

**APPLICATION FOR THE REGISTRATION OF THE
PROTECTED GEOGRAPHICAL INDICATION
'ស្ករត្នោតកំពង់ស្ពឺ' (SKOR THNOT KAMPONG SPEU)'**



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I. INTRODUCTION

The interest of Cambodia for geographical indications (GIs) has been increasing for a decade. Cambodia in particular has been working on the identification of potential GIs and, so far, has protected two products as GIs in Cambodia and neighbouring countries: Kampot Pepper and Kampong Speu palm sugar

In order to reinforce the protection of these products in third countries markets, Cambodian producer groups as the Association for the promotion of Kampong Speu palm sugar (KSPA) have begun to register their products abroad. This will help this high quality product to extend its presence on the international market.

II. APPLICANT

Applicant : Kampong Speu Palm Sugar Promotion Association (KSPA)
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III. SPECIFICATION

A. The Name

, ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu)

B. Type of product

Class 1.8.: other products of Annex I of the Treaty (spices etc.)

C. Description of the product

, ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu) is made from sap of Palm sugar tree (Borassus flabellifer L.).

, ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu) is characterized by a rich aroma and light brown color. There are 4 types of Palm sugar produced, processed and sold on the market:

1. Granulated palm sugar
2. Paste palm sugar

3. Block palm sugar
4. Syrup palm sugar

Detailed description of the different types of , ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu) :

Type	Texture	Pantone Colour Description	Aroma	Taste	Chemical characters
granulated sugar	- No adherent to finger - Size of grain is or smaller than 1.5 mm	712 C or 713 C	The product should not smell of mushroom or burning	- Very sweet - Taste of palm sugar from medium to strong - There is the taste of acid and bitter very little	Brix > 95% pH = 4,5-6,5 Aw ≤ 0,45
paste sugar	- No adherent or adherent very little to finger - There is crystal grain from average to many	From 131 C to 1205 C		- Medium sweet to very sweet. - There is the taste of acid and bitter very little. - The taste of palm nectar from medium to strong.	Brix= 85%-95% pH = 4,5-6,5 Aw ≤ 0,8
block sugar	- There are crystal grains from average to substantial - There is a little powder	From 160 C to 712 C		- Medium sweet to very sweet. - The taste of palm sugar varies from medium to strong. - Acidity and low bitter taste	Brix = 90%-95% pH = 4,5-6,5 Aw ≤ 0,7
Syrup sugar	- Adherent	From 712 C To 1815 C	Medium nectar smell	Medium sweet Medium palm sugar taste. Low acidity taste	Brix: 50-70% pH = 3,5-6,5 Aw ≤ 0,85

Source: KSPA

* Please see the reference of color in the annex n°4.

