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Does fair trade make a difference? The case of small coffee producers in Nicaragua

Karla Utting-chamorro

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Abstract

Fair trade represents an innovative approach to make the rules of global trade work for disadvantaged producers in the South and for sustainable development. But who are

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Notes

- 1 FINE is a network of organisations including Fair Trade Labelling Organisations International (FLO International), the International Federation for Alternative Trade (IFAT), the Network of European World Shops (NEWS!), and the European Fair Trade Association (EFTA).
- 2 FLO explicitly requires that small producers form democratic organisations as primary-level cooperatives and secondary-level producer organisations.
- 3 On a global scale, green coffee prices fell from US\$1.20/lb to US\$0.56/lb between 1999 and 2003, but the fair trade price has remained at US\$1.26/lb.
- 4 In Nicaragua, the wholesale price for green coffee fell from US\$1.44/lb in 1999 to US\$0.51/lb in 2003, a 70 per cent drop (Nicanet [2003](#)).
- 5 Varangis et al. ([2003](#)) suggest that the cost of coffee production in Nicaragua is US\$67/quintal.
- 6 The broadening of support for fair trade can be seen by the different types of organisations, other than those directly involved, promoting fair trade coffee, e.g. local organisations such as UNAG and CIPRES, international NGOs such as LWR and Oxfam, and official aid agencies such as UNDP and USAID.
- 7 Cooperatives are locally rooted organisations that adopt certain democratic and participatory principles and practices, and provide a range of services to their members. They are typically formed by small producers and are often the primary-level producer organisations. They provide technical assistance and training to their members and are often the primary-level producer organisations.
- 8 The Network of European World Shops (NEWS!) is a network of small producers and processors of organic products. It is a non-profit organisation that promotes fair trade and organic products. It is a network of small producers and processors of organic products. It is a non-profit organisation that promotes fair trade and organic products.
- 9 The Network of European World Shops (NEWS!) is a network of small producers and processors of organic products. It is a non-profit organisation that promotes fair trade and organic products. It is a network of small producers and processors of organic products. It is a non-profit organisation that promotes fair trade and organic products.
- 10 For example, the Network of European World Shops (NEWS!) is a network of small producers and processors of organic products. It is a non-profit organisation that promotes fair trade and organic products. It is a network of small producers and processors of organic products. It is a non-profit organisation that promotes fair trade and organic products.



15 For example, while in 1997 SOPPEXCCA had only 68 member producers, by 2002 there were 450 members, and it hoped to extend its membership to 500 by the end of 2003. CECOCAFEN had 1200 small-producer members in 2002 and had by the time of the research extended its membership to 1500 producer members.

Notes on contributors



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Source: The World Bank

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