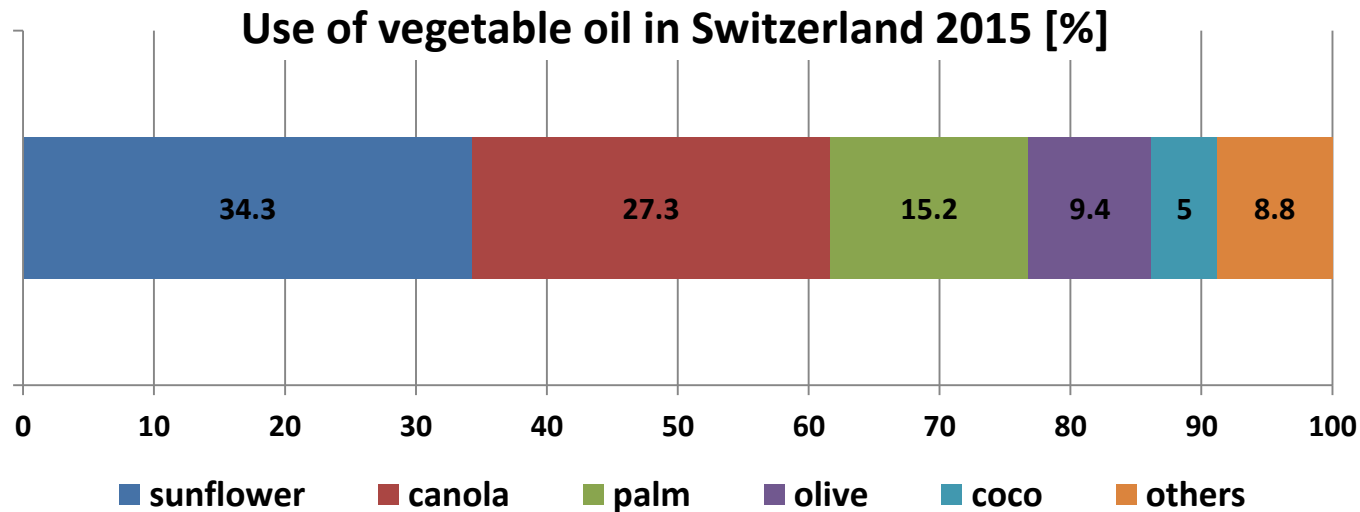


Swiss Oil Crops vs. Free Trade for Palm Oil





Two varieties of canola:
 HOLL and standard

Zwei Sorten: Standard-Rapsöl und HOLL-Rapsöl

With import taxes
 Price of HOLL-Canola Oil
 = Price of Palm Oil

Mit Zoll:
 Preis von HOLL-Rapsöl = Preis von Palmöl

Without import taxes
 Price of Palm Oil : <50%

Ohne Zoll:
 Preis von Palmöl: mindestens 50% billiger



Why Palm Oil in Switzerland?

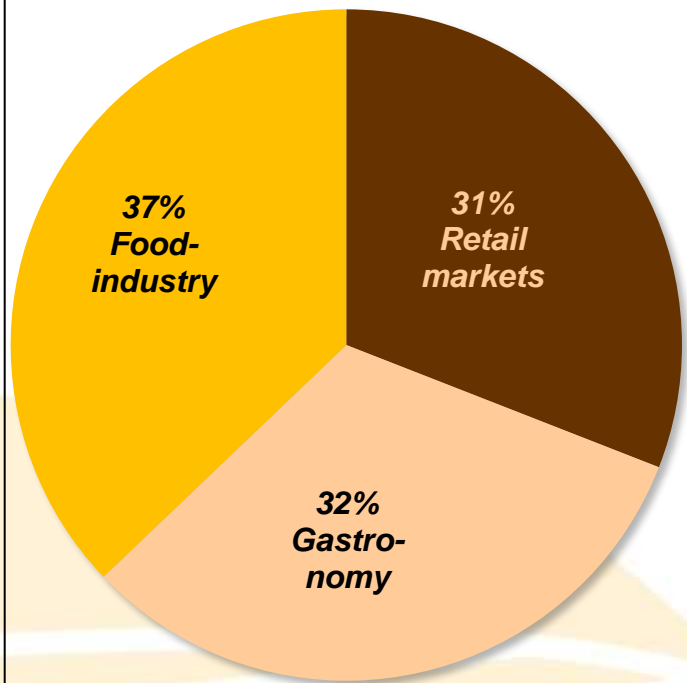


- **Palm oil is solid** at room temperature – replaces butter
- In already **prepared foods**
- **For frying** and other uses: **HOLL-canola-oil and palm oil** can be used interchangeably
- Solidified fluid oils → bad reputation (old technologies lead to trans-fatty acids. **Not true for new technologies**, but marketing issues)



Who Chooses between Canola or Palm Oil?

