

Market Development

MARKET BRIEF

ON

SESAME SEEDS

World Overview

ITC



INTERNATIONAL TRADE CENTRE UNCTAD/WTO

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INTERNATIONAL TRADE CENTRE UNCTAD/WTO
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SESAME SEEDS WORLD OVERVIEW

Product Description

This Market Brief covers sesame seeds which are classified under the following codes:

SITC3 222.5 Sesame seeds
HS 1207.40 Sesame seeds, whole, broken, crushed or shelled.

Sesame seeds (*Sesamum indicum*) are also known as benniseed, gingelly, sim sim or til.

Sesamum indicum, is a herbaceous annual that probably originated in Africa. The sesame is cultivated extensively in many regions of the world, including China, India, Ethiopia, El Salvador, Nicaragua, Sudan, Mexico, Guatemala and Nigeria. Seeds are the only part of the plant utilized. Sesame seeds (approximately 50% oil and 25% protein) are used in baking, candy making, and other food products. Sesame oil, important because of its low cholesterol and high proportion of polyunsaturated fats, is used in oleomargarine, salad oils, and cooking oils. The oil can be also used in the manufacture of soaps, paints, perfumes, pharmaceuticals and insecticides. Sesame paste (Tahini) is popular in the Middle East. Sesame meal, left after oil extraction, is an excellent high-protein (34% to 50%) feed for poultry and livestock.

Production

World Production of Sesame Seeds (Q: 1000 Metric Tons)

	1993	1994	1995	1996	1997
WORLD	2,324	2,663	2,552	2,806	2,666
ASIA	1,659	1,996	1,752	1,845	1,789
INDIA	572	839	552	650	600
CHINA	563	548	583	575	530
MYANMAR	237	304	304	304	344
AFRICA	527	514	679	800	725
SUDAN	175	170	313	416	339
CENTRAL AMERICA	101	114	84	114	104
GUATEMALA	29	31	29	36	32

Source: FAO production yearbook, Vol.49-1995, 51-1997 and 11/No.3/4-1998.

According to FAO, total world production was around 2.6 million metric tons in 1997. India and China were the major world producers with approximately 22.5% and 19.9% respectively of total world production in 1997. They were followed by Myanmar (12.9%) and the Sudan (12.7%).

Trade

World Imports of Sesame Seeds

(V: US\$ Million; Q: 1000 Metric Tons)

DESTINATION	ORIGIN	1993		1994		1995		1996		1997	
		V	Q	V	Q	V	Q	V	Q	V	Q
TOTAL IMPORTS	WORLD	278	398	370	445	510	465	587	551	462	524
	INDIA	20	33	24	30	58	58	89	88	91	110
	SUDAN	28	53	53	68	59	59	88	87	67	87
	GUATEMALA*	30	30	39	33	59	42	58	36	54	53
	CHINA	79	132	88	109	122	114	131	124	42	39
	MYANMAR	21	45	37	77	38	54	27	39	31	55
JAPAN	WORLD	72	118	94	141	131	140	147	145	122	152
EUROPEAN UNION	WORLD	41	45	56	52	81	63	98	78	73	78
KOREA REP.	WORLD	29	53	61	72	44	42	67	68	52	65
USA	WORLD	38	37	47	41	54	39	71	47	48	43
EGYPT	WORLD			7	11	40	35	45	39	45	46

Source: COMTRADE database, United Nations Statistics Division (UNSD)

* Data concerning Guatemala should be read with caution as import + production figures do not match with total world imports from Guatemala.

The major importing countries are Japan, the European Union, the Republic of Korea, the United States, and Egypt. The origin of imports in these markets vary substantially. Japan imports sesame seeds mainly from China; the United States from Central America; the European Union from India and the Sudan; the Republic of Korea from the Sudan and China (see annex I for detailed statistics). The producing countries are large consumers of sesame seeds, mainly processed as cooking oil, and only part of their production is exported. In 1997 India exported 18.3% of its total production, the Sudan 25.6%, Myanmar 15.9% and China 7.3%.

Market characteristics

In Asia, sesame seeds are mainly processed into cooking oil. In North America and Europe, raw sesame seeds are used for toppings on breads and baked goods and in ethnic dishes. In Middle Eastern countries, they are used raw as well as for tahini paste, halvah and oil.

There are different types and qualities of sesame seeds. White seeds (white to golden color), mainly used in raw form because of their aesthetic value, are priced higher than mixed seeds (yellow to dark brown) which are generally crushed into oil. Hulled seeds and bleached hulled seeds have a higher market value. The highest quality sesame seeds are produced in Central America, more specifically in Guatemala.

Storage and packaging

Sesame seeds must be stored at a temperature of 18° Celsius and at a relative humidity of 50%. If stored at a higher temperature, the oil contained in the seeds can be rancid. Sesame seeds are generally packed for export in bags of 50 kg.

Market access

With a few exceptions, there are no trade barriers to sesame seed imports. Quality and sanitary regulations are applied in some countries and exporters must conform to the requirements of the importer or end-user. Generally, specifications concern color, cleanliness, dryness and oil content.

Prices

Sesame seed prices depend on quality specifications such as color and oil content and whether the seeds are hulled or not. In addition, prices depend on supply conditions and changes in production. Changes in the production/supply of one of the major producing countries can have a significant impact on world prices. This past season, due to the tropical storm Mitch, Honduras and Nicaragua had no production and the crop in Guatemala was partially destroyed, with the consequence of hiking prices up.

Market opportunities

In order to be competitive in the international market, producers/exporters, mainly the smaller ones, must focus on quality requirements and sanitary specifications in importing countries and pay attention to the packaging. Market prospects are good as the average increase in demand in the major importing countries amounts to approximately 5% per year, while in the EU (14% of world imports in 1997), the import growth rate averages 16% per year.

SESAME SEEDS JAPAN

Product Description

SITC3	222.5	Sesame seeds
HS	1207.40	Sesame seeds, whole, broken, crushed or shelled

Trade

There is no sesame seed production in Japan and the country relies entirely on imports for its supply. Although imports from China dropped significantly in 1997 due to an increase in China's domestic demand, China remained Japan's major supplier with 16.4% in terms of volume and 22.1% in terms of value. China was followed by Guatemala (15.9% and 18.3%) and the Sudan (13.2% and 12.6%) respectively. These two countries increased significantly their exports to Japan over the five years under review (1993-1997) with a trend of 49.4% in terms of quantity and 60.1% in terms of value for Guatemala and 55.3% and 69% respectively for the Sudan.

Market characteristics

Sesame seeds and oil are traditional health foods in Japan, where there is a strong orientation among consumers towards health products. Sesame seeds are imported by Japan and crushed into oil in the country due to differences in consumer tastes between Japan and the supplying countries, the aroma being the key factor in determining the quality of oil. Manufacturers in producing countries are trying to respond to the taste preferences of the Japanese consumer. The major sesame oil producers in Japan are Kadoya Sesame Mills and Nisshin Flour Mill.

Sesame oil is used in salad dressings (Japanese and Chinese styles), where its flavor is very important, in dipping sauces of broiled meat and in flavoring instant Chinese noodles. The seeds are used for hamburgers and traditional Japanese rice crackers.

