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INTRODUCTION

The development of a guide for trading of RTRS material aims at clarifying the different existing ways of acquiring RTRS material.

This is a guide for those companies wishing to commit themselves to responsible soy sourcing and to incorporate sustainability into their business strategies.

This document is mainly intended for representatives of companies’ sustainability or purchase areas as well as other related areas to allow them to analyse and decide on the best ways to promote sustainable sources of the raw materials that they use. In particular, we invite those organizations where soy is a significant component of their agricultural raw material to learn about the different existing alternatives to foster the responsible production of this crop.

Moreover, this guide is also directed to those organizations which do not use soy directly, but which are part of the soy value chain or are interested in responsible production ways. Therefore, buying credits is an alternative to acquiring physical material for many companies and social organizations which are interested in contributing to responsible soy production, but which do not know how to do it.

WHO ARE THE STAKEHOLDERS INVOLVED IN THE SOY VALUE CHAIN?
This guide explains the steps to be taken into account in order to acquire RTRS material.

WHAT SHALL I TAKE INTO ACCOUNT TO ACQUIRE RTRS MATERIAL?

- Decide whether you want to buy RTRS physical soy or whether you decide to support responsible soy production through the purchase of RTRS credits from certified producers.
- Learn about your soy consumption through the SOY PRINT CALCULATOR and make sure your claims are equivalent to your RTRS material purchase.
- Meet RTRS Certified Producers and choose to plan your RESPONSIBLE SUPPLY CHAIN.
CHOOSING THE WAY OF BUYING RTRS MATERIAL

WHICH ARE THE RTRS CHAIN OF CUSTODY MODELS?

There are two main ways of buying RTRS material:

- through credits
- through physical flow.

It is fundamental to decide which type of purchase to make, since requirements for each option are different. Below is a simple chart of the RTRS chain of custody models and each of the models will be detailed next.

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RTRS CREDITS

Through technology support, the RTRS grants the producers, credits equivalent to the certified volume (1 credit per ton of certified soy). These credits may be traded, independently of the physical flow chain.
CHOOSING THE WAY OF BUYING RTRS MATERIAL

MASS BALANCE

The RTRS certified product may be mixed with the non-certified product, controlling and monitoring allowed mixtures throughout the supply chain.
The RTRS certified product is kept physically apart from the non-certified product throughout the supply chain.
PURCHASING RTRS CREDITS

WHAT ARE RTRS CREDITS?
Through technology support (the RTRS trading platform), the RTRS provides producers with credits equivalent to the certified volume (1 credit per ton of certified soy). These credits may be traded, independently of the physical flow chain.

WHO CAN BUY CREDITS?
One of the great advantages of credits is that any individual or organization may support responsible production by buying such credits from an RTRS certified producer: NGOs, final users, banks, industries, companies, traders, governments, etc.

HOW CAN I BUY CREDITS?
Credits may be purchased through the RTRS trading platform, which brings together producers and buyers of RTRS-certified material. This technological platform allows credits to be traded.

The buyer may choose to buy credits in two different ways:
(i) Direct trade:
• The buyer and the seller of credits must agree on a price and the number of credits to be traded (before carrying out the transaction in the platform).
• Once they have come to an agreement, the credit holder accesses the platform and transfers the stipulated number of credits to the buyer, without entering the agreed price.
• The credit buyer subsequently accesses the platform and accepts the transaction.

Invoicing and payment occur outside the platform; the RTRS does not participate or collect any fees.

(ii) Blind trade:
• The credit buyer places a bid for credits in the platform (for example, 10,000 credits with a Price offer) and waits until a credit holder accepts the proposal.
PURCHASING RTRS CREDITS

- The credit holder accepts the proposal.
- The seller and the buyer meet when the transaction is concluded.

As in the previous option, invoicing and payment occur outside the platform; the RTRS does not participate or collect any fees.

In both trade modalities, the credit buyer must validate the credits in the platform (Credit claiming), meaning that the credits can no longer be sold to another person. As such, the credit buyer acquires the right to make corporate claims such as: “We support responsible soy production through the purchase of [number of units] RTRS credits”.

The RTRS trading platform is very easy to use. The parties can participate in the RTRS market for responsible soy while ensuring transparency and traceability.

To access and use the platform, please contact the RTRS Secretariat (support@responsiblesoy.org) to obtain a username and password and a manual explaining in detail how to use the platform.

After you get a username, password and manual, you can buy RTRS credits in the trading platform.

