



**Coordinadora Latinoamericana y
del Caribe de Pequeños Productores
de Comercio Justo**

San Salvador, El Salvador
02 of July 2010

Misters.-

MEMBERS BOD OF FLO INTERNACIONAL

CENTRAL OFFICE OF FLO IN BONN

YOUR HANDS

Dear FLO Directors:

The current situation of coffee market with prices rising is highly worrisome and requires immediate action to prevent to unmanageable:

Harvest next we anticipate even more problems for producers, and therefore to buyers; we are in risk of a great lack of FT coffee, which is still the main product and origin of the fair trade system. Urges structuring a strategy to attack and handle that the problem of coffee in its entirety: costs, prices, productivity, organic conversion, climate change, competitiveness, supply - demand long term, etc.

The review of the price cannot wait until 2011, as announced the FLO standards unit, but has to be changed soon to enter into force at the beginning of the next harvest, if not increase and deepen the problems; CLAC Coffee network has already presented the study with arguments and numerical calculations: the proposed amendment is in line with the current reality of the market and should enter into force on 1 October 2010.

Review and increase of the minimum price is very necessary, though not sufficient, so we should take other measures aimed at increasing the productivity and competitiveness of the SP: financing, training / advising, etc. It must be structured a comprehensive proposal as a whole, in which direction the CLAC Coffee Network is taking the first steps.



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Latin American and Caribbean Network of Small Fair Trade Producers, CLAC

We would like a space in the meeting that FLO will perform with buyers on 15 July in Brussels, to expose the subject and discuss the main issues with the participants, for which we are requesting a space of half an hour on the program in Brussels for a short presentation by a mission of the highest level of representation of the Red Cafe - CLAC.

Thank you very much for your attention to this letter and we'll expecting on the response from FLO BOD Members to this request.

With best regards,

Raúl Del Aguilla Hidalgo
CLAC's President

CC: CLAC's Board
President of CLAC - Red Café
FT National Initiatives Directors
FLO PSR & GPM Managers
Archivo.



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