The sesame seeds traded in Japan are, by decreasing order of importance: white (their size must be homogenous), black (they are preferred with luster) and gold. White seeds must not be mixed with seeds of other colors in order not to lose their value as ingredient. Sesame seeds containing a mixture of colors are generally used for oil production. Regarding the processed forms, parched seeds are the most traded (42%), followed by ground seeds (36%) and washed seeds (12%). Other forms account for around 10%.

Market access

No import duty is levied on sesame seeds but they are subject to two import restrictions:

- The Food Sanitation Law, concerning regulations on pesticides and radioactive pollution of seeds.
- The Plant Quarantine Law, containing standards requiring careful control in order to prevent seeds from being infected by worms and insects.

In addition the following basic specifications for imports are:

- Oil content: 52%
- Maximum impurities: 2%
- Acid value: 4 maximum
- Free fatty acid: 2 maximum

Distribution channels

Imports are made through trading firms. Depending on the end users, sesame seeds are then channeled through manufacturers, wholesalers, food processors or restaurants (for industrial use); through department stores, supermarkets or food shops (for home use).

Packaging

Imported sesame seeds are packed in 50-60 kg jute bags. They are generally packed in bags of 20 kg for delivery to wholesalers.

Commercial practices

Transactions of sesame seeds are generally based on C&F or FOB terms. The principal import documents include invoice, weight certificate and bill of lading.

Market opportunities

Over the past decade Japan has been by far the world largest importer of sesame seeds with a growth rate of 5.5% in the quantity imported during the period 1993-1997. Domestic demand is increasing giving rise to good opportunities to traditional and new exporters, for whom it is essential to ensure high quality and regular supply.

SESAME SEEDS EUROPEAN UNION

Product Description

SITC3	222.5	Sesame seeds
HS	1207.40	Sesame seeds, whole, broken, crushed or shelled

Trade

There is almost no production of sesame seeds in the EU where exports consist mainly of re-exports. The major importing countries in the EU in 1997 were the Netherlands (27.9% of the quantity imported), Greece (22.7%) and Germany (20.8%). The major exporters to the EU in 1997 were India with a market share of 30.1% in terms of volume and 27% in terms of value, followed by the Sudan (15.4% and 13.5%) and Ethiopia (10.1% and 10.2%) respectively. These three countries significantly increased their exports to the EU during the period 1993-1997, especially Ethiopia (starting from a very low base) which had a growth rate of 644.8% in terms of volume and 716.4% in terms of value.

Market characteristics

Sesame seeds are becoming increasingly more popular as food ingredient. They are imported for direct consumption and used *on* food products, *in* food products and for oil consumption. Around 85% are used by bakeries. Consumers prefer them unpeeled, except in McDonald's restaurants where they use them peeled. Unpeeled sesame seeds are tastier and easier to conserve.

Market access

No import duty is levied on sesame seeds but importers and exporters must comply with the EU Hazard Analysis Critical Control Point (HACCP) standard which became effective the 1st of January 1996 (EU directive on hygiene for foodstuffs: 93/43/EC). The HACCP concerns foodstuffs safety. It is mandatory for all companies which process, treat, pack, transport, distribute or trade foodstuffs. More specifically, the European Spice Association (ESA) has fixed minimum quality and sanitary specifications for sesame seeds but European importing countries may fix stricter quality and sanitary standards than those specified by ESA.

Distribution channels

In EU countries importers often supply packers and processors (see addresses of selected importers in annex IV).

Prices

Sesame seed prices were quoted as follows in June 1999:

From Guatemala:

hulled 99.9% purity ex-store (£/lb): 56
CIF Europe (US\$ per metric ton): 2000

From Nigeria:

natural 99.95 UK cleaned ex-store (£ per metric ton): 700

Source: The Public Ledger, 14 June 1999.

Import prices of sesame seeds from India were quoted as follows in June 1999 (US\$ per metric ton CIF):

France: hulled 1250
The Netherlands: hulled 1300

Source: ITC's Market News Service

Packaging and labeling

Sesame seeds are generally packed in paper or jute bags of 25 or 50 kg for shipments in containers of about 18 to 20 metric tons. There is no mandatory type of packaging and exporters must comply with the specifications of the importers on a contractual basis.

For bulk shipments, the labeling consists of the:

- address of the exporter
- address of the importer
- country of origin
- net weight
- storage life

For small quantities, the labeling consists of the:

- name, address of the packer/exporter
- name of the product, variety and type
- country of origin
- class
- size
- net weight
- lot identification/batch number
- storage conditions

Quality standards

In most EU countries the Société générale de surveillance (SGS) carries out visual examinations of samples. Before a final purchase agreement is reached, certain importers ask laboratories to analyse samples to determine the physical characteristics of the seeds and deliver a quality certificate.

Oilseeds specifications define oil content percentages and types such as palmitic, oleic, linoleic, free fatty acid percentage, moisture content and foreign matter admixture. Standard quality sesame seeds should contain at least 40% oil and 8% moisture; color and shape of sesame seeds are important when used on food or in food products; they are less important when used for oil production. The quality of a particular shipment must be indicated, which depends on the percentage of impurities (i.e. small stones, little pieces of wood, etc.) and is called the Fair Average Quality (FAQ).

Commercial practices and sales promotion

Most importers visit producers and exporters before placing orders. Exporters are advised to visit the market they wish to export to. It is important to establish detailed contracts specifying the following points: product, price, quality, quantity, delivery terms, payment method, packaging details and arbitration authority. Once the contract is established, exporters must comply with it and pay particular attention to the delivery terms and to the high quality requirements of the European market.

Prices are generally quoted FOB or CIF in US\$. Payments are generally made by irrevocable letter of credit or cash against documents (CAD) also known as documents against payment (D/P).

Specialized food fairs enable exporters to establish personal contacts with buyers (see list of trade fairs in annex III). Exporters may also contact Import Promotion Offices (see annex II, useful addresses) to obtain additional information such as statistical data, lists of importers, trade opportunities, etc.

Market opportunities

EU imports of sesame seeds are increasing strongly over the period 1993-1997, with a trend of 16.3% in terms of quantity and 18.9% in terms of value over the period. Sesame seeds being used as an ingredient in basic foodstuffs, their consumption is not influenced by fashion and their market prospect is good. Exporters should take special care regarding delivery schedules and quality.

**SESAME SEEDS
REPUBLIC OF KOREA**

Product Description

SITC3	222.5	Sesame seeds
HS	1207.40	Sesame seeds, whole, broken, crushed or shelled.

Trade

Until 1996, China was by far the largest exporter of sesame seeds to the Republic of Korea. In 1997 the Sudan became the Republic of Korea's major supplier with a market share of 60.3% in terms of value and 62.8% in terms of quantity. The expansion of Sudanese exports is reflected in the growth of its exports at a rate of 610.6% in terms of value and 641.6% in terms of quantity during the period 1994-1997.

Market characteristics

Sesame seed oil is a popular ingredient in food in the Republic of Korea, which depends on imports to meet domestic demand.

Market access

Duty rates levied in the Republic of Korea are 666% or 7,030 Won/kg, whichever is higher. Within WTO's tariff quota - 40%.