D. The Geographical Area

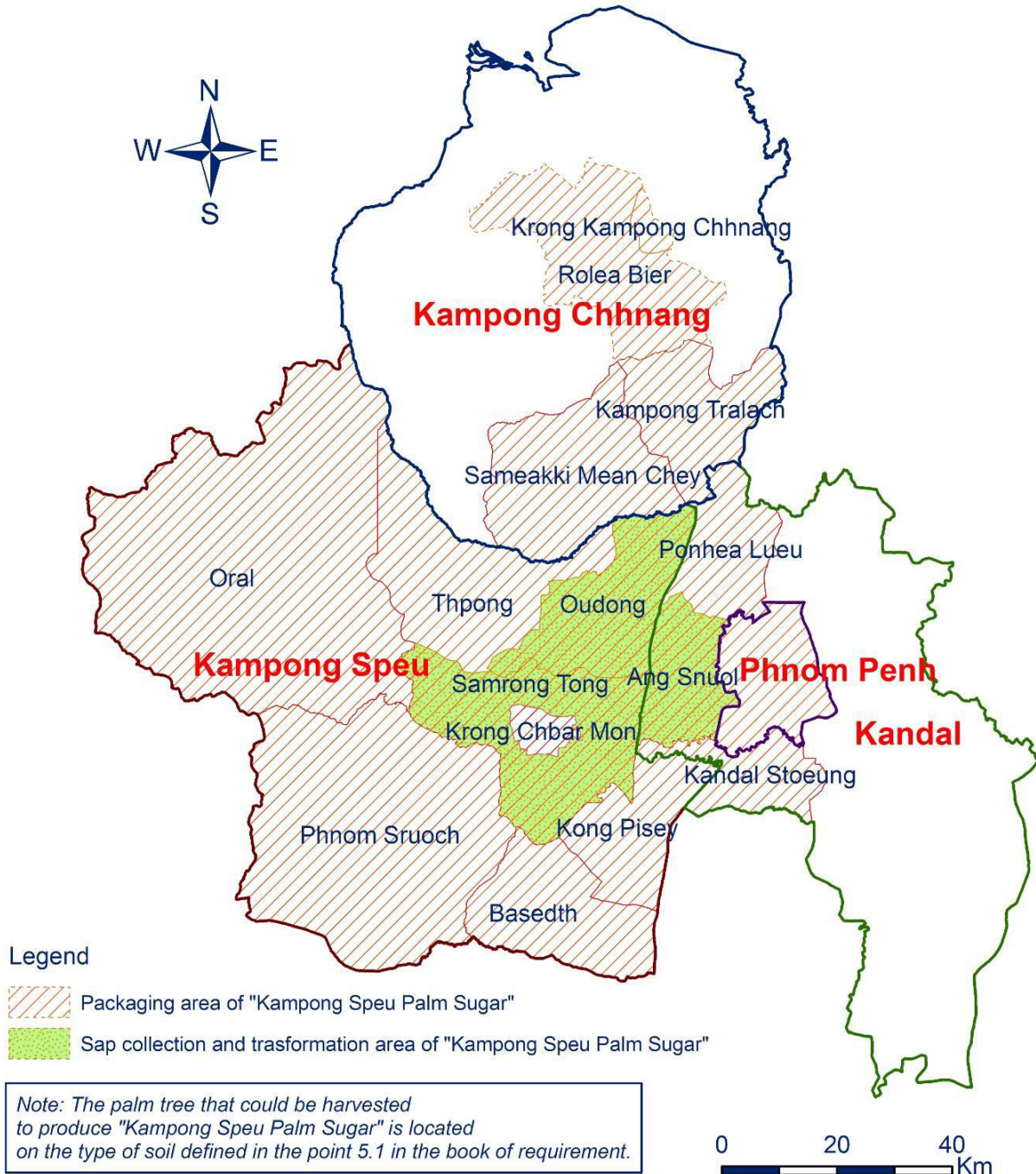
The delimited geographical area for the production of ‘ស្ករត្នោតកំពង់ស្ពឺ’ (Skor Thnot Kampong Speu) consists in the following districts: Oudong and Samrong Tong districts, Kampong Speu province; Ang Snuol district, Kandal province.

The sap collection from palm trees that grow on sandy soil with at least 0.80 meter of deep, gravel and well drained soil and the processing of ‘ស្ករត្នោតកំពង់ស្ពឺ’ (Skor Thnot Kampong Speu) have to be done in the 3 districts mentioned above.

The packaging of ‘ស្ករត្នោតកំពង់ស្ពឺ’ (Skor Thnot Kampong Speu) can be done in the 3 production districts (Oudong and Samrong Tong districts, Kampong Speu province; Ang Snuol district, Kandal province) as well as in the following neighbouring districts that are listed below:

1. Kampong Chhnang: Kampong Tralach, Sameakki Mean Chey, Rolea Bier and Krong Kampong Chhang
2. Kampong Speu: Oral, Thpong, Phnom Sruoch, Basedth, Kong Pisey and Krong Chbar Mon
3. Kandal: Kandal Stoeung and Ponhea Lueu
4. Phnom Penh Municipality

Map of production and packaging area of 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu):



Source: KSPA

E. Evidence that the product originates in the defined geographical area referred

In order to guarantee the origin and the credibility of the PGI 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu), a control and traceability process has been set up with the purpose of:

- Controlling the implementation of the product specification's rules
- Ensuring the origin of the product
- Ensuring the quality of the product.

1. Registration of producers and operators

Producers and operators involved in the PGI 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu) commodity chain must be identified. They include:

- The producers who supply (directly or not) 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu) to processors / packagers; a producer alone can be certified if he subjects himself to the same requirements as the other downstream operators;
- Middlemen (collectors who buy from producers and resell to processors/ packagers);
- Processors/packagers who are market operators.

The operators located in the 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu) delimited area (producers, processors, packagers), who want to participate in the PGI scheme for PGI 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu) have to register as members of the KAMPONG SPEU PALM SUGAR PROMOTION ASSOCIATION.

Each producer has to declare the number of palm trees he exploits. The Association conducts checks. Producers must identify the trees they exploit by putting their member-code on their trunks.

Palm trees that can be exploited to produce 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu) have to be located in the delimited area defined above and on soils complying with the characteristics defined above.

Each operator must sign a contract of commitment and be inspected before starting its first production of 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu). Each operator must keep at home the following documents: the statutes of the Association, the book of requirement of 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu) and the contract (or letter of commitment to follow the book of specifications) signed at their house.

