

Market Development

MARKET BRIEF ON
SESAME SEEDS

WORLD OVERVIEW
1993

ITC



INTERNATIONAL TRADE CENTRE UNCTAD/WTO

Sesame seeds - World overview

Product description

HS 1207.40 Sesame seeds (sesamum), whole, broken, crushed, husked or shelled.

Production and trade

Total world production of sesame seeds steadily increased between 1989 and 1991, growing from 2.1 million tons in 1989 to 2.4 million tons in 1990 and 1991. World production in general has averaged over 2 million tons annually since 1980. China and India are the two major producers, accounting for more than 50% of total world production. The Sudan, Myanmar, Mexico, Nigeria and Venezuela are also significant producers of sesame. Over 80% of world production is consumed in the producer countries.

Principal importing countries (Q: metric tons '000; V: US\$ million)

	1989		1990		1991	
	Q	V	Q	V	Q	V
Total imports	386.8	306.5	498.2	497.0	498.8	448.2
Japan	113.3	88.0	123.9	113.0	122.2	106.1
Singapore	16.3	8.1	28.4	18.0	45.6	25.5
China	33.0	21.1	48.2	30.1	45.3	26.5
USA	40.5	41.7	42.9	59.8	36.4	43.1
Turkey	8.6	12.7	29.6	24.5	23.4	18.3
Egypt	.4	10.3	15.3	21.0	29.0	37.0
Greece	.9	10.8	11.0	12.2	16.9	18.0
Hong Kong	4.8	11.0	17.3	13.0	14.6	11.7
Republic of Korea	(1)	(1)	12.1	12.9	21.7	19.8
Germany (2)	11.4	13.6	12.2	19.0	14.0	17.6
Bulgaria	7.2	7.2	7.0	9.9	12.7	11.5
Jordan	4.4	2.7	10.0	12.7	10.3	8.6
Yemen (3)	13.9	9.8	15.2	13.7	10.0	9.0

Source: ITC, FAO/Agrostat.

(1) Q: 40 tons; V: US\$ 0.04 million.

(2) Post-reunification data for 1991.

(3) Post-reunification data as of 1990.

World trade in sesame seeds represents approximately 20% of total world production. In 1989, the Sudan was the largest exporter, replaced in 1990 and 1991 by China. Exports from China, India, Sudan, Myanmar and Hong Kong covered approximately 50% of world trade in 1991. Japan is by far the leading importer of sesame seeds followed by the EC and the USA in terms of value.

Market characteristics

An estimated 70% of world production of sesame seeds is processed into oil and meal. The food industry is the principal market segment in most of the importing countries. Japan is practically the only importer which uses most of the imported sesame for oil extraction. In the Middle East, sesame has long been used for traditional food and such specialties as tahine and halvah. The market for sesame seeds is rather limited in most European countries except Greece, Italy and Germany where imports increased considerably in the last few years.

Market access

With a few exceptions, there are no quantitative restrictions nor customs duties on imports of sesame seeds into major markets. Sanitary regulations are applied in some countries. Imported sesame must conform to the importer/end-users' requirements in the various markets. Specifications for sesame used for the food industry generally concentrate on color, cleanliness and dryness; whereas oil content is the major purchasing criterion for oil extraction.

Prices

Prices are determined on the basis of type, color and oil content of sesame and are highly dependent on supply conditions. Prices in a large number of countries fell in 1991 as world sesame seed production in 1990-1991 was higher than in 1989-1990.

Market opportunities

The negative supply situation in the Sudan in 1989 adversely affected world trade. However, in 1990 and 1991, substantial Chinese production and exports of sesame seeds led to a significant recovery of imports into the principal world markets. According to trade sources, a steady increase in imports is foreseen in the short-term as demand remains strong.

Bibliography

- ◆FAO/Agrostat, Rome
- ◆Oil World, ISTA, Mielke GmbH, Hamburg
- ◆The Public Ledger's Commodity Week, London (various issues)
- ◆Marchés tropicaux et méditerranéens, Paris (various issues)

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Sesame seeds - Japan

Product description

HS 1207.40 Sesame seeds (sesamum), whole, broken, crushed, husked or shelled.

