Working together towards industry leading results

John Hartmann
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The PT Hindoli Smallholders

- Transmigrants moved to Muba, South Sumatra in the late 1980s and later became the Hindoli smallholders.
- Oil palm planting occurred between 1991 and 2000.
- There are 8,800 smallholders holding 17,600 hectares represented by 17 cooperatives.
- Smallholders were certified under the RSPO Guidance for Scheme Smallholders in August 2010.
- PT Hindoli inti is currently 16,027 planted and was RSPO certified in February 2009.
The relationship between Inti and smallholders

- Hindoli smallholder development team is made up of 31 full time professionals.
- Smallholder development topics range from agronomics to home economics to business communications.
- Integrity and respect is core to all dealings – we are business partners.
- Support and recognition from Cargill’s most senior corporate leadership.
Ensuring economic well-being

- Yield intensification is a precursor to smallholder economic well-being.
- Hindoli pays a premium above government fruit pricing. A portion of that premium is for the effective operation of the cooperative.
- Cargill markets smallholders RSPO certificates and shares premiums with the smallholders.
Building smallholder pride

- The farmers went from subsistence farming to a viable and healthy agricultural business which they want their children to inherit.
- Cooperatives look to Hindoli as an example. When Hindoli achieved RSPO certification which represents world class sustainability standards, they too wanted to accomplish the same.
- Hindoli and its smallholders work together to tell our sustainability story as we host globally branded and important Cargill customers at the site.
- Media events were scheduled to profile the smallholders achievements globally, within Asia and Indonesia.
Ways towards industry leading results

• Maximize production of high quality fresh fruit bunches.
• Build farmer self-sufficiency when and where possible.
• Share success with the farmers.
• Build and maintain lines of communication with farmer organizations.
• Deal and interact with absolute integrity and respect.
• Have a vision for the future.
• Build the farmer’s brand locally and internationally.
Cargill is an international producer and marketer of food, agricultural, financial and industrial products and services. Founded in 1865, the privately held company employs 138,000 people in 63 countries. Cargill helps customers succeed through collaboration and innovation, and is committed to applying its global knowledge and experience to help meet economic, environmental and social challenges wherever it does business.

For more information, visit Cargill.com.
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