

# Enhancing cooperation and trade for decent work

Geneva, 12th June 2018

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# ALTROMERCATO

Italy



ALTROMERCATO  
GUARANTEED  
FAIR TRADE

# 1.

## WHO WE ARE



# ALTROMERCATO IS

An organization 100% committed to

**Fair Trade**



**fair trade value chains**  
from producer to  
consumer



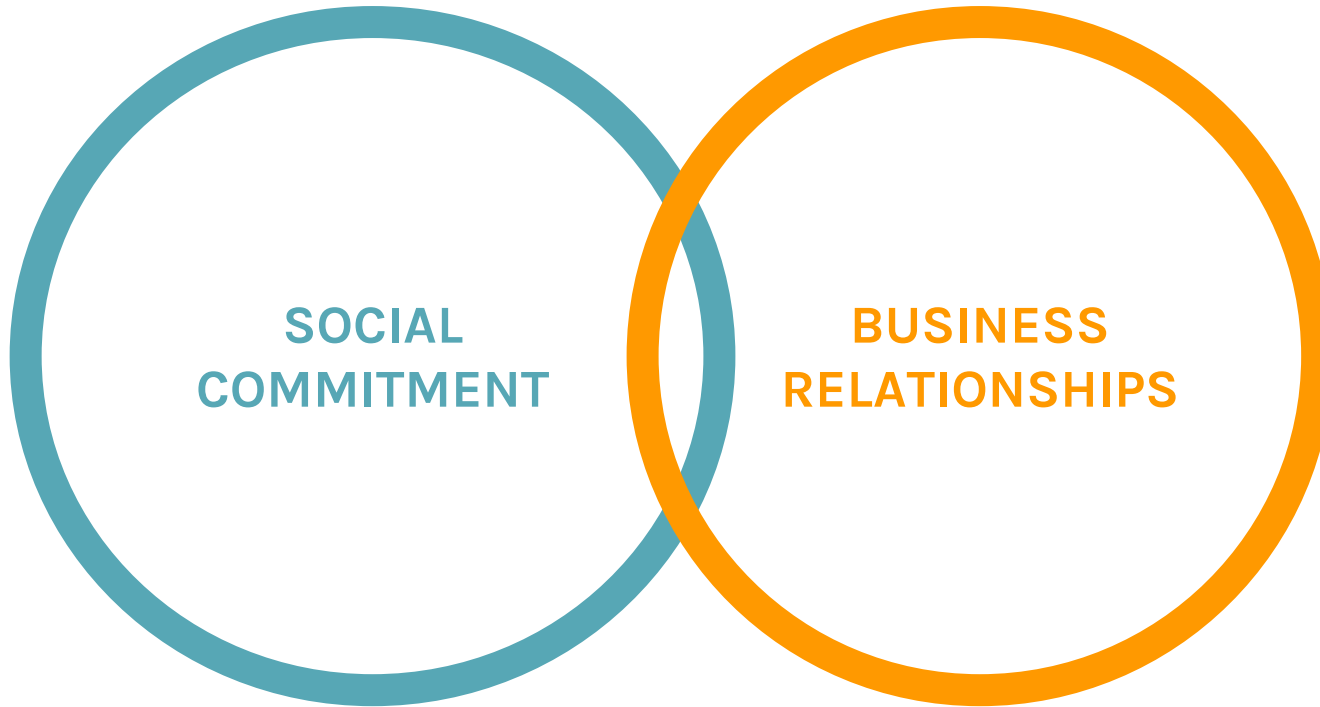
**Buys and sells fair  
trade** guaranteed  
products



**Technical support**  
to producers



# TRADE, NOT AID



# MISSION

- **To offer to marginalized** producers the opportunity to access the **market** through **innovative** solutions, **environmental friendly**, economically sustainable and efficient.
- **To spread Fair Trade** principles and products.
- **Foster social change** to promote better and wider fair trade practices and rules.





