

## Particulars

### About Your Organisation

#### 1.1 Name of your organization

Cooperativa de Produccion Agropecuaria de Campesinos Salama Limitada

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#### 1.2 What is/are the primary activity(ies) or product(s) of your organization?

- Oil Palm Growers
  - Palm Oil Processors and/or Traders
  - Consumer Goods Manufacturers
  - Retailers
  - Banks and Investors
  - Social or Development Organisations (Non Governmental Organisations)
  - Environmental or Nature Conservation Organisations (Non Governmental Organisations)
  - Affiliate Members
  - Supply Chain Associate
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#### 1.3 Membership number

1-0137-13-000-00

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#### 1.4 Membership category

Ordinary

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#### 1.5 Membership sector

Oil Palm Growers

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## Oil Palm Growers

### Operational Profile

#### 1.1 Please state your main activities as a palm oil grower

- Oil palm grower (no mill)
- Oil palm grower & miller

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### Operations and Certification Progress

#### 2.1.1 Please state your number of estates/management units

6

#### 2.1.2 Total land controlled/managed <sup>?</sup> for oil palm cultivation, planted (already planted areas and areas used for roads, mills, housing and other associated infrastructure)

2,861.00 ha

#### 2.1.3 Total area unplanted (land area controlled/managed that is designated for future planting of oil palm)

0.00 ha

#### 2.1.4 Total land designated and managed as HCV areas

100.00 ha

#### 2.1.5 Other conservation areas set aside excluding HCV areas reported in 2.1.4

135.98 ha

#### 2.1.6 Total land under scheme/plasma smallholders certified

0.00 ha

##### 2.1.6.1 Total land under scheme/plasma smallholders uncertified

3,423.04 ha

#### 2.1.7 Total land area controlled/managed for oil palm cultivation (This is an auto sum of 2.1.2 - 2.1.6.1)

6,520.02 ha

### 2.2 Certification progress

#### 2.2.1 Number of estates/Management Units certified

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#### 2.2.2 Total certified area

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### 2.3 In which countries are your estates?

#### 2.3.1 Indonesia - Please indicate which province(s)

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#### 2.3.2 Malaysia - please indicate which state(s)

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**2.3.3 Other - please indicate which country(ies)**

- Honduras

**2.4 New plantings and developments (Exclude replanting):**

**2.4.1 New area planted in this reporting period**

- ha

**2.4.2 Have New Planting Procedures notifications been submitted to the RSPO for plantings this year?**

No

**2.5 Supply of Fresh Fruit Bunches (FFB)**

**2.5.1 Please choose from the list below if you have smallholders and/or outgrowers as part of your supply base?**

yes

**2.5.2 Please select:**

- Independent smallholders

**2.5.5 "Independent" smallholder operations that supply your organization:**

**2.5.5.1 Total FFB volume that is supplied**

68,807.73 Tonnes

**2.5.5.2 FFB volume supplied that is certified**

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**2.6 Fresh Fruit Bunches (FFB) processing operations**

**2.6.1 Number of Palm Oil Mills operated**

1

**2.6.2 Number of Palm Oil Mills certified**

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**2.7 Total Fresh Fruit Bunches processing production capacity**

**2.7.1 Total hourly FFB processing capacity (ton FFB/hr)**

25.00 Tonnes

**2.7.2 Total hourly kernel processing capacity (ton PK/hr)**

20.00 Tonnes

**Volume of RSPO-Certified oil palm products**

**3.1 Sold as RSPO Certified for CSPO & CSPK**

**3.1.1 Book and Claim**

0.00 Tonnes

**3.1.2 Mass Balance**

27,499.45 Tonnes

**3.1.3 Segregated**

0.00 Tonnes

**3.1.4 Identity Preserved**

0.00 Tonnes

**3.2 Sold under other schemes for CSPO & CSPK**

0.00 Tonnes

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**3.4 Sold as conventional for CSPO & CSPK**

0.00 Tonnes

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**3.4 Total Volume (Auto sum for 3.1 - 3.3)**

27,499.45 Tonnes

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**Time-Bound Plan**

**4.1 Year of first RSPO P&C certification (planned or achieved)**

2018

**Comment:**

The Salamá cooperative is about to conclude part of the infrastructure in the farms are already 95% complete. The Salamá Cooperative plans to certify its plant and plantations in the course of this year 2018.