Source: Worldtariff Guidebook on Custom Tariff Schedules of Import Duties for Republic of Korea (South), Worldtariff, San Francisco, 1999.

Distribution channels

The Republic of Korea is a large producer of sesame seeds and to protect local producers, all its imports are made through the government agency Agriculture, Fishery and Marketing Corporation (AFMC). The government policy aims to protect local producers by balancing the supply and demand and keeping producer prices high. The imported seeds are delivered to oil extractors who distribute the oil to consumers through supermarkets and foodstores.

Commercial practices

Transactions are based on C&F terms.

Packaging

Sesame seeds are usually packed in 50 kg jute bags.

SESAME SEEDS UNITED STATES

Product Description

SITC3	222.5	Sesame seeds
HS	1207.40	Sesame seeds, whole, broken, crushed or shelled

Trade

Guatemala is by far the largest supplier of sesame seeds to the United States. The share of its exports in 1997 was 40.3% in terms of value and 36.8% in terms of quantity. It was followed by Mexico 24.4% and 24.4% respectively and in a lesser extent by India 10.2% and 13.5% respectively. Although the market share of Venezuela was low 8.8% and 9.7% respectively, the trend of its exports both in terms of value (130.7%) and quantity (114.3%) was significantly high over the period 1993-1997 (See annex I for additional statistics).

Market characteristics

The United States' imports consist mainly of high quality white seeds due to their use in hamburger buns, breads and crackers, as well as in ethnic foods. Evenness of color, cleanliness and dryness are the main purchasing criteria. Large sized natural seeds are preferred for hulling. Hulled sesame should be pearly white with a glossy finish. High quality, and thus highly priced seeds, are mainly imported from Guatemala. This explains the high trend in the value of imports from this country over the period 1993-1997 (14.7%) compared to the trend in the quantities imported (6.5%) during the same period. Both for hulled and raw sesame seeds prices depend on the harvest season. In March and April, prices are at their highest and decline monthly until the new harvest in December.

Market access

No import duty is levied on sesame seeds. The Cleanliness Specifications for Spices, Seeds and Herbs issued in June 1994 by the American Spice Trade Association (ASTA) covers the import criteria for unprocessed sesame seeds (see address in annex II).

Prices

According to ITC's Market News Service (MNS) spot prices in June 1999 were as follows in US\$ per metric ton:

From Central America:

natural:	1.325
hulled:	1.765

From India:

natural:	1.215
hulled:	1.435

Packaging

Paper bags are used for sesame seeds imported from Mexico and Central America and jute bags are used for seeds imported from Asia.

Distribution channels

Spice traders and the bakery sector are the main importers of sesame seeds which are distributed to end-users either directly or through wholesalers.

Commercial practices and sales promotion

Orders are generally placed by importers on the basis of samples. Prices are generally quoted C&F or FOB in US\$ and payments are made by letter of credit for imports from Asia, and Cash against documents for imports from Mexico and Central America.

Market opportunities

The United States is the world's fourth largest importer after Japan, the European Union and the Republic of Korea. The trend of imports was 8.85% in terms of value and 4.35% in terms of quantity over the period 1993-1997. According to trade sources, the United States will continue to offer good opportunities to traditional suppliers.

ANNEX I

**Imports of sesame seeds into
Japan, the European Union, the Republic of Korea and the United States**

**Japan Imports of Sesame Seeds
(V: US\$' 000; Q: Metric Tons)**

Origin	1993		1994		1995		1996		1997		Share Value 97	Trend v 93-97	Share Quantity 97	Trend Q 93-97	Value 97 (US\$/Kg)
	V	Q	V	Q	V	Q	V	Q	V	Q					
WORLD	71929	118015	94232	141460	130890	139566	146749	145108	122353	152263	100.00	16.25	100.00	5.50	0.80
CHINA	40215	66774	33808	45985	58943	56939	58416	53303	27115	25002	22.16	-2.39	16.42	-16.62	1.08
GUATEMALA	2651	3425	5223	4802	7332	6505	8114	5343	22338	24148	18.26	60.05	15.86	49.38	0.93
SUDAN	2357	4063	4685	6499	7039	9253	20900	21743	15363	20052	12.56	68.95	13.17	55.28	0.77
NIGERIA	55	106	238	391	2877	2750	6798	7481	12524	20935	10.24	314.05	13.75	286.63	0.60
UNTD.RP.TANZ	4838	8690	4244	6388	9780	9476	13053	15463	10187	13982	8.33	29.86	9.18	20.14	0.73
MYANMAR	8549	15107	20203	38760	18796	25579	10595	13137	10112	15978	8.26	-3.05	10.49	-9.24	0.63
BURKINA FASO	130	301	982	1719	2040	2976	3475	3787	4010	7092	3.28	125.28	4.66	103.58	0.57
PAKISTAN	4155	6862	9333	16727	7628	9869	9564	10617	3922	6101	3.21	-0.91	4.01	-6.66	0.64
NICARAGUA	1009	1233	457	320	504	375	31	17	2337	2687	1.91	-9.61	1.76	-12.87	0.87
ETHIOPIA			3436	4503	2263	2560	891	928	2052	2649	1.68	301.62	1.74	313.07	0.77
MEXICO	559	332	677	416	374	210	1125	586	1667	1203	1.36	30.91	0.79	33.88	1.39
UGANDA	1595	3321	2585	4083	5744	6169	6092	6767	1563	2374	1.28	8.51	1.56	-1.65	0.66
HONDURAS	969	891	1302	860	1263	893	2057	997	1542	967	1.26	14.87	0.64	3.16	1.59
EL SALVADOR	508	677			59	39	506	360	1437	1736	1.17	129.47	1.14	117.48	0.83
PARAGUAY	33	52	32	35	152	102	94	65	1326	1458	1.08	133.13	0.96	107.22	0.91
TURKEY	669	582	824	653	1306	732	1349	962	1159	897	0.95	17.26	0.59	13.34	1.29

Source: COMTRADE data base, United Nations Statistics Division (UNSD)

EU Imports of Sesame Seeds
(V: US\$' 000; Q: Metric Tons)

