

Workshop: Success factors in the OC supply chain.

We looked at each part of the chain asking what is key in being successful and what are the issues.

Farm:

- Premium price
- Financing- transition
- Capacity building- information, knowledge about organic, sustainable
- Research and technical assistance- inputs..etc.
- Connection up the chain, communication and relationship across
- High quality fiber
- Rotation crops!! Need other cash crops to supplement income, lower certification costs
- Organize to leverage quantities and cost and learning

Manufacturers:

- Strategic partnerships, to ensure fair price across chain
- Communication / relationship up and down chain
- Commit down the chain for farmer benefit
- Provide brand- OC yarns, fabric, trims. Don't wait to be asked, innovate

Brand:

- Long term goal needed and share with the whole chain
- Forecasting is really important
- Educate customers
- Know the farm and it's issues
- Commit to Manufacture with numbers needed

Issues:

- Alignment around timing and delivery through out the chain. Need a farm & production calendar
 - Spinners are a bottleneck
 - Size of production is small
 - Not organized locally (Peru)
- Willingness from suppliers to innovate with fabrics, yarns, trim
- Brands want suppliers to be more willing to risk in supplying them with fabrics etc...
- We would like to have a fabric library from Peru in Europe and the US.
- "It's not different from conventional".
- Someone willing to make small orders for fabrics from small brands