

SUMMARY OF FAIR TRADE PURCHASING POLICIES AUGUST, 2006

Objective: The purpose of this document is to serve as an overview of government fair trade purchasing policies in Canada compared with other countries for the Canadian Consultation Committee on Fair Trade. It aims to assist the Committee on deciding how to move forward with its demand for government fair trade purchasing.

Methodology: The research group was given five questions to investigate and asked to respond in no more than a few pages. These questions were:

1. Which governmental authorities have adopted the ethical purchasing policies in the countries researched? (Including the municipalities, regional governments, the school commissions and the governmental agencies)
2. What are the guidelines of these ethical purchasing policies? (e.g. selection criteria used? Only certified fair trade products? Local agricultural production?)
3. Have the ethical purchasing policies led to an increase in purchasing costs for the government? If so, by how much?
4. What is the value of the public (i.e. government) purchasing market in researched countries? What part of this market is relevant for fair-trade products?
5. What organizations were involved in convincing the governments to purchase fair trade products and how did they do it? (Did they use any studies or statistics to prove that the benefits outweigh any additional costs? What challenges did they face during this process and how did they get around it? Did they, for example, begin just with coffee, and then expand into sugar, tea etc.? Would this simplify our process, going one step at a time? Are there any documents that may assist us?)

These questions were investigated through document reviews and direct contact with people working in fair trade and ethical purchasing in the respective nations. Due to the connections of researchers, Austria, Spain and the UK were chosen as the foreign countries to investigate and compare. The Canadian response was verified or expanded on by Marie-Noëlle Roy from the Quebec Coalition against Sweatshops and Ian Hussey from the Canadian Student Fair Trade Network.

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SUMMARY OF FINDINGS: FAIR TRADE PURCHASING POLICIES

1. Governmental Authorities that have Adopted Ethical Purchasing Policies

In general, purchasing seems to be a decentralised activity, left to the individual government departments and municipalities to decide upon. Fair Trade purchasing decisions are often made by choice, rather than by policy, particularly at the provincial and federal level. This explains the rather scattered nature of fair trade purchasing to date in the various countries (see table 1.1). There appears to be a trend towards increasingly adopting purchasing policies which respect environmental or social criteria across all countries on all government levels. Perhaps this is because the government is now obliged to demonstrate how it is contributing towards sustainable development. Fair trade has the opportunity to integrate itself into both environmental (i.e. green purchasing policies) and social purchasing policies (i.e. ethical or socially responsible purchasing policies) across all government levels.

Table 1.1 Government Fair Trade Purchasing

Country	Federal	Provincial	Local
Canada	<ul style="list-style-type: none"> • Unconfirmed reports of the General Assembly (Senate and House of Commons) • Parts of PWGSC and Foreign Affairs 		<ul style="list-style-type: none"> • City of Vancouver. • Numerous schools, universities, hospitals, and businesses (Viareil) across the Country.
Austria	<ul style="list-style-type: none"> • Foreign Affairs Ministry • Finance Ministry • Agriculture Ministry • Presidential Palace • Federation of Austrian Trade Unions • EU Presidents Office 	<ul style="list-style-type: none"> • Lower-Austria 	<ul style="list-style-type: none"> • Numerous municipalities, including 7 in Styria. • Various universities and businesses (Mobikom, RLB NO-Wien).
Spain		<ul style="list-style-type: none"> • Catalan 	<ul style="list-style-type: none"> • Some municipalities including Cordoba in Andalucia. • Certain universities.
UK	<ul style="list-style-type: none"> • Constitutional Affairs • Treasury • Foreign Affairs 		<ul style="list-style-type: none"> • Certain municipalities, as well as other public administrations like schools and hospitals.

2. Guidelines or Ethical Purchasing Policies

Due to the decentralised nature of purchasing, different public agencies at the federal and provincial level appear to have their own purchasing practices. Increasingly, these departments are encouraged to consider social and environmental aspects as well as price when purchasing goods (see table 1.2). Thus, fair trade has a great opportunity by associating itself with broader purchasing policies already in place in the various agencies that favour environmental and social criteria. Canadian federal and provincial agencies are guided by their respective purchasing departments in their purchasing decisions. At the federal level for example, Public Works and Government Services Canada (PWGSC) - who have standing offers (open-contracts) for many goods and purchase them on behalf of other departments - make green purchasing recommendations to departments through their Office of Greening Government Operations (although their recommendations do not include fair trade products). Certain other government bodies also influence departmental green procurement¹. Mechanisms within the departments themselves to encourage greener practices exist too (such as departmental awareness and Green Citizenship Teams). Green objectives which become part of departments' Sustainable Development Strategies are monitored by the Commissioner of the Environment and Sustainable Development.

¹ According to the Policy on Green Procurement, PWGSC together with Environment Canada, Natural Resources Canada and Treasury Board of Canada Secretariat must establish appropriate directives, standards, tools, guidance, support and training.

Table 1.2 Examples of Relevant Guidelines and Policies that Encourage Social and Environmental Purchasing in Canadian Government Agencies²

Country	Policy or Guideline	Specifies Certified Fair Trade
Canada	<p>Federal</p> <ul style="list-style-type: none"> • Policy on Green Procurement (as of April 1, 2006 for all federal departments) • Sustainable Development Strategies (prepared by all federal departments every 3 years) and Departments' Environmental policies and Departmental Performance Reports • Environmental Petitions by Canadian Residents • Department of Foreign Affairs Green Procurement Checklist • Department of Foreign Affairs Kit for Ensuring Green Conferences • Environment Canada principles or practice on green purchasing, as well as a standard clause for product tenders and service contracts <p>Provincial</p> <ul style="list-style-type: none"> • The Sustainable Development Act (Manitoba and Quebec) and related Sustainable Development Procurement Policies <p>Local</p> <ul style="list-style-type: none"> • Ethical Purchasing Policies (Vancouver, Toronto, Black Diamond) 	<ul style="list-style-type: none"> • No • No (for Foreign Affairs, others unknown) • No • No • No • No • No • No • No • No • Yes (no for Toronto)

At the municipal level, establishing formal purchasing policies can be a lengthy and challenging process. Firstly, a strong and detailed policy must be adopted once a resolution has been passed. Then, monitoring is necessary in order to assure that the policy is correctly implemented. Agencies do not have the time or funds to verify that their suppliers live up to stringent social and environmental criteria, and using independent third parties can also be a costly process. Often the onus is placed on the suppliers (using a self-declaration principle), and third parties are allowed to report on any inappropriate practices (which may terminate the contract). By specifying in the policies that certified fair trade products must be preferred, government agencies can get around this problem. The certification automatically assures the agencies that the product has been produced according to stringent social and environmental principles.

