



**Union Commodities (Pvt) Ltd.**

A CFLB COMPANY

*"SERVING YOU TASTE AND TIMELESS LEGACY IN EVERY CUP."*



# UNICOM

## A STRATEGIC PARTNERSHIP



As we celebrate 150 years of the tea industry in this resplendent island and sponsoring the Sesquicentennial Tea Convention as a strategic partner, we take great pleasure in our continuance in the industry serving you taste and timeless legacy in every cup that cheers.



# Three Decades

OF TRUST AND STABILITY.







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## **1. A Message from our Managing Director**

Whether or not you've heard of Sri Lanka, Ceylon Tea is renowned internationally for its classic taste and premium quality. We have tea entrenched in our tradition and history for over a century of which Union Commodities (UNICOM) has been a part since 1985.

For over three decades we have offered our customers premium blends of pure Ceylon tea, some from our very own plantations in the chilly highlands of the isle. Founded by three veterans in the industry as a small scale operation, today UNICOM is one of the largest tea exporters in the country.

In addition to the export of pure Ceylon teas around the world, in straight line estate marks or blended as per the requirements of our international clientele, we also offer our excellent packaging facilities and services to many well-reputed global companies for packaging under their own brands.

Our philosophy is one that is tied to the Sri Lankan culture of hospitality. We Lankans take pride in offering the best of everything we have to the world. Simply put, that is what we aim to serve in every cup of our tea.

To cater to the ever-evolving demands of the contemporary consumer, we have invested in state-of-the-art machinery in the production of tea bags that are staple free and environmentally friendly. We also accommodate the meticulous customers' palate with our expanded portfolio of value added tea which includes herbal and flavoured blends currently in demand.


**Anushman Rajaratnam**

Managing Director | Union Commodities







A person wearing a white shirt is pouring tea from a glass teapot into a clear glass cup. The background is dark and out of focus, showing some shelves with bottles.

## 2. In the Trade

As the third largest tea producer and conceivably the second largest exporter in the world, Sri Lanka is in the forefront of tea exports to the world market. This is because of the ideal diverse climate conditions in the region paired with premier quality and distinctive characteristics that give Ceylon tea its unique flavour, fresh aroma and exceptional colour.

Initiating from the reign of the monarchs, changing hands from the national to private sector, Sri Lanka is the world's largest producer of orthodox tea. Adhering to the highest quality standards in the world market, the ISO 3720 is the minimum standard that applies for the products. The Colombo tea auction is the single largest tea auction in the world and all products for exports that are accompanied by the Ceylon Tea Lion Logo which appears on Ceylon tea packs denote not only the country of origin but also the quality of Ceylon Tea.

Sri Lanka is a unique location where tea can be planted from sea level upwards in certain areas. The land area rises up to about 6000ft above sea level and our tea is produced only in carefully selected plots suitable for successful cultivation of the *Camellia Sinensis* (tea) plant. A unique feature of Ceylon tea comes from its wide variety of grades available in commercial quantities. Even though they are similar in leaf style we offer differentiated tastes in our various blends. We are also the only tea producing country to be recognised by the Montreal Protocol as an ozone friendly nation.

### **3. Reviving Our Roots**

UNICOM is a part of the CFLB group, one of Sri Lanka's most diversified conglomerates. Although initially set up as an agro chemical business, over the past decades the company has diversified into other business sectors and is currently prevalent in numerous industries. With investments spanning over numerous subsidiaries, the conglomerate has expanded its presence in the sectors of Agriculture, FMCGs, Hotels, Industrial Chemicals, Industrial Flooring, Paints, Pest Control, Lankem Tea Rubber Plantations, Agrapathana and Kotagala Plantations and Road Surfacing.

UNICOM singularly contributes towards 5% of the island's total tea crop produced in over 6000 hectares of the picturesque Western high grown region and the warm low grown region. Hailing from these highlands UNICOM Tea offers an extensive product portfolio catering to the adaptive needs of the constantly evolving consumer.

#### **Union Commodities and Kotagala Plantations**

Kotagala Plantations PLC is a multiple-crop (tea, rubber, oil palm, timber, spices & coconut) company under the Lankem Tea & Rubber Plantations banner and the holding company of Union Commodities. The tea-bearing sector of Kotagala Plantations utilises 2,451 hectares for harvesting the bulk of its tea from the Western high-grown Dimbulla district and a lesser extent from the low grown Kalutara area.

Kotagala Plantations PLC has an effective balance in multiple crops and the locations of its estates are strategically placed. It is the highest yielding regional plantation company with 10 well developed tea estates at Kotagala in the world famous and salubrious Dimbulla region. It consists of 12 estates in the low country of which five are tea cum rubber estates, whilst seven are rubber estates.