2. Traceability elements

a) At Farmers'level

100% of the inspected producers should prove, during the control that they effectively respect all duties and requirements provided by the controls plan of the PGI.

Producers who want to apply for PGI , ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu) use must send an application to the KAMPONG SPEU PALM SUGAR PROMOTION ASSOCIATION. Then the Association will conduct a visit to check if the producers can become the member of the Association. The final decision will be taken by the management committee of the Association.

The documents that have to be presented to the Association are :

- the application registration form
- a commitment letter from the producer.Land Register certificate (copy) or official declaration.
- Document proving the payment of the fixed fee for certification on the basis of the contract signed with the external control body.
- Declaration of cultivation activity.
- Document regarding the Varieties of PGI , ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu).

All producers as soon as they become member of the KSPA receive an ID number which must be used as an element of the batch number composition. Each operator can define its own batch number numbering system. The batch or lot number aims at tracing the product from the raw material to the final product.

The Association:

- should send to an external control body the list of producers who want to apply for PGI , ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu) recognition.
- should keep all documents concerning all members of the group and should send to the external control body only the list (not all documents) of members including address, kind of cultivation, surface, estimated production.

b) At Operators level (Processors/ Packers)

Processors/ Packers who want to be part of the PGI , ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu) must send an application to the Association, within the fixed day/month/ of every year the application-renewal-renunciation suitably completed and they must attach:

- Document proving the payment of the fixed certification fee on the basis of the contract signed with external control body.
- Copy of the enrolment at the Chamber of Commerce or equivalent.
- Copy of the Food Sanitary authorization or equivalent.

All processors as soon as they become member of the KSPA receive an ID number which must be used as an element of the batch number composition. Each operator can define its own batch number numbering system. The batch or lot number aims at tracing the product from the raw material to the final product.

The Association should send to the external control body the list of processors/Packers who want to apply for 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu) recognition.

The Association:

- should keep all documents concerning all members and should send to the external control body only the list (not all documents) of members including address, kind of production, estimated production.
- respect the requirements established by the external control body and to pay the annual fee concerning the certification of the whole group.
- should identify internal inspectors who have to evaluate if the documents are compliant or not. These inspectors should also be in charge of field controls that must be carried out on 100% of operators that are part of the group.

During the transfer to processors and packers, palm sugar is accompanied by authentication and traceability documents: palm sugar containers (clay jar (Pottery) and Plastic container) are identified with the farm name, the place of the cultivation, date, amount, palm sugar and the batch number.

Each operator in the commodity chain has to keep records of all transactions he operates on 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu) (volume produced and sold, purchases and sales for traders, etc), to make these documents available for control purpose, and to declare stocks once a year.

The declaration of palm sugar volume produced is required for all operators, as well as the registration of the transactions. A traceability system is developed, in order to follow the product from the producer to the market.

More examples on the traceability documents are provided in the annex n°5.

Random samples are collected in order to check the compliance of the product with the criteria defined in the 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu) specifications.

3. Control of compliance with the book of specification

The producer cannot refuse the inspection of internal controller and external controllers. They can propose to postpone the inspection program to another date only once.

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The internal control is performed on 100% of the producers during the production season of 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu).

The external control is done on a sample of 10% to 30% of producers, depending on the internal control's results.

a) Control of production methods

Controls will be performed without warning at the producer level or other operators in order to check the compliance of the production system (palm sap collection, processing, storage, packaging) of 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu) with the book of specification.

Internal controls include a sensorial analysis undertaken by a sensorial analysis commission which evaluates the compliance of the product with the Book of Specification on samples of palm sugar taken from packagers like traders or companies. At least 5 samples per year are analysed for each member. Sensorial analysis can also be performed by external control if it is necessary. The sensorial analysis commission has to be trained.

b) Control on the product

Control on the product is performed by sampling from producers or traders in order to check the compliance of the product with the book of specification. The taking and analysis of sample is mandatory for all packagers, and shall be done on a minimum of 5 samples (from 5 different samples of product) per year and per packaging-operator member of the Association. Before proceeding with the sensorial analysis, the members of the sensorial analysis commission have to be trained. Sensorial analysis may also be done by the external controller if necessary.

F. Description of the method of obtaining the product

1. Palm tree requirements

Producers have to harvest the sap of the palm trees, naturally grown, which are located in the 3 districts defined above and the palm trees have to grow on sandy soil with at least 0.80 meters of deep, gravel soil and well drained.

2. Sap collection

a) Palm tree exploitation

Palm sap is harvested after the squeezing and the cutting of palm inflorescence.