3. Financial Cost of Ethical Purchasing Policies

Due to the decentralised nature of purchasing it is difficult to find information on the costs of such policies. Information was only found for Vancouver. The city budgeted a cost increase of \$285 500³, however in the end it saw the costs actually fall by \$3 000. This is because the no-sweat segment of the ethical purchasing policy, which applied to clothing purchases, led to an annual saving of \$14 000, which offset the \$11 000 of increased costs for the purchasing of fair trade products. These increased costs were associated with certified sugar and chocolate bars (which have been dropped for the time being). Fair trade certified coffee actually resulted in lower costs.

4. Value of Government Purchasing and the Potential Fair Trade Market

In Canada, federal government purchases (excluding Crown corporations) of products and services total over \$13 billion. The Quebec government purchases goods and services worth a total of \$10 billion per year, representing between 10 to 15% of the GDP. In the UK, fair trade sales represent 6% of the foreign affairs food services, 19% of constitutional affairs food services, and 45% of the treasury food services. Regardless of the lack information available, it is clear that fair trade has great room for expansion at all government levels in all countries studied.

² Data for this table emerged from the study of the 5 research questions, although it was not a research question in itself. Thus, this table is not exhaustive and would benefit from more rigorous investigation.

³ <http://www.city.vancouver.bc.ca/ctyclerk/cclerk/20050217/cs7.htm>.

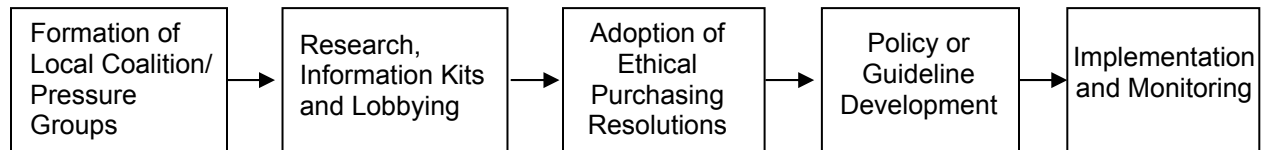
5. Organizations Involved in Lobbying the Government regarding Ethical Purchasing

In general, there is a broad spectrum of groups lobbying the government to incorporate fair trade and ethical aspects into their purchasing policies (see table 1.3).

Table 1.3 Some of the Main Organisations Lobbying the Government for Ethical Purchasing

Country	Groups
Canada	Students Against Sweatshops-Canada (SAS-C), Maquila Solidarity Network, Union of Needletrades, Industrial and Textile Employees, Canadian Labour Congress, Oxfam, Fair Trade Network, Quebec Coalition against Sweatshops (which regroups several unions like the FTQ and CSQ, the University of Montreal, Amnesty International, Oxfam-Quebec, CISO and EVB-CSQ), and members of the Canadian Coalition on Fair Trade (like Equiterre, North-South Institute, Transfair, Equita etc.).
Austria	ICLEI (Local Governments for Sustainability European Secretariat, Sustainable Procurement), Welthaus Graz, Lower Austrian Environment Ministry, Fair Trade Austria.
Spain	IDEAS and Setem (through the Clean Clothes program).
UK	Amnesty International UK, Friends of the Earth, Christian Aid, War on Want, Ethical Trade Initiative (made up of unions, NGOs and enterprises), CORE (made up of 100 organizations), One World UK.

Figure 1.1 Ethical Purchasing Policy Process



The ethical purchasing process generally involves five steps (see figure 1.1) at the municipal level. Firstly, local coalitions are formed and background research is conducted. Secondly, these coalitions provide City Councillors, the mayor and City staff, with information about the rationale behind their campaign, the potential costs of the policy, its legal ramifications, as well as positive examples from other public institutions that have already adopted such policies. In Vancouver and Ottawa, for example, information kits were assembled and distributed to City Councillors prior, and campaign members were offered to meet with the Councillors to answer any questions and address their concerns. Public outreach activities were also conducted to rally the support of a broad constituency. This was generally done through events such as “No Sweat” fashion shows, information booths set up in various venues, visits to local schools, etc. Step 3 is the adoption of ethical purchasing resolutions, an easier step than the subsequent one. The fourth step, where the policy itself is developed, requires rigorous attention to detail. Whilst steps 3 and 4 tend to be very formal at the municipal level, evidence suggests that it may be much more informal at the provincial and federal level. Some departments in the UK, for example, do not have a formal resolution or policy in place, but tender specifications and contracts with merchandisers do specify that certified fair trade is preferred. This is also the case for several other European nations. Those departments that have some sort of requirement ensuring that their procurement officers choose the most socially and environmentally responsible option all other factors being equal (i.e. price, quality etc.), would presumably choose fair trade certified products ahead of others if they are well informed. Monitoring, part of the fifth and final step, is relatively simple and hassle-free as certified fair trade products already have a monitoring system in place.

6. Potential Opportunities and Strategies

FEDERAL LEVEL

Focus energy on targeting a few key departments - Deputy-heads of certain departments (who are obliged under the Policy on Green Procurement to ensure that green procurement objectives are realised), environmental groups within the departments themselves (such as the Green Citizenship Team in Foreign Affairs), procurement officers, and other individuals sympathetic to fair trade could be contacted. Demands could include: (1) incorporating certified fair trade into their sustainable development policies, as one of the concrete actions they will take towards sustainable development (which would then be verified by the Auditor General of Canada to ensure that it is implemented); (2) specifying certified fair trade in their green procurement policies and green conferences checklists; and (3) ensuring that certified fair trade is specified in contract tenders, conditions and/or standing offers. Once these departments are on board, their experience could be used to sell the idea to other departments. PWGSC could be lobbied in parallel too, so that they encourage fair trade certified products in their recommendations to other departments, and invite fair trade representatives to future government green procurement consultations.

Submit an environmental petition – Ask all federal departments why they do not purchase certified fair trade products (coffee, tea etc.), or why fair trade certified products are not included in green or ethical purchasing policies or sustainable development policies. The environmental petition process is a formal way for all Canadian residents to bring concerns about the environment and sustainable development to the attention of ministers and obtain a timely response, as petitions are verified by the Commissioner of the Environment and Sustainable Development.