	Origin	1993		1994		1995		1996		1997		Share Value 97	Trend V 93-97	Share Quantity 97	Trend Q 93-97	Value 97 (US\$/Kg)
		V	Q	V	Q	V	Q	V	Q	V	Q					
Total EU	WORLD	40961	44678	55541	51854	81241	62506	98160	78054	73309	77530	100.00	18.93	100.00	16.32	0.95
	INTRA E.U.	5727	4808	7225	5504	10634	6885	13211	8208	9668	9028	13.19	17.95	11.64	18.05	1.07
	EXTRA E.U.	35233	39869	48316	46349	70606	55620	84949	69846	63640	68501	86.81	19.09	88.35	16.10	0.93
	INDIA EX SIK	4626	6458	8054	9035	17744	15344	26507	23855	19797	23336	27.00	50.67	30.10	42.48	0.85
	SUDAN	5226	8202	9472	10900	14976	13835	20309	18866	9900	11947	13.50	22.64	15.41	13.89	0.83
	ETHIOPIA			50	137	745	610	1183	1163	7454	7865	10.17	716.36	10.14	644.78	0.95
	GUATEMALA	8669	7984	10463	7841	12974	8355	10626	5850	6226	5461	8.49	-6.26	7.04	-9.99	1.14
NETHERLANDS	2158	1901	3195	2616	5614	3691	6267	4424	5480	5262	7.48	28.89	6.79	29.20	1.04	
NETHERLANDS	WORLD	7009	9697	10122	11336	14846	13542	18623	17603	17572	21668	100.00	27.74	100.00	22.73	0.81
	INDIA EX SIK	1305	2007	2519	2890	7164	6576	8548	8333	6247	8209	35.55	54.55	37.89	47.35	0.76
	SUDAN	2003	3413	3772	3755	1538	1492	1470	1558	2873	3601	16.35	-2.18	16.62	-7.43	0.80
	ETHIOPIA			22	33			51	51	2438	2625	13.87	417.51	12.11	404.35	0.93
	EGYPT			54	50	15	15	213	218	1942	2036	11.05	421.49	9.40	431.75	0.95
	MEXICO	794	657	603	457	184	104	1554	981	1503	1386	8.55	24.89	6.40	25.32	1.08
	NIGERIA	111	193	38	79	472	506	2763	3158	869	1404	4.95	131.69	6.48	115.05	0.62
GERMANY	WORLD	11527	11524	16286	14102	22245	15518	19975	14413	16689	16162	100.00	9.90	100.00	7.23	1.03
	INDIA EX SIK	312	355	2574	2479	5203	3943	8240	6524	7107	7439	42.58	109.91	46.03	102.43	0.96
	NICARAGUA	3529	3747	3340	2872	3244	2172	2463	1522	1903	1836	11.40	-14.27	11.36	-18.63	1.04
	VENEZUELA	675	688	1395	1271	1094	750	224	126	1505	1313	9.02	-2.23	8.12	-9.69	1.15
	NETHERLANDS	466	421	650	596	2032	1490	2503	2028	1394	1410	8.35	42.47	8.72	43.94	0.99
	GUATEMALA	2860	2655	3540	2717	4619	2843	1458	883	1364	1147	8.17	-21.08	7.10	-24.44	1.19
	SUDAN	268	438	230	316	1485	1329	783	677	1185	1195	7.10	52.17	7.39	31.91	0.99
GREECE	WORLD	4907	6822	6688	8297	16288	14675	23016	20820	15400	17611	100.00	42.24	100.00	32.53	0.87
	SUDAN	2880	4232	5337	6654	11592	10717	15347	13849	5180	6289	33.64	24.99	35.71	16.48	0.82
	INDIA EX SIK	947	1296	169	225	1779	1657	4928	4479	4837	5749	31.41	94.14	32.64	81.68	0.84
	ETHIOPIA					606	500	1132	1111	4826	5007	31.34	1001.80	28.43	1007.87	0.96

**EU Imports of Sesame Seeds
(V: US\$' 000; Q: Metric Tons)**

	Origin	1993		1994		1995		1996		1997		Share Value 97	Trend V 93-97	Share Quantity 97	Trend Q 93-97	Value 97 (US\$/Kg)
		V	Q	V	Q	V	Q	V	Q	V	Q					
UNITED KINGDOM	WORLD	6704	6056	7713	5839	9646	6465	12977	7596	8060	7090	100.00	9.29	100.00	5.95	1.14
	GUATEMALA	4057	3784	4416	3324	4904	3331	6104	3264	3123	3005	38.75	-1.98	42.38	-4.68	1.04
	USA,PR,USVI	548	516	1468	1158	2464	1519	3119	1743	1778	1495	22.06	36.45	21.09	28.87	1.19
	VENEZUELA	53	53	175	148	427	279	430	236	1090	979	13.52	100.30	13.81	87.74	1.11
	NICARAGUA	332	347	142	111	27	18	445	271	649	668	8.05	28.18	9.42	24.64	0.97
	GERMANY	201	82	483	97	374	228	392	74	430	85	5.33	14.02	1.20	-1.97	5.06
FRANCE	WORLD	2854	2678	3409	2471	4604	2943	5551	3687	5618	5354	100.00	20.23	100.00	19.55	1.05
	NETHERLANDS	440	347	638	440	945	488	965	529	1972	1986	35.10	40.69	37.09	44.39	0.99
	UNTD KINGDOM	402	265	444	271	577	340	897	443	772	585	13.74	22.24	10.93	23.06	1.32
	BURKINA FASO	450	865	407	531	640	718	1057	1200	745	1009	13.26	21.68	18.85	11.89	0.74
	GERMANY	136	91	234	159	81	36	196	74	465	479	8.28	25.63	8.95	29.13	0.97
	MEXICO	399	277	598	372	755	415	414	253	328	219	5.84	-7.31	4.09	-8.20	1.50

Source: COMTRADE data base, United Nations Statistics Division (UNSD)

Note: 1993 and 1994 figures include Austria, Finland and Sweden which joined the EU in 1995 only.

Republic of Korea Imports of Sesame Seeds
(V: US\$' 000; Q: Metric Tons)

Origin	1993		1994		1995		1996		1997		Share Value 97	Trend V 93-97	Share Quantity 97	Trend Q 93-97	Value 97 (US\$/kg)
	V	Q	V	Q	V	Q	V	Q	V	Q					
WORLD	28891	52802	61264	72291	44015	42061	66882	67797	52142	65191	100.00	13.53	100.00	3.64	0.80
SUDAN			17404	20000			5771	6000	31461	40941	60.34	610.58	62.80	641.56	0.77
CHINA	28891	52802	43859	52291	44015	42061	59830	60550	10949	11053	21.00	-15.04	16.95	-25.78	0.99
INDIA EX SIK							1011	1047	9719	13181	18.64	1153.14	20.22	1236.55	0.74

Source: COMTRADE data base, United Nations Statistics Division (UNSD)

United States Imports of Sesame Seeds
(V: US\$' 000; Q: Metric Tons)

Origin	1993		1994		1995		1996		1997		Share Value 97	Trend V 93-97	Share Quantity 97	Trend Q 93-97	Value 97 (US\$/kg)
	V	Q	V	Q	V	Q	V	Q	V	Q					
World	38353	36944	46834	40505	54121	39366	71180	46562	47538	42629	100.00	8.85	100.00	4.35	1.12
GUATEMALA	13031	12980	16358	13434	28487	19480	29828	17206	19166	15704	40.32	14.71	36.84	6.49	1.22
MEXICO	15334	12535	15910	12238	8994	5611	11568	6775	11575	10425	24.35	-8.43	24.46	-9.15	1.11
INDIA EX	541	737	2819	3313	5969	5742	8713	8043	4857	5758	10.22	73.64	13.51	64.85	0.84
VENEZUELA	207	225	454	478	236	173	4715	2875	4198	4146	8.83	130.70	9.73	114.29	1.01
NICARAGUA	2697	2979	1998	1632	2753	1882	3785	2176	2636	2242	5.55	6.11	5.26	-2.77	1.18
NETHERLANDS							59	53	1094	1338	2.30	509.38	3.14	527.65	0.82
SUDAN	121	156	3577	4547	3314	3198	6633	5703	1043	1023	2.19	63.65	2.40	49.00	1.02