The palm sap collection and , ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu) production starts from 1st December until 31st May of the subsequent year with specific tools. The sap can be harvested from both male and female flowers.

Palm sugar producers have to use only Bamboo container (a “Bampong”). The use of plastic container is prohibited. A small piece of Popèl wood (Shorea cochinchinensis, Hopea recopei and Shorea roxburghiana) or Koki wood (Hopea helferi, Hoesa helferi and Hoepa pierrei) wood is put in each container before to put it on the tree, in order to decrease the speed of fermentation of the palm sap. The use of gutter (“phnear”) is prohibited to channel palm sap from several flowers to the container.

The producer can put 1 female flower or 4 male flowers of palm tree per 1 container at maximum. Each container is collected from the palm tree within 15 hours after they were installed, and the processing of the sap harvested starts within 2 hours after the sap is collected.

The use of chemical substances (such as Sodium Hydrosulfite - known by producers as “tnam sar”) to decrease the fermentation of palm sap and to whiten palm sugar is prohibited at all stages (such as in the container before the palm sap collection as well as during the palm sap processing ... etc.).

After taking the Bampong from the palm trees, the producer has to put palm sap directly to the pan. It means that the producer shall not pour the palm sap into another container such as a box, or a plastic bottle or any other container before the processing.

Before the processing, the producer shall filter the palm sap by using a tight strainer with a mesh of no more than 15 microns.



Source: KSPA

3. Processing of Palm Sap

The processing of palm sap takes place on cook stoves. Since 1 December 2009, producers have to transform the palm sap by using

an improved cook stove (i.e. stove equipped with chimney, which decreases the firewood and prevent contamination of the sugar by smoke or ashes into the cooking wok during the transformation. The use of improved cook stove helps to obtain a clearer color of palm sugar because during the transformation, there is no burning around the mouth of the wok/cooking pan).

The cooking place is arranged and covered with leaf or zinc.

Wood, rice husk, sawdust and dry vegetal material can be used as fuel. In the case of using gas to cook, the producers can use normal cook stove.

It is prohibited to add anything during the processing.

Paste sugar

The duration of boiling is 3 hours for a maximum and the duration of agitation is at least 15 minutes.

Granulated sugar

The duration of boiling is 3 hours and 15 minutes and the duration of agitation is at least 30 minutes. After agitation, the producers have to use the material for sifting the granulated sugar and its dimension is 1.50 mm for a maximum.

Block sugar

The duration of boiling is 3 hours and 15 minutes and the duration of agitation is at least 20 minutes.

Syrup sugar

Syrup sugar is produced from palm sap and the duration of boiling is 2 hours and 30 minutes for a maximum.

When the evaporation has reached the target point, the pan is taken out of the stove and the product starts to crystallize and to whiten the palm sugar:

- For the granulated palm sugar, the agitation or crystallization has to be done by a kind of churn (“Antok”) and with a stick (“Khno”) made from wood or inox.
- For other palm sugar, the agitation or crystallization has to be done by “Antok” or “Khno”.



☐ “Antok”



☐ “Khno”.

One palm tree can produce up to 100 kg of palm sugar paste (or the equivalent proportion in other forms: blocks, granulated sugar or syrup) in one season.



Source: KSPA



4. Storage

The material that can be used for palm sugar storage before the packaging are as below:

- Soil jar (Pottery);
- Plastic container or plastic bag safe for food;

	Granulated sugar	Paste sugar	Block sugar	Syrup sugar
Duration of temporarg storage before the packaging	3 months	3 months	3 months	3 months
Duration of use 'Best before"	3 years	1 year	1 year	2 years

The palm sugar shall be stored in the following conditions:

- Dried place;
- Place not exposed to the sun light.

5. Packaging

The packager cannot use materials that could affect the quality of 'ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu).

The proper packaging shall include:

- Packaging shall not have any chemical reaction between the packages and products.
- Packaging shall maintain product in good conditions.
- Packaging must be environment friendly (manufacturing, recycling and the transportation of materials).

Transporting , ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu) on long distances can have an impact on the aroma and quality of palm sugar. In addition, packaging of palm sugar requires an understanding of the product.

For these reasons, it must be packaged in one the districts that are identified in the map of production and packaging area of , ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu) (see page 6).

6. Labelling rules

The packaging and containers of the product shall bear the name of the product. The name of the GI shall appear in a font size at least as big as the biggest other letters in the packaging.

The expression 'Protected Geographical Indication' or 'PGI' shall be depicted close to the name 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu) that may be accompanied by a translation.