Use of canola oil per segment



A. For gastronomy & food industry (70%)

Commercial buyers

- Price is very important
- For some uses processing characteristics

B. Retail markets, bottles: 30%

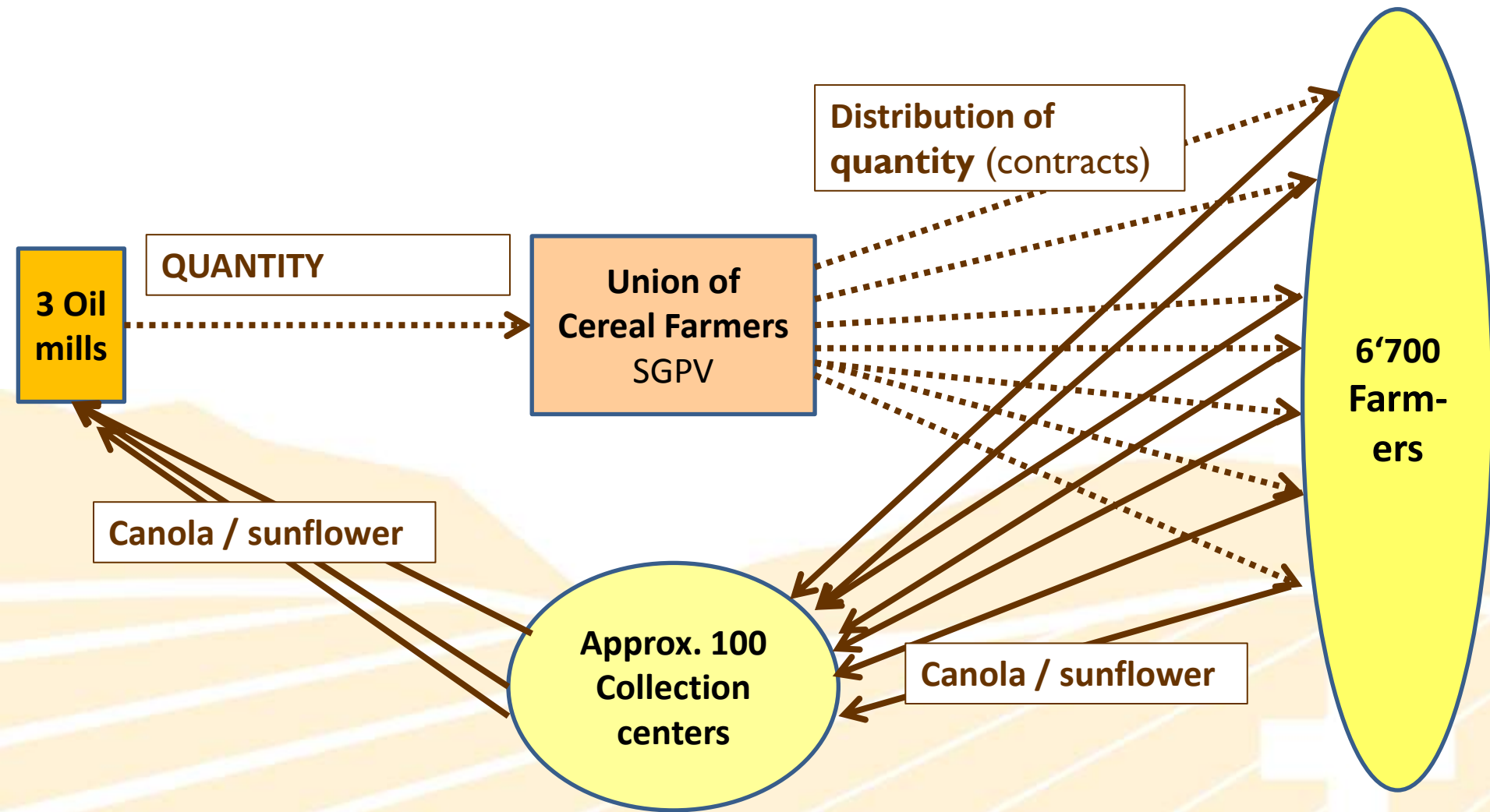
Consumer

- Would rather continue to use canola oil

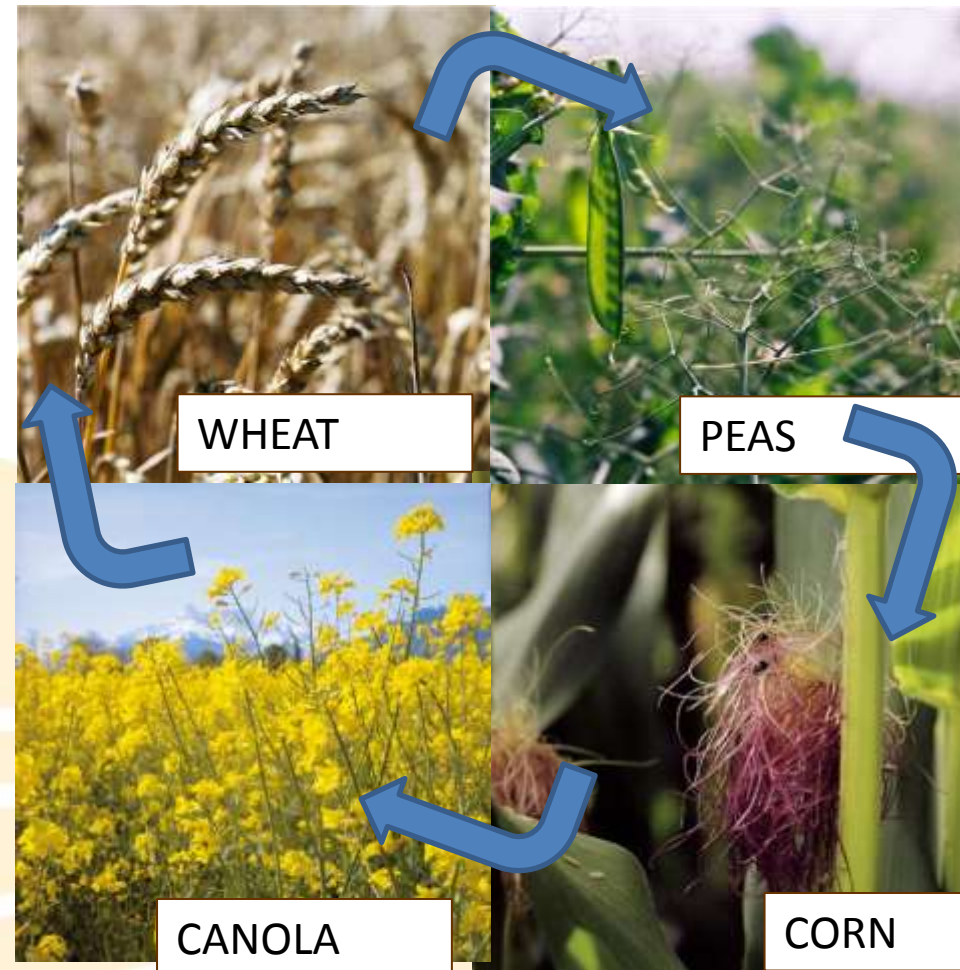
In 70 % of the market, canola isn't competitive without import taxes.

