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LA PLANTATION

FAIR SPICES PRODUCER



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## Spoletto Design Inc.

### Line of business:

- Retail

### Products used:

- Moneris Go





# Summary

Spoletto Design Inc. (Known as La Plantation in Canada) is a Fair Trade business that sells pepper and spices, scarves and earrings. The pepper and spices are sold online and all of the products are available at various markets in Quebec and Ontario. Natalie Best partnered with La Plantation Fair spices to represent them in Canada.



**"I knew that I could sell these beautiful products in Canada made by artisans from Cambodia and in exchange they would have the means to hopefully lead a better life."**



- Natalie Best, Founder of La Plantation in Canada

# Background

Natalie Best partnered with La Plantation Fair spices to represent them in Canada. La Plantation in Canada is the official distributor of Fair Trade spices from La Plantation in Cambodia. Best began this adventure when she visited Cambodia for the first time in 2013 during a stay with close family and friends. When she landed, she was awestruck by the people, the culture and the farmland. During her stay, she felt that something needed to be done to help the people of Cambodia. When Best was visiting the markets, she was hit with an idea. At the time, she was importing goods from Italy and selling them in Canada. She thought it would be incredible to give artisans from Cambodia more exposure by selling their products in Canada.





# Artisan Products

“I knew that I could sell these beautiful products in Canada made by artisans from Cambodia and in exchange they would have the means to hopefully lead a better life.” Best was especially captivated by the scarves (made from Khmer Golden Silk) and earrings (made from Clay Cult) created by artisans.

She began talking to local crafters during her visits to Cambodia to help build on her business ideas. She got to know one weaver named Sareouth and talked to her about her ideas to sell her products in Canada. “Knowing that her products would be sold outside of Cambodia brought her a lot of joy and excitement,” she says.

Best officially started selling earrings and scarves in 2014. Sareouth has a passion for holding onto Cambodian heritage. Best’s team nominated her for ‘Woman of the Year’ in Southeast Asia, where she placed in the top three contestants. Being recognized for her work has given her great exposure and empowers her to continue designing beautiful pieces. “She is thrilled to be making new patterns for the scarves we sell in Canada,” says Best. The artisans who create the scarves and earrings work under [Fair Trade](#) conditions. Best is grateful that the weavers are getting more opportunities to improve their quality of living in part due to the adherence of Fair Trade principles.

# Kampot Pepper

The second component of Best's business is selling Kampot Pepper and spices along with the scarves and earrings at various markets in Quebec and Ontario.

Best, a Fair Trade advocate encouraged the team in Cambodia to seek the [WFTO](#) verification for the plantation. After an introduction to representatives of the WFTO, La Plantation undertook measures to be audited and become Fair Trade verified. "The Fair Trade process means that we get gourmet spices and in exchange the workers on the farm are getting living wages. In turn, Fair Trade guidelines have contributed to vast improvements to their every day lives." Fair Trade means that employees have opportunities to be educated and have access to proper hygiene on site. The employees earn living wages. As for artisans, they are paid directly by wholesalers who pay fair market prices. It is not just about making sales, it is about making a difference. As a Fair Trade facility, La Plantation prioritizes the people, traditions and sustainability. Through every process, it is important to the company to ensure their carbon footprint is as small as possible.





Best sells Kampot Pepper [online](#) and is a supplier to gourmet culinary shops. She got involved as the Canadian representative of La Plantation when she met a couple from France who founded La Plantation in Cambodia. [La Plantation](#) is an organic farm where Kampot Pepper is cultivated and processed, along with other spices, fruits and plants. A focus of the plantation is protecting the Khmer heritage by keeping the traditional wooden architecture on the property and integrating it into operations. The team has rescued different Khmer houses and built them on the property. Additionally, all employees on the farm work under Fair Trade conditions. Kampot Pepper is only grown in the Kampot region and is used by gourmet chefs around the world. The farming practices are very strict, so that only the highest quality product is produced. There is Kampot Pepper and spices being distributed in Europe and Best felt that it was time to offer the high quality pepper and spices in Canada too.

“It feels extremely rewarding to know Kampot Pepper from La Plantation in Cambodia has been used by some of the most recognized chefs in the world and it is mostly run by women,” relates Best. La Plantation not only provides high quality resources for culinary environments, but the farm has become a sought after tourist destination for those visiting Cambodia.