# € 52.820.488

TURNOVER [FY 2015-2016]

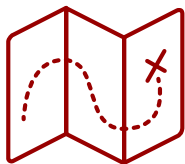
# 3

COMPANIES

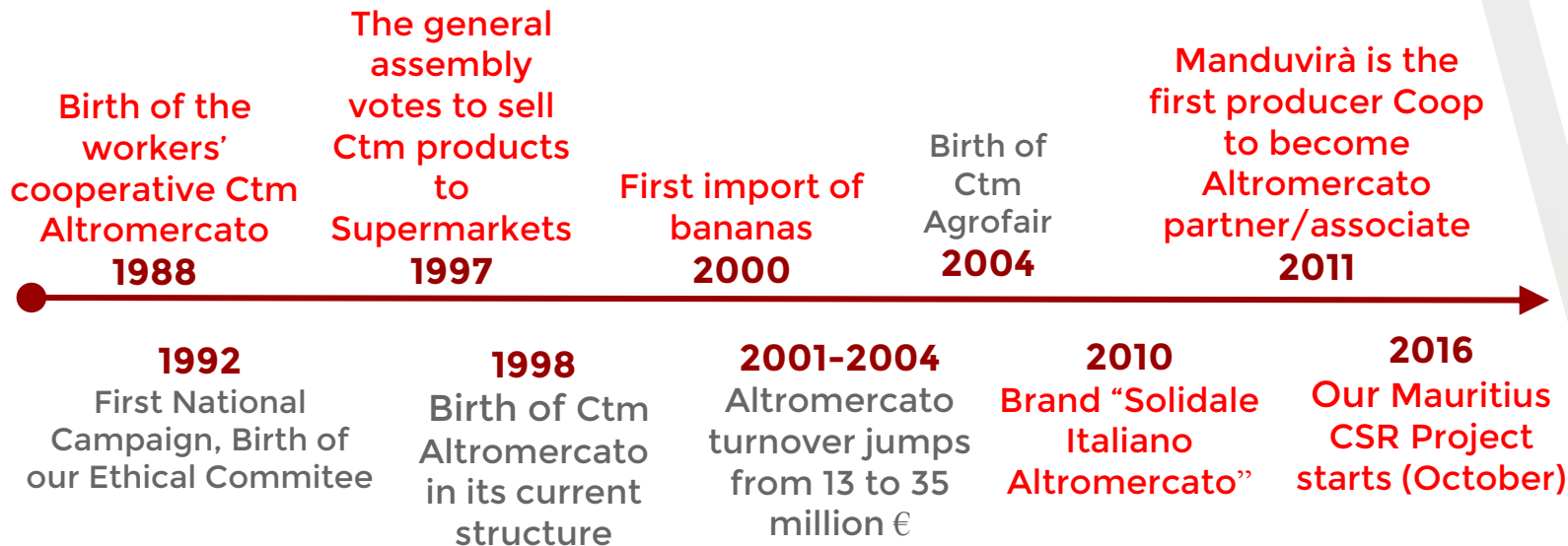
# 1,8 MILLION

CUSTOMERS PURCHASING FAIR TRADE PRODUCTS AT LEAST ONCE A MONTH [2016]