Target winners of environmental awards – Each year Environmental Awards are awarded to government employees who succeed in implementing green initiatives as part of the Partners for a Green Hill⁴. These individuals could be targeted and supported in setting up fair trade purchasing in their own departments, as they are already well-connected change-agents sympathetic to such causes. Such individuals could be key to not only pushing fair trade purchasing through within their organisations, but also for providing information for the Coalition on which buttons to push from the outside too.

PROVINCIAL LEVEL

The same strategy suggested for the federal level could be used for the provincial level, in terms of forming a coalition to focus efforts on a few key departments, and once they are on board, expanding to include others. The provincial purchasing agencies could also be targeted in parallel, as they probably also influence purchasing decisions in their provinces. Where such an environmental petition or government environmental award exists at the provincial level, this may provide a much faster method for reaching influential individuals and effecting change. Specifically for Quebec, a letter could be written to the Public Finance Commission asking them to readdress the discussion about responsible investment which began in 2002 but was dropped by the new government.

LOCAL LEVEL

Several initiatives with municipalities are already underway but not yet adopted (e.g. in Ottawa, Brandon, Victoria, and Quebec). The coalition could dialogue with the coalitions lobbying these municipalities and find out how they could support these efforts already underway, thereby reinforcing and strengthening these initiatives. The example of Vancouver is certainly a good sales point for efforts within other municipalities, and this result could be used as a blue-print for other efforts (as could the document about winning and implementing ethical purchasing policies at the municipal level which is currently being prepared by Ian Hussey of the Canadian Student Fair Trade Network). Also, fair trade groups could seek inclusion in ethical purchasing symposiums which take place in Canada for all government levels (like during the last National Roundtable of the Environment and the Economy), as in Spain and Austria.

⁴ See <http://www.parl.gc.ca/Information/About/Greenhill/programs/Awards2006-e.htm>.

APPENDIX A: FAIR TRADE PURCHASING POLICIES IN CANADA

1. Governmental Authorities that have Adopted Ethical Purchasing Policies

As a result of the hard work and lobbying of interested groups and individuals, a growing number of Canadian governmental authorities have, over the past 6 years, adopted ethical purchasing resolutions and policies. To date, three municipal governments (Vancouver, Black Diamond and Toronto) have adopted ethical purchasing policies, however the one in Toronto does not cover agricultural products⁵. 9 School Boards and 14 universities have also adopted such policies, while 12 additional municipalities have adopted ethical purchasing resolutions and are now working on the development of their respective policies⁶. Many schools, universities and organisations purchase fair trade products across the country, without any formal purchasing policies in place. Provincially, the Manitoba NDP has adopted resolutions calling for a No Sweat purchasing policy which has been drafted but not yet adopted. At the national level, Ministers of Public Works (at the Federal, Territorial and Provincial level) have created a task force to assess the feasibility of No Sweat purchasing policies (named the FPT working group responsible of the ethical supplying), and the national assembly purchases fair trade although no evidence of a formal ethical purchasing policy was found.

On February 17, 2005, the City of Vancouver became the 2nd Canadian municipality to adopt an Ethical Purchasing Policy after Black Diamond in Alberta (the first in North America)⁷. All City suppliers of apparel, coffee and food are now required to comply with the standards outlined in the Supplier Code of Conduct, which are themselves based on core labour conventions of the International Labour Organization (ILO) and the Transfair certification. The policy established a mechanism whereby complaints of abuses in workplaces that supply products to the City can be made and subsequently investigated and acted upon if they are deemed to reach a certain pre-determined level and degree. A year after the City of Vancouver adopted its ethical purchasing policy, fair trade coffee was being served in neighbourhood centres and in all City franchises. Coffee, tea and sugar has proved feasible, however chocolate bars have proved difficult on the supply side and so they have more or less been scrapped. One of the key drivers of this progress was the creation of one full-time position in the corporate purchasing department “to provide support to all City departments and boards to implement and for ongoing administrative support.”⁸ Unfortunately, funding for that position was cut in April 2006. The BC Ethical Purchasing Group is concerned by this new development, fearing that a policy without staff resources is the equivalent of “a document seating in a shelf collecting dust.”⁹ Ian Hussey, from the Canadian Student Fair Trade Network, is currently working on a document which outlines the process of winning and implementing such policies at the municipal level. It may provide guidance for other such movements across Canada.

2. Guidelines of Ethical Purchasing Policies

Whereas the City of Vancouver’s policy covers both apparel and agricultural products, Toronto’s Responsible Garment Manufacturers (No Sweatshops) Policy only applies to apparel purchased by the City, as is the case with many Canadian City’s proposed policies. In Ottawa, however, City Council has requested City staff to develop a Policy – to be considered by Council in 2007 – that will apply to all

⁵ It regulates annual purchases of almost \$4 million worth of apparel by the City (including police, firefighter and TTC uniforms).

⁶ **School Boards:** Algonquin and Lakeshore Catholic District; Catholic district school board of eastern Ontario; Hamilton-Wentworth Catholic District; Huron-Superior Catholic District; Toronto Catholic District; Waterloo Region District; York Catholic District. **Universities:** University of Alberta; Dalhousie University; University of Guelph; Laurentian University; McMaster University; Memorial University; Queen’s University; Ryerson University; University of Toronto; Trent University; University of Waterloo; University of Western Ontario; Wilfrid Laurier University; and Simon Fraser University. The medical department of the Montreal University has also passed a resolution to purchase no-sweat garments. **Municipalities:** Ottawa and Windsor (ON), Calgary (AB), Saskatoon (SK), Nanaimo, the Regional District of Nanaimo, Duncan, Ladysmith and North Cowichan (BC), Bathurst (NB), Halifax and Port Hawkesbury (NS). Also a movement underway in Brandon, Victoria, Quebec, and the University of Montreal.

<http://www.maquilasolidarity.org/nosweat/index.htm>

⁷ Notes from Ian Hussey from the Fair Trade Network.

⁸ Larry Berglund and Victoria Wakefield, “Administrative Report: Ethical Purchasing Policy Update,” City of Vancouver, March 7, 2006, 2. <http://vancouver.ca/ctyclerk/cclerk/20060321/documents/a12.pdf>

⁹ Letter from Miriam C. Palacios, Public Engagement, Advocacy and Campaign Officer, Oxfam Canada.

purchases of clothing and fair trade agricultural products.¹⁰ University policies usually cover suppliers and licensees as a whole, but in most cases the scope of the policy is limited to apparel and non-apparel goods that bare the logo of the university.¹¹ Similarly, all 9 School Board policies currently in place only apply to apparel products purchased by the schools.