The Secretariat will also send you the License Agreement for RTRS-Licensed Material. This document contains the License number to be used in official communications, attesting that the credit buyer has understood the allowed claims and correct use of the logo.

The steps to buy credits are summarised below:

1. Obtain your username, password and manual
2. Buy credits through the platform
3. Sign the license agreement and obtain your license number
4. Validate credits in the platform
5. Make authorized public claims
Purchasing RTRS Credits

Why is this a good option for me?

If the main goal of your organization is to contribute to responsible agriculture, this option has great advantages:

- Has direct influence on the agro-ecological environment.
- Rewards producers directly.
- Recognises efforts made by producers of physically unrelated areas through a virtual channel.
- Helps create a critical mass of certified production and prepares the market to evolve towards the physical trade of responsible soy production.

Frequently Asked Questions Regarding RTRS Credits

I am a producer, how long are credits valid?

All existing credits issued until 31st December 2015, extend their minimum validity until 31st December 2017. Those credits issued from 1st January 2016 will be valid for 2 years.

What is the price of credits?

Credits do not have a fixed price: it is determined by the market. In the case of blind trade, the credit buyer offers a price and this is only fixed if a producer accepts to sell his/her credits at that price. In the case of direct trade, the price is negotiated between buyer and seller outside the platform.

How many credits shall I buy?

One credit is equivalent to one ton of soy product (oil, soybean meal, soybeans). Organizations must buy a number of credits equivalent to their soy use. To do so, they must make a previous estimate of such use. In order to make this calculation easier, we have created a tool that can be accessed by clicking here Soy print Calculator. See also How much RTRS material shall I buy?

In all cases, claims to be made shall be related to the amount of RTRS material acquired. See What shall I take into account before making claims?
Purchasing RTRS Credits

Which are the requirements to buy credits?
Those organizations wishing to buy RTRS credits must meet one of the following requirements:
- Be RTRS member.
- Form an umbrella organization through an RTRS member: for example, organization A is an RTRS member and its suppliers, without being members, may acquire the right to buy credits. Thus, the suppliers of an RTRS member receive a username in the platform to buy credits with a specification: Name of the company + (A Supplier).
- Be small soy consumers (less than 500MT per year): these small organizations shall pay only an initial fee to have the right to obtain a username and password as well as to make claims on the purchase of credits.

I am a buyer, how long are credits valid?
Purchased credits are linked to the calendar year. As of 1st January 2016, purchased credits shall be valid for two calendar years, as of the year of purchase. Those organizations wishing to continue making claims related to responsible soy production support must buy credits every year.

What claims can I make?
The RTRS has developed a document called “RTRS Use of the Logo & Claims Policy” which explains the type of claims allowed. Credit buyers shall sign a Licence agreement to confirm that they are aware of authorized claims and to receive the licence number corresponding to their organization. See What shall I take into account before making claims?
BUYING RTRS PHYSICAL SOY

WHAT DOES BUYING RTRS PHYSICAL SOY MEAN?

Buying RTRS physical soy implies ensuring that the purchased soy was produced following the RTRS Standard requirements and that control systems for RTRS products were implemented throughout the value chain, i.e., if there was mixture with non-certified material, it was done in a controlled and permitted way.

Therefore, if your company has a supply chain in place, you must work together with the actors of that chain to be certified against RTRS Standards.

On the other hand, if your company does not have a supply chain in place or if you want to change it, you may plan it by starting with those soy producers who are certified against RTRS Standards. There is a list of RTRS producers available on the RTRS website.

Contact the Secretariat at support@responsiblesoy.org to ask for certified producers’ contacts.

WHAT STEPS SHALL I FOLLOW?

Buying physical soy requires all the supply chain to be certified against the RTRS Chain of Custody Standard to guarantee that soy comes from certified sources. This requirement represents a difference with the purchase of credits, which does not require the buyer of certified material to have obtained the chain of custody certification, i.e., in the case of credits, there are no traceability requirements since credits and physical soy production are not connected.
BUYING RTRS PHYSICAL SOY

WHO MUST OBTAIN CHAIN OF CUSTODY CERTIFICATION?

Every organization controlling RTRS certified soy, soy derivatives and soy products shall obtain chain of custody certification.

HOW DO I OBTAIN CHAIN OF CUSTODY CERTIFICATION?

To obtain chain of custody certification, the first step is to access the Chain of Custody Standard. Then, contact any of the Certification Bodies approved by the RTRS to certify Chain of Custody. The list is available here.

