

Guide to interviews with biodiesel plants' representatives

General data/characterization

Institution:

Professional interviewed:

Title (job description):

General aspects

Area covered by the company facility:

Facility area authorized by the National Petroleum Agency (NPA):

Biodiesel production:

Biodiesel production from palm oil:

-
1. How has the devaluation of petroleum prices affected the company planning? Please comment on this subject.
 2. Does the company believe that the Social Fuel Seal has brought or will bring benefits to the company? Please comment on this subject.
 3. Considering the exemption of social seal taxes, are the costs of meeting the criteria affordable for the production of palm oil plant arrangements? Please comment on this subject.
 4. Considering the process of palm oil plant seeds, what are the technological limitations? What is the technological level of the company compared to that of the market?
 5. What are the major quality indexes monitored in the palm oil seeds? Why? Who analyzes and certifies them?
 6. Does the company have adequate laboratories to monitor the raw material and final products quality? What difficulties have been found?
 7. What are the difficulties to conform the biodiesel from palm oil plant to the NPA norms? What is the current amount (%) of palm oil plant added to the blend?
 8. In your opinion, what are the major problems of the production of oleaginous plants intended for the biodiesel industry? What could be done to improve its efficiency?
 9. How does the company have access to new technology? (Are there any studies on the development of varieties of improved seeds, differentiated fertilizers, more advanced equipment, or equipment for weather forecast, etc?)
 10. How are the R&D projects financed?
() Own financial resources () Buyer () Supplier () Others: which are they? _____
 11. What are the major residues generated by the company? What are their main applications? Are you satisfied with their use? Is there any study on a more profitable option for these residues being carried out? How are the company's social projects managed?

12. Please comment on the difficulties to meet the social seal criteria.
13. Is there any interest in expanding the production of biodiesel? If yes, what are the limitations of the productive resources (supply, land, water, specialized labor, operational labor, reservations, pesticide or agrochemical, alcohol, catalyst, etc)?
14. What is the contribution of each input to the final biodiesel price?
15. What are the major quality indexes monitored of the palm oil acquired? Who analyzes and certifies them?
16. What is the company negotiation power in terms of the input prices?
17. What is the company negotiation power in terms of the sale of palm oil plant production?
18. Are there supply agreements (formal/informal)? If yes, what do they specify (delivery dates, quantity, quality, price...)? Do you consider them fair? Are there agreement violations by one of the parties? What are the circumstances and consequences? What is the punishment due to an agreement violation?
19. What are the risks involved in the contracts? Which is the most dependent party? Why?
20. What are the most important aspects of the negotiation process with the family farmer?
21. Does the acquisition of raw material by the industry have structural limitations? Please comment.
22. What is the products' distribution channel like?
23. Considering the responsibility of the storages, do you believe they are adequate for the production? Are they enough?

Guide to interviews with the others palm companies

General data/characterization

Institution:

Person responsible for this filling out this questionnaire:

Title (job description):

General aspects

Area covered by the company facility:

Oil production:

1. What is your opinion about the insertion of the palm oil plant into the National Program for the Production and Use of Biodiesel?
2. Has the company had difficulties acquiring palm oil plant in the market? Please comment on this subject.
3. Has the company had to import palm oil to meet its demand?
4. In your opinion, what are the major problems of the production of oleaginous plants intended for the ricinochemistry industry? What could be done to improve its efficiency?
5. Do the palm oil plants acquired from family producers (in general) or from the biodiesel industry (in the case of social projects) satisfy the quality standards expected by the company?
6. What difficulties have been found?
7. What reasons justify the large price fluctuation of the palm oil plant in the market in the last years?
8. What kind of payment system is used to pay for the palm oil plant acquired from the company?
9. Is there any planning on purchasing before production? Are there supply agreements (formal/informal)? If yes, what do they specify (delivery dates, quantity, quality, price)?
10. Are there agreement violations by one of the parties? What are the circumstances and consequences?
11. Is there any incentive from the company to strengthen family farmers' organizations? Which are they? If not, what could be done in order to motivate this mobilization?

Guide to interviews with agricultural technicians

General data/characterization

Person responsible for answering this questionnaire:

Title (job description):

General aspects

Number of properties you have been providing technical assistance to:

1. Please comment on the assistance provided to the palm oil plant producers in the region.
2. Who is responsible for the costs of technical assistance (NGOs or input suppliers hired by the industry or by the rural producer? By the association or cooperative etc.?)
3. Do you believe the financial resources provided for technical assistance have been adequate? Please comment on this subject.
4. Do the farmers follow the instructions provided? What are the difficulties of the relationship with the producers?
5. Do you believe that the Social Fuel Seal has brought or will bring benefits to the agricultural production in this region?
6. Please comment on the partnership/alliances between the biodiesel plants and rural producers.
7. In your opinion, what are the major problems of the production of oleaginous plants intended for the biodiesel industry? What could be done to improve its efficiency?
8. What adaptations are required for the positioning of the production unit(s) in the biodiesel segment (personnel training, hire new workers, new techniques)? Please comment on this subject.
9. What are the major varieties used in this region? What are their advantages and disadvantages?
10. What are the limitations of the productive resources (land, water, specialized labor, operational labor, reservations, pesticide or agrochemical, etc)?
11. Based on the plan developed in the property(s), do you think the biodiesel segment is interesting for the producers?
12. Have the necessities of the biodiesel industry affected the producers' decisions? Please comment on this subject.