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**4.2 Year expected to achieve 100% RSPO certification of estates**

2018

**If target has not been met, please explain why:**

The Salamá Cooperative plans to certify 100% of its farms for this year 2018

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**4.3 Year expected to achieve 100% RSPO certification of scheme/associated smallholders and outgrowers**

2022

**If target has not been met, please explain why:**

Once the plant and the farms owned by the Salamá Cooperative are certified in 2018, we will work during the next 4 years in support and advice of the RSPO RFF standard groups, so that they obtain the certification in 2022. Campaigns have already been developed. awareness, but we are trusting that it is most needed One of the adverse factors is the low yields per area, which has been improved with a national average of 18 metric tons of fresh fruit cluster (FFB) per hectare. These reasons of low productivity of the varieties, poor phytosanitary management (for example, the pest of the weevil - red ring) and the lack of knowledge about crops of best practices (BPM).

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**4.4 Year expected to achieve 100% RSPO certification of independently sourced FFB**

2022

**If target has not been met, please explain why:**

Within the context of the question, there are groups that are not suppliers of the Salamá Cooperative. We can only mention small producers as RFF suppliers to close the Salamá Cooperative and we expect to obtain 100% certification by 2022.

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**Concession Map**

**5.1 With regards to RSPO General Assembly resolution 6g that calls for members to submit maps of their concessions by ACOP deadline, please upload your estate location concession map(s) in Shapefile format here:**

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**5.2 Map data declaration**

**Please state if any concession sites have been recently acquired or if any concession sites have changed ownership since the previous ACOP submission**

Does not apply

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**GHG Footprint**

**6.1 Are you currently assessing your operational GHG footprints using other tools/ methodology(s) than RSPO PalmGHG Calculator?**

Yes

Uploaded file: [opg-ghg-footprint.pdf](#)

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**Actions for Next Reporting Period**

**7.1 Outline actions that you will take in the coming year to advance your plans for certification**

Annual operational plan of the RSPO of 2018. • Plan to improve the environmental performance of industrial and agricultural operations. • Technical report of the monitoring of the conservation area of the Salamá Cooperative.

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**7.2 Outline actions that you will take in the coming year to promote CSPO along the supply chain**

Define mechanisms to diagnose real gaps for small producers; • Make a diagnosis. • Evaluation of information. • Implementación plan.

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**Reasons for Non-Disclosure of Information**

**8.1 If you have not disclosed any of the above information, please indicate the reasons why**

Other:

Does not apply

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**Support Smallholders**

**9.1 Are you currently supporting any independent smallholder groups?**

Yes

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**9.2 How are you supporting them?**

The Salamá Cooperative supports its supply base with technical assistance, fertilizers and training in good agricultural practices.

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## Palm Oil Processors and Traders

### Operational Profile

#### 1.1 Please state your main activity(ies) within the supply chain

- Refiner of CPO and CPKO
- Post-refinery processor
- Trader with physical possession
- Trader without physical possession
- Kernel Crusher
- Food and non-food ingredients producer
- Power, energy and bio-fuel
- Animal feed producer
- Producer of oleochemicals
- Distributor and wholesaler
- Other

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#### Palm Oil and Certified Sustainable Palm Oil Use

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#### 2.1 Please include details of all operations using palm oil majority owned and/or managed by the member and/or related entities

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##### 2.1.1 In which markets do you sell goods containing palm oil and oil palm products?

- Honduras

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#### 2.2 Volumes of palm oil and oil palm products

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##### 2.2.1 Total volume of crude and refined Palm Oil handled/traded/processed in the year

26,094.46 Tonnes

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##### 2.2.2 Total volume of crude and refined palm kernel oil handled/traded/processed in the year

1,404.99 Tonnes

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##### 2.2.3 Total volume of Palm Kernel Expeller handled/traded/processed in the year

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##### 2.2.4 Total volume of other palm-based derivatives and fractions handled/traded/processed in the year

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##### 2.2.5 Total volume of all palm oil and oil palm products handled/traded/processed in the year

27,499.45 Tonnes

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**2.3 Volumes of palm oil and oil palm products certified**