In the case of municipalities, most policies work on the basis of a 'self-declaration system', where suppliers, when applying for a bid, are required to declare whether they already adhere, or will adhere, to the City's Ethical Purchasing Policy in the provision of goods or services. The onus is therefore placed on the city's suppliers, and not on the city itself. Concurrently, mechanisms are put in place to allow for complaints of abuses in workplace, in which case the City would be entitled to withdraw from the contract. In some cases, a third party can be used to monitor and verify factory conditions, as is the case, for example, in the City of Los Angeles.¹² Possible third parties to be used by Canadian agencies include Verite, the Worker's Rights Consortium, and the Fair Labour Association.¹³ While there are extra costs associated with such monitoring, effective verification of factory conditions adds to policy strength.

Key elements for inclusion in no-sweat policies:

- a) *Public disclosure of the names and addresses of all factories* producing for the public institution – this may not always prove feasible as companies may prove reluctant when providing such information decreases their competitive advantage, opening their suppliers up to their competitors after they have invested substantial funds into ensuring that they are compliant with required standards;
- b) *Provision of annual reports* to the public institution on progress in achieving compliance with the policy;
- c) *Allowing third-party monitors to investigate supply factories* when there are credible reports of policy violations;
- d) *Taking corrective action* to eliminate abuses when they occur. Here, cutting off suppliers should only be seen as a last resort when, for example, a supplier is unwilling to correct problems after having been given sufficient time and opportunity to do so. The idea behind most of these policies is indeed to work with suppliers, when needed, to assist them to improve their workplace practices

Ethical Purchasing policies are usually based on international accepted minimum labour standards such as the Declarations of the United Nations and on the Conventions of the International Labour Organization (ILO). Strong policies include provisions on child labour, forced labour, freedom of association; disciplinary practices, discrimination, harassment and abuse, wages and benefits, hours of work, health and safety practices. As is the case in Vancouver, the Supplier Code of Conduct can also include environmental requirements, requiring for example that all suppliers and sub-contractors "ensure all waste materials, as a by-product of production, are disposed of properly in an environmentally responsible manner, and according to the local and international laws and regulations."¹⁴

Key elements for inclusion in agricultural policies:

- a) Perhaps prioritising „regional-seasonal-organic and fair trade agricultural products”
- b) Specifying that fair trade products are recognized if they (1) are imported and distributed by a Fair Trade Organisation bearing the Fair Trade Organisation Mark or (2) bear the Fair Trade Label (Transfair)¹⁵, whilst organic products are recognized if they have the relevant organic certification.

¹⁰ City of Ottawa, "City Council Meeting Highlights," May 10, 2006.

http://ottawa.ca/city_hall/mayor_council/council_updates/2006/20060510_en.html; Ottawa No Sweat Coalition Web site.

¹¹ Here, *supplier* generally refers to any natural or legal person who provides goods and/or services to an institution, and *licensees* include all persons or entities that have entered into an agreement with the institution to manufacture items bearing the name, trademarks and/or images of that institution.

¹² City Manager, "Responsible Garment Manufacturer (No-Sweat Shop) Policy," Toronto Staff Report, City of Toronto, February 23, 2006. <http://www.toronto.ca/legdocs/2006/agendas/committees/adm/adm060306/it003.pdf>

¹³ <http://www.fairlabor.org/>; <http://www.verite.org/>; <http://www.workersrights.org/>.

¹⁴ City of Vancouver, Recommended Supplier Code of Conduct" <http://vancouver.ca/cityclerk/cclerk/20050217/cs7AppendixB.htm>

¹⁵ EFTA. 2005. Fair Procura: Making Public Authorities and Institutional Buyers Local Actors of Sustainable Development. Brussels.

In the case of agricultural products, fair trade certification is a big bonus for municipalities as they do not have to incur costs of monitoring certified fair trade products. Thus, fair trade is a good public relations initiative which is relatively uncomplicated for such bodies to enforce. Given the difficulties with fair trade chocolate bars in Vancouver, such policies may specify certified coffee, tea and sugar, and expand into chocolate bars where and when an adequate supply is available. Furthermore, as was initially the case in Vancouver, the creation of a staff position ensures sufficient follow-up and implementation, as well as guidance and support for various departments where required.

At the provincial and federal level, purchasing of fair trade products seems to be more by choice than by policy. Most federal departments are taking initiatives to incorporate green (or mostly environmental) initiatives into their purchasing, an obligation of the recent Policy on Green Procurement (established on April 1, 2006). Public Works and Government Services Canada (PWGSC), as a common service agency, is responsible for the contracting of goods and services on behalf of government departments and facilitating departmental purchases by establishing Standing Offers (open contracts where price etc. is already specified). Through their Office of Green Government Operations (OGGO) they make recommendations on green procurement to all departments (without reference to fair trade products). In the end though, it is left to the individual departments to decide what coffee, tea, sugar and chocolate to purchase. The Foreign Affairs Department does have a green procurement checklist (with such categories as is it more energy efficient, less polluting, free from banned or hazardous substances etc.¹⁶.) and a kit for ensuring green conferences¹⁷ (such as using cloth, ceramic and glass instead of plastic), part of its sustainable development and environmental policy agenda, however it makes no mention of fair trade. Employees there do, however, have access to fair trade coffee if they wish (as do employees in PWGSC). Environment Canada provides suggestions for enterprises to create a statement of principle or practice on green purchasing, as well as a standard clause for product tenders and service contracts¹⁸, however they contain no reference to fair trade either. Given the fact that all departments are required to demonstrate their contributions towards sustainable development, and that fair trade is a concrete means of achieving such ends, there is much room for fair trade to be included into departmental initiatives¹⁹.

3. Financial Cost of Ethical Purchasing Policies

At the municipal level, Vancouver is the only City where supply costs information is available. The City had initially approved an increase in the operating budget for all City departments, however the savings on clothing and uniform purchases (\$14 000) more than offset the costs of purchasing certified fair trade agricultural products (\$11 000), leading to an overall decrease of costs to the Park Board.²⁰ In general, such policies should not result in a significant increase in costs for two reasons. Firstly, labour costs only represent a small percentage of the final retail price of a clothing item (for a sports shoe, for example, wages can represent as little as 0.4% of the final cost to the consumer).²¹ Secondly, certified fair trade agricultural products avoid costly monitoring, and are only marginally more expensive than their conventional counterpart if at all. In Vancouver, for example, costs increased slightly for chocolate bars, sugar, and hot chocolate, but coffee purchases resulted in lower costs.

