expected either. Slight changes will mainly refer to making some points more precise or adaptations that have

become necessary due to the implementation of the new GLOBALGAP database in 2008. We will inform you in our next publication of EURÖKONEWS about those points that might be important for you.

BCS continues to offer GLOBALGAP certification for fruits & vegetables, flowers & ornamentals, tea, combinable crops and shrimp aquaculture.

Fairtrade Sustainability Alliance (FTSA)

BCS first certifier of Fair Trade according to FTSA

Fair Trade Certification as pioneered by the Fair Trade Labeling Organization is becoming increasingly important. This is evidenced by the increasing numbers of farmers entering the system and the growing number and amounts of certified products. However, there is an increasing number of producers that wish to enter an easier accessible and more flexible fair trade program. The FTSA has developed its own fair trade standard and collaborates with organic certification partners for inspection and certification of producers under this standard. BCS is the first certifier to be preliminary accredited by FTSA in July 2009.

Essential Components of Fair Trade (FTSA)

Fair trade is an ethical, market-based way to enhance the quality of lives of farmers, producers and their communities. It requires the adherence to international standards for working conditions and labor safety as well as environmental sustainability. Furthermore importers and processors pay a social premium, most of which is invested into community development projects. The ecological aspects of the standard can be fulfilled almost entirely by certification according to recognized national standards, such as the Regulation (EC) No 834/2007, or the US National Organic Program (NOP).

Product Specific Standards

Each FTSA core standard includes a product registry. This contains specific product-related requirements that FTSA management deems necessary (example: cocoa bean production in prior rainforest areas). Within these standards there are measurable indicators for product quality, ethical labor, environmental and social conditions, which simplify the verification of adherence to above mentioned standards.

Moreover, the following standards have influenced the development of FTSA standards: ISEAL alliance SASA project recommendations, USDA National Organic Program (NOP), the Social Accountability Standard SA 8000, the Fair Trade Labeling Organization and other private Fair Trade standards.

Additional standards are presently under development.

FTSA Social Premium and Community Development Service

The social premium is completely used for the development, support and documentation of Community Development Projects. For FTSA, the improvement of product quality or competitiveness in the market, such as implementation of improved post harvest treatments (e.g. solar drying equipment for cocoa drying), qualifies for this category. Also the improvement of health care or children's school attendance in the producer's community can be part of the projects. The Community Development Program is a direct and participatory approach to supporting development in the producer communities. Where such a project is already in place, FTSA will support that. If none are in place, this program gives an incentive to start communication between producers and their social surroundings about existing problems and potential solutions.

The projects are supported by FTSA's Community Development Support Service (CDSS), a unique and value-adding component to the FTSA-Certified Fair Trade Systems. The DCSS provides training and hires indigenous professionals to visit

Community Development Projects on a regular basis in order to provide social and technical support to the process.

FTSA will implement pages on its website that feature the Community Development Projects for increased transparency and also for marketing support. The above mentioned project supporters will play an essential role in providing information for the website.

BSC inspectors will verify the use of the social premium during their annual inspections.

In the case that no Professional Project Supporters are available in a certain region, FTSA reserves the right to let the project be run on the community's own initiative, without that support, but according to specific guidelines.

If a buyer, be it an exporter, importer or manufacturer provides significant Community Development Services before entering an agreement with FTSA, such Community Development Services can be subtracted from or replace the Social Premium - and sometimes even the Community Development Service fee - if the projects are thoroughly documented and the financial contribution can be quantified.

The FTSA Engagement Process for Licensing Partners

Step 1 - INFORMATION

BCS or FTSA emails an information packet to the interested party, and schedules a follow-up call with FTSA to review the project and determine next steps.

Step 2 - PRODUCT DETAILS

FTSA representatives and the interested party meet in a teleconference to share detailed information concerning the product or products, its production, and its "chain of custody."

Step 3 - CONTRACTS

FTSA sends its Licensing Agreement to the interested party. If necessary, a phone call or a meeting will be scheduled to talk the client through the contract and explain the terms. Once the terms are agreed upon, a FTSA officer and an officer of the client company sign the Licensing Agreement.

Step 4 - LICENSING MARK GRANTED

With the signing of the Licensing Agreement the licensee can now use the FTSA mark on products produced and processed by a FTSA certified producer or processor. A labeling guide is provided and the respective graphic file(s) are made accessible. A press release is drafted, and authorized by both parties for publication. Simple sales reports and licensing fees are due on a quarterly basis.