Trade

Q: metric tons '000	1989		1990		1991	
V: US\$ million						
	Q	V	Q	V	Q	V
Imports	113.2	88.0	123.9	113.0	122.2	106.0
Exports	1.3	2.1	3.4	6.3	3.0	5.0

Source: FAO/Agrostat.

Main origins of imports (% of imports by value, 1991)

China (52.4), Myanmar (12.5), Pakistan (7.2), India (5.1), Colombia (4.4), Guatemala (4.1), El Salvador (3.1), Thailand (1.9), Tanzania (1.75), Vietnam (1.6), Nicaragua (1.3), Turkey (1.0).

Source: UNSO/Comtrade.

Market characteristics

Sesame seed is considered a natural health food in Japan where it is widely used for cooking. Local production is negligible and is for domestic consumption only. White sesame seed is mainly imported from Mexico, Guatemala, and El Salvador whereas black sesame is from China and Thailand. Out of total annual consumption, about 65% is used for oil extraction and 35% for food. The food segment is further broken down as follows: roasted sesame 42%, ground sesame 12%, washed sesame 36% and others (roasted sesame seed with salt, etc.) 10%.

The consumption ratio of white sesame and black sesame is approximately 7 to 3. While demand for washed sesame tends to decrease, demand for ground sesame shows a tendency to increase. The market requires seed of pure color, in large, plump and uniform size, free from any foreign matter and with minimum fatty acid content. Black sesame seeds are preferred with lustre.

Market access

No import duty is levied on sesame seed, but it is subject to the Food Sanitation Law under which it must undergo plant quarantine inspection.

Prices

Import prices were stable in 1990 and 1991 but decreased during 1992. Price for sesame seed from China was quoted as follows (Y 1,000/mt, ex-godown):

	<u>1991</u>	<u>1992</u>
Black for cooking	165-160	135-130
Mixed for extraction	165-160	110-105

Distribution channels

Imports reach the processing companies through importers. After processing, sesame used for food goes to an agent or wholesaler and then to the retailer. Sometimes it is delivered directly by the processing company to supermarkets. There are about fifty medium and small companies processing sesame seed for food, thirty five of which are members of the National Federation of Sesame Processors Association. Around eleven oil extractors specialize in sesame oil production and form the Japan Sesame Seed Oil Manufacturers Association.

Commercial practices

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

Packaging

Imported sesame seed is packed in 50-60 kg jute bags. It is generally repacked in bags of 20 kg for delivery to wholesalers.

Market opportunities

Over the last few years Japan has been by far the world's largest importer of sesame seed. Imports grew steadily at an average growth rate of 1.24% over the period 1987-1991. As domestic demand for sesame seed is increasing, the market is expected to grow and offer good opportunities for both traditional and new suppliers of sesame seed. It is essential, however, that they ensure high quality and regular supply to this highly competitive market.

List of importers

(non-exhaustive)

Shin- Tokyo sangyo Co. Ltd
Chiyokawa Bldg
2-3, Shinbashi 3-chome
Minato-Ku
Tokyo 105
Tel: 35 03 24 91
Tlx: J27121 INTOKYO

Dah Shong Hong Ltd
18-2, Roppongi 5-chome
Minato-Ku
Tokyo 105
Tel: 35 82 07 07
Tlx: 242573
Fax: 35 82 06 57

Toho Bussan Kaisha Ltd
Nihon Seimei Bldg
18-16, Shinbashi, 1-chome
Minato- Ku
Tokyo 105
Tel: 35 07 32 50
Tlx: 2225316 J

Tokyo Menka Kaisha Ltd
67, Kawara-machi
1-chome
Chuo- Ku
Osaka 541
Tel: 208 21 21
Tlx : J63245 TOMEN