# HISTORY



## ASSOCIATED TO



**Global Network**  
of Fair Trade  
producers, exporters  
and importers



**Italian Association**  
of Fair Trade  
organizations



**Association of Fair Trade**  
**importers**  
in 8 European Countries





# 2.

## OUR VALUES



**1 OPPORTUNITIES FOR  
DISADVANTAGED  
PRODUCERS**



**2 TRANSPARENCY &  
ACCOUNTABILITY**



**3 FAIR TRADE  
PRACTICES**



**4 FAIR PAYMENT**



**5 NO CHILD LABOUR,  
NO FORCED LABOUR**



**6 NO DISCRIMINATION,  
GENDER EQUITY,  
FREEDOM OF ASSOCIATION**



**7 GOOD WORKING  
CONDITIONS**



**8 CAPACITY BUILDING**



**9 PROMOTE  
FAIR TRADE**



**10 RESPECT FOR THE  
ENVIRONMENT**



**TEN  
PRINCIPLES  
OF  
FAIR TRADE**



# WE WORK TOGETHER TO CREATE VALUE FOR ALL



# 3.

## OUR PRODUCTS





# COMMODITIES of ALTROMERCATO



**SUGAR**



**COFFEE**



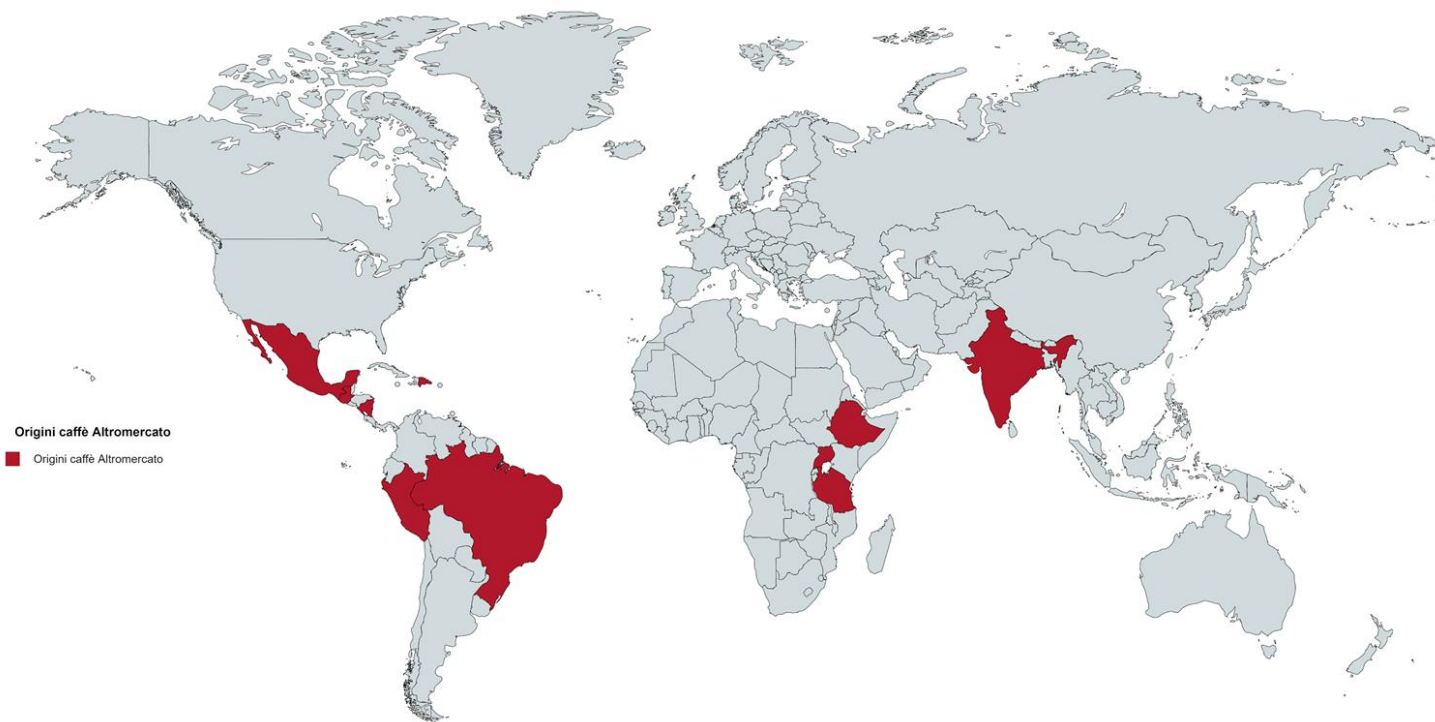
**COCOA**



**TEA**



# WHERE **ALTROMERCATO** COFFEE COMES FROM





# 12.000

BAGS OF GREEN COFFEE IMPORTED EVERY YEAR

# 14%

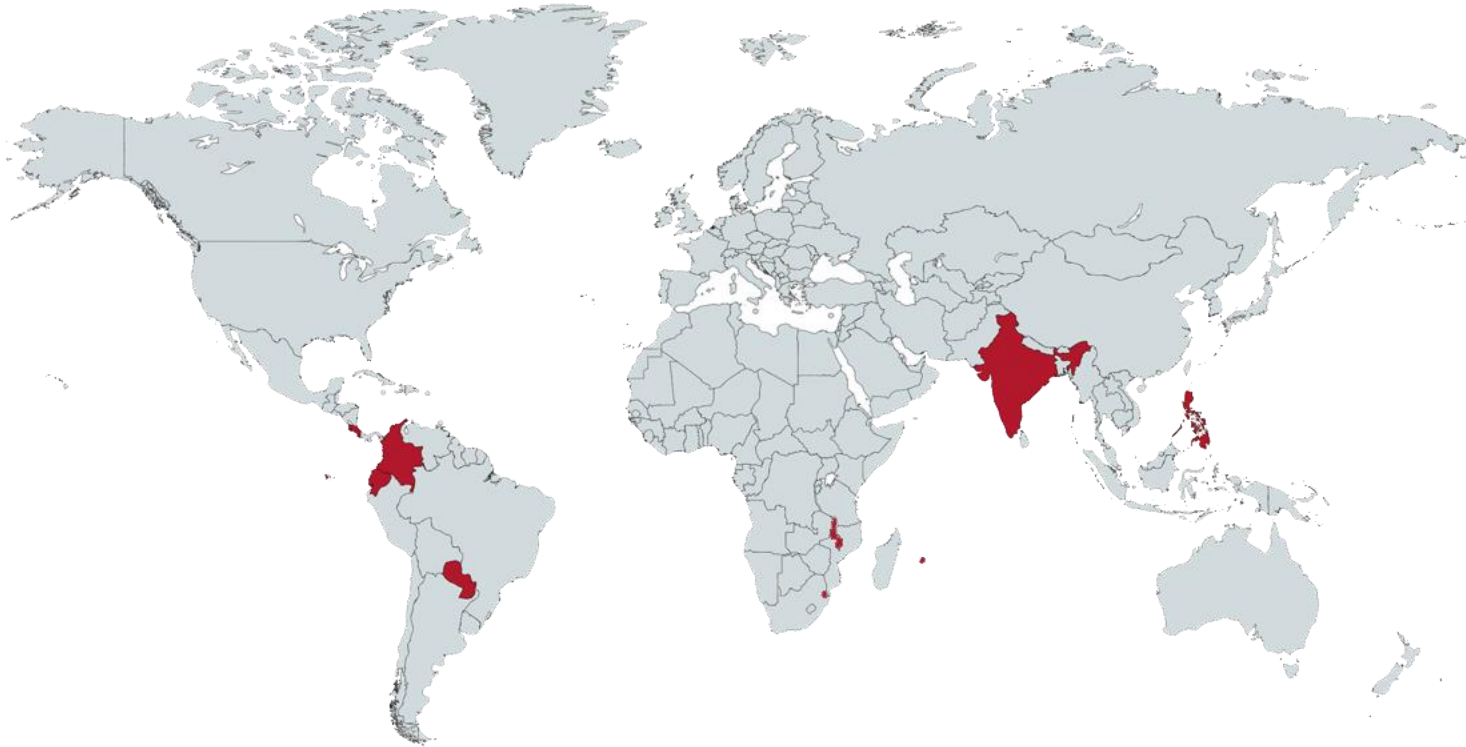
OF TOTAL TURNOVER

# 2.629.102

COFFEE PACKAGES SOLD IN 2016



# WHERE **ALTROMERCATO SUGAR** COMES FROM



# 20%

OF TOTAL TURNOVER

