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A faint, light gray outline of a world map serves as a background for the central section of the page. It shows the continents and major country borders.

## **Market Brief - Product**

### **Slovakia : Dried Fruits and Nuts**

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Vienna [AU1], LO

## **Dried Fruits and Nuts Market Brief - Slovakia**

### **Summary**

Virtually all dried fruits and nuts on the Slovak market are imported and the United States is a significant supplier, mainly of almonds, raisins, prunes and peanuts. Due to very a low level of domestic production, there are no official statistics on these commodities and there is little market protection or regulation. Prices are determined by prices in exporting countries although discounts are offered to large hypermarkets.

### **Production and Processing**

Slovakia has a suitable climatic conditions for growing of walnuts, hazelnuts, apples, pears and apricots. However, production is quite limited. Due to the absence of large processor/dryers almost all apples, pears and apricots are sold either fresh or to canning companies for further processing. Very small amount of dried fruits (mainly apples) are processed locally (so called „garage production“). Walnut trees are quite popular in gardens but production is mainly for household consumption rather than for market sale.

### **Trade**

Since the production of nuts and fruits is very limited almost all dried fruits and nuts are imported from abroad. Recently, United States has been significant exporter to Slovakia of dried fruits and nuts, mainly almonds, raisins, prunes and peanuts.

Nuts (0802) - mainly almonds. U.S. exports of almonds to Slovakia have been quite stable over the past 5 years averaging about \$400,000 per year with almost 90% of share of all almonds exported to Slovakia.

Raisins (0806) – U.S. raisins entered the Slovak market only a couple years ago and U.S. exports amounted to about \$250,000 in 1998. The U.S. share of imports is about 15%.

Dried fruits (0813) U.S. prunes exported to Slovakia amount to around \$200,000 per year and the U.S. share of all imports is about 10% (of all HTS 0813 commodities). The share of U.S. prunes on Slovak market is more than 30%.

Exports of U.S. peanut products to Slovakia (1201 and 2008) have dried up during the last few years. While in 1994 and 1995 U.S. exports were more than \$500,000 per year, the port value dropped to less than \$200,000 in 1998 and a further decline is expected in 1999. This is mainly due to cheaper imports from China and Czech Republic.

Imports of selected dried fruits and nuts sorted by HTS codes:

Imports of selected dried fruit and nuts by HTS code					
ALMONDS – 080211,12					
1998			Jan-Sept 1999		
Country	MT	mil. SKK	Country	MT	mil. SKK
U.S.	97	15	U.S.	74	12
Poland	7	1	Holland	2	0,5
Holland	6	1	Great Britain	1	0,2
<b>Total</b>	<b>124</b>	<b>17</b>	<b>Total</b>	<b>79</b>	<b>13</b>
HAZELNUTS - 080221,22					
1998			Jan-Sept 1999		
Country	MT	mil. SKK	Country	MT	mil. SKK
Turkey	652	97	Turkey	375	65
Spain	19	4	Spain	42	6
Greece	9	2	U.S.	4	1
U.S.	8	2			
<b>Total</b>	<b>724</b>	<b>106</b>	<b>Total</b>	<b>425</b>	<b>73</b>
RAISINS – 080620					
1998			Jan-Sept 1999		
Country	MT	mil. SKK	Country	MT	mil. SKK
Iran	743	33	Iran	620	23
U.S.	176	8	U.S.	79	5
Turkey	41	2	Czech Rep	39	2
<b>Total</b>	<b>1040</b>	<b>45</b>	<b>Total</b>	<b>773</b>	<b>32</b>
PRUNES – 081320					
1998			Jan-Sept 1999		
Country	MT	mil. SKK	Country	MT	mil. SKK
Moldavia	184	6	U.S.	120	8
U.S.	136	7	Moldavia	102	3
Yugoslavia	101	4	Yugoslavia	82	4
<b>Total</b>	<b>493</b>	<b>18</b>	<b>Total</b>	<b>318</b>	<b>15</b>