DO I HAVE TO RECORD THE PURCHASE OF RTRS PHYSICAL SOY IN THE RTRS TRADING PLATFORM?

Recording the physical movements in the RTRS platform has become a requirement since 2014. The incorporation of this requirement makes it possible to follow the traceability of physical flow. Besides, by recording both credit and physical flow sales, better sales and stock statistics may be obtained, among other relevant information.
The answer depends on various factors, but a first differential one is the role that your organization plays within the soy value chain.

It may be difficult for retailers or members of the food or feed industry to know how much soy they use. A good way to answer this question for them is to use the Soy print Calculator, an RTRS-built tool for every company to measure their soy use footprint.

The use of this tool allows companies to calculate the impact of their soy use and to compensate it by acquiring RTRS material for an equivalent amount.

Other actors such as traders or processors may find it easier to calculate their direct soy use and it is enough for them to define their progressive commitment level towards 100% RTRS supply. Once their use is calculated, they will know how much RTRS physical soy or how many RTRS equivalent credits to acquire. Regarding credits, 1 credit is equivalent to 1 ton of any soy product (oil, soybean meal, soybean, lecithin, etc.).

Those organizations which do not use soy may also support responsible soy production by acquiring RTRS credits. For example, banks may offer loans at a lower interest rate to certified producers in exchange for credits and, in that way, they guarantee their clients’ sustainability through a third party certifying them. Moreover, input suppliers may strengthen the client-company relationship by buying credits from their clients who are also RTRS certified producers.

In all cases, claims to be made shall be related to the amount of RTRS material acquired. See also What shall I take into account before making claims?
IMPLEMENTING SUPPLY SOURCES OF RTRS MATERIAL

WHO CAN I BUY RTRS MATERIAL FROM?

RTRS certified material comes from a certified producer and the channels to have access to such material may be the physical flow or the credits. You may buy RTRS material directly from producers or indirectly through companies which have acquired RTRS material in either of these two ways.

Thus, if your company has a supply chain in place, you must work with the actors of your chain for soy to come from RTRS certified sources.

On the other hand, if your company:

- does not have a supply chain in place and wants to plan it, or
- wishes to change its present supply chain, or
- wants to support responsible production through the purchase of RTRS credits from producers who are not part of its usual physical soy supply chain,

you may contact soy producers already certified against the RTRS Standard. There is a list of RTRS producers available on the RTRS website.

Contact the Secretariat at support@responsiblesoy.org to ask for certified producers’ contacts.
HOW CAN I MAKE MY COMMITMENT TO RTRS PUBLIC?

Companies which have consolidated their commitment to sustainability through the purchase of RTRS material may make claims and publications described in the [RTRS Use of the Logo and Claims Policy document](#).

WHAT SHALL I TAKE INTO ACCOUNT BEFORE MAKING CLAIMS?

Be sure to:

- Read the “RTRS Use of the Logo and Claims Policy” document.
- Sign the Licence Agreement for RTRS Licensed Material. This document contains the Licence number to be used in communications, which proves that the credit buyer knows about allowed claims and correct use of the logo.

Depending on the method of buying RTRS material:

- Validate credits in the platform (Credit claiming), and/or
- Inform about physical movements in the platform

Make claims to showcase the joint work and commitment towards sustainability.

WHAT ARE SOME EXAMPLES OF CLAIMS?

**FOR PHYSICAL FLOW BUYERS**

**EXAMPLE OF ON-PRODUCT CLAIM**

“This [soy product] OR Soy contained in this [product] is RTRS certified and originated from growers that meet the RTRS standard for responsible soy production.”
(RTRS Chain of Custody – Segregation module)
HOW CAN I MAKE MY COMMITMENT TO RTRS PUBLIC?

FOR CREDIT BUYERS

CREDITS LOGO ALLOWED TO BE USED ON PACKAGES. EVIDENCE MUST BE AVAILABLE TO DEMONSTRATE SUFFICIENT CREDITS WERE PURCHASED TO COVER ALL SOY, SOY DERIVATIVES AND SOY PRODUCTS IN SPECIFIC PRODUCTS OR PRODUCT LINES CLAIMED.

EXAMPLE OF ON-PRODUCT CLAIM

"[We] OR [name of the organization] support responsible soy production through the purchase of [X units] RTRS credits for [soy product] in our [specific product] OR [product line]."