The prices paid to the Swiss farmers will drop for all oil seeds (collateral effects)

Quantities Well Managed



Agricultural Aspects – Crop Rotation



Canola: Cabbage family (Brassicaceae)

Sunflower: Sunflower family (Asteraceae)

balanced crop rotation (Prevention of soil depletion, pests and diseases)

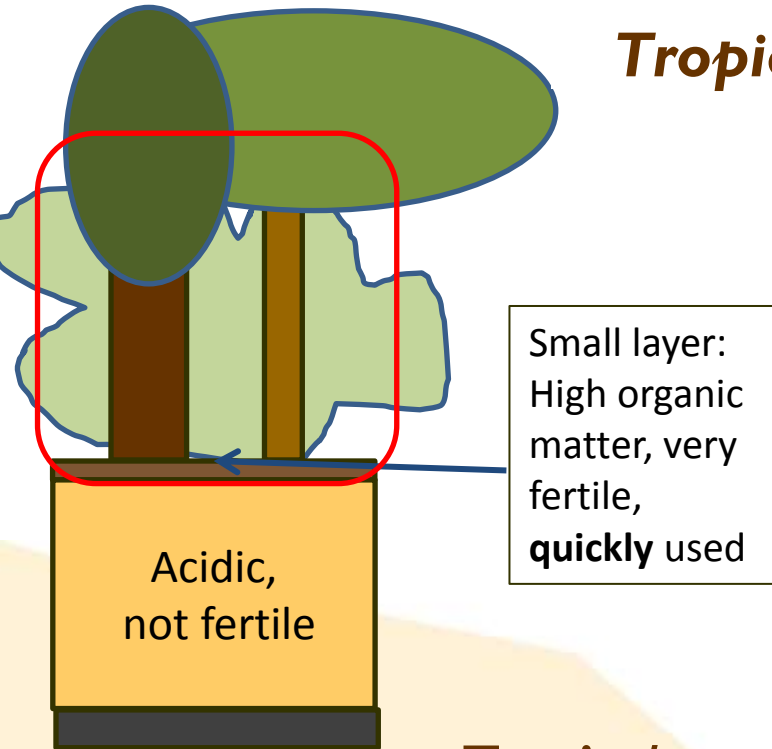
Canola or sunflower max. 25% of the cropped surface

Food for bees and other insects (flower), birds, other small animals (seeds)



Sustainability: Ecosystems

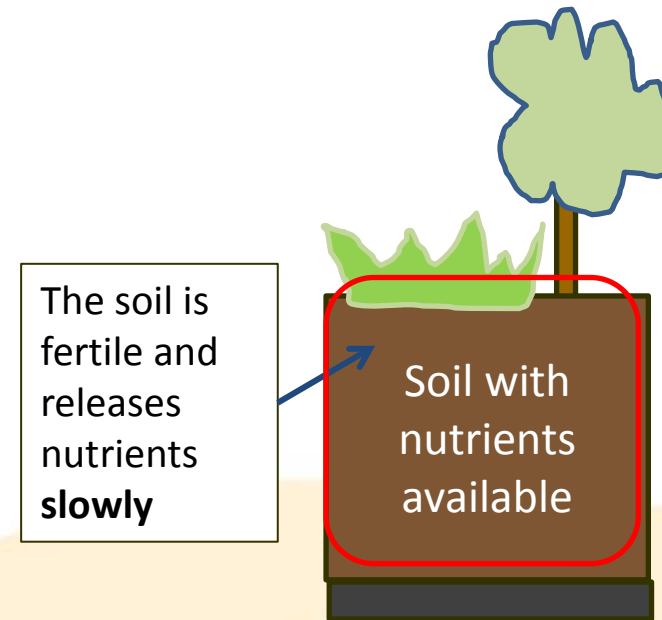
Tropics



Tropics/ palm plantation:

- IRREVERSIBLE loss of crop land
- IRREVERSIBLE loss of ecosystems and biodiversity
- Use of very dangerous pesticides like Paraquat!

Temperate Climate



Switzerland:

- Farmers add organic matter
- Soil stays fertile over the generations
- Forest regenerates automatically
- Low & controlled/regulated use of pesticides

Sustainability: Social & Economical Aspects

Switzerland (canola & sunflower)

- Profit for **family farms**
- Risk management: **Income diversity**
- **Employment** in collection centers and oil mills
- **No GMO**

Palm Oil in Indonesia and Malaysia

- Profit for big firms and investors
- Economical risk: what if palm oil prices drop?
- In Malaysia: passports of „cheap“ foreign employees are taken by the firms, can't defend themselves