4. Value of Government Purchasing and the Potential Fair Trade Market

The federal government (excluding Crown corporations) is the single largest public sector purchaser in Canada with annual spending of over \$13 billion on products and services²². The Quebec government purchases goods and services worth a total of \$10 billion per year, representing between 10 to 15% of the GDP²³. Whilst no figures were available on the exact value of fair trade purchases, it is clear that there is significant potential for growth.

¹⁶ See <http://www.dfait-maeci.gc.ca/sustain/EnvironMan/system/greenop/ref/grprocch-en.asp>.

¹⁷ <http://www.dfait-maeci.gc.ca/sustain/EnvironMan/system/greenop/greenmeeting/table2-en.asp>

¹⁸ "It is the purchasing policy of this organization to give preference, where possible, to products that carry the EcoLogo symbol; contain recycled waste materials or products; or are otherwise environmentally sound (i.e., encourage reduction and efficient use of resources, and minimization of chemical pollution; and are reusable or recyclable)." <http://www.ns.ec.gc.ca/udo/office/chap9.html>

¹⁹ Ronald Jean-Gilles (from the Montreal OGGO of the PWGSC) and Andrés Casimiri (from Foreign Affairs) are two helpful contacts.

²⁰ Ibid, 8.

²¹ Clean Clothes Campaign, <http://www.cleanclothes.org/>

²² <http://www.greeninggovernment.gc.ca/Default.asp?lang=En&n=256986C5-1>

²³ Source : Gouv. Du Qc, Direction des approvisionnements.

5. Organizations Involved in Lobbying the Government regarding Ethical Purchasing

Increasingly, citizens are asking their cities, schools and provinces to adopt ethical purchasing policies. In some cases, these will cover fair trade products, but in most cases they only apply to the purchase of apparel and other textile products. Across Canada, the “No Sweat” campaign was officially launched in 1999 when Students Against Sweatshops-Canada (SAS-C), the Maquila Solidarity Network, the Union of Needletrades, Industrial and Textile Employees, the Canadian Labour Congress and Oxfam came together to lobby different public agencies. Where they have been successful, campaigns have been led, and supported, by a broad-based and diverse coalition, allowing for different perspectives to be included and more public outreach to take place. In most cases, this has included representatives and interested individuals from unions, faith organizations, students, community, labour and international development organizations, fair trade coalitions, etc.

In most cases, local coalitions have conducted background research to provide the general public but especially City Councillors, the mayor and City staff with information about the rationale behind their campaign, the potential costs of the policy, its legal ramifications, as well as positive examples from other public institutions that have already adopted such policies. In Vancouver and Ottawa, for example, information kits were assembled and distributed to City Councillors and campaign members were offered to meet with the Councillors to answer any questions and address their concerns. Public outreach activities were also conducted to rally broader support. This was generally done through events such as “No Sweat” fashion shows, information booths set up in various venues, visits to local schools, etc.

Getting public institutions to adopt resolutions and commit to the development of an Ethical Purchasing Policy is only the first step, and usually the easiest one to achieve. The development of the policy itself is a critical step, and it is important to ensure that it is strong and detailed. While opinions on this may differ, it might be advisable to include from the very start all the products and services that are to be covered rather than to try to add these on at a later date. Developing a policy is a lengthy process, and therefore going one step at the time might unnecessarily delay the creation of a far-reaching and exhaustive policy.

The biggest challenge comes at the implementation and monitoring stage. To counter this, municipalities, universities and interested individuals are now starting to create joint initiatives aimed at facilitating such a process by pooling together resources and knowledge. The University of Toronto, through the proposed “Canadian University Apparel project,” is working on an information-sharing system that would enable universities to collaborate to improve and facilitate monitoring and implementation. In Québec, a coalition has formed with the intention of pressuring all 6 universities to adopt and implement responsible purchasing and investment policies. Various municipalities, including Vancouver, Toronto, and Ottawa, have also been discussing the idea of working in collaboration to facilitate monitoring processes by sharing information about their respective – and often times overlapping – suppliers.

The province of Quebec began questioning purchasing policies in 2002, when a document called Corporate Social Responsibility and Responsible Investment was produced by the Commission of Public Finances for the Quebec National Assembly. Reflections into this area ended following the formation of a new government, however a letter could be potentially written to the Public Finance Commission asking them to revisit this case. The Quebec Coalition against Sweatshops was created in 2003 by the main Quebec unions, NGOs and student groups. Initially targeting Quebec City, their campaigning led some Quebec municipality counsellors to propose a motion in 2004, which the council subsequently rejected. Again elections and changes in the city council have slowed the process, although Quebec City is still a target of campaigning. One of the Coalitions findings is the importance of having a group of organisations in the city to follow-up on the case. This same coalition will begin pressuring the Montreal municipality this autumn, and some progress has already been made with the Montreal School Commission. Certain enterprises have also had to accept that their unionized employees incorporate a clause obliging them to make ethical purchases in their collective convention. The coalition also has contact with the Management of Public Purchasing in Quebec, and may submit amendments to the Law on Sustainable Development so that it covers all aspects of ethical purchasing by the government of Quebec²⁴.

²⁴ This paragraph is based on input from Marie-Noëlle Roy from the Quebec Coalition against Sweatshops.

APPENDIX B: FAIR TRADE PURCHASING POLICIES IN AUSTRIA

1. Governmental Authorities that have Adopted Ethical Purchasing Policies

Currently in Austria, fair trade is purchased at the following levels of government:

- Regional - Fair Trade products were used in the Latin-America meeting which recently occurred in Vienna and in the EU-Presidents Office which is currently in Austria.
- Federal – Foreign Affairs Ministry, Finance Ministry, Agriculture Ministry, the Presidential Palace, and the Federation of Austrian Trade Unions.
- Provincial – Lower-Austrian provincial government.
- Local – 7 municipalities in the province of Styria have made an agreement to purchase Fair Trade and inform their citizens about it. Various schools, universities and businesses (Mobilkom, RLB NÖ-Wien) too. There is also currently a movement to sign up 50 more municipalities across Austria by next April (see question 5).

2. Guidelines of Ethical Purchasing Policies

Different public agencies have their own purchasing guidelines, and Fairtrade Austria has no way of knowing exactly where and how fair trade products are purchased, with or without the combination of other ethical products (such as organic etc.). For several European countries, fair trade is specified in the text of tender documents, thus it is introduced into the public procurement procedure at the drawing up of the technical specifications and contractual parameters. Thus, such tender documents will state that the supplier must be able to supply coffee, tea and chocolate under the fair trade label of fair trade.

