Task Force Duurzame Soja  the sustainable trade initiative  Stichting IDS

The Netherlands, Rotterdam, 6 September 2011
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**Dear Producer,**

As you may know the Netherlands imports a substantial volume of soybeans and meal and plays an important role as a transit country of soy and soy products to the European mainland. Taking into account its role as importer of soy and soy products the Dutch industry and trade, nongovernmental organisations and government find it of great importance to make soy production more sustainable.

The Dutch industry and trade sees clear sustainability conditions, internationally established and with public support, as important. For that reason we have joined the international Roundtable on Responsible Soy (RTRS) in 2006. We are proud that at present, mid-2011, we have been able to import the first shipment of 85,000 tons of RTRS certified soy.

But our ambitions go further. In the Netherlands we have publicly announced that in 2015 all soy used in the Netherlands will be RTRS certified. We know that you as a soy producer have the same ambition to work on sustainable soy production. Good cooperation and coordination of our ambitions is therefore in our mutual interests. In the coming years we like to work in a close cooperation with you as producers. For that reason we ask you attention to the following:

**1. Objective import RTRS certified soy**

It is our aim to source at least the following amounts of RTRS soy certified for the Dutch market in the coming years:

| | |
|---|---|
| 2012 | 500.000 ton |
| 2013 | 1.000.000 ton |
| 2014 | 1.500.000 ton |
| 2015 | 1.800.000 ton |

We will talk with our suppliers in the coming months about the purchase conditions for this and try to reach an agreement about a strategic planning on this subject. In this framework, we will ask your purchasers to deliver the soybeans and discuss about the conditions with you.

**2. Seeding RTRS soy**

Given the above, we would like to invite you to consider the option to be certified by the RTRS standard for responsible soy production. We realize that you have to take your decision for the season of 2012 in September 2011. We would like to invite you to consider the option to certify yourselves seriously and would like to ask you to discuss this with your trading partners too.

**3. Sustainable Trade Initiative**

The Sustainable Trade Initiation (IDH) has established the Soy Fast Track Fund (SFTF). Through the SFTF companies can - based on co-financing, get a financial compensation for projects which lead to proven sustainability of the soybean production supply chain. In addition, the SFTF also helps in developing suitable projects for your particular situation which can lead to more sustainability.

**4. Broadening the European demand**

It is our intention to achieve on an European level a widening of the demand for RTRS soy. The developments are promising. In Belgium they work in the same way as in the Netherlands and in other countries including the UK, there is growing interest for RTRS soy. It goes without saying that all senders of this letter are committed to increase the market demand for RTRS soy.

**Finally**

We are aware that in addition to RTRS several certification schemes are developed or under development for the production of sustainable soy. As a participant of the RTRS we are 100% committed to this multi-national multi-stakeholder initiative. Together with the other certification schemes and RTRS we will examine the opportunities to get closer to each other.

It may be clear that by this letter we call you to certify your soy production for the next season, according to the RTRS standard, and discuss this with your traders. Only by doing this we will achieve sufficient amounts of sustainable soy, which allows us to further focus on increasing the application markets. If you have any questions, please contact one of the organizations that have signed this letter.

Kind Regards,

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