

Steps to Naturland Certification

Association for Organic Agriculture

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1. Exchange of information

The first step towards collaboration is the exchange of information. Upon request the Naturland Association sends detailed information to the interested farm/organisation on Naturland's principles, standards, the prerequisites and procedures to finally issue the general certificate.

Naturland will forward a **questionnaire** to the interested farm/organisation. The interested farm/organisation is then requested to present itself, its work and its farm. The questionnaire assists in arriving at a realistic view on the preconditions and prospects of organic farming, to assess previous agricultural management, the general administrative and economic situation of the farm/organisation as well as the possibilities in marketing the organic product.

In case an agreement is reached, Naturland will order an inspection of the farm/organisation to an independent inspection body.

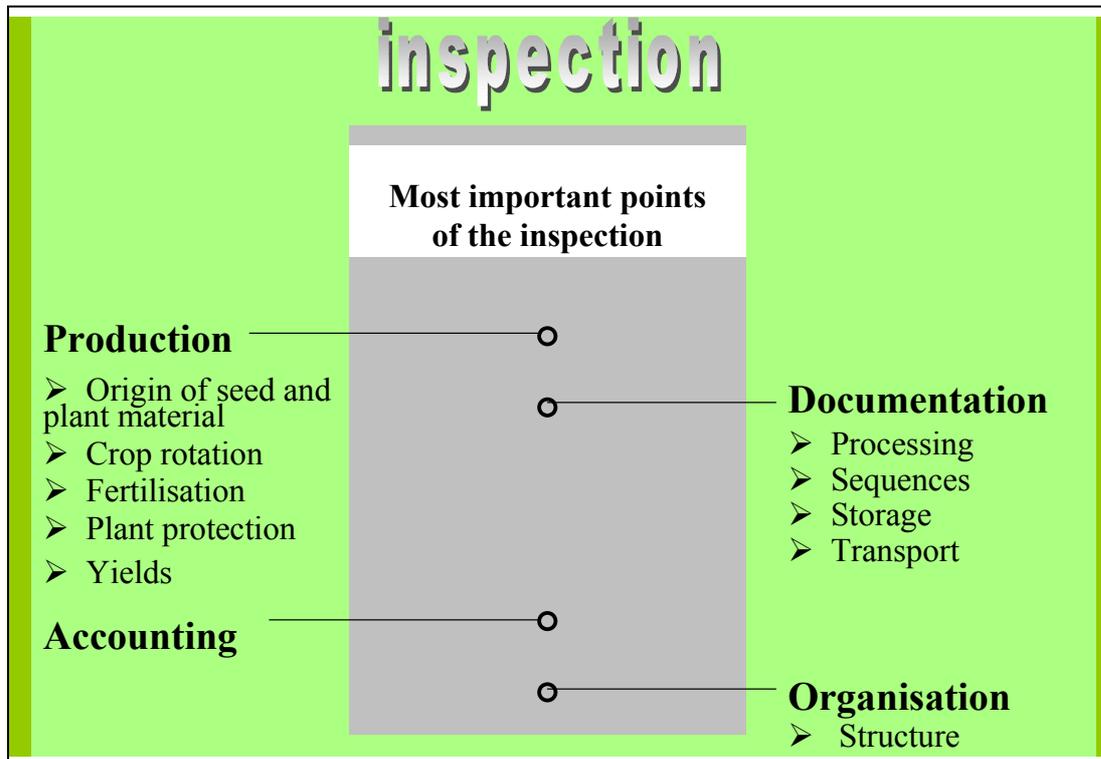
2. Inspection

Naturland entrusts this inspection body with the first inspection.

These institutes have gathered extensive experience over the years and are familiar with people of different cultures and their way of living. Vast technical knowledge about different agricultural products guarantees and underlines their qualification.

A thorough inventory is carried out. How the products are produced, processed, labelled and transported . At the end of the inspection, which usually takes a couple of days, the inspector issues an inspection report to

Naturland. This inspection report contains data concerning the structure of the farm/cooperative and its organisation, the production conditions, documentation on the processing and accounting. The report ends with the inspector's personal opinion. Herein recommendations are given to the farm/organisation and to the Naturland certification committee.



3. Certification

The Naturland Association forwards the inspection report, together with further data and information regarding the farm/organisation, to the Naturland certification committee.

The certification committee decides on the admission and certification of new farms as Naturland members. It also decides on the approval of existing certifications which must be annually renewed. This committee is totally independent of the Naturland Association, but Naturland's representatives provide advice.

The decision of the committee is binding for Naturland's management.

4. How to become member of Naturland e.V.

Assuming a positive decision, a contractual partnership between a farm/organisation and the Naturland Association can be established. At this

point, a **producer contract** (contract Nr. 1) between the farm/organisation and Naturland Association will be effectuated. The farm/organisation commits itself to comply with the Naturland standards and may declare itself as a Naturland[®] partner. The legal basis for the use of the Naturland[®] trade mark to label products shall be governed by a separate contract, so called **sublicense contract** (contract Nr. 2) with the Naturland[®] Zeichen GmbH (trade mark company).

5. Sale of Organic Product

After all formalities have been successfully concluded, the Naturland Association will issue a notification of certification and a **general certificate**, stating the general certification of the farm/organisation as a Naturland partner.

Transaction Certificates (TC) to accompany the merchandise will be issued for individual supplies at the producer's request. Such certificates contain specifications of the products, the producer and the buyer, guaranteeing third parties that this specific supply is a Naturland product. For all producers in Non-EU countries, the inspection body will issue upon request an EU import certificate which is obligatory for importing products into EU countries.

6. The Naturland[®] Zeichen GmbH

This company works very closely with the association. Its exclusive task is the administration and control of licences, governing the use of the Naturland[®] trademark. It issues licences and transaction certificates (TC) and monitors their contractual use. An agreement with the Naturland[®] Zeichen GmbH must be made, in order to be allowed to use the Naturland[®] trademark. Users of the trademark and name pay a licence fee, calculated on the basis of the turn-over of the organic products (see file attached).