Source: COMTRADE data base, United Nations Statistics Division (UNSD)

ANNEX II
Useful Addresses

1. Import Promotion Offices

CBI - Centre for the Promotion of Imports
from Developing Countries
Beursplein 37
P.O. Box 30009
3001 DA Rotterdam
Netherlands
Tel: (31 10) 20 13 434
Fax: (31 10) 41 14 081
E-mail: cbi@cbi.nl

DIPO - Danish Import Promotion Office
for Products from Developing Countries
Danish Chamber of Commerce
Boersen
1217 Copenhagen K
Denmark
Tel: (45 3) 395 0500
Fax: (45 3) 312 0525
E-mail: dipo@commerce.dk

CFCE - Centre Français du Commerce
Extérieur
10, Avenue d'Iéna
75783 Paris Cedex
France
Tel: (33 1) 40 73 32 14
Fax: (33 1) 40 73 39 79
E-mail: orientation@cfce.fr

Swedish International Development
Cooperation Agency - SIDA
Dept for Infrastructure and Economic
Cooperation - INEC
Sveavägen 20
105 25 Stockholm
Sweden
Tel: (46 8) 698 5000
Fax: (46 8) 698 5615
E-mail: info@sida.se

Istituto Nazionale per il Commercio
Estero ICE
Bureau de Promotion des Importations
Via Liszt 21
00144 Rome - Eur
Italy
Tel: (39) 06 59 92 95 17
Fax: (39) 06 59 64 73 78
E-mail: ice@ice.it

NORAD - Norwegian Agency for
Development Cooperation
Tollbugata 31
P.O. Box 8034 Dep
0030 Oslo
Norway
Tel: (47 22) 31 44 00
Fax: (47 22) 31 44 03
E-mail: elisabeth.sollner@norad.no

BFAI
Import Promotion Office
Agrippastrasse 87-93
P.O. Box 100522
50445 Cologne
Germany
Tel: (49 221) 205 70
Fax: (49 221) 205 72 12
E-mail: 106035.377@compuserve.com

Panhellenic Exporters Associations
Information Service
11, Kratinou Street
10552 Athens
Greece
Tel: (30 1) 522 8925
Fax: (30 1) 524 2568
E-mail: pea@compulink.gr

Wirtschaftskammer Oesterreich - WKO
Austrian Fed. Economic Chamber
Foreign Trade Department
Wiedner Hauptstrasse 63
P.O. Box 150
1045 Vienna
Austria
Tel: (43 1) 501 054403
Fax: (43 1) 502 06255
E-mail: mayrw@aw.wk.or.at

Office Belge du Commerce Extérieur St.
OCBE
162, Bd E. Jacquain
B.P. 36
1210 Bruxelles
Belgium
Tel: (32 2) 206 3511
Fax: (32 2) 203 1812
E-mail: info@obcebdbh.be

Prodec Training & Consulting Ltd.
Töölönkatu 11 A
00100 Helsinki
Finland
Tel: (358 9) 431 38672
Fax: (358 9) 409 880
E-mail: prodec@hkk.fi

Crown Agents
Nicholas House
St. Nicholas Road
Sutton, Surrey SM1 1EL
United Kingdom
Tel: (44 181) 643 3311
Fax: (44 181) 643 8030
E-mail: crownagents@attmail.com

2. Trade Associations and Government Agencies

Association of Foreign Trading Agents
of Korea
P.O. Box 3138
Youngdeungpo-gu
Seoul 150
Republic of Korea
Tel: (82 2) 782 22 05
Tlx: 235440 KOFFER K

Korea Foreign Trade Association
Korea World Trade Center
CPO Box 1117
Seoul 135-729
Republic of Korea
Tel: (82 2) 551 5933
Fax: (82 2) 551 5310
Tlx: 24265 KOTRASO K

Ministry of Agriculture, Forestry and
Fisheries
Grocery, Oil and Fats Division
2-1, Kasumigaseki
Chiyoda-ku
Tokyo 100
Japan
Tel: (81 3) 502 8111

Japan External Trade Organization
2-5 Toranomon, 2-chome
Minatu-ku
Tokyo 105
Japan
Tel: (81 3) 358 25522
Fax: (81 3) 358 70219
E-mail: ita@jetro.go.jp

Korean Seed Association
2752, Yangjae-Dong, Seocho-ku
Seoul 137-130
Republic of Korea
Tel: (82 2) 578 7637
Fax: (82 2) 578 7639

The Grain Importers Association
Mizuho Kaikan
1-16, 2-chome, Nihonbashi
Chuo-ku
Tokyo 103
Japan

Japan Sesame Seed Oil
Manufacturers Association
c/o Takemoto Oil & Fat Co. Ltd.
7-11, 1-chome, Nihonbashi
Tokyo 103
Japan
Tel: (81 3) 271 44 02

The American Spice Trade Association
560, Sylvan Avenue
P.O. Box 1267
Englewoods Cliffs, NJ 07632
USA
Tel: (1 201) 568 2163
Fax: (1 201) 568 7318

National Federation of Sesame Processors
Association
4-8-10, Soto-Kanda
Chiyoda-ku
Tokyo 101
Japan
Tel: (81 3) 3251 2506

The Japan Oil and Fat Importers and
Exporters Association - JOFIEA
1-10-12, Nhonbashi Horidome-cho
Chuo-ku
Tokyo 103
Japan
Tel: (81 3) 366 29821
Fax: (81 3) 327 12707

Bureau For The Development of Research
on Tropical Perennial Oil Crops
BUROTROP
17, Rue de la Tour
75016 Paris
France
Tel: (33 1) 40 50 71 29
Fax: (33 1) 40 50 71 30

FEDIOL - EU Seed Crushers and Oil
Processors Federation
Tervurenlaan 168, P.O. Box 12
1150 Brussels
Belgium
Tel: (32 2) 771 4538
Fax: (32 2) 771 3817
E-mail: fediol@pophost.eunet.be

The Association of Danish Oil and
Oilseed Processors
P.O Box 50
8100 Aarhus C
Denmark
Tel: (45 87) 30 60 00
Fax: (45 87) 30 60 02

FOSFA
Federation of Oils, Seeds and
Fats Associations
20 St, Dunstan Hill
London EC3R 8HL
United Kingdom
Tel: (44 171) 283 55911
Fax: (44 171) 623 110

National Oilseed Processors Association
NOPA
1255 23 St. NW, St. 850
20037 Washington DC
USA
Tel: (1 202) 452 8040
Fax: (1 202) 452 8040

Société Interoléagineuse d'Assistance et de
Développement
Service Documentation
12, Avenue Georges V
Paris 75008
France
Tel: (33 1) 40 63 48 00
Fax: (33 1) 40 69 48 66

Association du Négoce des Graisses
Oléagineuses, Huiles Etatières Grasses
de l'Union Européenne
197, Rue Belliard
1040 Bruxelles
Belgique
Tel: (32 2) 230 6170
Fax: (32 2) 230 3063

