

Market Brief on

*Honey*

*In the Russian Federation*

2000



MARKET BRIEF

ON

**HONEY**

**In the Russian Federation**

ITC



INTERNATIONAL TRADE CENTRE UNCTAD WTO

GENEVA  
2000

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Prepared by Igor Kuprienko

**M.D FMD /00/0120**

## **List of abbreviations**

SITC3: Standard International Trade Classification Revision 3

HS: Harmonized System

VAT: Value Added Tax

CIF: Cost Insurance and Freight

EU: European Union

CIS: Commonwealth of Independent States

## 1. Product description

This market brief covers natural honey produced by bees (*Apis mellifera*), centrifuged, in comb or containing comb chunks, provided that neither sugar nor any other substance has been added. Such honey may be designated by floral source, origin or color. Natural honey is classified under the following codes:

<b>SITC3</b>	<b>061.6</b>	<b>Natural Honey</b>
<b>HS</b>	<b>0409.00</b>	<b>Natural Honey</b>
<b>Product nomenclature of the Russian Federation</b>	<b>0409 00000</b>	<b>Natural Honey</b>

Honey is defined as "the natural sweet substance produced by honey bees from nectar of plants or from secretions of living parts of plants or excretions of plantsucking insects on the living parts of plants, which honey bees collect, transform by combining with specific substances of their own, deposit, dehydrate, store and leave in the honey comb to ripen and mature."<sup>1</sup>

"Honey consists essentially of different sugars, predominantly fructose and glucose as well as other substances such as organic acids, enzymes and solid particles derived from honey collection. The color of honey varies from nearly colorless to dark brown. The consistency can be fluid, viscous or partly to entirely crystallized. The flavor and aroma vary, but are derived from the plant origin".<sup>2</sup>

There are several different sources from which honey is extracted. *Blossom Honey* or *nectar honey* is the honey, which comes from nectars of plants. *Honeydew honey* comes mainly from excretions of plantsucking insects (Hemiptera) on the living parts of plants or secretions of living parts of plants. *Monoflora* honey has one predominant botanical source (e.g. acacia, clover, linden, sunflower etc.) and *polyflora* honey has several different botanical sources, none of which are predominant.

Honey can be processed in different ways, some of which include:

- *Comb honey* is honey stored by bees in the cells of freshly built broodless combs and is sold in sealed whole combs or sections of such combs;
- *Extracted honey* is obtained by centrifuging de-capped broodless combs;
- *Pressed honey* is extracted by pressing broodless combs with or without the application of moderate heat;
- *Drained honey* is obtained by centrifuging de-capped broodless combs.
- *Chunk honey* is honey that contains one or more pieces of comb honey.

Natural honey is mainly a food product, which has excellent taste characteristics. The chemical and biological content of honey make it one of the best nutrient and pharmacological products having immune biological and anti-bacterium features. The composition of natural honey is rather complex. It contains over 100 substances, which

<sup>1</sup> Codex Alimentarius: Draft Revised Standard for Honey

<sup>2</sup> Idem



affect the human organism favorably – containing 40% fructose, 35% glucose and some percentage of saccharose and maltose, 2% mineral salts and up to 20% water. It also contains the following elements – invertase, diastase, catalase, oxidase and proteolytic enzymes; vitamins B1, B2, B3, B5, B6, Bc, E, K, C and carotene are also found in natural honey.

## 2. Production, consumption and foreign trade

### Apparent Consumption of Honey in the Russian Federation (in Metric Tons)

	1994	1995	1996	1997	1998	1999	2000 <sup>3</sup>
<b>Production</b>		12,233	11,588	12,228	11,916	12,144	11,750
<b>Imports</b>	*1,318	*1,010	1,015	1,477	1,564		
<b>Exports</b>	*776	*114	41	12	158		
<b>Apparent consumption</b>		12,129	12,562	13,693	13,322		

*Sources: Production:* RF State Committee for Statistics Annual reports, 1995 – 2000, Department of bee-keeping of the Ministry of Agriculture of the Russian Federation; *Imports and Exports:* COM TRADE Database, United Nations Statistics Division (UNSD).

