

Inspiring & Guiding Smallholders

Working Together Towards Industry Leading Results

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Before Cargill started working with the Hindoli smallholders in 1995, they were surviving on subsistence agriculture and were having difficulty making ends meet. In addition, they also had challenges making development loan repayments. Within a few years of partnering Cargill in implementing effective agricultural practices, the smallholders were able to achieve industry leading results of 24 tons of fresh fruit bunches per hectare. The increased yields helped the smallholders repay their loans and substantially improve their standard of living.

Following Hindoli's own RSPO certification in 2009, the success of the partnership also led to the Hindoli smallholders receiving their Roundtable on Sustainable Palm Oil (RSPO) certification in 2010, making them amongst the first in the world to be certified under the RSPO's Smallholder Principles & Criteria. More importantly, the smallholders have come to embrace RSPO principles such as sustainability, environmental conservation, transparency and fair practices for the benefit of their future generations.

Learn about this amazing turnaround and find out how Cargill inspired the success of the Hindoli smallholders through seven collaborative ways, including:

- A. Maximizing production of high quality fresh fruit bunches
- B. Building farmer self-sufficiency when and where possible
- C. Sharing success with the farmers
- D. Building and maintaining lines of communication with farmer organizations
- E. Dealing and interacting with absolute integrity and respect
- F. Visioning for the future
- G. Building a brand locally and internationally