Nissin Trading Co. Ltd
Room No. 701, Nakagin
Hatchobori Mansion No. 13-14
Hatchobori 4-chome
Chuo- ku
Tokyo 104
Tel: 553 95 71
Tlx: 25651 NISSIN J

Nissin Food Products C o.
1-1 Nishnakajima 4- chome
Yodogawaku
Osaka 532
Tel: 304 77 11
Tlx: 5233350 NISSIN J

Mitsubishi Corp.
6-3 Marunouchi 2-chome
Chiyoda-ku
Tokyo 100
Tel: 210 21 21

Mitsui & Co. Ltd
2-1 Ote-Machi 1-chome
Chiyoda-ku
Tokyo 100
Tel: 285 11 11
Tlx: J22253 MITSUI A

Marebuni Corp.
5-7, Honmachi 2-chome
Chuo-Ku
Osaka 541-88
Tel: 266 21 11
Tlx: J63261 MAREBUNI

Useful addresses

Ministry of Agriculture, Forestry
and Fisheries
Grocery, Oil and Fats Division
Food and Marketing Bureau
2-1, Kasumigaseki
Chiyoda-ku
Tokyo 100
Tel: 502 81 11

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

National Federation of Sesame
Processors Association
4-8-10, Soto-Kanda
Chiyoda-ku
Tokyo 101
Tel: 251 25 06

Japan External Trade Organization
(JETRO)
2-5, Toranomom, 2-chome
Minato-ku
Tokyo 105
Tel: 3582 55 49
Tlx: 24378 JETRO J
Fax: 3582 06 56

Sources of information

- ◆FAO/Agrostat
- ◆JETRO, Access to Japan's Import Market: Sesame, No.37, March 1983
- ◆The Japan Oil and Fat Importers & Exporters Association (JOFIEA)
- ◆ISTA, Oil World, Mielke Gmbh, Hamburg
- ◆ESCAP, Prices of selected Asia/Pacific Products (various issues)
- ◆UNSO/Comtrade Database System

Sesame seeds - United States of America

Product description

HS 1207.40 Sesame seeds (sesamum), whole, broken, crushed, husked or shelled.

Trade

Q: metric tons '000	1989		1990		1991	
V: US\$ million	Q	V	Q	V	Q	V
Imports	40.5	41.7	42.8	59.8	36.5	43.2
Exports	2.0	2.0	6.2	7.1	4.4	4.7

Source: FAO/Agrostat.

Main origins of imports (% of imports by value, 1991)

Mexico (62.7), Guatemala (16.5), El Salvador (14.6), Nicaragua (1.9), Honduras (1.6). Small amounts are also imported from Japan, Sudan, Panama, China and India.

Source: UNSO/Comtrade.

Market characteristics

Domestic production is very small. Imports originate mainly from Mexico and Central America. Both natural and hulled sesame are imported, the latter accounting for the bulk of imports.

A certain amount of sesame is hulled in the United States. The food and bakery industries are the two major end-users of sesame which is widely used for hamburger buns, breads and cracker products. A large quantity of sesame is also used in halvah and other confections as well as other ethnic foods. Evenness of color, cleanliness and dryness are the main purchasing criteria applied by American importers of sesame seed. The bulk of sesame imported is light tan in its hull color. Hulled sesame should be pearly white with a glossy finish. Large-size natural seed is preferred for hulling.

Market access

A rate of US 0.026 cents per pound is levied on sesame imported from "designated non-market economy countries". Imports from other sources are duty-free. The "Cleanliness Specifications for Unprocessed Spices, Seeds and Herbs" prepared by the American Spice Trade Association cover import criteria for unprocessed sesame seed.

Prices

According to ITC's Market News Service, import prices for sesame seed from Central America in April 1993 were quoted as follows (US\$/ton):

◆ sesame seed hulled:	1,300	◆ sesame seed natural:	1,100
◆ sesame seed roasted:	950		

Distribution channels

Spice traders and the bakery sector are the principal importers of sesame seed. Imported sesame seed reaches end-users directly from importers; about 20% of imports are distributed through wholesalers.