3. Financial Cost of Ethical Purchasing Policies

According to Fairtrade Austria, purchasing decisions are decentralised so not even the government units know if and to what extent fair trade has increased their costs, which is apparently a similar situation to Belgium.

4. Value of Government Purchasing and the Potential Fair Trade Market

Again because of the decentralised nature of purchases, the exact value of government fair trade purchases is not known. In general though, purchases of fair trade products grew by 62% in 2005 in Austria, to reach Euro 25.6 million. With the total population of Austria being 8.1 million, certified fair trade purchases exceed \$3 per person per year. In 2006, Fair Trade Austria estimates that sales will grow by 40% to reach Euro 35 million. According to *Der Standard*, Austria's most well-respected newspaper, fair trade products grew by 49% across Europe in 2005, with sales totaling Euro 616 million. In 2004, the value of fair trade goods purchased by the European Parliament stood at EUR 39 000. Total public procurement in the EU amounted to 1 500 billion pounds in 2002, or 16.3% of the EU's Gross Domestic Product.

5. Organizations Involved in Lobbying the Government regarding Ethical Purchasing

There are several organizations involved in the "Green Public Procurement" movement and the Buy Fair Toolkit. These include: ICLEI – (Local Governments for Sustainability European Secretariat, Sustainable Procurement) and Welthaus Graz (Contact: gabi.grundnig@welthaus.at).

Another movement called "Municipalities Trade Fairly" began on the 6th of April and aims to get 50 municipalities to institutionalize fair trade purchasing within 1 year. This began with a meeting in Wiener Neustadt for all municipalities interested in the theme fair trade, organized by the Lower Austrian Provincial Government and the Non-profit organization South-Wind (Südwind NÖ-Süd). The Lower Austrian Environmental Ministry has the motto „regional-seasonal-organic and fair!“. For this ministry local purchases are preferred, but when they must be imported (as with coffee and cacao) fair trading is preferred. Josef Plank from the Lower Austrian Environment Ministry sums up the benefits as follows:

“Prioritizing fair trade strengthens the home economy and ensures correct trading conditions. Through economic and social fair trade standards raw and processed products arrive in the Austrian market with a fair price. This way we secure the competitiveness of Austrian farmers. Municipalities become leaders for concrete development policies through the use of fair trade products”.

A number of cities across Europe are also working together to explore opportunities for responsible procurement, as part of the CARPE project (Cities As Responsible Purchasers in Europe www.carpe-net.org). The Association of Local Governments dedicated to sustainable development (ICLEI) is carrying out the Procura + campaign to buy fair which includes more than 29 European public authorities (www.iclei-europe.org). The Clean Clothes Campaign (www.cleanclothes.org) is also promoting sustainable consumption amongst public authorities.

Persuading government agencies to purchase fair trade is also one of the most important tasks of Fairtrade Austria, the national labeling initiative. Thus, everyone in the organization uses their contacts to achieve this goal. For example, the CEO persuaded the Austrian president and his office to switch to fair trade products in their catering. The person who is responsible for establishing and maintaining relationships with government agencies is Mag. Gertraud Akguen Krenn (gertraud.krenn@fairtrade.at).

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Communications with Josef (Sepp) Weidacher, Volunteer Student and University Officer of Fairtrade Austria, Josef.Weidacher@wu-wien.ac.at.

APPENDIX C: FAIR TRADE PURCHASING POLICIES IN SPAIN

1. Les instances gouvernementales qui ont adoptées des politiques d'achats éthiques

Le système politique espagnol est très décentralisé. Il est donc au gouvernement de chaque région autonome de prendre ses propres décisions concernant les politiques d'achat public. Ainsi, il est difficile de cerner une stratégie au niveau national. De même, le commerce équitable est souvent intégré dans les programmes d'aide au développement, dont chaque province en est responsable. Généralement ce sont les municipalités, notamment les députations, celles qui s'impliquent directement dans l'achat public éthique.

Le cas de la région de la Catalogne a une bonne expérience de commerce lors de l'introduction du café équitable dans les agences publiques. En septembre 2004 s'est créé la Xarxa pour l'achat public éthique (*Xarxa para la compra pública ética*). La Xarxa catalane est un projet très récent qui date de mars 2005. Son but original est de promouvoir l'achat public éthique des textiles, mais la visée est plus vaste et essaie d'intégrer tous les produits de commerce équitable. De même, la Xarxa presse les autres agences publiques afin de les faire intégrer au réseau et elle propose l'achat direct de produits de commerce équitable, tout en ayant la garantie du respect des critères.

Depuis 1997, dix machines distributrices de café offraient du café équitable dans le Département du Bien-être social dans la Generalitat de Catalogne. Or, vers la fin de l'année 2003, 400 machines distributrices ont été incluses dans ce programme dans des bureaux de l'administration publique et des autres institutions publiques partout en Catalogne : 38% dans les centres d'enseignement, 26% dans les mairies et les municipalités, 21% dans les dépendances de la Generalitat, 10% dans les centres sportifs et 6% dans les centres sanitaires.

L'Université Autonome de Barcelone (UAB) a été la première institution catalane à mettre sur place une politique d'achat de produits équitables par le biais d'un concours public. Concrètement, le concours de gestion de services publics de l'UAB établit dès 1999 l'inclusion de critères environnementaux et sociaux comme étant obligatoires dans les machines distributrices à l'Université

Il existe également déjà des exemples isolés d'achat éthique en Andalousie, comme le sont les campagnes pour les fêtes de Noël, quelques congrès qui abordent le sujet, etc. En outre, la Mairie de Cordoba a issu un guide de consommation responsable destiné à la population, avec l'aide directe d'IDEAS, l'organisation leader de commerce équitable dans la région. Ces actions se complètent avec l'appui institutionnel. En ce sens, il existe un plan d'action institutionnelle qui vise à coordonner les actions entre les différents départements, les organisations et les agences municipales. Ce contexte doit donc favoriser l'achat public éthique.

2. Les lignes directrices de ces politiques d'achat éthiques

En Espagne, l'introduction des clauses sociales qui favoriseraient l'introduction de l'achat éthique fait référence à l'établissement de quelques nouveaux critères dans les contrats d'achat. Ainsi, lors de la mise en place d'un contrat d'achat, étant toutes autres conditions égales, l'administration publique va favoriser l'entreprise qui contient des valeurs sociales selon les nouvelles lignes directrices. Afin de s'assurer de la bonne performance de l'entreprise, les agences publiques peuvent faire appel à des processus de certification et de labellisation. En fait, les instances publiques comptent sur les processus de certification et de labellisation pour s'assurer que les produits couvrent les critères sociaux et environnementaux requis.