# 2.154.059

PACKAGES SOLD IN 2016

# € 3.875.248

SUGAR SALES TOTAL



# WHERE ALTROMERCATO CACAO COMES FROM



# 14%

OF ALTROMERCATO TOTAL TURNOVER

# 3.633.200

CHOCOLATE BARS SOLD IN 2016

# € 2.955.564

CHOCOLATE BARS TURNOVER IN 2016



SOLIDALE  
ITALIANO

altromercato

# “solidale italiano” Domestic fair Trade in Italy



altromercato  
commercio equo e solidale

Consorzio Ctm altromercato  
info@altromercato.it  
www.altromercato.it





4.

OUR PARTNERS



# WHERE ALTROMERCATO PARTNERS ARE



# WHO ALTROMERCATO PARTNERS ARE

**170** ORGANISATIONS

**42** COUNTRIES (AFRICA, LA, Asia)

**40 %** Of purchases from Coops



# 6.

## WHERE WE ARE



# 260

ALTROMERCATO SHOPS

# 1.500

SUPERMARKETS

# ONE

ONLINE SHOP



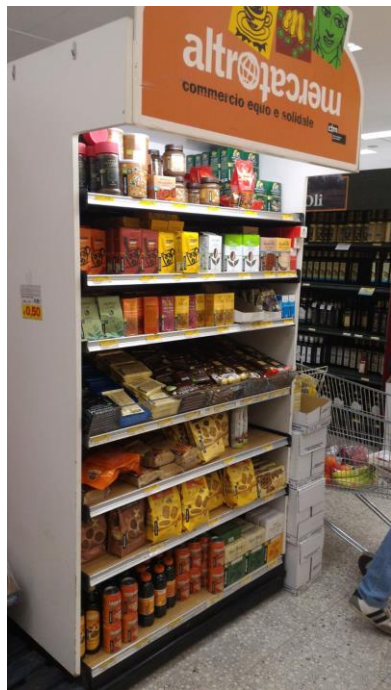
# WHERE WE SELL

- **ALTROMERCATO SHOPS**
- **SUPERMARKETS**
- **ORGANIC PRODUCTS WHOLESALERS AND DISTRIBUTORS**
- **ONLINE**
- **INDUSTRY**
- **FT SISTER COMPANIES**
- **SCHOOL CANTEENS**





# SOME EXAMPLES



**Esselunga**



**Unes**



**Maxi Di**



# SOME EXAMPLES 2



**Coop in Italy**



**Iperal**



## Some cooperatives with which Ctm Altromercato has long term trading relations

- Manduvià – Paraguay
- Cecocafen – Nicaragua
- PFTC – Philippines
- SOFA – Sri Lanka
- San Gaspar Chajul
- Apicoop – Chile
- Cooperativa de Servicios Múltiples Bananera del Atlántico, COOBANA R.L. – Panamá



# Manduvià – Paraguay

- **2002** start of cooperation
- **860** members:
- **4.500 to** of organic sugar







# Cecocafen - Nicaragua

- **1993** start of cooperation
- **730** member
- **120** to of organic coffee





# PFTC – Sri Lanka

- **1991** start of cooperation
- **670** member
- **800 to** organic whole sugar











**JUSTICE FOR  
DIONISIO GARETE**  
**STOP EXTRA-JUDICIAL KILLING**

**Together for justice for Romeo Capalla and Dionisio Garete**  
*Join Solidarity - Fair Trade Organizations all over the world*





# SOFA – Sri Lanka

- **1998** start of cooperation
- **2340** member
- **10 container** organic tea and spices



# Cooperativa de Servicios Múltiples Bananera del Atlántico, COOBANA R.L. – Panamá

- **2011** start of cooperation
- **370** member
- **40 container** organic bananas







# THANK YOU

[www.altromercato.it](http://www.altromercato.it)