**2.3.1 Volume handled/traded/processed in the year that is RSPO-certified (Tonnes):**

Description	Refined/CPO	PKO	PKE	Palm-based derivatives and fractions
2.3.1.1 Book and Claim from Mill / Crusher				
2.3.1.2 Book and Claim from Independent Smallholder				
2.3.1.3 Mass Balance				
2.3.1.4 Segregated				
2.3.1.5 Identity Preserved				
2.3.1.6 Total volume	-	-	-	-

**2.3.2 How much RSPO certified products have you sold as certified (tonnes)**

Description	Refined/CPO	PKO	PKE	All other palm-based derivatives and fractions
2.3.2.1 Book and Claim	-	-	-	-
2.3.2.2 Mass Balance	-	-	-	-
2.3.2.3 Segregated	-	-	-	-
2.3.2.4 Identity Preserved	-	-	-	-
2.3.2.5 Total volume	-	-	-	-

**2.3.3 How much RSPO certified products have you sold under other schemes (tonnes)**

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**2.3.4 How much RSPO certified products have you sold as conventional (tonnes)**

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**2.4 Total annual crude, refined palm kernel oil and derivatives production (only if applicable)**

27,499 Tonnes

**2.5 What is the percentage of Certified Sustainable Palm Oil in the total palm oil sold by your company in the following regions:**

**2.5.1 Africa**

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**2.5.2 Australasia**

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**2.5.3 Europe (incl.Russia)**

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**2.5.4 North America**

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**2.5.5 South America**

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**2.5.6 Middle East**

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**2.5.7 China**

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**2.5.8 India**

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**2.5.9 Indonesia**

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**2.5.10 Malaysia**

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**2.5.11 Asia**

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**Time-Bound Plan**

**3.1 Year of first supply chain certification (planned or achieved)**

2018

**Comment:**

Once the plant and the plantations of the Salamá cooperative are certified in 2018, representing 43% of the RFF production, we fully work the next 4 years in support and advice of the RSPO standard with groups of suppliers representing 57% of RFF production. Awareness campaigns have already been developed, but we are confident that more needs to be done. An adverse factor is the low yields per area. The national average is 18 metric tons of fresh fruit cluster (FFB) per hectare. This low productivity is due to reasons of low yield varieties, poor phytosanitary management (for example, pest of the weevil - red ring) and lack of knowledge on best crop management practices (GMP).

**3.2 Year expected to/or started to handle/trade/process any RSPO-certified palm oil and oil palm products**

2030

**If target has not been met, please explain why:**

Year 2030 the plantations of organized small producers will be environmentally and socially sustainable.

**3.3 Year expected to achieve 100% RSPO certification of all palm product processing facilities\***

2018

**If target has not been met, please explain why:**

Cooperativa Salamá expects to certify its extraction plant and its plantations in 2018 to sell its product certified under the RSPO standard.

**3.4 Year expected to only handle/trade/process 100% RSPO-certified palm oil and oil palm products**

2030

**If target has not been met, please explain why:**

With 100% of our certified farms and producers' farms as a certified supply chain for the year 2022, we hope to market Certified oil for 2030.

**3.5 Which countries that your organization operates in do the above own-brand commitments cover?**

Honduras

**3.6 How do you proactively promote RSPO and RSPO certified sustainable palm oil and oil palm products to your customers?**

- Development, dissemination and distribution of educational materials through: social networks and especially radio, television and media impressions with a graphic to overcome the low educational focus.
- Communicate good agricultural practices and the implications of certification through model farms.
- Draw attention to the Youth and Children standard and the community in general through educational workshops and awareness using dynamic play games in schools in areas of influence and serve as a transfer of calls to the rest of the population involved.
- The illustrated steps of the guide for legal compliance and the creation of a single government to streamline all certification procedures.

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**Trademark Use**

**4.1 Do you use or plan to use the RSPO trademark on your own brand products?**

No

**If target has not been met, please explain why:**

Because La Cooperativa Salamá only sells crude oil KPO and CPO, perhaps in the future as part of the continuous improvement of the company could have finished products that would reflect the seal of certification of the RSPO as a certified company.

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**Actions for Next Reporting Period**

**5.1 Outline actions that you will take in the coming year to promote the use of RSPO certified sustainable palm oil and oil palm products along the supply chain**

- Continue disseminating the Principles, Criteria and Indicators of the RSPO Standard.
- Continue training in good agricultural practices, environmental and social practices.
- Share the results of the AVC Biological Connectivity pilot project in areas of the Salamá Cooperative.

