

A fair deal? Comparison chart (teacher copy)

| | KUAPA KOKOO FARMER | FARMER NOT A KUAPA KOKOO MEMBER |
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| Who buys the beans? | Farmers sell some of their cocoa to companies that make Fairtrade chocolate. | Farmers sell all their cocoa for use in ordinary chocolate |
| Do the farmers receive any help with products and equipment needed on cocoa farms? | The Kuapa Kokoo village societies can help farmers when times are hard or things go wrong. They do this because they all work together. Farmers club together to buy tools, pesticide sprays and fertilisers, so they can get them more cheaply. Kuapa also helps them to use natural sprays to protect their trees, which are better for the environment and the farmers. | There's often nobody to help farmers out during hard times and if things go wrong, they are on their own. Farmers have to buy things for their farms like pesticides and fertilisers in small quantities so they cost a lot. |
| Is there a membership fee to pay? | Every year, farmers have to pay a membership fee to the Kuapa Kokoo co-operative. | Farmers don't have a regular membership fee to pay to any co-operative, as they don't belong to one. |
| Are farmers paid a good price? | The price paid to Kuapa Kokoo co-operative by Fairtrade chocolate companies never falls below \$2,000 per tonne. If the world price ever goes above \$2,000 per tonne, the Fairtrade price equals the world price + an extra \$200 per tonne. | The market price of cocoa goes up and down wildly, making it impossible for farmers to know how much they will receive and plan. Between 1998 and 2000, the price almost halved (from \$1236 per tonne dropping to \$672 per tonne). |
| Are farmers cheated? | Kuapa Kokoo own and check their own weighing scales to make sure they are correct. | Farmers are sometimes paid less than they should be because weighing scales are fixed to show the wrong weight. |

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| Are the farmers paid on time so they can easily spend their money? | Kuapa farmers get paid in cash or by cheque which they can always change for cash in a local bank. | Farmers are sometimes paid with cheques that they can't cash easily. Sometimes the local company who bought their cocoa doesn't really have the money to pay them. |
| Do the farmers have a say in how things are run? | Farmers have a say in how Kuapa Kokoo is run. The company cares about what is good for the farmers. The people who work for Kuapa Kokoo are trained to listen to the farmers' opinions and take them seriously. Farmers have to go to meetings in the evening and take part in their village co-operative society to make it work. | Farmers don't have a say in how the companies who buy their beans are run. Farmers can't complain if they feel they're not being treated well. The companies are more interested in cocoa than the everyday lives of the farmers. Farmers just sell their cocoa. They don't have other duties such as going to meetings after a long day's work. |
| Do the farmers benefit from any training and education? | Kuapa Kokoo offers its farmers training and education, particularly women farmers who are often the poorest. | There are no education or training opportunities. |
| Is any money spent on projects to help the community? | Kuapa Kokoo gets paid \$200 a tonne extra for its beans by Fairtrade chocolate companies, to spend on community projects like building new drinking water wells and toilets. The farmers decide how this is spent. | Farmers don't get anything extra to spend on community projects, such as new drinking water wells, when they sell their beans. |