The FTSA Engagement Process for Production Partners

Step 1 - INFORMATION

BCS or FTSA will send an information package to an interested producer or processor. The information package and subsequent calls emphasize that the whole change of custody needs to be certified.

Step 2 - INSPECTION AND CERTIFICATION

BCS sends a cost estimate to the party that requested certification. A BCS inspector conducts the initial inspection of the producer(s) and of the product's chain of custody, if necessary and possible combined with the organic inspection. The inspection reports(s) is/are reviewed and the certification decision is issued. After all applicable fees are paid, the certificate is delivered to the client and a copy sent to the FTSA office. The inspection and certification process is repeated on an annual basis.

Step 3 - SELLING FTSA CERTIFIED PRODUCTS

Once the certificate has been issued, the producer or processor may sell FTSA certified products to FTSA licensed buyers.

Step 4 - COMMUNITY DEVELOPMENT PROJECTS

A FTSA CDSS representative will be assigned to define, support, and report on Community Development Projects financed through the Social Premium funds. FTSA will make regular reports available to the client.

The Certification System

The FTSA inspection and certification system is designed to be conducted alongside organic certification according to Regulation (EC) No 834/2007, NOP, JAS and other recognized national organic

standards. With that, inspections can be carried out by the same person at the same time, for lower costs and resources. Additionally, FTSA accepts an organic certification as part of the FTSA certification, as most aspects of the ecological requirements can be covered with that. Relevant parts of other certification programs, such as GLabelGap are accepted as part of FTSA inspection and certification. Every producer or processor can request acceptance of those certification programs by FTSA.

For all finished products that have been produced and processed under the licensing contract with FTSA, the use of the FTSA seal is obligatory. The complete chain of custody from production to processing had to be inspected for compliance with the respective FTSA standard, if the seal is used.

An annual renewal process ensures compliance with the criteria of the FTSA standard.

FTSA- Certified Fair Trade® Mark

Once certification has been successfully completed, the FTSA Certified Fair Trade® mark is used on the label in an appropriate size.

Summary of other requirements for agricultural products:

Social development requirements - upholding democratic and participatory principles as much as possible (in the case of cooperatives and grower groups), clear organizational structures, proper use of social premium funds in community development, and the establishment and pursuit of social progress goals.

Economic development requirements - pertaining to the distribution of the Fair Trade Premium and Social Premium, the maintenance of accounting records, and the establishment and pursuit of economic development goals.

Labor requirements - specifying labor guidelines based on International Labor Organization Conventions, including guidelines concerning child labor, dangerous environments, minimum wages,

non-discrimination, employment agreements, trade union membership, occupational health and safety, and the establishment and pursuit of labor-related progress goals.

Environmental and agricultural production requirements - requiring the development of a FTSA Environmental System Plan (GSP) that covers agricultural practices, ecosystem conservation, and endangered species protection, water use, waste treatment, and guidelines concerning the use of agrochemicals.

Summary of other requirements for processed food:

- Any FTSA certified processed product must have at least 35% FT certified ingredients (excluding water and salt).
- Processed Foods have to be labeled in accordance with the FTSA Standard for Processed Foods.
- There are limited inspection requirements for facilities that only distribute, but do not repack or process
- FTSA has created lists for prohibited processing preservatives and food ingredients that may not be present in FTSA certified foods.
- The general labor and health and safety requirements have to be observed by all processing facilities.

BCS is available as the first certifier to assist you in getting your Fair Trade FTSA certification.



For more information, please have a look at: <http://fairtsa.org>

Portrait: Stephan Andrae - Head International Department



Since October 2008, Stephan Andrae is working as Head of the International Department of BCS in Nuremberg. He is an agronomist and ecologist with a broad experience in international organic agriculture. After an apprenticeship at Dottenfelder Hof, he finished his vocational training as a “farmer”. Then he studied in Nürtingen and Essen. He lived more than 10 years in Mallorca where he developed and managed several big organic projects.

His aim is to further develop the BCS services i.e. in West Africa. Also, he wants to optimize the procedures within BCS in order to deliver a tailor-made and faster service to our clients. Specifically the time between inspection and emission of the master certificate will become shorter in the future.

The international aspects of his job and the different cultures Stephan has to deal with add very much to the interest of his work.

To his mind certification helps to establish organic agriculture internationally.

The BCS team is cooperative and open-minded and admits, therefore, of a precondition for a good working environment.