The label shall also include, visibly:

- The EU PGI logo
- The collective logo of 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu)



- The National logo for Cambodian Protected Geographical Indications (depicted below)



Optionally, it may also include the logo of Protected Geographical Indication (or alike) of other countries or regions where the 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu) enjoys a recognition of this kind.

All the operators are members of the Kampong Speu Palm Sugar Promotion Association. They receive for free a member ID number which can be used as an element of the batch number. The batch number is compulsory on the packaging.

G. Elements that justify the link with the geographical area

The name of "Kampong Speu" is related to sugar production and palm sugar is known as a traditional production of the area of Kampong Speu in Cambodia (several guide books or articles refer to this, as for instance the article in Asia Life Guide attached in annex n°7).

The production area is within the districts mentioned in paragraph D is characterized by the presence of "red-yellow podzol soil" (sandy soils, with good drainage capacities). All the palm sugar operators acknowledge that the localization of the trees on deep sandy soils is a key factor of the quality of the sugar. Sap appears to be more concentrated, which explains the rich aromatic level of , ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu). In addition, the Kampong Speu area is characterized by low rainfall that contributes to the high sugar concentration of the sap.

The results of the analysis of palm sap coming from different districts and provinces show that in the 3 districts of the delimited production area, the sugar concentration in the sap is the highest. (Results of the study are attached in annex n°6)

1. Specificity of the geographical area:

a. Natural Factors

Nature of the soil¹

The qualities of the sap and of the palm sugar depend on a lot of factors: soil's features, climate, farmer's expertise, treatment of the juice harvested and cooked. All these parameters are subject to changes except the soil's features. This is the reason why, in our opinion, the soil plays a crucial role for the geographical indication.

What type of soil produces the best sap and sugar that justifies the protected designation , ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu)? All farmers are unanimous: the sandy soil is the most suited one, salmon pink or white coloured and deep (at least 80-100cm) in order to ensure the best draining possible. The sandy soils' poor fertility in the region produce a more aromatic and concentrated sugar sap (2 to 3 more degrees Brix than any other areas) compared to other provinces' palm trees, where soils are richer. The province of Kampong Speu is the driest one in Cambodia. This would explain why it produces a more concentrated sap. These data collected on the ground still have to be compared with the meteorological data currently available.

b. Human Factors

The harvesting of palm sugar is done by local skilled and agile sugar producers that climb to the top of the palm trees to collect the sap from the palm flowers.

¹ Source : Study of the GRET and the CEDAC, Pilot project for Geographical Indications Protection in Cambodia Appellation « sucre de palme de Kompong Speu » et qualité des sols, 2008

The palm sap is collected only by using Bamboo container (a Bampong) because the use of plastic container will be prohibited. The processing of the palm sap requires the use of typical tools such as Antok and Khnos (traditional tools made of wood or stainless steel).

According to Delvert, in 1950 farmers from Kampong Speu and Kandal were already famous for the ancient mastery in palm sugar harvesting: "... Métier enfin qui demande une longue pratique: dans les phum (villages), quelques hommes seulement savent exploiter le thnôt ; et dans la plupart des régions personne n'est compétent : ce sont des spécialistes venus des grandes régions productrices (Kandal, Kampong-Speu, Kampong Chhnang) qui font la récolte ». [English translation: "... this occupation requires a long practice: in the phum (villages), only a few men know how to exploit the Thnot and, in most areas, nobody is competent. It is the specialists from major producing regions (Kandal, Kampong Speu, Kampong Chhnang) who do the harvest".

Since the 1970s, a factory has been producing sugar from crystallized palm sap in Kampong Speu.

The producers' expertise comes from their specific knowhow in the harvest of sap. The aromatic quality of the sap depends on the number of Ampongs placed at the level of the inflorescence as well as on the speed of the sap flow. The morning sap harvested during cooler nights is much better than the evening sap which has remained in the sun during the day.

c. History and reputation

Sugar Palm (borassus flabellifer;) Doeum Thnot in khmer) is present in many parts of Cambodia. Farmers plant Palm trees around houses and villages, along roads, on the rice bunds around the mounds. Agricultural bibliography in Cambodia cites the year 1901 as a starting point for the expansion of the culture of the Palm sugar, with a royal order directing each farmer to plant the Borassus on his rice field. In 2005, sugar Palm was recognized as the emblem of Cambodia by Royal Decree.