Fédération des Fabricants d'Huile de
Belgique
Tervurenlaan 168, P.O. Box 12
1150 Brussels
Belgium
Tel: (32 2) 771 53 30
Fax: (32 2) 771 47 53
E-mail: apim.sshdb@pophost.eunet.be

The Danish Feed and Grain Trade
Association - DAKOFO
Boersen
1217 Copenhagen K
Denmark
Tel: (45 33) 95 05 00
Fax: (45 33) 91 33 20

National Institute of Oilseeds Products
NIOP
c/o Meyers and Associates
412 First St. SE, St 100
20003 Washington DC
USA
Tel: (1 202) 484 2773
Fax: (1 202) 484 0770

Fédération de l'Industrie de l'Huilerie de
l'Union Européenne
74, Rue de la Loi
1040 Bruxelles
Belgique
Tel: (32 2) 230 3125
Fax: (32 2) 230 0946

3. Standard Organizations

International Standardisation Institute (ISO)
Rue de Varembe 1, P.O. Box 56
1211 Geneva 20
Switzerland
Tel: (41 22) 749 01 11
Fax: (41 22) 733 34 30
E-mail: central@isocs.sio.ch

UN/ECE
Trade Division - Agricultural Standards Unit
Palais des Nations
1211 Geneva 10
Switzerland
Tel: (41 22) 917 28 75
Fax: (41 22) 917 03 62

Comité Européen de Normalisation (CEN)
European Normalisation Committee
Third Countries Unit
Rue de Stassart 36
1050 Brussels
Belgium
Tel: (32 2) 550 0811
Fax: (32 2) 550 0819
E-mail: infodesk@cenclebel.be

Joint FAO/WHO Food Standards Programme
Codex Alimentarius Commission ESN Division
Via delle Terme di Caracalla
00100 Rome
Italy
Tel: (39) 06 52 25 44 19
Fax: (39) 06 52 25 45 93
E-mail: alan.randell@fao.org

ANNEX III

Trade Fairs

Trade Fairs

ANUGA

Frequency: every 2 years

09 OCT 99 - 14 OCT 99

13 OCT 01 - 18 OCT 01

Organizer: Messes und Ausstellungen GmbH

P.O. Box 210 760

50532 Cologne

Germany

Tel: (49 221) 8210 2490

Fax: (49 221) 8212 574

Internet: <http://www.koelnmesse.de>

FOODEX JAPAN

International Catering Exhibition

Chiba / Japan

Organizer: Japan Management Association

3-1-22, Shiba-Koen, Minato-ku

105 Tokyo

Japan

Tel: (81 3) 34 34 19 88

Fax: (81 3) 34 34 80 76

E-mail: convention@www.jma.or.jp

IFFCS Summer

International Exhibition for Sweets and Candies

Frequency: annual

New York / USA

Organizer: Association Expositions + Services Reed Exhibition Companies

383 Main Avenue

06851 Norwalk, CT

USA

Tel: (1 203) 840 4820

Fax: (1 203) 840 4821

e-mail: ihall@reedexpo.com

JAPAN FOOD

International Exhibition For The Catering Industry

Frequency: every 2 years

Osaka / Japan

Organizer: Osaka International Trade Fair Commission

5-102, Nanko-kita, 1-Chome, Suminoe-ku

559-0034 Osaka

Japan

Tel: (81 6) 66 12 37 73

Fax: (81 6) 66 12 85 85

Internet: <http://www.oitfc.fair.or.jp>

ANNEXE IV

**List of Selected Importers
(Non-exhaustive)**

DENMARK

Nutana A/S
Ringstedvej 531
DK-4632 Bjaeverskov
Tel: (45 56) 87 00 19
Fax: (45 56) 87 00 48

Juel-Christensen A/S
Stamholmen 175
DK-2650 Hvidovre
Tel: (45 36) 78 04 04
Fax: (45 36) 78 11 88

Danske Mejeriers
Bronzevej 1
Faellesindkob Amba
DK-6000 Kolding
Tel: (45 75) 50 80 00
Fax: (45 75) 50 51 51

Dirach International Scandeco A/S
Lofasvej 2-4
DK-2100 Kobenhavn O
Tel: (45 35) 26 38 80
Fax: (45 35) 26 45 50

Hedegaard & Christensens Eftf. A/S
Amalienborgvej 57-61
Postboks 70
DK-9400 Norresundby
Tel: (45 98) 17 17 55
Fax: (45 98) 19 27 75

Toft A/S
Durup
DK-7870 Roslev
Tel: (45 99) 76 23 33
Fax: (45 99) 76 23 39

Domus Aromatica ApS
Hammervej 2, Hvorslev
Postboks 40
DK-8860 Ulstrup
Tel: (45 86) 46 37 00
Fax: (45 86) 46 43 09

FINLAND

Lihel Oy
Mänkimiehent 8
FIN-02780 Espoo
Tel: (358 9) 819 01 10
Fax: (358 9) 819 01 199

LT-Tukku Oy
Postios PL 127
FIN-02631 Espoo/
OR
Kutojant 4
FIN-02630 Espoo
Tel: (358 9) 521 70
Fax: (358 9) 521 21 21

FRANCE

Bio Planète Moog
Route de Limoux
F-11150 Bram
Tel: (33 4) 68 76 70 60
Fax: (33 4) 68 76 70 69

Bongout Sarl
Boulevard Barry 94
F-13013 Marseille
Tel: (33 4) 91 06 39 04

Spécialités De Fontain Cornu S.A.
Route de Pugey
F-25660 Fontain
Tel: (33 3) 81 57 29 83
Fax: (33 3) 81 57 30 96

Les Produits Hervé
Rue de la République
F-36700 Clion
Tel: (33 2) 54 38 66 03
Fax: (33 2) 54 38 66 04

Meckert Diemer Moulin
29 Route de Wingerstein
F-67170 Krautwiller
Tel: (33 3) 88 51 13 56
Fax: (33 3).88 51 00 18

Pimpexport
103 Boulevard Mac Donald
F-75019 Paris
Tel: (33 1) 45 91 05 88
Fax: (33 1) 45 91 05 78

Provence Régime
Chemin des Oliviers
B.P. 3199
F-30134 Pont Saint Esprit
Tel: (33 4) 66 90 54 54
Fax: (33 4) 66 39 42 31

Huilerie Vigean
Les Varennes
Route de Tours
F-36700 Clion
Tel: (33 2) 54 38 64 49
Fax: (33 2) 54 38 65 95

Graines Loras S.A.
Avenue de la Poterie
F-69890 la Tour-de-Salvagny
Tel: (33 4) 78 48 02 40
Fax: (33 4) 78 48 00 32

ITALY

Molino Ceci di Terravecchia Francesco
Via Buonriposo, 11
I-90124 Palermo
Tel: (39) 091 647 75 21
Fax: (39) 091 647 10 98

Farisesa Snc Di Bruno Santa C.
Via Luigi Einaudi, 28/30
I-91011 Alcamo
(Trapani)
Tel: (39) 0924 50 23 88
Fax: (39) 0924 50 23 88