D'autre part, il existe un principe légal qui s'appelle la liberté de pactes qui permette à l'administration publique de signer des contrats avec des organisations de commerce équitable. Ce principe s'applique lorsque les agences publiques définissent quelle est l'offre la plus avantageuse pour elles, sans se baser uniquement sur des rapports de prix.

3. Les coûts d'approvisionnement des politiques d'achat éthiques

Il n'existe pas encore de chiffres précis, mais selon les calculs de l'UAB, la distribution de café équitable dans les machines de vending suppose un coût supplémentaire de 300€ par an puisque le café conventionnel coût 550€ contre 880€ de commerce équitable.

En Andalousie, IDEAS a vendu des t-shirts de commerce équitable faites avec du coton biologique pour une valeur de 12.000€. Le prix est environ le double que pour un t-shirt conventionnel, mais il est quand même similaire au prix de n'importe quel t-shirt de coton biologique dans le marché.²⁵

4. La situation quant aux politiques d'achat publics éthiques

En Europe, en général, l'antécédent de l'achat public éthique est l'achat « vert » encouragé par les groupes écologistes. Ce mouvement a commencé en 1992, lors de la conférence de Rio et a été récupéré dans l'Agenda 21 et dans le sommet mondial sur le Développement durable en 2002. L'inclusion des clauses sociales dans les mouvements environnementales est aussi un antécédent important pour le commerce équitable. En fait, il existe déjà un manuel d'achats « verts » qu'intègre des valeurs sociales et qui propose des critères pour que les contrats publics respectent des principes sociaux et environnementaux.

L'achat public éthique en Espagne est le fruit d'une convergence d'initiatives : d'abord l'achat « vert » présenté plus haut. Ensuite, la campagne Clean Clothes qui a eu beaucoup d'impact en Espagne, notamment en Catalogne grâce à Setem, une ONG de coopération internationale. Ces fonctions se complètent par la pression afin d'obtenir des rapports plus justes, dans le cadre du commerce équitable. De cette campagne naît l'idée de s'adresser à l'administration publique, avec l'introduction des vêtements à l'achat public. Le fait que les agences du gouvernement consomment beaucoup de textiles sous la forme d'uniformes justifie largement cette logique. Le mouvement Clean Clothes profite de l'adhésion de plus de 30 municipalités en Espagne. En 2004 s'introduit la formule créée par les Hollandais : proposer à l'administration publique un outil de responsabilité sociale lors de l'achat des biens de consommation interne. Finalement, la troisième initiative est le commerce équitable lui même, principalement avec l'achat du café.

Les organisations impliquées dans l'achat public éthique, ils s'agit bien évident des OCE. Les organisations les plus actives sont à la base IDEAS, en Andalousie, et Setem, en Catalogne. Le Conseil de l'environnement a signé un accord avec une organisation de commerce équitable, IDEAS afin de favoriser le commerce équitable en Andalousie en général. Cet accord doit être approuvé en octobre et possède divers éléments : une section d'assistance technique, une série de programmes expérimentaux, et un congrès en Andalousie sur l'achat éthique public en 2006²⁶. Tout cela vise à inclure l'achat des produits équitables dans le Conseil. Les textiles font partie de leur plan, car le Conseil veut inclure des vêtements équitables dans son programme de bénévolat. De plus, le sujet de l'introduction du café équitable dans les machines distributrices est sur la table. Le Conseil réalise actuellement un diagnostic. Un autre aspect considéré dans le programme d'achat éthique public se centre sur un plan communication. Tous les techniciens qui travaillent dans le Conseil doivent être au courant de l'insertion des nouveaux critères. Finalement, il a élaboré un calendrier d'activités afin de faire le suivi. De même, IDEAS coordonne le programme Fair Procura en Espagne, qui étudie les aspects techniques et politiques de l'introduction du commerce équitable dans l'achat public.

Setem, de sa part, a lancé un appel aux mairies, en tant qu'instance politique proche aux citoyens, afin de promouvoir la responsabilité sociale et le commerce équitable par le biais de l'achat public éthique. Selon cette organisation, même si le commerce équitable s'est accru en 47% en Espagne, l'administration publique demeure encore un acteur marginal. En ce sens, Setem, à côté de la Députation de Barcelone et du Fonds catalan pour la coopération et le développement, encourage la création du Réseau pour l'Achat public éthique. L'accent est mis principalement sur l'achat des textiles équitables.

²⁵ Communication personnelle avec la personne en charge du projet d'achat public éthique à IDEAS, Madrid.

²⁶ Voir www.ideas.coop/SimposiumToledo.html.

Les premières instances à adopter des clauses sociales sont les Mairies de Barcelone, de Badalone, de Manresa et de Sant Boi, toutes dans la région catalane²⁷.

Normalement, l'achat public éthique commence avec des petits projets faciles à gérer et les actions ont été très ponctuelles. Dans un premier moment, la Mairie de Cordoba a commencé à utiliser les services de café et de chocolat chaud de commerce équitable dans ses événements et offre des paniers équitables comme cadeau de Noël pour les employés.

5. La valeur du marché d'achats publics

Il n'existe pas encore des études approfondies concernant la part de marché de l'achat public éthique, mais selon IDEAS, il ne dépasse pas encore 1% du PIB. L'achat public en Espagne représente 28% du PIB.

²⁷ <http://www.pangea.org/setem/pdf/Cap3CJ.pdf>

APPENDIX D: FAIR TRADE PURCHASING POLICIES IN THE UK

Plusieurs paliers gouvernementaux du Royaume-Uni semblent relativement bien engagés dans la promotion du commerce équitable, à l'exemple de leur implication au soutien du développement durable et de la responsabilité sociale des entreprises. Cet engagement se manifeste fréquemment au sein des ministères gouvernementaux (Trésor, Affaires Etrangères, Affaires constitutionnelles, etc.), agences gouvernementales et autres corps publics, administrations locales et régionales offrant des services à la population (écoles, hôpitaux, administrations municipales, etc.). Il est soutenu à la fois par un fort courant populaire et par la haute direction politique. Les consommateurs du Royaume-Uni (à l'instar de ceux d'Europe du Nord plus généralement) sont de plus en plus friands des produits du commerce équitable ; ce marché y connaît d'ailleurs une croissance enviable depuis 1998 et se chiffrait à environ 195 millions de livres au terme de l'année 2005.

