

TRADE CHALLENGES : AFRICA SESAME SEED TRADE

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PRARAMB AGRI TRADING DMCC

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OVERVIEW

- ▶ Pre shipment challenges.
- ▶ Post shipment challenges.
- ▶ Trade Related Issues.
- ▶ Conclusions.



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PRE-SHIPMENT

WORLD SESAME
CONVENTION

18-20 Aug 2019, Istanbul

- ▶ Quality Per Se-challenges faced by exporter.
- ▶ Port Situations cut off time.
- ▶ Cleaning and origin challenges.
- ▶ Currency Fluctuations.
- ▶ Short shipments.
- ▶ Typical country Issues.
- ▶ Region wise sales definition.



POST SHIPMENT

- ▶ Transit time.
- ▶ Payments.
- ▶ Free time liner.



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TRADE RELATED

- ▶ Currency.
- ▶ Import country restriction.
- ▶ Japan pesticides issue.
- ▶ Quality disputes.



Suggestions/Conclusions

- ▶ Quality same norms for each country /Region.
- ▶ Sales for 2 months contracts.
- ▶ In some cases Receipt for shipment to be made acceptable ??





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THANKYOU!