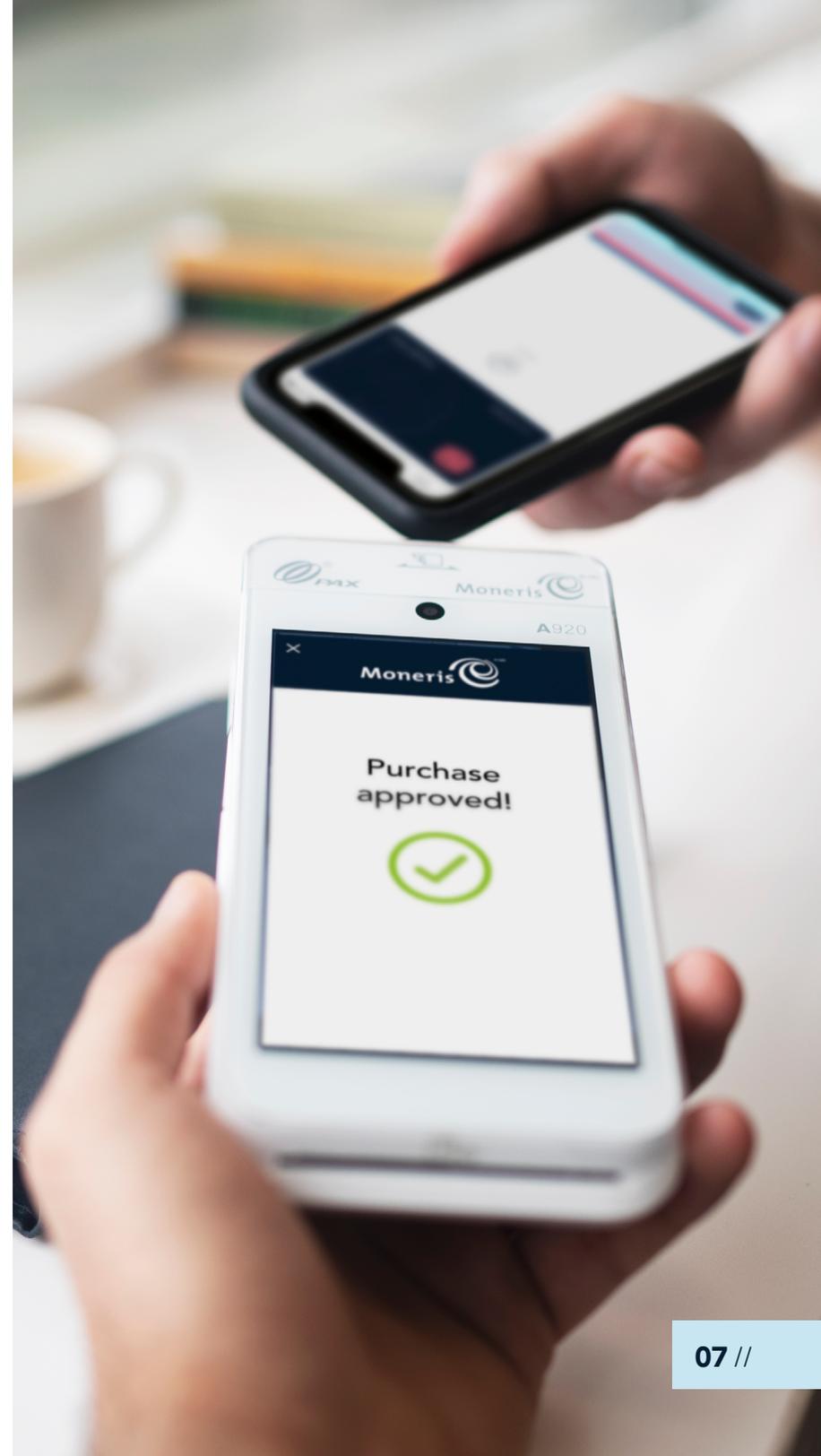
# Why Moneris?

Best uses Moneris Go when she sells the scarves, earrings and Kampot Pepper at markets. "I remember learning about Moneris Go at one of the markets I was attending. The vendor using the device spoke to how smoothly everything was going when processing payments and that immediately captured my attention."

At the time, she was in need of a payment solution that offered debit because it is important to her to provide flexible payment options to her customers. "Everything I need to process payments and understand how my business is doing at the markets is wrapped up in one device. On top of that, the all-day battery life gives me the peace of mind that I can do business on the go all day."

"Having comfort that the device has 4G connectivity no matter which market I attend, makes a huge difference as a small business owner who depends on every purchase made by each customer," she says. The clear attention to detail on the clean and modern interface fits right in with Best's overall mission of providing the most gourmet & carefully crafted products.

"I am looking forward to continue using Moneris Go as my appearances at markets increase moving past the COVID-19 pandemic," she says.



## ÉPICURE D'OR



## LA PLANTATION FLEUR DE CURCUMA

# Looking Forward

Best is thrilled to go to markets and to be sharing stories with her customers about the artisans and farming in Cambodia. She pays attention to the specific peppers and spices that her customers are interested in and conveys that to La Plantation in Cambodia.

She continues to explore ideas to expand her business by finding more speciality culinary shops in Canada to carry the pepper and the spices. At the same time, she is educating her customers about the lives of employees in Cambodia and their products. Her overall mission is to inform those around her about the impact of supporting companies who produce Fair Trade products.



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