

Preparatory Clusters, Trade & Traceability: Derivatives

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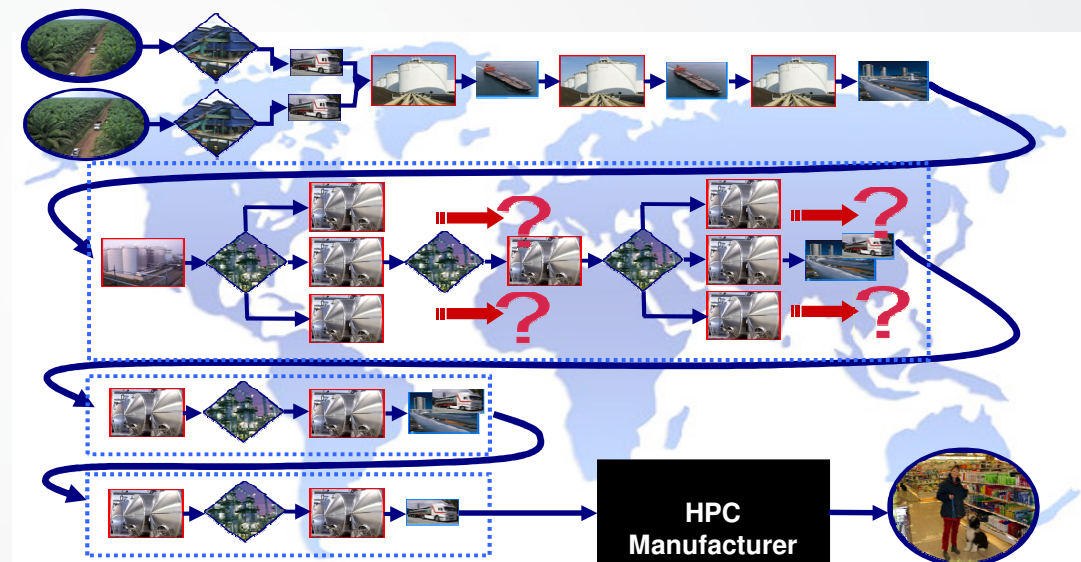
Sietse Buisman, Cargill

History

- RSPO has been concentrating on needs of main stream food value chain requirements to make progress
- Derivative value chains are more complex, in-transparent and volatile
- Most are based on palm products (downstream esterified or pko based)
- Major applications are high value edible and Home and Personal Care markets (HPC)