In 1967, Jean Delvert, a well known French geographer wrote that the region of Kampong Speu was the main area of cultivation of the palm sugar with 375 000 cultivated trees². According to Jean Delvert, in the 1950s farmers in Kampong Speu And Kandal provinces were already reputed for their expertise and know how in Palm sugar harvest: "cultivating and farming Kampong Speu Palm sugar requires a long experience: in phum (villages), a few people know how to cultivate the thnot; "and in most areas no-one is competent: the experts in cultivating are only from the major producing regions (Kandal, Kampong Speu, Kampong Chhnang) which makes the harvest".. A production of crystallized sugar from Palm plant has been located in Kampong Speu since the 1970s.

Historical elements and academic papers seem to justify the legitimacy of "Kampong Speu" designation³.

² Le Paysan Cambodgien, Jean Delvert, 1961

³ Martine FRANCOIS, Seyrevath PRAK et al. Indications Géographiques au Cambodge, Phnom Penh,

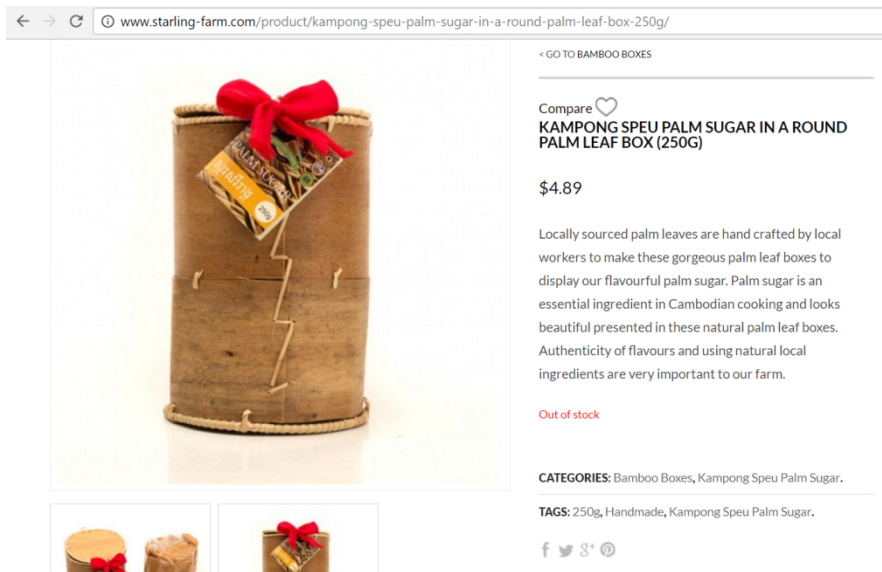
Examples of products sold on the market:



Source: KSPA



Source: KSPA



Source: Starling farm

The name of "Kampong Speu" is related to sugar production and palm sugar is known as a traditional production of this area. Guide books refer to the reputation of palm sugar production in Kampong Speu region notably the "Asia life guide" (article of Anita Surewicz, 01/03/2008).

Newspapers from Cambodia and from the ASEAN region regularly publish articles concerning the ‘ស្ករត្នោតកំពង់ស្ពឺ’ (Skor Thnot Kampong Speu) such as the Phnom Penh Post (article “Palm sugar exports see 138pct rise”, 08/12/2014). ‘ស្ករត្នោតកំពង់ស្ពឺ’ (Skor Thnot Kampong Speu) is the subject of promotional campaigns published in newspapers such as the Cambodia Daily.

- Technical information for traders : Kampong Speu Palm sugar is an exported product in Cambodia. The Ministry of Trade provides some information concerning the quality of the product, the process of production as well as some social and economic data in order to inform the interested expoters. (see Annex 8 : <http://www.cambodiantr.gov.kh/?r=site/display&id=235>)
- Press cuttings: Newspaper from Cambodia or from the ASEAN region regularly publish some articles concerning the Kampong Speu Palm sugar such as:



HOME NATIONAL BUSINESS LIFESTYLE SPORT POST WEEKEND POST PROPERTY

What was wrong with this ad?

Not interested Already purchased Repetitive

Google

Palm sugar exports see 138pct rise

Mon, 8 December 2014 Chan Muyhong

Kampong Speu palm sugar exports with geographical indication (GI) status have increased in the past year, as international buyers begin to appreciate the Cambodia-specific product.

Export volumes of the sugar reached 50 tonnes in 2014, according to Kampong Speu Palm Sugar Promotion Association's (KSPSPA) president, Sam Saroeun. The increase represents a 138 per cent rise in exports compared with the 21 tonnes exported in 2013.

Kampong Speu palm sugar was granted the GI status in 2010 under the WTO's agreement on Trade-Related Aspects of Intellectual Property Rights.

"We have more demand from our international buyers. Our products have become more recognised among consumers," Saroeun said.

