

Know Your Exporter

Unjha Agro Company



Mr Romal Patel

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Brief About the Journey of Unjha Agro Company

Unjha Agro Company was founded in 2000 by my father, Mr. Hasmukh Patel in Unjha – Gujarat. Unjha APMC market yard is one of the biggest regulated markets, and it's a well-known commercial center throughout India for its agro products like spices and sesame seeds, which helps us to procure the best raw material for our customers.

Unjha Agro Company is directly involved in the production and supply of sesame seeds. Initially, Unjha Agro Company only had a sundried factory of sesame seeds which is limited to a very small quantity of hulled sesame seeds. With upgraded technology, we installed auto dried hulled sesame factory to match global requirements. From 2000 to 2011, we were supplying sesame seeds to the

local Indian markets and exporters in India. After 2011, we started directly exporting sesame seeds to international markets.

About their Products

Apart from sesame seeds, Unjha Agro Company deals in Cumin Seeds (Jeera), Fennel Seeds, Chilli, and all whole and ground spices. Other than spices, we have another manufacturing unit for Psyllium products (Isabgol) which is high in fiber and widely used in pharmaceutical industries.

On the Source of Raw Materials and their Criteria

In India, there is a system of mandis and APMC (Agricultural Produce Market Committee). We source raw materials directly from all these mandis, which are located in Gujarat, Rajasthan, Uttar Pradesh, Madhya Pradesh, and Andhra Pradesh. We also source material from traders and commission agents who have direct contact with farmers across India.

India has mainly two seasons of sesame seeds. One is Kharif (winter crop) in October/November; major growing regions are Rajasthan, Gujarat, MP & UP. The second is Rabi (summer crop) in May/June; the major growing regions are Gujarat and the southern parts of India.

Regarding the import of sesame seeds from Africa, India is not a regular importer of sesame seeds. The import of sesame seeds mainly depends on any shortfall in domestic crops. In 2019 and 2020 we imported approx. 16,000 to 17,000 MT sesame seeds from Pakistan, Sudan, Nigeria, Tanzania, Mozambique Burkina Faso, Mali, and Brazil. After 2021, import volume has reduced drastically due to a decline in price, less parity, and logistics issues.

Gujarat State: Area covered during Kharif 2022 as on Date:22-08-2022 (Area in ha.)

Crop	Normal Area (Last Three Year Avg.)	Area of Kharif-2021 During Corresponding Period	Progressive Area of Kharif 2022	% Over Normal
Sesame	121,951	99,802	69,459	56.96%

**Data from Director of Agriculture, Govt. of Gujarat.*

Overall Installed Sesame-Processing Capacity

Product	Annual Production in MT
Natural Sesame (Including Black and Golden sesame)	16,500
Hulled Sesame	12,500

**Quantity of Exports and Key Export Destinations**

We export sesame seeds to almost five continents of the world. In Asia, we export to China, South Korea, Vietnam, Taiwan, Israel, Turkey, Lebanon, and major Gulf countries. In North America, our major export countries are USA and Canada. In South America, we export to Argentina, Peru, Brazil, Ecuador, etc. and in Europe, we are exporting to almost all the countries.

90 percent of our sesame seeds are exported and 10 percent is distributed in the domestic market annually. The export volume of hulled sesame seeds is around 9,500 MT and natural sesame seeds (including black sesame) at around 7,000 MT. Other than this, we are buying sesame seeds from African countries, and directly supplying them to third countries like China, Taiwan, Mersin (Turkey), Lebanon, Vietnam, etc., and this volume is around 4000 MT annually. Overall, we are doing almost 21,000 MT of sesame exports.

**On their Infrastructure and Machinery**

Our facility is installed in a 20,000 square meter area. We regularly upgrade our machinery with the latest available technologies. We have three Buhler-made Sortex machines, a metal detector, an automated packing machine, pre- and post-cleaning machines, and dryers which result in the premium quality of sesame seeds to our end customers. We have our own in-house facility for ETO sterilization. As per the client's requirement, we are doing ETO sterilization. In the next four to five months, we are also planning to install an in-house lab for physical and microbiological testing.



Water Requirement while Processing

Hulled sesame process is a challenging one as it uses a lot of water. With the latest research and development, we successfully reduced 40-50 percent of water usage compared to what we used earlier in hulling process.

Generally, 450L of water is required to process one ton of sesame. Water usage also depends on the quality of the raw material that we use. If pre-cleaning of sesame seeds is accurate, then it requires less water for hulling. We have a government-approved ETP (Effluent Treatment Plant) to treat wastewater and the treated water is used for agriculture activities.

On Export Certifications

Unjha Agro Company has BRC, ISO 22000:2018, HACCP, KOSHER, HALAL, and USFDA certifications.

Unjha Agro Company has also got a government approved export house certificate.

About their Employees

Each employee of Unjha Agro Company is committed and dedicated to their work. We have a total of 45-50 employees in our company of them, 15 are women. We have an in-house residential quarter as well for our employees.

About their CSR Activities

We strongly believe in an eco-friendly system. Unjha Agro Company planted almost 400 trees and plants every year. We are taking care of our employees' children's education and food. We are taking care of the people of Andhjan Mandal (blind peoples association) near Vastrapur-Ahmedabad city in Gujarat and giving food to them.