Commercial practices

Orders are usually placed by importers on the basis of samples, specifications or during visits to existing and potential suppliers. Quotations are based on C&F or FOB. Payment is generally cash against documents for imports from Mexico and Central America and letter of credit for imports from Asia.

Packaging and transport

Two types of material are used for packing: paper bags (Mexico and Central America) and jute bags (Asia). Imports are shipped by container and enter the country via various ports (Miami, San Francisco, Houston and New York).

Market opportunities

The United States is the world's third largest importer of sesame seed in terms of value after Japan and Europe. Imports increased by 5.7% in volume in 1990 over the previous year due to steady demand from the food and bakery industries. In 1991, American imports decreased by 15%, due to a sharp drop in shipments from India. However, trade sources indicate that it will remain a significant import market for traditional suppliers in the foreseeable future.

List of importers

(non-exhaustive)

Kellogg, Inc., Seeds & Supplies
322 E. Florida St.
PO Box 684
Milwaukee, WI 53201
Tel: (414) 276 0373
Fax: (414) 276 2769

McCormick and Co., Inc
Sesame Products Div.
700 W. Center St.
Paris, TX 75460
Tel: (903) 784 7419
Fax: (903) 785 3105

Joyva Corp.
53 Varick Avenue
Brooklyn, NY 11237
Tel: (718) 497 0170
Fax: (718) 366 8504

ConAgra Dried Fruit & Nut Co.
1050 Sansome St., Ste.400
San Francisco, CA 94111-1334
Tel: (415) 956 6100
Fax: (415) 956 7039

Boricua Empaque, Inc.
PO Box 1741
San Juan, PR 00902-1741
Tel: (809) 725 0581
Tlx: 3450309
Fax: (809) 722 3567

Schiff Food Products Co., Inc.
190, Berry Street
Brooklyn, NY 11211
Tel: (718) 782 4353
Tlx: 220049
Fax: (718) 782 4731

H & H Seed Co.
P.O.Box 1688
Yuma, AZ 85364
Tel: (602) 783 7821
Tlx: 469003

First Intercontinental Corp.
800 W. Airport Freeway
Irving, TX 75062
Tel: (214) 721 9964
Fax: (214) 721 9430

Johnny's Enterprises, Inc.
319 E. 25th Street
Tacoma, WA 98421
Tel: (206) 383 4597
Fax: (206) 572 8742

Neiman Brothers Co., Inc.
3322 W. Newport Avenue
Chicago, IL 60618
Tel: (312) 463 3000
Fax: (312) 463 3181

The Regina Nuts Products Corp.
5213 2nd Avenue
Brooklyn, NY 11232
Tel: (718) 439 5606
Fax: (718) 492 8231

Spring Tree Corp.
PO Box 1160
Brattleboro, VT 05302
Tel: (802) 254 8784
Fax: (802) 254 8648

Sources of information

- ◆FAO/Agrostat
- ◆UNSO/Comtrade Database System
- ◆United States Department of Agriculture - US Spice Trade (various issues)
- ◆Oil World, ISTA
- ◆U.S Custom House Guide, official 1993 version

Sesame seeds - Saudi Arabia

Product description

HS 1207.400 Sesame seed (sesamum), whole, broken, crushed, husked or shelled.

Consumption

Q: metric tons '000	1989		1990		1991	
V: US\$ million	Q	V	Q	V	Q	V
Production	3.0	n.a	3.0	n.a.	3.0	n.a.
Imports	8.2	4.6	16.2	16.8	11.0	10.0
Exports	0.3	0.03	0.4	0.2	0.4	0.3
Apparent consumption	10.9		18.8		13.6	

Source: FAO/Agrostat.

A detailed breakdown of suppliers was not available for 1990 and 1991. However, principal suppliers of sesame seeds in 1989 were (in terms of percentage value) Sudan (76.8), India (9.4), United Arab Emirates (3.2), Thailand (2.3), Kenya (2.3) and Ethiopia (2.2). Other suppliers included Indonesia, Pakistan, Vietnam and China.