MIXTURES OF DRIED FRUIT AND NUTS – 081350					
1998			Jan-Sept 1999		
Country	MT	mil. SKK	Country	MT	mil. SKK
Germany	235	33	Germany	185	28
Czech Rep	49	6	Czech Rep	14	2
U.S.	7	2	U.S.	1	0,1
<b>Total</b>	<b>296</b>	<b>42</b>	<b>Total</b>	<b>216</b>	<b>32</b>
GROUND NUTS SHELLLED NOT ROASTED – 120220					
1998			Jan-Sept 1999		
Country	MT	mil. SKK	Country	MT	mil. SKK
Argentina	1131	38	Argentina	970	32
China	863	24	China	620	21
Sudan	139	3	Sudan	145	5
U.S.	5	1	U.S.	70	3
<b>Total</b>	<b>2467</b>	<b>72</b>	<b>Total</b>	<b>1884</b>	<b>62</b>

GROUND NUTS, NUTS & SEEDS PREPARED OTHERWISE - 200811,19					
1998			Jan-Sept 1999		
Country	MT	mil. SKK	Country	MT	mil. SKK
China	637	45	China	361	23
Germany	484	35	Czech rep	307	25
Czech Rep	406	30	Austria	213	19
U.S.	83	7	U.S.	19	2
<b>Total</b>	<b>2375</b>	<b>190</b>	<b>Total</b>	<b>1471</b>	<b>128</b>

Exchange rates:

1998 37 SKK per 1 USD

October 1999: 40 SKK per 1 USD

Trade Regulations

Since there is virtually no production of dried fruits and nuts in Slovakia, there are almost no trade barriers to imports. The value added tax (VAT) on dried fruits and nuts is 10% except for value added products such as chocolate raisins, chocolate peanuts, etc. where the VAT is 23%. Automatic import licences are required for peanuts.

Customs tariffs are shown in the following table.

Customs Tariffs for Import of Selected Poultry Commodity in Slovakia in 1998			
HTS Code	Article Description	Customs Tariffs in %	
		General	MFN
0801	Coconuts, Brazil nuts and cashew nuts	5.0	Free
080211, 12	Almonds	5.0	Free
080221, 22	Hazelnuts	5.0	Free
080231, 32	Walnuts	5.0	0.1
080240	Chestnuts	5.0	0.8
080250	Pistachios	5.0	Free
08029010	Pecans	5.0	Free
08030090	Bananas and plantains, dried	14.0	Free
08042090	Figs dried	9.9	Free
080620	Raisins		
	Packed for immediate consumption in package	13.0	2.4
	Other packages - Currants, Sultanas, Other	13.0	2.4
0813	Fruit, dried, other than that of headings 0801 to		
081310	Apricots	5.0	0.8
081320	Prunes	5.0	0.8
081330	Apples	5.0	0.8
081340	Other fruit		
08134010	Peaches, nectarines	5.0	0.8
08134030	Pears	5.0	0.8
08134050	Papayas	5.0	Free
08134060	Tamarinds	5.0	Free
08134070	Apple cashew, lichi, jackfruit, passiflora,	5.0	0.6
08134095	Other	5.0	0.6
120210	Ground nuts in shell roasted	Free	Free
120220	Ground nuts shelled not roasted	11.0	0.7
200811	Ground nuts, nuts and seeds, including mixtures	40.0	Free
200819	Ground nuts, nuts and seeds, including mixtures	30.0	Free

## Prices

Retail prices vary based on the size and location of the store, distributor, and type of packaging. Discounts for large buyers such as the hypermarket TESCO have tended to drive prices down. Nuts and dried fruits are also sold on the open markets by weight. The price on the open market is about 15-20% lower than at the hypermarket (retail) level. The usual retail margin on dried fruits or nuts is about 25%.

### Packed products in retail stores

	Retail price
Almonds, not roasted, 100g	30 – 42 SKK
Cashews, not roasted, 100g	35 – 50 SKK
Hazelnuts, 100g	28 – 40 SKK
Raisins, 100g	8 – 15 SKK
Peanuts, roasted salted, 100g	23 – 30 SKK
Pistachios, 100g	23 – 32 SKK
Prunes, 100g	15 – 25 SKK
Dried apricots, 100g	20 – 28 SKK

