

Mass Balance

All Fairtrade products require physical traceability.

For certain product categories, a Mass Balance (MB) approach can be applied:



Note that even for these categories, it is possible to find fully traceable products.

The Intent of Mass balance is to ensure that for each product sold as Fairtrade on the consumer market, an equivalent volume has been sold by producers under Fairtrade terms.

Mass Balance requirements

If you have products under Mass Balance, you need to be able to demonstrate that your mass balance is positive at all times, taking into account initial and closing stock.

Note **different conversion rates apply** for different Mass Balance products – please see the Product standards or check in your individual checklist in the [Ecert portal](#) under chapter 2.1.3 Mass Balance.

The Mass Balance principles indicate that:

- That output sold as Fairtrade is not more than the input sourced as Fairtrade (taking into account processing yields and losses).
- The Fairtrade input is purchased before the sale of the Fairtrade outputs (buy it before you sell it)
- Fairtrade inputs are of the same kind and quality as the inputs used to process the Fairtrade output (like for like; e.g. organic versus conventional).
- Type of traceability (MB or physically traceable) on your purchase and sale documentation.
- That you receive and process Fairtrade inputs at the same site where the Fairtrade output is processed (Single Site Mass balance). If single site Mass Balance is not possible due to the company structure, Group Mass Balance can be requested for cocoa and cane sugar only (contact your analyst)



Watch the following [video on traceability](#) and read more about Mass Balance here in the [Trader Standard](#) on page 19 (CC 2.1.8 until 2.1.14).