



Foreign Agricultural Service

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## Hungary

## Tree Nuts

## Market Update

## 2002

Approved by:

**Paul Spencer-MacGregor**

**U.S. Embassy Vienna**

Prepared by:

Dr. Ferenc Nemes

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**Report Highlights: The Hungarian import market for tree nuts and peanuts is growing. Production and consumption of snacks, sweets and confectionary products are increasing and Hungary relies mainly on imports for their nut supply. 80-85% of bulk almond purchases are currently from the United States. As disposable income continues to rise, the market is opening for more value added and branded products.**

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Includes PSD changes: No  
Includes Trade Matrix: No  
Unscheduled Report  
Vienna [AU1], HU

## Market Size

Almonds and peanuts offer trade opportunities for U.S. suppliers. Annual domestic consumption of peanuts is approximately 7,500 MT. According to trade estimates, 1,500 MT of peanuts are consumed as a snack food while about 6,000 MT are used by the baking and confectionary industries. Almond consumption is 700-750 MT annually of which domestic production is about 250-300 MT. Almonds are sold to retail companies and used by sweets companies and numerous, small marzipan and confectionary companies. Almonds as a salty snack are not yet available.

## Company Profiles

Confectionary manufactures, snack packagers, and confectionary ingredient distributors are the primary importers of almonds and peanuts. Some of the strong, multinational sweets companies import for themselves. However, grocery stores (convenience shops as well as hypermarkets) are supplied by importer/packer/distributor companies. Almonds and peanuts are imported mainly in bulk and retail packs of nuts and nut mixes usually bear the logo of the packer. Imported retail packaged peanuts from other European countries represent around 100-150 MT annually.

## Import Tariffs for 2002

	MFN	EU	CEFTA
Almonds, unshelled (080211) or shelled (080212)	6.2%	0%	0%
Roasted almonds, pistachio (also in nut mixes) (200819)*	31.4%	0%	0%
Peanuts, shelled or unshelled, unroasted (1202109001, 1202100001)	8.5%	0%	0%
Roasted peanuts (200811)*	31.4%	31.4%	0%

There is a Uruguay Round WTO Tariff Rate Quota for roasted nuts and peanuts (among other products in HS2008). For CY 2002, the TRQ is 7,082 MT and the in quota rate is 20%.

\* Tariff on these products if imported from developing countries (1<sup>st</sup> column tariffs) is 20%

**Trade Data**

## Exports (MT)

	<b>1998</b>	<b>1999</b>	<b>2000</b>
Almonds, unshelled (080211)	n/a	n/a	n/a
Almonds, shelled (080212)	14	5	14
Peanuts, unroasted (1202)	n/a	85	27

## Imports (MT)

	<b>1998</b>	<b>1999</b>	<b>2000</b>
Almonds, unshelled (080211)	66	20	n/a
Almonds, shelled (080212)	383	497	511
of which from the USA	383	422	411
Peanuts, unroasted (1202)	6866	6930	7826

**Local Retail Prices (at the end of 2001)**

## Almonds

Natural, in small bag (200 g)	USD 7.20/kg
Bleached, in small bag (200 g)	USD 10.12/kg
Sliced, bleached, in small bag (200 g)	USD 9.64/kg
Salted, roasted, in small bag (80 g)	USD 8.36/kg

## Peanuts

Roasted, in shell, in bag (150 g)	USD 2.53/kg
Roasted, shelled, unsalted, in bag (200g)	USD 3.04/kg
Roasted, shelled, salted, small bag, local brands	USD 2.63-5.32/kg
Roasted, shelled, salted, small bag, USA logo	USD 3.44-3.78/kg

## Other

Pistachio, salted, in small bags	USD 7.60-10.31/kg
Nuts and raisins mix, in small bag	USD 8.78/kg

## Key Contacts

Traders and users handling bulk product:

<p>Vera Lantos Marketing and Sales Manager Bako Hungaria Ltd. II. Rakoczi F. u. 2. Szigetszmiklos-Lakihegy, H-2310</p> <p>[36] 24-475-475 [36] 24-475-111 bakohu@mail.datanet.hu</p>	<p>Karoly Tabajdi Managing Director Naturfood Kft. Pomazi ut 68 Budakalasz, H-2011</p> <p>[36] 26-340-314 [36] 26-340-314 natfood@elender.hu Laszlo Bakos</p>
<p>Owner Bakos Marzipan Ltd. Damjanich u.24. Budapest, H-1213</p> <p>[36] 1-277-6106 [36] 1-277-5056</p>	<p>Sandor Santa Logistics Director Stollwerk Hungary Co. Ltd. Vagohid u. 20. 1453, Po Box 33 Budapest, 1097 Hungary</p> <p>[36] 1-456-3117 [36] 30-222-1775 [36] 2-159-990 santa.sandor@stollwerck.hu Mariann Sudi Harmati</p>
<p>Quality Manager Cerbona Foods &amp; Trading Co. Ltd. Varalja sor 1-3. Szekesfehervar, H-8000</p> <p>[36] 22-314-435 [36] 22-316-010</p>	<p>Attila Balint Director Sweetpoint Sweets Co. Ltd. Alagi u. 1. Dunakeszi, H-2120</p> <p>[36] 27-342-146 [36] 27-342-299</p>

<p>Van Melle Fundy Ltd. Fundy ut 1. Gyal, H-2360</p> <p>[36] 1-217-1301 [36] 1-217-1290 info@fundy.hu</p>	<p>Jozsef Ripka Trade Director Szamos Marzipane Ltd. Szent Erzsebet u. 109. Pilisvorosvar, H-2085 [36] 26-332-187 [36] 26-330-043 Imre Fenyvesi</p>
<p>Trade Director Gilan Kft Erkel u. 6. Pf. 40. Paty, H-2071</p> <p>[36] 23-344-062 [36] 23-344-062</p>	<p>Laszlo Tranker Sales Director Nestle Hungaria Ltd. Ybl Miklos ter 8. 1535 Bp. Pf. 789. Budapest, H-1013</p> <p>[36] 1-224-1292 [36] 1-224-1214 danko@nestle.com www.nestle.hu</p> <p style="text-align: right;">Szilard Molnar</p>
<p>Sales Manager Mogyi Kft. Petofi S. u. 29. Csavoly, H-6448</p> <p>[36] 79-352-041 [36] 79-352-633 info@mogyi.hu</p>	<p>Adrienn Katona Managing Director Rezmany Kft. Kiss Erno utca 1-3 Budapest, H-1045</p> <p>[36] 1-399-1570 [36] 30-9421-144 [36] 1-399-1570 akatona@mail.matav.hu</p>

Contacts importing retail pack, branded products:

<p>Ferenc Ketting Managing Director MULTIKON Export-Import Ltd. Julia u. 4. Budapest, H-1026</p> <p>[36] 1-375-2774 [36] 1-212-1933 [36] 1-202-5784</p>	<p>Attila Rafai Commercial Director Cigar Tower Kiss Erno utca 1-3. Budapest, 1046 Hungary</p> <p>[36] 1-399-1557 36 1 272-1845 [36] 20-496-1497 [36] 1-399-4275 info@cigartower.hu</p>
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Zsuzsanna Molnar  
Brand Manager  
ASIX Rt.  
Soroksari ut 160  
Budapest, H-1095  
Hungary

[36] 1-280-1430  
36 309 921-479  
[36] 1-280-1434  
zsmolnar@asix.hu