Produits du commerce équitable (UK)

Valeur au détail (en millions de £)

	1998	1999	2000	2001	2002	2003	2004	2005
Café	13.7	15.0	15.5	18.6	23.1	34.3	49.3	65.8
Thé	2.0	4.5	5.1	5.9	7.2	9.5	12.9	16.6
Chocolat/cacao	1.0	2.3	3.6	6.0	7.0	10.9	16.5	21.9
Produits du miel	n/a	> 0.1	0.9	3.2	4.9	6.1	3.4	3.5
Bananes	n/a	n/a	7.8	14.6	17.3	24.3	30.6	47.7
Autres	n/a	n/a	n/a	2.2	3.5	7.2	27.3	39.5
TOTAL	16.7	21.8	32.9	50.5	63.0	92.3	140.8	195.0

Le Premier Ministre Tony Blair y apporte son soutien en interpellant les entreprises privées dans la lutte pour le développement durable et équitable et en adoptant des politiques incitatives en la matière (e.g., le « UK Sustainable Development Strategy *Securing the Future* » et le « Sustainable Procurement Task Force ») et en promettant en 2005 de faire du pays un leader européen dans l'établissement de politiques d'achat favorables au commerce équitable.

Cet engagement est aussi le fruit de pressions exercées par un nombre grandissant de groupes organisés dans le domaine plus large de la responsabilité sociale des entreprises et du développement durable. Il s'agit d'un ensemble plus ou moins coalisé composé d'universités, d'entreprises et autres organisations telles qu'*Amnesty International (UK)*, *Friends of Earth*, *Christian Aid*, *War on Want*, ainsi que d'élus européens et du R-U. CORE est un mouvement regroupant plus d'une centaine de ces organisations et exerçant des pressions en vue de renforcer les contrôles mis de l'avant dans le développement durable et équitable du commerce. *Ethical Trade Initiative* rassemble des entreprises, des syndicats et des organisations non gouvernementales dans la poursuite d'objectifs similaires. En matière de lobbying, le *Trade Justice Movement* mène cependant le peloton, étant activement impliqué dans la formation de lobbyistes, et dans la planification, l'exécution et l'évaluation de mandats de lobbying relevant de ces objectifs. Le contenu de ces initiatives est le plus souvent rendu public par de multiples réseaux d'information, *One World UK* étant parmi les plus actifs en ce domaine plus particulier.

Un certain nombre de lignes directrices ont été tracées par le **Office of Government Commerce** aux fins de promouvoir le commerce équitable dans le respect des règles de la Communauté Européenne.

Une règle générale

Aux termes des règles établies par la CE, et en accord avec la politique générale d'achat du R-U, il est interdit de considérer uniquement la marque du commerce équitable comme un moyen d'exclure d'autres offres de produits et de services, dans le cadre d'une politique gouvernementale d'achat. Toute offre de produits et services retenue par l'administration gouvernementale doit d'abord satisfaire les critères plus généraux de qualité, de valeur d'usage (considérée à long terme) et d'avantage économique ('**value for money**').

Des règles particulières

Il est cependant permis d'encourager, par l'entremise de la publicité des offres gouvernementales d'achat, l'inclusion par les offrants de toute marque du commerce équitable dans leur soumission, de manière à satisfaire à d'éventuels besoins de la clientèle du gouvernement.

Il est permis, alors que le soumissionnaire gagnant offre effectivement des produits du commerce équitable, de l'obliger contractuellement à répondre à la demande gouvernementale pour de tels produits dans l'organisation de rencontres informelles, de conférences et à des fins d'accueil plus généralement.

Il est déconseillé de faire référence à des marques spécifiques du commerce équitable dans la documentation officielle. Cependant, il est permis, à des fins d'information à l'intention des offrants concernés, d'indiquer que la mise en valeur d'une certaine marque générale et tenue pour crédible (e.g., la *FAIRTRADE Mark*, au R-U, *ou son équivalent*) constitue une manière utile pour le gouvernement de reconnaître de tels produits.

Une règle d'exclusion partielle

Dans le cas de services offerts par des 'cantines', aucun contrat d'achat/vente n'intervient entre le gouvernement et les utilisateurs-acheteurs de produits. Les règles précédentes ne trouvent pas application dans l'exécution de ce contrat au R-U. Elles s'appliquent toutefois dans le choix du fournisseur de tels services.

Mise en oeuvre

Les services alimentaires publics (écoles, hôpitaux, prisons, foyers, etc.) y représentent un marché total estimé à **2 milliards**²⁸ de livres anglaises. La percée du commerce équitable y est toujours modeste, les repas congelés (servis dans les établissements hospitaliers en particulier) et les produits d'importation de masse constituant un large ensemble des produits achetés par le gouvernement. Des programmes se développent par ailleurs dans le but de soutenir le commerce local de produits alimentaires, sous l'égide de la jeune *Sustainable Development Commission*.

Les politiques retenues au sein du gouvernement varient d'une instance à l'autre. Voici, à titre d'exemple, le portrait de 3 ministères :

Au sein des Affaires Etrangères, les services alimentaires font l'objet de sous-contrats et d'aucune politique particulière. Les recettes pour l'an 2004-2005 y étaient de :

£ 2 796 582 (total) / £ 171 641 (produits équitables : 6%)

Au sein des Affaires Constitutionnelles, une politique impose virtuellement l'achat de produits du commerce équitable. Le café et le thé offert à l'occasion de rencontres formelles y sont équitables. Les recettes pour l'an 2004-2005 y étaient de :

£ 1 349 574 (total) / £ 256 419 (produits équitables : 19%)

Au sein du Ministère du Trésor, le fournisseur de services retenu est encouragé à offrir les produits du commerce équitable. Ceux-ci (le café et le thé en particulier) le sont toujours dans le cadre des rencontres officielles du Ministère. Les recettes pour la semaine se terminant le 3 février 2006 (les données n'étant pas compilées annuellement par ce fournisseur) y étaient de :

£ 8 604 (total) / £ 3 915 (produits équitables : 45%)

Enfin, des informations utiles et complémentaires concernant les difficultés organisationnelles inhérentes au développement du commerce équitable ont fait l'objet d'un rapport recommandable intitulé « Fair Trade : Overview, Impact, Challenges », June 2000, Oxford Policy Management, 43 p. (disponible à l'adresse suivante:) <http://www.opml.co.uk/docs/ACF3C8C.pdf>

²⁸ Voir: http://www.sustainweb.org/pdf/hfp_lowres.pdf