Source: UNSO/Comtrade.

Market characteristics

The bakery and confectionery sectors are the major end-users of sesame seeds; whereas the bulk of sesame seed imports, particularly those from the Sudan, are processed into oil for the food industry, mainly to produce tahine and halvah. The pharmaceutical industry is also a consumer of sesame oil. Sesame meal is used primarily as an animal feed ingredient. According to the trade, Sudan and India are the two major suppliers of sesame to Saudi Arabia.

Market access

Sesame seed imports are duty free. They are subject to a sanitary test at the laboratories designated by the Ministry of Commerce; five such laboratories are located in Riyadh, Jeddah, Dammam, Hail Ammar and Jizan. Certification on the suitability for human consumption of the goods is needed before they are released from Customs. Import licenses are not required.

Prices

Unit prices for sesame seeds were stabilized in 1990 and 1991. Import prices usually follow world market prices and are influenced by those of the Sudan. According to "Marchés tropicaux et méditerranéens" of 26 February 1993, the FOB price for sesame seeds (whitish) from the Sudan was US\$ 510 per ton.

Distribution channels

Producers of tahine and halvah are mainly responsible for the import and distribution of sesame seed within the country.

Market opportunities

Saudi Arabia is one of the major markets for sesame seed in the Middle East, with an average annual import of 11.8 thousand metric tons. In 1990 and 1991, imports increased both in terms of quantity and value after a significant decline in unit value on world markets in 1989.

As domestic production of sesame seed is unlikely to expand, demand will continue to be met by imports. It is expected that consumption will be stable and imports will remain at their current level.

List of importers

(non-exhaustive)

Shubra Sweet Factory
P.O. Box 5415
Riyadh 11422
Tel: 448 33 66

Helal Al-Jagira Factory Co.
P.O. Box 5415
Riyadh 11422
Tel: 498 58 55/498 35 71

National Confectionery and Tahina
Factory (a division of Abbar and
Zainy Co.)
P.O. Box 5700
Jeddah 21432
Tel: 647 40 00
Fax: 647 55 42

Halawani Brothers Co.
Jed. Zuriat Dist. Pet. St.
P.O. Box 690
Jeddah 21412
Tel: 636 98 10
Tlx: 401118 halawa sj

Salim Omer Bughshan Co.
Makkah Road Kilo 3
P.O. Box 181
Jeddah 21411
Tel: 687 25 05
Tlx: 402358 sbcorp sj

Al Nisr Sweet Factory
Jeddah Industrial Area
P.O. Box 5700
Jeddah 21421
Tel: 638 00 54

Fawzi Al Masri Al Sharani & Sons Ltd
P.O. Box 839
Jeddah 21421
Tel: 647 63 59
Fax: 647 63 59

Sources of information

- ◆FAO/Agrostat
- ◆UNSO/Comtrade Database System
- ◆Central Department of Statistics, Ministry of Finance and National Economy,
Riyadh, Saudi Arabia
- ◆Al Baraka Al Saudia for Export Promotion and Services, Jeddah, Saudi Arabia

Sesame seed - Jordan

Product description

HS 1207.400 Sesame seed (sesamum), whole, broken, crushed, husked or shelled.

Trade

Q: metric tons '000	1989		1990		1991	
V: US\$ million	Q	V	Q	V	Q	V
Imports	4.35	2.65	10.05	12.68	10.30	8.60
Exports	0.07	0.04	0.07	0.20	1.00	0.90

Source: FAO/Agrostat.

Main origins of imports (% of imports by value, 1991):

India (57.6), Uganda (23.06), Pakistan (10.7), Singapore (7.65). Small amounts were also imported from Myanmar, Kenya and Turkey.

Source: UNSO/Comtrade.

Market characteristics

Sesame seed is mainly used to produce tahine paste or as the main ingredient for the confection of halvah. Only a small amount of sesame seed is used for oil extraction. White sesame accounts for about 60% of total imports, the balance consisting of mixed sesame.

