

# 18 ROASTED DRY NUTS



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## 1. INTRODUCTION

Uttarakhand's dedication to horticulture has played a pivotal role in transforming the dry fruit industry within the state. Entrepreneurs are capitalizing on the region's natural advantages, seizing opportunities to establish and expand businesses related to dry fruits. The roasted dry nuts segment, in particular, has emerged as a lucrative venture within Uttarakhand. Besides, the state's capacity to produce premium-quality nuts positions roasted dry nuts as a sought-after product. Uttarakhand's role as a prominent player in the roasted dry nuts sector not only reflects its dedication to horticulture but also positions the state as a hub for innovative and health-focused agribusiness ventures. Given increasing demand for wholesome snacks, establishing a roasted dry nuts venture is a lucrative endeavor.

## 2. PRODUCT & ITS APPLICATION

The product category of roasted dry nuts in Uttarakhand is diverse, encompassing a range of dry fruit nuts that undergo the roasting process. This includes roasted walnuts, almonds, apricots, chestnuts, and mixed dry fruits. These roasted delights offer a blend of intensified flavors and enhanced nutritional benefits, making them popular snacks and versatile ingredients in culinary applications.

## 3. DESIRED QUALIFICATION FOR PROMOTER

The promoter should possess a strong understanding of the dry fruit industry, including knowledge of cultivation practices, processing methods, and market trends. A background in food processing or agribusiness would be advantageous. Besides that, business acumen, marketing skills, and financial management capabilities are crucial. Networking with local farmers and suppliers, as well as an awareness of quality control standards, are some other essential qualifications.

## 4. BUSINESS OUTLOOK AND TRENDS

As the awareness of health and wellness continues to rise, roasted dry fruits have gained popularity as both a wholesome snacking option and a versatile addition to daily diets. Retailers are adapting to this shift in consumer behavior by expanding their product offerings to include a diverse range of roasted dry fruits. The products, such as roasted almonds, walnuts, apricots, and chestnuts, not only offer a delightful and intensified flavor profile but also retain their inherent nutritional benefits through the roasting process. As the Indian market continues to develop both domestically and internationally, the inclusion of roasted dry fruits present an opportunity for retailers to meet changing consumer demands and stay competitive in an increasingly health-conscious and diverse market.

## 5. MARKET POTENTIAL AND MARKETING ISSUES; IF ANY

In the context of Uttarakhand, the market potential for the business of roasted dry fruits and nuts is particularly promising and multifaceted. The tradition of presenting dry fruits as gifts during festivals, weddings, and special events remains integral to the local culture, leading to seasonal peaks in demand and maintaining a steady market. Besides, health-conscious individuals, fitness enthusiasts, and those seeking wholesome snacking alternatives contribute to the increasing popularity of roasted dry fruits and nuts. By employing effective marketing strategies and maintaining a focus on quality, businesses in the roasted dry fruits and nuts sector in Uttarakhand position themselves as reliable providers.

## 6. RAW MATERIAL REQUIREMENTS

There are various sources of obtaining dry fruits in bulk and at wholesale prices from the distributors or dealers in Uttarakhand. There are plenty of wholesale dry fruit suppliers in Dehradun like K.R. Trading Corporation, Giva Agro, and H & D Enterprises. A few suppliers from other regions include Parmar Agro Food from Haridwar, Kandari Dry Fruits from Haldwani, etc. Besides the dry fruits, additional flavouring agents like salt, spices, sugar etc. will be required as raw materials in the business.

## 7. MANUFACTURING PROCESS

The roasting process is as follows:

- **Quality Sorting and Cleaning:** Once the raw dry fruits and nuts are sourced, the next step involves meticulous quality sorting and cleaning. This crucial process is undertaken to eliminate any impurities, damaged items, or substandard produce
- **Roasting Facility Setup:** The establishment of an efficient roasting facility is paramount. This involves designating a dedicated area equipped with commercial roasting equipment or large flat pans. The facility should prioritize proper ventilation and comply with safety regulations. Adequate space and equipment are essential for the seamless execution of the roasting process, ensuring optimal results.
- **Roasting Process:** Depending on the scale and nature of the business, the promoter must opt for commercial roasting machines for efficiency or manual roasting processes for a traditional touch. Regardless, the temperature and roasting time must be carefully calibrated based on the type of dry fruits and nuts being processed. Constant monitoring during the roasting process is crucial to prevent over-roasting or burning, ensuring the highest quality of the final product.
- **Quality Control:** Implementing stringent quality control measures is an integral part of the production process. Various checkpoints must be established to verify the quality of the roasted dry fruits and nuts.
- **Optional Flavoring and Seasoning:** For product diversification and to cater to varying consumer preferences, the promoter may choose to introduce additional flavors or seasonings during or after the roasting process. This step involves experimenting with different combinations to create a range of unique and appealing products that stand out in the market.

**Cooling and Packaging:** After the roasting process is completed, it's crucial to allow the roasted dry fruits and nuts to cool before initiating the packaging phase.

