

Fairtrade Foundation factsheet

Fairtrade products for your school: getting started



There are now more than 3,500 products which are licensed to carry the FAIRTRADE Mark and more and more places to find them!

Check out our website to find out what's available ...

Go to www.fairtrade.org.uk/retail_products or click on 'products' on the Fairtrade Foundation home page. Search for the product you are looking for and find out who manufactures it. For example, you might want to click on the following:

- For your **school tuck shop**: Juice and soft drinks (and smoothies); Cereals and bars; Nuts; Fruit; Dried fruit
- For your **stall** at an event: Biscuits; cakes and brownies; chutney and preserves, chocolate, etc.
- For your **staff room**: Tea; coffee; biscuits; Juice and soft drinks
- For your **school uniforms and PE lessons**: Cotton (for tailor-made uniforms, shirts and polo-neck sweaters); Sports balls
- For your **school canteen (see overleaf)**

Each manufacturer will be able to tell you which wholesaler or catering company stocks their product

Some of the companies that can supply your school with a whole range of FAIRTRADE Mark products include:

Traidcraft - through Traidcraft's youth campaign they can deliver Fairtrade products direct to your school for use at events, in the staffroom, common room, tuckshop, canteen and vending machines. If you're going to order regularly, they offer a discount of 10% on foods and 15% on non-foods

Trutex - offer a range of items of schoolwear

Fair Deal Trading - have a range of sportsballs carrying the FAIRTRADE Mark

3663 - launched an ethical product list in 2007 increasing their Fairtrade lines to more than 20

Aramark - supply Fairtrade Coffee, Tea, Hot Chocolate, Juices, Smoothies, Snacks, Chocolate and support Fairtrade in Coffee Shops and Vending Machines

Brakes - supply a number of different Fairtrade products including Coffee, Tea, Hot Chocolate, Juices, Chocolate, Ice-Cream and Bananas

Booker - currently list Fairtrade Coffee, Tea Bags, Hot Chocolate Sachets, Sugar Sachets, Chocolate Bars, Biscuits and Wine

Premcrest - offer a large range of snacks and biscuits, hot & cold drinks and chocolate

Compass - for our annual campaign, Fairtrade Fortnight 2008, they announced their plans to switch all of their bananas to Fairtrade



PREMCREST



For a full list of companies, please go to: www.fairtrade.org.uk/catering_products or www.fairtrade.org.uk/wholesaler_suppliers

You can also find fresh fruit and many other products in your local supermarkets: **Asda, Booths, Budgens, Lidl, Marks & Spencer, Nisa, Somerfield, Spar, the Co-op, Sainsbury's, Tesco, Waitrose & Morrisons**

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Fairtrade products for your school: in the canteen



Ask your existing supplier or LEA

The best starting point is your existing supplier or LEA. Find out if they're prepared to supply Fairtrade products. If enough schools ask for them, suppliers will realise that there is a good opportunity for them to please you, their customers. So use your influence and if your supplier or LEA isn't offering FAIRTRADE products, ask why not! Be ready with answers to their objections, such as:

"I don't know where to get them from"

The 'Out of Home' Directory on the Fairtrade Foundation website lists all companies who can supply catering products for canteens by region including those mentioned above:

www.fairtrade.org.uk/catering_products for suppliers to canteens, vending machines or cafés.

Our wholesaler list shows those companies that can offer products to your suppliers at:

www.fairtrade.org.uk/wholesaler_suppliers

"It's too expensive"

There are over 200 registered catering distributors competing on price and offering a variety of brands. It may be more expensive, but with some products, such as coffee, the price difference will probably be no more than a few pence per cup. And the more we consume, the more the price will drop.

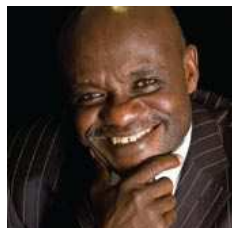
"There's not enough demand"

Demand for Fairtrade products has significantly increased across all sectors in 2008. In particular, the public's appetite for Fairtrade products in schools, colleges and universities has nearly tripled from 10% to 29%. (TNS CAPI OmniBus 2008)

Finally, you can recommend the Fairtrade Foundation Report '**Buying into Fairtrade - procurement in the private and public sector**' available to order from www.fairtrade.org.uk/resources or download from http://www.fairtrade.org.uk/includes/documents/cm_docs/2008/b/buying_into_fairtrade.pdf

And don't forget you can find out who supplies what from our individual product list from www.fairtrade.org.uk/retail_products (see overleaf)

Good luck!



"Fairtrade is significantly contributing towards the social improvement of our community and providing a better future for our youngsters."

Silver Kasoro-Atwoki, Mabale Growers Tea Factory Ltd, Uganda & Fairtrade Foundation Board Member

For more information ...
please go
to
www.fairtrade.org.uk/schools
or
contact us on 0207 405 5942

Silver Kasoro-Atwoki