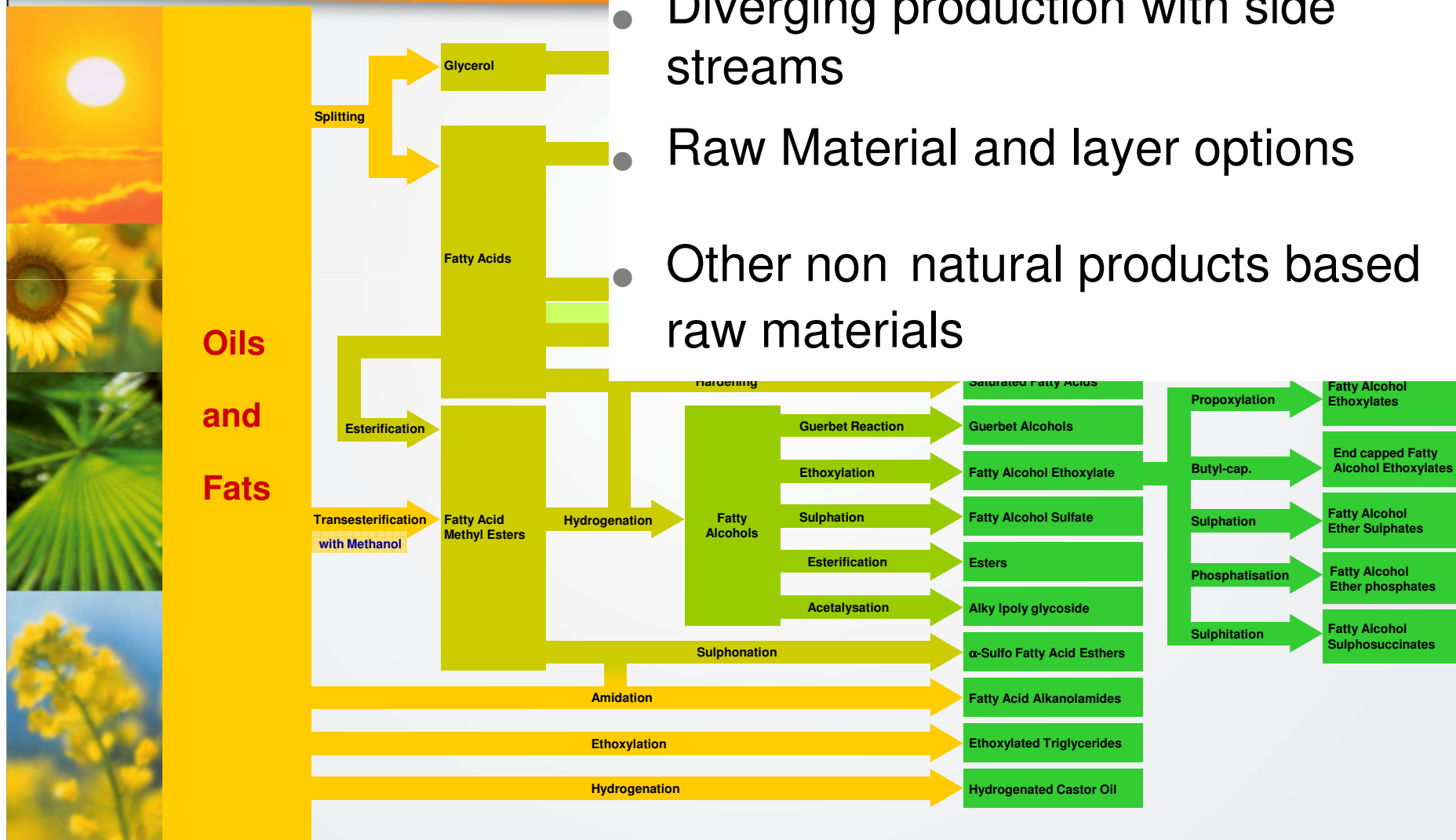
Example HPC

- Multi-layer processes with diverging production step
- Side stream complexity
- Raw Material and layer options
- Major Raw Material for HPC are lauric oils



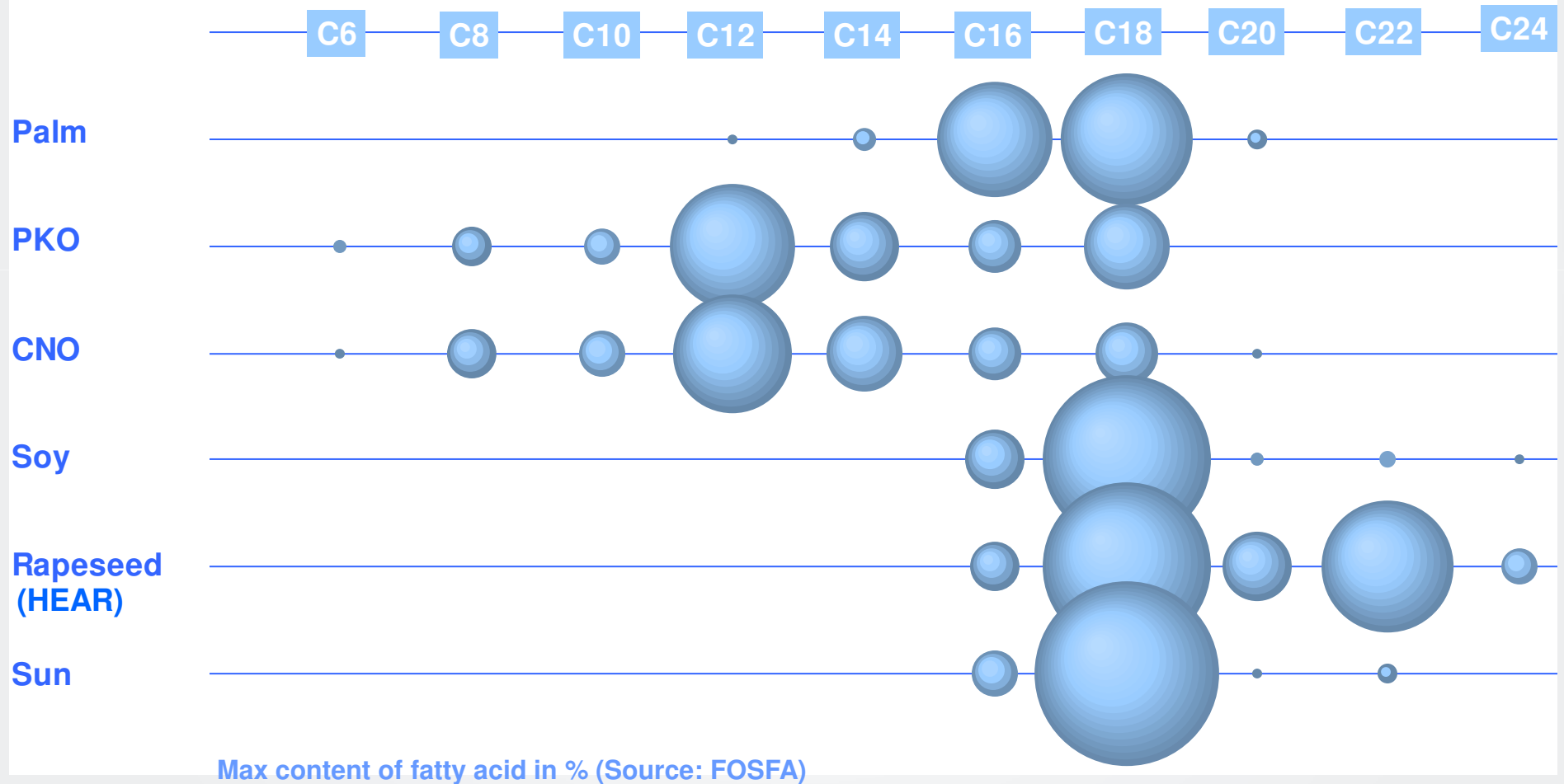
Example HPC, cont. 1

- Diverging production with side streams
- Raw Material and layer options
- Other non natural products based raw materials



Example HPC, cont. 2

Lauric Oils and HPC Product Performance



Challenges, Constraints

- Intransparency and Complexity
- Limited availability of SEG PKO and MB PKO
- Raw Material Interchangeability with other vegetable oils
- Optional Raw Material within Palm complex

Invitation for the next 50 min...

- Your...
 - experiences
 - needs
 - perception of where is the RSPO with this
 - proposals