### List of Importers, Distributors and other Important Contacts:

Company: Alfa Bio Slovakia, Ltd.  
 Comp.type: Importer, Packager, Distributor  
 Contact: Mr. Tomas Zaloudek  
 Title: Trade Manager  
 Address: Horna 39, 974 01 Banska Bystrica, Slovakia  
 Phone: +421-88-4161 862  
 Fax: +421-88-4163 675  
 E-mail: alfabio@psgnetbb.sk  
 U.S. imports: prunes  
 Other imports: almonds, peanuts, hazelnuts, pistachios, cashews, coconuts, raisins, dried apricots, prunes, pineapple, papaya, graded coconut, coconut chips, banana chips  
 Customers: confectioners, bakeries, packaging companies, wholesalers, retail chains

Company: ANJA, Ltd.  
Comp.type: Importer  
Contact: Mr. Jankuliak Andrej  
Title: Director  
Address: Jaskovy rad 219, 831 01 Bratislava, Slovakia  
Phone: +421-7-547 888 16-18  
Fax: +421-7-547 888 19  
Email: [anja@napri.sk](mailto:anja@napri.sk)  
U.S. imports: prunes (California), soya beans for Tofu, beans  
Volume: \$50,000 USD (potential to triple in year 2000)  
Customers: processors, packagers, distributors

Company: Baliarne obchodu, j.s.c. Poprad  
Comp.type: Packaging, Importer  
Contact: Mr. Matusek Viliam  
Title: General Director  
Address: Hranicna 664/16, 058 58 Poprad  
Phone: +421-92-714 3111, 772 9355  
Fax: +421-92-772 9355  
Products: peanuts, hazelnuts  
Customers: wholesale, retail

Company: Chio Slovakia, Ltd.  
Comp.type: Importer, Distributor, Producer  
Contact: Mr. Milos Slobodnik  
Title: Director  
Address: Nozdrkovce 1798, Trencin  
Phone: +421-831-658 3102-4  
Email: [centrala@chio.sk](mailto:centrala@chio.sk)  
Products: nuts  
Customers: cash & carry, wholesalers, retailers, hypermarkets, supermarkets

Company: Encinger Ltd.  
Comp.type: Importer, Distributor  
Contact: Mr. Dusan Encinger  
Title: Manager  
Address: Jadranska 13, Bratislava, Slovakia  
Phone: +421-7-4487 1994-5  
Fax: +421-7-4487 1993  
E-mail: [ENCINGER@isternet.sk](mailto:ENCINGER@isternet.sk)  
U.S. imports: prunes, almonds (through EU companies)  
Other imports: almonds, peanuts, hazelnuts, pistachios, cashews, coconuts, raisins, dried apricots, prunes, pineapple, papaya, coconut chips



Customers: packagers, wholesalers, retailers

Company: KLEMBER, Ltd.  
Comp.type: Producer  
Address: Nova Osada 757, 929 01 Dunajska Streda  
Phone: +421-709-551 6017-18  
Fax: +421-709-552 8600  
Products: peanuts roasted salted  
Customers: retailers, wholesalers

Company: Lagris Slovakia Ltd.  
Comp.type: Importer, distributor  
Address: 914 42 Horne Srnie  
U.S.imports: almonds, peanuts  
Other imports: hazelnuts

Company: Mukates  
Comp.type: Importer  
Contact: Mr. Jan Tabi  
Title: Regional Manager  
Address: 946 54 Bajc  
Phone/Fax: +421-818-768 1154  
Email: [bajc@mukates.sk](mailto:bajc@mukates.sk)  
Products: dried fruits, nuts  
Customers: wholesalers, retailers,

Company: Oliv, Ltd.  
Comp.type: Importer  
Contact: Mr. Ivan Zacik  
Title: Manager  
Address: Senkvicka 1, 902 01 Pezinok  
Phone: +421-704-645 4500-1  
Fax: +421-704-645 1106  
Email: [oliv@oliv.sk](mailto:oliv@oliv.sk)  
HTTP: [www.oliv.sk](http://www.oliv.sk)  
Products: dried fruits, nuts, olives, pastas  
Customers: distributors, wholesalers, retailers,

Company: Vitana Slovensko (aughter company of Vitana in the Czech Republic)  
Comp.type: Importer, Distributor  
Contact: Mr. Matej Vasko  
Title: Trade Manager  
Address: Strojnicka 97, 821 05 Bratislava  
Phone: +421-7-4341 3253, 4341 2225

Fax: +421-7-4341 2226

Email: mvasko@vitana.sk

Products: raisins, hazelnuts, coconut, peanuts, cashews, mixes of dried fruits and nuts, pistachios

Customers: retailers