Tavi Spa
Piazza Della Vittoria, 14/22
I-16121 Genova
Tel: (39) 010 58 50 94
Fax: (39) 010 58 50 86
E-mail: Tavispa@tin.it

Fuchs H. Ec. Snc
Via Molino, 1/5
I-39021 Laces
(Bolzano)
Tel: (39) 0473 62 31 15
Fax: (39) 0473 62 20 02

F-lli Giordano Snc
Via Salvatore Morso, 7-10
I-90127 Palermo
Tel: (39) 091 651 19 70
Fax: (39) 091 21 23 43

Lievito ed. Affini Ge. Pa. R. Gestione
Panifici E Rivendite
Via Nazario Sauro, 22
I-90145 Palermo
Tel: (39) 091 681 62 04

Veneta Spezie Di Bailo Mario Sas
Via Montegrappa, 46
I-35010 Santa Giustina in Colle
(Padova)
Tel: (39) 049 930 09 40
Fax: (39) 049 930 06 01

Baule Volante Srl
Via E. Mattei, 48/11
I-40134 Bologna
Tel: (39) 051 53 41 04
Fax: (39) 051 53 88 69
E-mail: baule@alinet.it

Unterholzner Adolf Ec. Snc
Via Monte Ivigna, 3
I-39010 Cermes
(Bolzano)
Tel: (39) 0473 56 40 99/56 42 72
Fax: (39) 0473 56 41 03

Sweet Di Tarella Giancarlo
Via Duchessa Isabella, 6
I-10011 Aglie'
(Torino)
Tel: (39) 0124 42 90 12
Fax: (39) 0124 42 99 28
Sweet@rivarolo.alpcom.it

Canino Alimentari Di Canino Giuseppe C. Snc
Via Conte Agostino Pepoli, 1
I-91100 Trapani
Tel: (39) 0923 21467

Ditta Salvatore Boccia Dei Fratelli Boccia Srl
Via Caduti Di Superga, 30/32
I-84016 Pagani
(Salerno)
Tlx: 770069
Tel: (39) 081 91 69 89
Fax: (39) 081 515 29 99

Vastours Srl
Via Piemonte, 34
I-00187 Roma
Tel: (39) 06 481 80 00/481 43 09

Comital 2 Srl
Via Ariale Aragona, 1
Zona Industriale
I-93100 Caltanissetta
Tlx: 910624
Tel: (39) 093 42 22 09
Fax: (39) 093 45 65 156

JAPAN

Kasho Co. Ltd.
14-9, Nihombashi, 2-chome
Chuo-Ku
Tokyo 103
Tel: (81 3) 3276 7701
Fax: (81 3) 3278 8280

Kitamura & Co. Ltd
1-2, Sugahara-Cho
Kita-ku
Osaka 530
Tel: (81 6) 361 2258
Fax: (81 6) 362 5861

Nisshin Oil Mills Ltd.
23-1, Shinkawa, 1-chome
Chuo-ku
Tokyo 104
Tel: (81 3) 3206 5025
Fax: (81 3) 3206 6452

Choei Trading Co. Ltd.
Fukusei Bldg
6-19, Yaesu, 1-chome
Chuo-ku
Tokyo 103
Tel: (81 3) 3273 7701
Fax: (81 3) 3273 7703

REPUBLIC OF KOREA

Agriculture and Fishery Marketing
Importers
191, Hangangno 2-ga, Yongsan-gu
Seoul
Tel: (82 2) 198 75 13
Fax: (82 2) 798 75 13

Haitai International Inc.
Dabo Bldg 12 FI
140 Mapo-Dong, Mapo-gu
C.P.O. Box 4488
KR-Seoul 121-050
Tel: (82 2) 3270 1600
Fax: (82 2) 701 75 73

Shindongbang Corporation
2 Yangpyong-Dong 4-ga
Youngdungpo-gu
KR-Seoul 150-104
Tel: (81 2) 676 9123/9121
Fax: (81 2) 675 4961

NETHERLANDS

Dipasa Europe BV
P.O. Box 1384
NL-7500 BJ Enschede
Tel: (31 53) 42 83 366
Fax: (31 53) 42 83 399

NORWAY

Bjornstad & Jendal A/S
Gamle Drammensvei 48
Postboks 135
N-1321 Stabekk
Tel: (47 67) 53 11 04
Fax: (47 67) 53 04 25

Nopal A/S
Billingstadsietta 25
N-1396 Billingstad
Postboks 134
N-1376 Billingstad
Tel: (47 66) 77 61 00
Fax: (47 66) 77 61 60

SFK Norge AS
Industrivn 8
N-1483 Skytta
Postboks 54
N-1481 Hagan
Tel: (47 67) 06 07 77
Fax: (47 67) 06 18 96

BM Food Hanssen & Sandborg AS
Kirkeveien 71 A
Postboks 102
N-1344 Haslum
Tel: (47 67) 59 10 80
Fax: (47 67) 53 36 36

Hottermann ANS
Gamle Drammensvei 48
Postboks 1
N-1321 Stabekk
Tel: (47 67) 53 81 60
Fax: (47 67) 53 04 25

Pals A/S
Pilestredet 75C
Postboks 5885
Majorstua
N-0308 Oslo
Tel: (47 66) 77 05 00
Fax: (47 22) 56 93 33

Validus Engros Helsekostgrossisten AS
Mjondalen Industriomrade
Postboks 113
N-3051 Mjondalen
Tel: (47 32) 87 82 60
Fax: (47 32) 87 43 40

SPAIN

Julia Parrera S.A.
Tuset 8-10
S-08006 Barcelona
Tlx: 51083
Tel: (34 93) 218 44 04
Fax: (34 93) 218 36 02

Angel Jobal S.A.
Princesa 38
S-08003 Barcelona
Tel: (34 93) 319 78 02
Fax: (34 93) 310 23 06

Comercial Orbi, S.A.
Via Augusta, 59, Ed. Mercurio
Despachio 402
S-08006 Barcelona
Tel: (34 93) 415 68 80
Fax: (34 93) 238 14 84

Lopez Matencio S.A.
Juan de la Cierva Parcela 27
1c Plgo Industrial Oeste
S-30169 San Gines/Murcia
Tel: (34 968) 88 26 96
Fax: (34 968) 88 26 94

Cash Carry SI
Camino Trazo S/N
S-38350 Tacoronte/Tenerife
Tel: (34 922) 56 01 50
Fax: (34 922) 57 02 47

Manufacturas Ceylan SI
Dels Traginers 6
S-46014 Valencia
Tlx: 62702
Tel: (34 96) 37 88 00
Fax: (34 96) 379 95 70

Sakai S.A.
Reina Elionor 44
S-08205 Sabadell/Barcelona
Tel: (34 93) 710 15 00
Fax: (34 93) 710 14 21

Productos Alimentarios Pral S.A.
Mossen Anton 31
S-08912 Badalona/Barcelona
Tel: (34 93) 464 10 96
Fax: (34 93) 464 31 34

Central De Productos Biologicos S.A.
Ctra Sabadell-Granollers km 12.7
Nave 3
S-08185 Lliña de Vall /Barcelona
Tel: (34 93) 843 65 17
Fax: (34 93) 843 96 00