Saroeun said the KSPSPA was still in talks with a Korean firm that plans to build a 3,000-square-metre boiling facility capable of refining 300 tonnes of palm sugar per year to be exported to South Korea.

"The company will come for discussions with us again next year. They want to do some more research and they promised that the deal will happen."

Kampong Speu GI palm sugar production currently stands at about 300 to 400 tonnes per year, while only 30 tonnes on average is exported.

(See <http://www.phnompenhpost.com/business/palm-sugar-exports-see-138pct-rise>)

- Advertisings:

KAMPONG SPEU PALM SUGAR
ស្ករភ្នំពេញ

ផលិតផលស្ករភ្នំពេញ
Geographical Indication Product

Kampong Speu's deep sandy soils give the palm sugar a uniquely rich aromatic taste, sweet and not bitter, most suited for traditional cooking, savoury cakes as well as lightly sweetening your drinks. A rich combination of vitamins and minerals makes this palm sugar a healthier alternative to other sugar sweeteners.

It is a Geographical Indication product registered, No.KH/GI/00002/10, Dated April 02, 2010, by the Ministry of Commerce, Kingdom of Cambodia.

GI National Logo of Cambodia

Supported by:

For more information please contact:
Mr. SAM Saroeun, President of KSPPA
Kampong Speu Palm Sugar Promotion Association
Tel: +855 (0)17 815 644
E-mail: kpsa2006@yahoo.com

- Touristic websites: These websites promote the region of Kampong Speu and highlight the specific production of palm sugar there. Website "cambodiacountrifullofcharm.com" : "Kampong Speu is famous for its palm sugar which is considered the best of the Kingdom of Cambodia."⁴

⁴ See : <http://www.cambodiacountrifullofcharm.com/visit-the-provinces-of-cambodia/kampong-speu-province-cambodia/>

Website “cambodiauncovered.com” :

“Kandal and Kampong Speu

Northwest of Phnom Penh, one can visit a temple called Phnom Praset and on the way you will see many interesting and unique examples of rural Khmer life such as horse carts carrying goods, families travelling in ox carts, women collecting lotus lilies to eat or sell and Vietnamese fish farms. The famous sugar palm tree of Cambodia can be seen wherever you look and you can see evidence of its many uses along the road e.g. dug out canoes and kitchen utensils are made from the trunks of these trees, roofs or walls of houses are made from the leaf, primitive ladders are fixed to the side of the trunks which are used by farmers to collect the palm juice during the months of November to March. This juice is also made into 'skor tnot' - palm sugar which is used in cooking.”⁵

2. Specificity of the product

, ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu) is made from sap of Palm sugar tree (Borassus flabellifer L.).

, ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu) is characterized by a rich aroma and light brown color. There are 4 types of Kampong Speu Palm sugar produced, processed and sold on the market:

1. Granulated palm sugar
2. Paste palm sugar
3. Block palm sugar
4. Syrup palm sugar

Detailed description of the different types of , ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu) :

Type	Texture	Pantone Colour Description	Aroma	Taste	Chemical characters

⁵ See : <http://www.cambodiauncovered.com/cambodia/kandal.html>

granulated sugar	- No adherent to finger - Size of grain is or smaller than 1.5 mm	712 C or 713 C	The product should not smell of mushroom or burning	- Very sweet - Taste of palm sugar from medium to strong - There is the taste of acid and bitter very little	Brix > 95% pH = 4,5-6,5 Aw ≤ 0,45
paste sugar	- No adherent or adherent very little to finger - There is crystal grain from average to many	From 131 C to 1205 C		- Medium sweet to very sweet. - There is the taste of acid and bitter very little. - The taste of palm nectar from medium to strong.	Brix= 85%-95% pH = 4,5-6,5 Aw ≤ 0,8
block sugar	- There are crystal grains from average to substantial - There is a little powder	From 160 C to 712 C		- Medium sweet to very sweet. - The taste of palm sugar varies from medium to strong. - Acidity and low bitter taste	Brix = 90%-95% pH = 4,5-6,5 Aw ≤ 0,7
Syrup sugar	- Adherent	From 712 C To 1815 C	Medium nectar smell	Medium sweet - Medium palm sugar taste. - Low acidity taste	Brix: 50-70% pH = 3,5-6,5 Aw ≤ 0,85

Source: KSPA

* Please see the reference of color in the annex n°4.

3. Causal link

There is a clear link between the geographical area and the specific quality of the , ស្ករត្នោតកំពង់ស្ពឺ , (Skor Thnot Kampong Speu) due to a combination of following factors.

