

## Reliable Trade Partner for Global Sesame Trade



**Mr Mihir Parmar**  
Partner  
Mamta Commodities

**Sesame World team had an exclusive interview with Mr Mihir Parmar, Partner at Mamta Commodities**

### **Brief about your company Mamta commodities?**

Mamta commodities is one of the leading brokerage houses specializing in sesame seeds since several decades. Our focus on sesame seeds allows us to provide the best possible service to our buyers and suppliers along with accurate information which benefits them.

### **What percent of sesame seed trading constitutes your overall commodity portfolio?**

Sesame seeds consist of around 85-95% of our total trade volume. A few of the other commodities we help our clients source are Peanuts, Wheat, Rice, Soybean, Pulses, etc.

### **Which are the major origins of the sesame trade and the criteria for choosing those**

#### **origins while trading? What are the factors to be considered?**

The criteria for us choosing a particular origin depends on a multitude of factors the most important being the buyer's requirement. Since there are a variety of uses for sesame seeds offering the right variety to the client based on their use case becomes very important. As we cater to buyers from a variety of value-added industries like Tahini Factories, Oil crushing Factories, Hulling Factories, Confectionaries, Edible use, etc. we do offer a variety of origins from Latin America, Asia, and Africa.

#### **What is your mode of operation? did you sell sesame directly to processors/traders or other brokers?**

Our mode of operation is very simple and straightforward being a pure brokerage house we never take any positions any benefits during the trade gets passed to our clients. Our motto is to have credible suppliers and buyers so that we don't face any issues from either side ensuring a smooth trade. We however do work with partners in a few countries like Korea, Russia, etc. which allows us to offer additional services like Government tenders and local marketing.

#### **How much volume did you trade in a year (top 5 traded origins and their percentage share) /which grade/variety of sesame do you trade the most?**

We trade around 50,000 MT of Sesame seeds per year. With

Nigeria, Sudan, India being constant throughout the years. Some of the other origins which we deal in are Brazil, Tanzania, Uganda, Burkina Faso, Ethiopia. There are a lot more origins too which we do supply to our clients infrequently you can consider that if sesame grows in a particular country, then we can most likely supply it.

Our most running grade by volume would be mixed grade being used by Hulling and Oil crushing factories. The second most popular grade would be Sortex grade followed by Black sesame and then by Hulled sesame all of which are used for edible use.

#### **Are you planning to expand the scope of trading to other emerging sesame origins?**

Expansion is always ongoing and being present in most of the emerging markets gives us an edge as to whenever there's a client requirement for a new origin cargo, we can easily source from those origins.

#### **What is your future plan?**

The future plan is to expand our company's sesame seed business, which we have done well so far, and to incorporate the same philosophy of working and expanding trade into other commodities as well. What we would try to do is to stand on other commodities as well, without losing focus on sesame seed, quality of service, and to expand more destinations.