Adolfo Victorian Garcia
10, Bajo-centro
S-11080 Cadiz
Tel: (34 956) 22 53 75
Fax: (34 956) 22 73 01

SWEDEN

AB R Lundberg
Frihamnsallén 5
Box 104
SE-201 21 Malmö
Tel: (46 40) 715 45
Fax: (46 40) 23 60 71
Internet: <http://www.Kompass.com/c/lundse>

Alexander Grünfeld AB
Riddarg 10
Box 7571
SE-103 93 Stockholm
Tel: (46 8) 614 18 80
Fax: (46 8) 611 76 94

Nord Marketing
Box 6028
SE-55006 Jönköping
Tel: (46 36) 13 87 60
Fax: (46 36) 13 69 35

Contifood Smith & Son AB
Koksg 18
Box 50121
SE-202 11 Malmö
Tel: (46 40) 28 73 80
Fax: (46 40) 93 70 15
Internet: <http://www.Kompass.com/c/contise>

UNITED KINGDOM

Niva & Co., Ltd.
2F, 281-283 High Street
GB-Uxbridge Middlesex UB8 1LQ
Tel: (44 1895) 258 110
Fax: (44 1895) 258 112

Kenkko Group Ltd
Heriot Road 8
GB-London NW4
Tel: (44 181) 202 6600
Fax: (44 181) 202 5500

USA

Red River Foods
7400 Beaufont Springs Dr.
Ste. 55 Richmond
VA 23225-5517
Tel: (1 757) 320 1800

Sesaco
700 W. Center St. Paris
TX 75460
Tel: (1 903) 784 7419
Fax: (1 903) 785 3105

Dipasa
6600 E
FM 802 Brownsville
TX 78521
Tel: (1 956) 831 4072

BC Williams Bakery
6000 Denton Dr.
Dallas
TX 75235-6620
Tel: (1 214) 350 3320

Arrowhead Mills
110 S. Lawton
Hereford
TX 79045
Tel: (1 806) 364 0730
Fax: (1 806) 364 8242

North Pacific Trading
P.O. Box 3915
OR 97208-3915
Portland
Tel: (1 503) 231 1166

Ultra Trading International
295 Northern Blvd.
Great Neck
NY 11021-4701
Tel: (1 516) 466 4447

Transit Trading Corp.
196-198 W.
Broadway
NY 10013-2901
Tel: (1 212) 925 1020
Fax: (1 212) 925 1629

Levant
3390 Unit B Rand Rd.
South Plainfield
NJ 07080
Tel: (1 908) 754 1166

Once Again Nut Butter
12 S. State St
P.O. Box 429
Nunda
NY 14517-9706
Tel: (1 716) 468 2535

Mac Foods
101 Great Southwest Pkwy. S.W.
Atlanta
GA 30336-2305
Tel: (1 404) 505 8800

Neiman Brothers Co. Inc.
3322 W. Newport Ave.
Chicago
IL 60618-5510
Tel: (1 773) 463 3000
Fax: (1 773) 463 3181

Hemisphere Group
35 Beacon Ln.
East Northport
NY 11731-5103
Tel: (1 516) 368 0183

Golden Apple
5409 Roosevelt Ave.
Woodside
NY 11377-4240
Tel: (1 718) 899 7942

Golden Natural Food Products
151 Knickerbocker Ave.
Brooklyn
NY 11237-2031
Tel: (1 718) 456 0295

Tuts International Exports & Import
1530 Winder St.
Detroit
MI 48207-4528
Tel: (1 313) 567 1800
Fax: (1 313) 567 8585

Baraka
372 Mauro Rd.
P.O. Box 963
Englewood Cliffs
NJ 07632-1707
Tel: (1 201) 569 8400

Sparrow Enterprises
59 Walters Ave.
Everett
MA 02149-2026
Tel: (1 617) 389 4115

Hemisphere Trading
7 Cerro St.
Inwood
NY 11096-1605
Tel: (1 516) 371 3131

Schmid, Inc., H.P.
231 Sansome St.
San Francisco
CA 94104-2304
Tel: (1 415) 765 5925
Fax: (1 415) 765 5922

Sunlight Foods
3550 N.W. 112th St.
Miami
FL 33168
Tel: (1 305) 688 5400
Fax: (1 305) 688 9903

International Brands
703 N.W. 105th Pl.
Miami
FL 33172-3101
Tel: (1 305) 594 0296

Harkins Basic Commodities, T. J.
300 N.E. 183rd Rd.
Miami
FL 33179
Tel: (1 305) 653 1554

General Brands
2655 Le Jeune Rd.
Miami
FL 33134
Tel: (1 305) 444 4149

Red River Foods
864 S. Robertson Blvd.
Ste 303
Los Angeles
CA 90055
Tel: (1 310) 652 2315

Four Seasons Trading
P.O. Box 9922
North Hollywood
CA 91609
Tel: (1 818) 769 6963

Baraka
1929 Hooper Ave.
Los Angeles
CA 90011-1332
Tel: (1 310) 472 6830

Baraka
300 Stagg St.
Brooklyn
NY 11206-1702
Tel: (1 718) 599 2991

Sources of information:

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The Public Ledger
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- Directory of United States Importers, 1999.

EVALUATION FORM

Sesame Seeds WORLD OVERVIEW

1. PLEASE INDICATE HOW THIS BRIEF WAS OF USE TO YOUR ENTERPRISE.	<i>Very useful</i>	<i>Fairly useful</i>	<i>Not useful</i>						
<i>Overall rating of this market brief</i>									
<i>For taking marketing decisions</i>									
<i>For establishing market contacts</i>									
<i>For market research</i>									
<u>Comments</u> (use reverse side, if necessary): 									
2. PLEASE INDICATE WHICH SECTIONS OF THIS MARKET BRIEF WERE THE MOST USEFUL. (Ranking :1 = most useful to 9 = least useful)	1	2	3	4	5	6	7	8	9
<i>a) Market characteristics</i>									
<i>b) Market access</i>									
<i>c) Prices</i>									
<i>d) Packaging</i>									
<i>e) Distribution channels</i>									
<i>f) Market prospects</i>									
<i>g) Useful addresses</i>									
<i>h) List of importers</i>									
<i>i) Statistics</i>									
3. WHAT OTHER MARKET ASPECTS SHOULD BE COVERED?									
4. WHAT IMPORT MARKETS ARE OF PARTICULAR INTEREST TO YOU?									
5. WHAT PRODUCTS WOULD YOU LIKE COVERED IN THE FUTURE									

(Please turn over)

<i>NAME:</i>	
<i>TITLE:</i>	
<i>COMPANY:</i>	
<i>STREET ADDRESS:</i>	
<i>POSTAL ADDRESS:</i>	
<i>CITY:</i>	<i>COUNTRY:</i>
<i>TEL:</i>	<i>FAX:</i>
<i>SIGNATURE:</i>	<i>DATE:</i>

<i>ADDITIONAL COMMENTS</i>

Please return this evaluation form to :

*MARKET ANALYSIS SECTION (MAS)
INTERNATIONAL TRADE CENTRE UNCTAD/WTO
PALAIS DES NATIONS
CH-1211 GENEVA 10
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