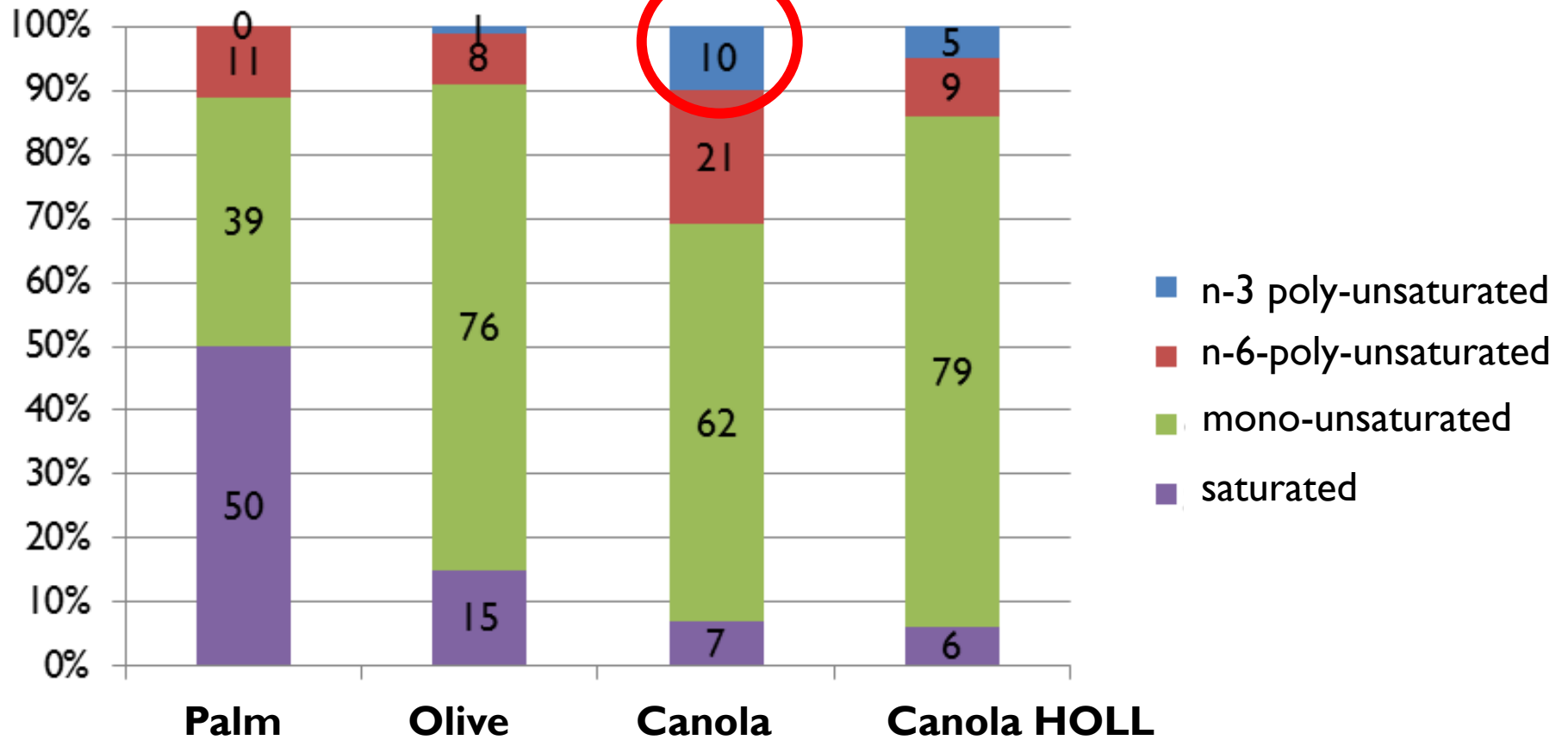
RSPO: No significant difference

More Info:

- Irena Wettstein, Paneco
- Johanna Michel Bruno Manser Fonds



Composition of Different Vegetable Oils





RAPS: GUT FÜRS **HERZ!** (*)



(*) Dosierung: ein Esslöffel Schweizer Rapsöl deckt den täglichen Bedarf an lebenswichtigen Omega-3-Fettsäuren.

Fédération suisse des producteurs de céréales
Schweizerischer Getreideproduzentenverband