Oil Palm is a new venture that Kotagala Plantations PLC has embarked on giving it the necessary diversity and stability. The integration with Union Commodities adds further to its versatility and impetus on the tea industry.







## 4. The Tea Story

**1985**

Inception of Union Commodities

**1990 – 1991**

Focus shifted from desiccated coconut to tea exports

**2003 – 2006**

UNICOM Premises shifted from Vauxhall Lane to Kelaniya

**2006**

UNICOM was awarded ISO certification [ISO 9001:2008]  
and HACCP Certification

**2012**

UNICOM became a fully owned subsidiary of Kotagala Plantations PLC  
and a member of the Lankem Ceylon Group of Companies





## 5. The Origins

Why are we in the business? The answer is simple.

Tea is Mother Nature's gift bestowed upon us, full of aromatic secret properties and we want to share these with you.

Let us Heal you with every sip you take.



## 6. Crossing all “t”s and dotting all “i”s

We have 120,000 sq. ft. of factory space dedicated to the production of our unique Ceylon tea that is shipped all over the world. We have the latest state-of-the-art machinery for all your blending, packaging and tea bag production.

### Machines

IMA C 28 - Staple free tea bags

IMA C 2002 - Staple free tea bags

Constanta Machine – String & Tag

IMA C 21 – Foil envelope tea bags

Blending Machines

Anysort - Tea Colour sorter

Domino Machine - On line Printing Machines (Ink Jet Printing)





Quality is second to none. Exemplary standards are maintained in our plantations and churning of special UNICOM teas. We proudly boast of best industry practices, efficient processes and minimal waste. We leave no stone unturned when it comes to the screening of our products, because we believe in bringing our clients nothing short of the best we have to offer.

In recognition of our standards of excellence, UNICOM Teas have obtained several key certifications; namely:

**ISO 9001:2015**

Quality Management System Certificate against ISO 9001:2015

**ISO 22000:2018**

Food Safety Management System Certificate against ISO 22000:2018

**HACCP CODEX Alimentarius Certificate**

Food Safety Management Certification against HACCP standard

**FSSC 22000**

Food Safety Management Certification

**SMETA Certificate**

standards of labour, health and safety, environment and business ethics.

**Tea Board GMP**

Good Manufacturing Practices Certificate from Sri Lanka Tea Board



ISO 9001:2015 Certificate



ISO 22000:2018 Certificate



HACCP CODEX Alimentarius Certificate



FSSC 22000 Certificate



SMETA Certificate



Sri Lanka Tea Board GMP Certificate

## 7. What we serve

UNICOM takes pride in offering its clientele a wide range of black tea, numerous flavoured teas and green tea to cater to their discerning palate.

Apart from the various renowned names we offer our packaging services to, we also house a range of premium Pure Ceylon Tea under our very own brands.



SIMONDOU

**SINGLE ESTATE | BLENDED | FLAVORED | GIFT**



**PACKETS | BAGS**








CHINA



## 8. Find us everywhere

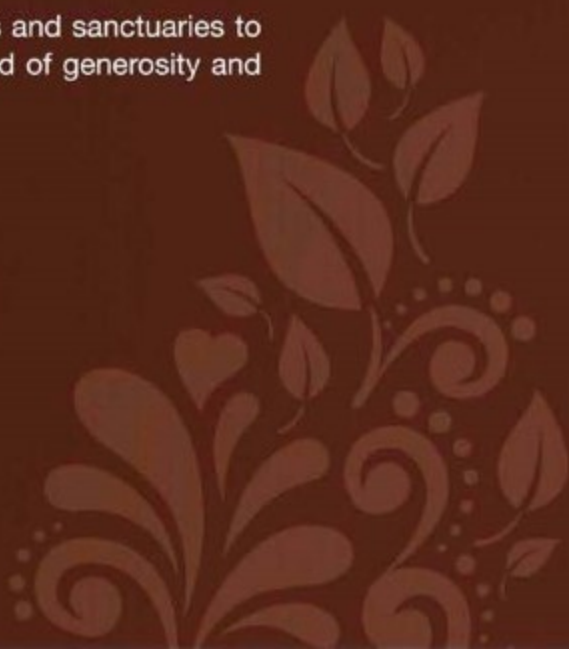
We have an elite clientele of renowned companies around the world who work with us because we offer them the best there is. Find the regions we operate in.



## **9. Do Good, Feel Good (CG / CSR)**

UNICOM is all about giving back to the society it operates in. We are heavily involved in community based initiatives in order to uplift the livelihoods and standard of living by providing employment opportunities to the local population and encouraging education opportunities amongst the staff and their families and dependents.

We also engage in charitable activities via shrines and sanctuaries to help those who seek shelter there and are in need of generosity and consideration.