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**Reasons for Non-Disclosure of Information**

**6.1 If you have not disclosed any of the above information please indicate the reasons why**

other  
Does not apply

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**Application of Principles & Criteria for all members sectors**

**7.1 Do you have organizational policies that are in line with the RSPO P&C, such as:**

- Water, land, energy and carbon footprints  
Uploaded file: [P-Policies-to-PNC-waterland.pdf](#)
- Land Use Rights  
Uploaded file: [P-Policies-to-PNC-landuseright.pdf](#)
- Ethical conduct and human rights  
Uploaded file: [P-Policies-to-PNC-ethicalconducthr.pdf](#)
- Labour rights  
Uploaded file: [P-Policies-to-PNC-laborrights.pdf](#)
- Stakeholder engagement  
Uploaded file: [P-Policies-to-PNC-stakeholderengagement.pdf](#)
- None of the above

**7.2 What best practice guidelines or information has your organization provided in the past year to facilitate the uptake of RSPO certified sustainable palm oil and oil palm products? What languages are these guidelines available in?**

**Comment:**

- Implementation of IPM plans in the farms.
- Pest Monitoring
- Planting of weeds.

Uploaded file: [P-Best-Practice-Guidelines.pdf](#)

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**7.3. Your answers above indicate that you are not yet using 100% RSPO certified palm oil and oil palm products. Do you have plans to immediately cover the gap using Book & Claim?**

No

**Please explain why:**

Because the Salamá Cooperative is not yet certified with the RSPO, we expect to certify our own farms for this year 2018 and also work hard to certify our supply chain by the year 2022 and be 100% certified by the year 2030.

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## GHG Footprint

**8.1 Are you currently reporting any GHG footprint?**

Yes

Report file: [P-GHG-Emissions-Report.pdf](#)

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## Support for Smallholders

**9.1 Are you currently supporting any independent smallholder groups?**

Yes

**Please state the markets where you use or intend to apply the Trademark and when you plan to start**

Support is being provided to small producers in our supply chain with technical assistance, fertilizers for their farms and training

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## Challenges

### **1 What significant economic, social or environmental obstacles have you encountered in the production, procurement, use and/or promotion of CSPO and what efforts did you make to mitigate or resolve them?**

Organizational risk That small organized producers stop delivering fresh fruit to the Salamá Cooperative. Mitigation Mechanism of Organizational Risk • Continuous improvement of the services offered by the company to its entire supplier base, fostering strong long-term relationships and their loyalty, so that the economic benefits are not the only ones recognized by the base. • Define clear and transparent mechanisms for communication and the information supply base. • Promote the relevance of small farmers organized in the company, promoting the value of the organization and all its facilities. In addition to highlighting the potential of the Cooperative in the market. Risk marketing Lack of market access due to lack of RSPO certification Fall in the international market oil prices Mitigation mechanism. • Awareness about the importance of certification in the palm sector and the dissemination of the positive aspects of certification and the negative aspects of not being certified. • Better control of costs through the implementation of administrative records of the farm. • Identify bottlenecks and inefficient processes at the plant level, together with a plan to improve and rationalize resources To make effective use of the financial and material resources of the Cooperative. Environmental risk Climate change, bad distribution, irregular rains, out of time. Mechanism for mitigation of degradation or scarce resources of the soil • Training, training through technical assistance in the implementation of best practices in the use and management of water. • Facilitate the management of the reforestation program and the protection of natural resources. • Develop a plan for soil tests and soil-based fertilization needs in which the plantations are developed • Do before the development of new studies of oil palm plantations.

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### **2 In addition to the actions already reported in this ACOP how has your organization supported the vision of RSPO to transform markets in other ways? (e.g. Funding; Engagement with key stakeholders; Business to business education/outreach)**

Demonstrating its commitment in the process of implementing the standard, being socially and environmentally responsible.

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### **3 File -Please attach or add links to any other information from your organisation on your policies and actions on palm oil (EG: sustainability reports, policies, other public information)**

- Uploaded files:  
[Annual Plan of Cooperative Salamá.pdf](#)
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