Quality due to the geographical origin:

- The poverty of the sandy soils of the region would give a more aromatic and more concentrated sap into sugar (2 to 3° Brix more than in other areas) than that of the palm trees of other provinces where the soil is richer.
- The production area has the lowest precipitation of Cambodia, which results in a more concentrated sap.
- A high sugar concentration decreases the cooking time of the sugar, because there is less water to evaporate. As a result, the rate of inversion of sucrose is lower, and sugar better. The quality of the sugar is closely linked to the sap⁶.

Specific know how :

- The know how of palm sugar producers is the following:
 - The palm sap collection and 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor Thnot Kampong Speu) production time: it starts from 1st December till 31st May of each year.
 - The harvesting of palm sugar is done by local skilled and agile sugar producers that climb to the top of the palm trees to collect the sap from the palm flowers.
 - The use of typical tools such as "Antok" and "Khno" for processing the palm sap and "Bampong" to collect the sap from the palm trees..
 - Compulsory times for production/processing : Containers shall be collected from the palm tree within 15 hours after the time they were installed, and the processing of the sap harvested shall start within 2 hours after the sap is collected.
 - The knowledge of the best way to cook the sap in order to extract a high-quality sugar.

H. Reference to the responsible authority that verifies the compliance of the specification

The Association implements internal inspection system to control the implementation of their members with the book of specification.

The Association contracts the external control body accredited by the norm of ISO 65 not latest than 1 January 2010.

Name of certification body:

Bioagricert:

Dr Riccardo Cozzo

Bioagricert srl

Via dei Macabracchia 8

4003 Casalecchio di Reno (BO) - ITALY

Tél : +39 051 562158

Fax: +39 051 564294

⁶ Transformation of the molecule of sucrose (glacial sugar) into simple glucose and fructose sugars (non-crystallizable)

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IV. Annexes

1. GI Certificate of ‘ស្ករត្នោតកំពង់ស្ពឺ’ (Skor Thnot Kampong Speu) in Cambodia
2. Certification of KSPA Registration in Khmer and English
3. KSPA statutes
4. Color reference of Palm Sugar products
5. Elements on the ‘ស្ករត្នោតកំពង់ស្ពឺ’ (Skor Thnot Kampong Speu) traceability
6. Elements on the delimitation and the link with the territory
7. Article on Kampong Speu in Asialife guide
8. Webpage on Cambodian Trade Portal - Kamong Speu Palm sugar
9. Asiatime article - Cambodian sugar lacking spice riches

Annex n °1 : GI Certificate of Elements on the 'ស្ករត្នោតកំពង់ស្ពឺ' (Skor
Thnot Kampong Speu) traceability in Cambodia



Explanation:

The 1st GI law in Cambodia provided for a 10-year protection of GIs. This GI certificate for Kampong Speu Palm Sugar was issued under this 1st GI law.

However, a new Cambodian law on GIs was adopted in January 2014. Under this new law, all registered GIs in Cambodia are protected with no limit of time. This

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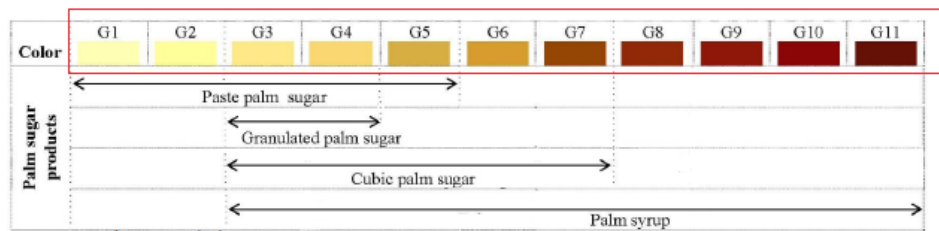
principle also applies for Kampong Speu Palm Sugar. Indeed, the Cambodian Law on Geographical Indications 20/01/2014 states in its *Article 24 relating to the Duration of Protection*: “The registration of geographical indication shall be valid from the date of the filing of the application provided that its registration is not cancelled or invalidated according to this Law.”

Annex n °4 : Color reference of Palm Sugar products



Color of Reference for Thnot (Palm) Sugar Products

Describe in words the detail of each color as reference



Pantone Color Description :

- G1 : 1205C
- G2 : 1215C
- G3 : 712C
- G4 : 713C
- G5 : 131C
- G6 : 1375C
- G7 : 160C
- G8 : 1675C
- G9 : 1685C
- G10: 174C
- G11: 1815C

Date : January 11, 2016

CONFIREL CO., LTD

HYM Piseth

Deputy General Manager