## 10. What they're saying about us

### *Ahmad Tea*

Ahmad Tea has been buying and exporting Ceylon teas to destinations worldwide.

Marketing our exclusive and attractive range of products to discerning customers all over the world requires a wide range of expertise covering tea tasting, grading, blending, warehousing, packaging and eventual shipment.

UNICOM being one of the organizations handling and packaging Ahmad Teas for export have met our requirements as a responsible service provider. They have been efficient, with an emphasis on quality at all stages of the production process, and also have the capability of meeting demanding shipment schedules.

### *Beta Tea*

We have been working with Union Commodities for over 5 years and the service rendered to us has been excellent. Union Commodities is one of our main bulk tea suppliers and on-time delivery of our shipments has been one of the key factors during the last few years.

Another important factor is the timely response given to our requests by the senior management, as well as other levels of management. The flexibility offered to us by Union Commodities allows us to facilitate our complex customer requirements which necessitate changing our shipment schedules in order to meet any urgent requirements. Union Commodities never hesitates to meet these demands at all times, which has consequently helped nurture a mutually-beneficial relationship with the company with a positive outlook for the future too.





## 11. We let our Actions talk

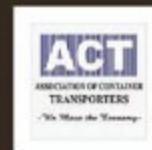
UNICOM is the proud recipient of the prestigious **Global Commerce Excellence Award 2014** at the bi-annual Global Commerce Excellence Awards, organised in association with the Central Bank of Sri Lanka (CBSL).

We also foster valued memberships with reputed institutions, namely the following.

**1. The Ceylon Chamber of Commerce**



**5. ACT – Association of Container Transporters**



**2. Sri Lanka Export Development Board**



**6. The Colombo Tea Traders Association**



**3. Sri Lanka Tea Board**



**7. Coconut Development Authority**



**4. National Chamber of Exporters of Sri Lanka**



**8. Tea Exporters Association**













## 12. The Spice Trail

### *Spices*

Also known as the Spice Island, Sri Lanka has historically attracted foreign nations for its spice riches. The story of spices from Ceylon dates back to the 14th century but there is evidence uncovered of spice trade being conducted since the time of the Romans. Today, the nation proudly boasts the export of the most sought-after ceylon cinnamon (world's largest exporter), Pepper, Cloves, Cardamoms, Nutmeg, Mace and Vanilla, which grow in abundance across the island's nutrient rich soil and favourable climate. 56% of Sri Lankan agricultural exports consist of spices, allied products and essential oils. These varieties of condiments are used to season, flavour and aromatise numerous cuisines across the world.

### Island Treasures

- |                      |            |              |
|----------------------|------------|--------------|
| - Cinnamon           | - Pepper   | - Clove      |
| - Kudampuli (Goraka) | - Turmeric | - Nutmeg     |
| - Mace               | - Cardamom | - Dried Lime |

### *Sesame*

Another specialty of this wondrous spice island is the organic cultivation of mixed sesame which is abundantly exported to extract oil. Union Commodities is one of the top five exporters of sesame from Sri Lanka with a loyal client base in Taiwan and Japan. This seasonal crop has numerous beneficial properties and by-products. The crop is expertly harvested by Union Commodities utilizing its expertise in backward integration while working directly with individual farmers. Fostering mutually beneficial relationships with the domestic farmers have allowed the development of a sustainable business model.

#### Specification:

- |                         |                     |                |                  |
|-------------------------|---------------------|----------------|------------------|
| - Oil content - 48% min | - Moisture - 7% max | - FFA - 2% max | - Admix - 1% max |
|-------------------------|---------------------|----------------|------------------|



## 13. Coconut Products

### COCOFERA

Goodness of coconut is known among all the Sri Lankans, who have a wide range of use for the product. However its goodness may still be undiscovered by the wider world. Today, coconuts are considered as a key ingredient that can be converted to many super foods.

Our brand "Cocofera" exclusively dedicated to the wide array of products of "**Cocos Nucifera**", as coconuts are called scientifically, consist one of the highest quality and innovative organic coconut products made using organically sourced coconuts under the most stringent quality standards.

Our mission is to help the world discover the greatness of the humble coconut as we thrive to make "Cocofera" available and affordable to everyone.

### Organic Coconut Superfoods

- EXTRA VIRGIN COCONUT OIL
- COCONUT FLOUR
- COCONUT BUTTER
- TOASTED COCONUT BUTTER
- COCONUT SUGAR
- COCONUT SYRUP
- COCONUT JAM
- COCONUT AMINOS
- COCONUT VINEGAR
- COCONUT CHIPS NATURAL
- COCONUT CHIPS TOASTED
- COCONUT MILK
- COCONUT WATER
- KING COCONIT WATER
- DESICCATED COCONUT - FINE & MEDIUM
- WHITE COCONUT OIL



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