Market access

No import duty is levied on sesame seed. The general specifications required by Jordanian importers are: oil content 50%, purity 2%, humidity 7%.

Prices

The import price for white sesame seed from India averages US\$ 500 per ton.

Commercial practices

Orders are usually placed on the basis of specifications or samples. Visits to suppliers in the region are frequent. Payment is made generally by letter of credit.

Packaging and transport

Sesame seed is usually packed in 45 kg jute bags and shipped by multipurpose vessels.

Market opportunities

Jordan is a net importer of sesame seed and ranks among the major importers of sesame seed in the Middle East. The current level of imports is expected to be maintained in the short term, as domestic production is negligible and unlikely to expand.

List of importers

(non-exhaustive)

Sharkutly Trading (Pvt) Co. Ltd
PO Box 7461
Amman
Tlx: 21527 SHARK JO
Fax: 630449

Wabreh Tamari Co.
P.O. Box 355
Amman
Tel: 636380
Fax: 646310

Mustafa Kirfan Co.
PO Box 6501
Amman
Tel: 636852
Fax: 611060

Abu Eishah Bros. Trading Co.
PO Box 7930
Amman
Tel: 623661
Fax: 628461

Rajab Hanish and Sons Trading Co.
PO Box 7716
Amman
Fax: 648538

Taher Al Sharouri and Sons Co.
PO Box 3306
Amman
Fax: 624556

Useful addresses

Federation of Jordanian
Chambers of Commerce
PO Box 7029
Amman
Tel: 665492
Tlx: 24103 FJCC JO
Fax: 685997

Amman Chamber of Commerce
Zeid Bin Shaker
PO Box 287
Amman
Tel: 666151-3
Tlx: 21543 JO
Fax: 666155

Sources of information

- ◆FAO/Agrostat
- ◆UNSO/Comtrade Database System

Sesame seeds - Singapore

Product description

HS 1207.40 Sesame seed (sesamum), whole, broken, crushed, husked, or shelled.

Trade

Q: metric tons '000	1989		1990		1991	
V: US\$ million	Q	V	Q	V	Q	V
Imports	16.3	8.1	28.4	18.0	45.6	25.5
Re-exports	10.6	5.3	13.8	9.3	38.9	22.2

Source: FAO/Agrostat.

Main origins of imports (% of imports by value, 1991)

Myanmar (79.6), Taiwan Province-China (8.4), India (7.1), China (1.8), Thailand (1.0). Small amounts are also imported from Sri Lanka, Pakistan and USA.

Source: UNSO/Comtrade.

Market characteristics

Around 87% of sesame seed imported in 1991 was for re-export; the balance was mainly used for oil extraction. Approximately 90% of imported sesame seed is unhulled. A small amount of hulled sesame is used by the bakery sector. Mixed black and white sesame is mainly imported from India. Sesame seed with single skin, high oil content (normally 48-52%) is preferred for oil extraction.

Market access

No import duties are levied on sesame seed.

Prices

Import prices remained stable in the last few years. They generally correspond to world market prices (US\$ 500 per ton).

Distribution channels

Imports are handled by few specialized importers and trading corporations. These corporations are mainly involved in re-export. Sesame seed imported for the domestic market is processed by oil extractors and distributed through supermarkets and food stores.

Commercial practices

Orders are usually placed on the basis of specifications or samples. Importers sometimes visit suppliers to inspect the quality. Transactions are based on C & F or CIF terms. Payment is by letter of credit in US dollars.

Packaging and transport

Sesame seed is usually packed in 50 kg jute bags and shipped by multi-purpose vessels when imported into Singapore. Containers are used for re-exports.

Market opportunities

Actual sesame seed consumption in Singapore is quite limited as the majority of imports are re-exported. Traders expect domestic consumption to remain at the current level, while imports may continue to increase depending on demand for re-exports.

