Located in the southwest of Paraná state, Brazil, around the world famous Iguaçu Falls, these **163 families grouped under Gebana have become RTRS Certified**, and are the first group of this size to do so in Latin America. Thanks to this accomplishment, not only did they **receive training and adapted their production systems**, but also **changed their practices and learnt to take better care of their environment**. As a matter of fact they **have already sold more than 2000 RTRS credits** to Unilever. The approach to focus on continual improvement and rewarding progress has composed a crucial success factor of this experience.

> "Gebana Brasil is specialized in smallholder organic soy farming. RTRS allows us to move beyond that niche, and apply our know-how in sustainable production and group management to a larger group”,

*Stefan Lanz, Head of Systems and Projects at Gebana*

Another key factor was the presence of entities that accumulate knowledge and experience in the process of working with farmer groups and with certification. In this case, **it was Coopafi** (the family farmers’ cooperative active in the region) **and Solidaridad Network who helped this process succeed**. All of them are part of a project which counts with generous **support of private partners such as Keurslagers, FrieslandCampina, Interchicken and Arla**, and that is **part of the Biodiversity in Agricultural Commodities Program and Agency NL of the Netherlands Government.**

These 163 new certified producers are all smallholders who make their living of mixed farming systems in which soy is their main cash crop. As their (modest) income, (small) property size and (family) labor are all within the criteria established by the government, they are titled Family Farmers in Brazil.

**This experience proves how RTRS Certification and credit selling are possible for small producers, too**, and we are expecting more of these experiences in the years to come. In the meantime, we are proud to introduce their achievement, as they are now producing soy according to international standards and maintain a rich community culture alive.