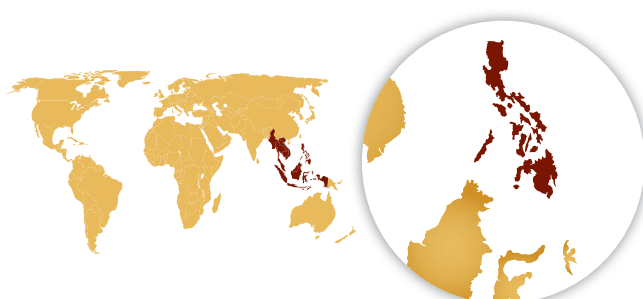


# Alter Trade Corporation

## Philippines



<b>NAME</b>	Alter Trade Corporation
<b>FOUNDED</b>	1978
<b>LOCATION</b>	Negros Island, Philippines
<b>ENTITY</b>	Cooperative (800 members)
<b>PRODUCTS</b>	Sugar
<b>CERTIFICATES</b>	Organic, Fair Trade
<b>PARTNER SINCE</b>	1991

[www.altertradegroup.com.ph](http://www.altertradegroup.com.ph)

### General

Alter Trade has, since the mid-80s, worked to promote cost-covering trading terms for sugar producers. During the last century, the Philippines exported practically its entire sugar stock to the United States. Following the collapse of world market prices for sugar in the early 80s and the end of the quota system, exports fell by 70 percent and over a quarter of a million islanders became unemployed. Alter Trade was able to strengthen groups of small farmers with training schemes and advice, acquire sugar mills and create additional jobs through the production and packaging of Mascobado whole cane sugar.

### Support

The organisation works to secure better wages and free health care for employees. 70 percent of the sales revenue is however used to support producers directly in the form of loan funds, diversification projects and training courses.

«Thanks to the success of sustainable production, it has been possible for us to invest in the education of our children. My daughter attends university and we are thrilled for her to have been given this opportunity.»

### Beth Mondejar, Sugar Farmer

### Inside

Around 800 small-scale farmers, women farmers and mill operators live in 14 village communities on the island of Negros. The formation of producer groups within the village communities was very important and made it possible for small-scale farmers and women farmers to purchase their own two mills with which to process sugar. Today, it still remains almost impossible for small sugar producers to purchase their own land. The women have been able to improve their role within their respective village community and now hold predominantly senior positions.

### **First Fair Trade chocolate**

In 1991 Chocolat Stella Bernrain teamed up with claro fair trade to launch the first chocolate made from fairly traded raw materials – Mascao chocolate – with the aim of finding new sales opportunities for the raw materials of producers in the South. Stella Bernrain has now been sourcing sugar from Alter Trade Corporation for over 20 years.