## 8. MANPOWER REQUIREMENT

Sr. No	Particulars	No.	No of month in year	Wages/Salaries per month (Rs. In Lakhs)	Annual Expense (Rs. In Lakhs)
1	Self-employed	1	-	-	-
2	Skilled Labour	2	12	0.2	4.8
3	Helper	1	12	0.12	1.44
	<b>Total</b>				<b>6.24</b>

## 9. IMPLEMENTATION SCHEDULE

Sr. No.	Activity	Time Required (in months)
1	Acquisition of premises	1
2	Construction (if applicable)	1.5
3	Procurement & installation of Plant & Machinery	2.5
4	Arrangement of Finance	1
5	Recruitment of required manpower	1
6	Total time required (some activities shall run concurrently)	3

## 10. COST OF PROJECT

Sr. No	Particulars	Annual Expenses (Rs. in lakhs)
1	Land	-
2	Building (Rented)	-
3	Plant & Machinery	0.00
4	Equipment and Furniture Exp.	2.00
5	Misc. Fixed Asset	0.02
6	Preoperative & Preliminary Exp.	0.10
7	Working Capital	0.84
	<b>Total Project Cost</b>	<b>2.96</b>

## 11. MEANS OF FINANCE

Bank-term loans are assumed @ 60 %

Sr. No.	Particulars	Annual Expenses (Rs. in lakhs)
1	Promoter's contribution	1.18
2	Bank Finance	1.78
	<b>Total</b>	<b>2.96</b>

## 12. FURNITURE AND FIXTURE

Sr. No	Particulars	Unit	Price per Unit (Rs. in lakhs)	Total Amount (Rs. in lakhs)
1	Tools & Equipment (mixing tools and heating pan, sorting and cleaning tools, packaging tools, etc.)	-	0.20	0.20
2	Furniture & Set-up (Lighting, kitchen platform, chairs, working tables, packaging area, etc.)	-	0.80	0.80
3	Storage racks and shelves	-	0.50	0.50
4	Computer	1	0.50	0.50
	<b>Total Rs.</b>			<b>2.00</b>

Local suppliers in India offer a wide range of furniture and fixtures. The entrepreneur can avail office furniture after thorough research and analysis. Below are the tentative suppliers in India. Besides these, online platforms such as India Mart, Trade Mart, etc. can also be explored for ordering online.

1. New Arya Mirror Trading Co.  
3540, Gali Haqim Baqa,  
Chandni Chowk-110006,  
New Delhi, India
2. Shree Indrraj Furniture  
Near Maharshi School, Dewalchour Kham,  
Haldwani, Haldwani-263139,  
Uttarakhand, India
3. Shree Balaji Traders  
73-74, Shree Plaza, Begum Bridge Road,  
Near Boundary Road, Lalkurti,  
Jawahar Nagar, Meerut-250001,  
Uttar Pradesh, India

### 13. SALES REALISATION

Sr. No	Product	Sales Value in Lakhs
1	Roasted Dry Fuits & Nuts (Walnuts, Almonds, Apricots, Chestnuts, Mixed Dry Fruits, etc.)	36.00

### 14. PROFITABILITY CALCULATIONS

The basis of profitability is;

Sr. No	Particulars	Annual Expenses (Rs. in lakhs)
A.	Sales realisation	36.00
B.	Cost of production	
i)	Raw materials	21.60
ii)	Utilities	0.60
iii)	Manpower Cost (Salaries/wages)	6.24
iv)	Administrative expenses	0.28
v)	Packaging	0.54
vi)	Material Lost Cost	0.11
vii)	Selling & distribution expenses	0.00
viii)	Rent	0.40
ix)	Interest	0.20
	Total (B)	29.96
	Gross profit/loss (A – B)	6.04
	Less: Depreciation	0.30
C.	PBIT	5.74
D.	Income-tax	-
E.	Net profit/loss	5.74
F.	Repayment (Annual)	0.17
G.	Retained surplus (E-F)	5.57

## 15. BREAKEVEN ANALYSIS

(Rs. in lakhs)

Fixed cost	
Land & Building Rent	0.40
Depriciation	0.30
Interest	0.20
Manpower	1.87
<b>Total Fixed cost</b>	<b>2.77</b>
Variable cost	
Raw materials	21.60
Utilities	0.60
ManPower	4.37
Administrative expenses	0.28
<b>Total Variable cost</b>	<b>26.85</b>
<b>Contribution margin</b>	<b>20%</b>
Break-Even Point in Value	13.84

## 16. STATUTORY/GOVERNMENT APPROVALS

The Food Safety and Standards Authority of India (FSSAI) is the regulatory body responsible for ensuring food safety and standards in India. It is established under the Food Safety and Standards Act, of 2006, and governs all matters related to food, storage, distribution, sales, and import. Any entity operating a food business has to abide by the food safety rules and regulations and fulfill the legal requirements. Non-compliance with FSSAI regulations can lead to penalties, fines, and even closure of the business.

Besides an FBO license, a food processing unit has to secure and register a business under MSME. It also has to secure various types of licenses such as:

1. Trade License: This license is important for any food-related business. The local municipal authority gives it.
2. GST Registration: Registration under the GST is mandatory for any business with a certain turnover and is involved in the sales of goods including food products.
3. Other legal approvals include meeting with labeling compliance, local permits, and state-specific licenses if any.

## 17. TRAINING CENTERS AND COURSES

There are few specialized Institutes that provide degree certification in Food Technology, The most famous and authenticate Institutions are as follows:

1. FCI Institute of Management  
11, Subash Road, Opposite Police HQ,  
Dehradun, Uttarakhand, India
2. Food Industry Capacity & Skill Initiative (FICSI)  
1, 3rd floor, Shriram Bharatiya Kala Kendra,  
Copernicus Marg, Mandi House-110001,  
Delhi, India

3. National Institute of Food Technology Entrepreneurship and Management  
97, Niftem Rd, HSIIDC, Industrial Estate,  
Kundli, Sonapat- 131028,  
Haryana, India

Swayam portal (link: <https://swayam.gov.in/>) can also be accessed for enhanced learning on business commerce, accounting, production, marketing, and areas of entrepreneurship.

#### **Disclaimer**

Only few machine manufacturers are mentioned in the profile, although many machine manufacturers are available in the market. The addresses given for machinery manufacturers have been taken from reliable sources, to the best of knowledge and contacts. However, no responsibility is admitted, in case any inadvertent error or incorrectness is noticed therein. Further the same have been given by way of information only and do not carry any recommendation.