List of importers

(non-exhaustive)

Hong Kong Import & Export Corp. Ltd
50 South Bridge Road
CMO Building
Singapore 0105
Tel: 533 8833

General Agrochem Trading Corp. Ltd
47 A Emerald Hill Road
Singapore 0922
Tel: 235 2262
Tlx: 400984

Seng Long Enterprise Corp. Ltd
38 Carpenter Street
Singapore 0105
Tel: 222 2151
Tlx: 25728

Tay Yang Corp. Ltd
42 Telok Ayer Street
Singapore 0104
Tel: 222 6037
Tlx: 23307

Aik Siong Trading Corp. Ltd
101 Cecil Street Hexx 22-11

Himatsing Trading Co. Ltd
4, Robinson Road 07-04

Tong End Building
Singapore 0106
Tel: 223 9066
Tlx: 34138

Commercial Union Building
Singapore 0104
Tel: 220 9222
Tlx: 21746

Sources of information

- ◆FAO/Agrostat
- ◆UNSO/Comtrade Database System
- ◆Singapore Trade Development Board, 1, Maritime Square, No. 10-40 (Lobby D),
- ◆World Trade Center, Singapore 0409, Tel: 2719388, Tlx: 28617 TRADEV, Fax: 2740770
- ◆Contacts with traders

Sesame seeds - Republic of Korea

Product description

HS 1207.40 Sesame seed (sesamum), whole, broken, crushed, husked or shelled.

	1989		1990		1991	
	Q	V	Q	V	Q	V
Production	0.04		0.04		0.04	
Imports	0.04	0.04	12.10	12.90	21.70	19.80

Source: FAO/Agrostat.

Main origins of imports (% of imports by value, 1991)

China (61.1), India (26.8), Myanmar (7.5), Uganda (4.5).

Source: UNSO/Comtrade.

Market characteristics

Sesame seed oil is one of the most popular ingredients in food in the Republic of Korea which is dependent on imports to meet demand.

Market access

Imports of sesame seed into the Republic of Korea are restricted. Customs duties are levied at the rate of 40% of the import value.

Distribution channels

Imports of sesame seed are controlled by the Ministry of Agriculture, Forestry and Fisheries which fixes the annual import quota based upon the level of domestic consumption. Purchase schedules are determined by the Agriculture and Fisheries Marketing (AFMC) and imports are carried out through the Association of Foreign Trading Agents of Korea. The imported seeds are delivered to oil extractors by the AFMC and reach consumers in the form of sesame oil through supermarkets and food stores.

Commercial practices

Trading companies participate in open bidding. Transactions are based on C & F terms.

Packaging

Sesame seed is usually packed in 50 kg jute bags.

List of importers

(non-exhaustive)

Sesame Co. Ltd
P.O. Box 8804
Seoul
Tel: (02) 225 371/238 379
Tlx: 27252 SESAME K

Agriculture and fishery Marketing Company
191, Hangangno 2-GA
Yongsan-gu
Seoul
Tel: (02) 198 75 13
Fax: (02) 798 75 13

Western Trading Co
P.O. Box 8196
Seoul
Tel: (02) 776 90 76
Tlx: 28252 KMarket K

Samyang Foods Co. Ltd
KR-100-14-Chongno-gu
51-1 Susong-Dong
Seoul
Tel: (02) 795 82 01
Fax: (02) 733 61 80

Keyang Foods Co. Ltd
P.O. Box 9017
1233 Chorye-dong
Sunchon-shi
Chonnam
Tel: (0661) 741 57 53

Useful addresses

Association of Foreign Trading
Agents of Korea
P.O. Box 3138
Youngdeungpo-gu
Seoul 150
Tel: (02) 782 22 05
Tlx: 235440 KOFFER K

Korea Foreign Trade Association
Korea World Trade Center
C.P.O. Box 1117
Seoul 135-729
Tel: (02) 551-5933
Tlx: 24265 KOTRASO K
Fax: (02) 551-5310

Sources of information

- ◆FAO/Agrostat
- ◆UNSO/Comtrade Database System
- ◆Association of Foreign Trading Agents of Korea