

Know Your Exporter

Jalaram Agri Exports Ltd, India



Mr Hiren Kotecha,
Director, Jalaram Agri Exports Ltd, India

Elucidate the journey of Jalaram Agri-exports

We began our journey with Jalaram Oil Mill, established in 1976 by crushing sesame and groundnut seeds until 2006. My father, Mr. Vinay Kant, brother Mr. Chirag Kotecha, and I (Mr. Hiren Kotecha) formed Jalaram Agri-Exports Limited Company in 2006. It took 15 years for us to succeed in catering to levels that were required on a global stage.

Apart From Sesame seeds, Jalaram Agri also deals with dried fruits (such as cashews and raisins), whole & ground spices, pulses, grains and herbs say **Mr Hiren Kotecha**



Jalaram Agri Exports Factory

On their processing capacity

Duration	Type	Volume (MT)
Daily	Natural	48
	Hulled	36
Annual	Natural	15,020
	Hulled	11,200

About their source of raw materials

Due to their high quality, we primarily procure sesame from APMC Markets in Gujarat (majorly), namely Junagadh, Amreli, and Bhavnagar, followed by Uttar Pradesh, MP, Rajasthan, and Andhra Pradesh. We often also import from African nations depending on the price, demand, and supply circumstances. Very recently, we have also established a chain of 47 farmers to manufacture organic sesame and they are more than willing to join in this initiative.

Criteria to be followed while procuring sesame:

Majorly, we prefer purity and FFA content. Other critical factors such as pesticides, EtO, and salmonella, must also be considered while exporting to European nations.

Quantity Exported

Jalaram Agri presently exports sesame to 47+ countries across the world. The hulled sesame seed quantity exported per year is 8000MT, of which 3000MT is accounted for by FarEast countries (Indonesia, Dubai, Philippines, Iran, Ukraine, and Russia) and 5000MT is sent to European countries like Germany, Poland, Greece, Cyprus, etc. We offer Indian-origin products as per client requirements, with superior quality and highest purity levels with strict adherence to the delivery schedule.

Processing and ETO Sterilization Technologies

Equipped with Technology to process sesame, packaging, and ETO sterilization. Our Highly state of the Art in-house Production Machineries and well organized

Constructed Premises as per standard laws of BRC, ISO, FSSAI, HALAL, and APEDA & HACCP guidelines. We have our own in-house ETO system.

Jalaram Agri has set up its fully automated equipment in Rajkot three months ago. This facility is one of the best we have built in Gujarat and it also features automatic packaging, the company also complies with ISO 22000:2005, KOSHER, and BRC certifications. There is also a three-star export house.



Packaging

We have installed a number of human-touch packaging machinery. This method of packaging is 1.25 times more expensive than the conventional form of packaging.

ETO Sterilization

Our labs are equipped with testing EtO sterilization and are in touch with other European laboratories. While exporting to European countries, the product is tested twice in the lab; we first verify the basic level before moving on to the final Level. So far, we haven't faced any issue with respect to EtO in European countries.

On Gujarat summer crop

Gujarat's summer crop output is likely to be 125,000 MT (approximately), in which 40 to 50% of the produce is the stockiest, the crop is expected to be over by September or October. Currently (as of 28th July 2022),

there are no carryover stocks.

In addition to those, imports from foreign nations are now more expensive than domestic crops, due to the steep depreciation of the Rupee in the last few months and even if imports were done, shipments will arrive only by September end or early October. With tightness in supply and demand, how the monsoon rains are going to be in the coming one

to two months will be crucial when the winter crop will actually hit the markets, and hence, we foresee sesame seed prices to remain firm or even move up further going forward.

Export Certifications

Three Star Export House BRC, KOSHER, HALAL, & ISO 22000

Awards/Recognitions

Since 2012, we have maintained our position as one of the top three exporters in the highest selling of Raw & Blanched Peanuts by the Indian Oilseed and Produce Export Promotion Council and also awarded three Star Export House by the Director General of Foreign Trade.

CSR Initiatives

Jalaram Agri is planting 50–60 plants per month and donating to needy people, as a part of a green initiative to preserve the environment, and it's a year-round process.