- minor statistics

The economic instability of the last years, the overvaluation of the rouble, and the elimination of farm subsidies contributed to the flattening out of production at around 12 000 tons and to a decrease in exports to negligible levels, hence opening room for a growing, albeit small, volume of imports. Imports accounted for about 13% of total apparent consumption in 1998 (as seen in the table above).

Domestic production is led by the Altai, Volga and the Penza region in the Far East. In the North-Western part of Russia, production is led by the Rkovo region.

The productivity of bee-keeping facilities vary from 100 kilos per hive per year (North-West region) up to 400 kilos per hive per year (Southern and Siberian regions). This deviation is a result of different climatic conditions in the regions.

Apart from a spurt in demand in 1997, apparent consumption of natural honey in the Russian Federation remained relatively constant during the period 1994-98, oscillating around 12 400 tons.

The volume of honey being imported into the Russian Federation has never been more than 13% of the country's total consumption. According to information received from traders, imports decreased dramatically after the financial crisis of 1998. For the period of the first half of year 2000, the total volume of imports is not forecasted to reach more than 3-4% of total consumption.

About 80% of all the honey imported into the Russian Federation is produced in the CIS (Commonwealth of the Independent States) countries. Ukraine, the Republic of Moldova, Bulgaria, Tajikistan, Kyrgyzstan, Georgia, Kazakhstan and Uzbekistan are the main suppliers to the Russian Federation.

<sup>3</sup> Estimates

Honey from Crimea, Ukraine, considerably affects the market situation in the big cities of the Western Russia in April – beginning May each year, as fresh honey from the South of Russia is not yet available on the market. It is very difficult to calculate the share of this honey in the total consumption, as most of it is sold directly on the marketplace and is not included into statistical reports. In the middle of May, as soon as honey from the South region of the Russian Federation is ready, Crimean honey loses its competitiveness due to custom duties.

The total rate of exports from the Russian Federation is, on average, about 5-7% of the total production. As the common economic situation in the Russian Federation depends much on the region, here is a brief regional analysis of imports and exports of honey:

- **North-Western region**

Packed honey is imported to the region from the EU (Germany, Finland) and unpacked honey (in kegs) is imported from the CIS countries. The total volume of imports does not reach 5% of total sales. Packed honey is also exported to Finland, the Baltic States and to the rest of the world via the above countries and via the St. Petersburg sea port. About 3% of all the honey manufactured in the North-Western region is exported abroad (these data are based on the estimates made by the regional bee-keeping society and should be considered as very approximate).

- **Central region**

About 5-7% of honey produced in the region is exported abroad (CIS, EU, Eastern Europe). About 1–2% of consumed honey is of foreign origin (Ukraine, Tajikistan).

- **Volga region**

Imported honey does not play a big role on the local market (less than 1%, originated in Ukraine, Georgia). 3–7% of manufactured honey is exported abroad (mostly to CIS countries).

- **Southern region**

A small percentage, 1-3%, of honey sold in the region is imported from Georgia and Azerbaijan. About 3–7% of honey is exported abroad (some of the comb honey was exported to Eastern Europe).

- **Ural region**

The share of imported honey does not exceed 1–3% of total sales (honey products are imported from the Middle Asia). Some honey is exported to the neighbor CIS country of Kazakhstan.

- **Siberian region**

The share of imported honey is not more than 1-2% (Middle Asia, China). Altai honey is exported to the European Union. Also affiliated products are exported for medical purposes.



## - Far Eastern region

The region has well-developed trade with the neighboring regions of China. Cross-border trade is not completely under statistics control, but, on average, about 10–15% of the honey manufactured in the Far East region is sold in China. Vice versa, up to 10% of honey sold in the region is produced in China.

### 3. Market characteristics

Honey collecting and bee-keeping are very strongly connected with Russian national traditions. Honey and affiliated products have always been amongst the most important exports from the Russian Federation.

There are basically two market segments for honey; the market for table honey and the market for industrial honey.

#### a) Table honey

In most markets, table honey or honey used by households accounts for the bulk of the honey market. On average, an estimated three quarters of total consumption fall into this category.

In the Russian Federation, it is estimated that the table honey market accounts for approximately 75% of the total honey market. It is used as follows: plain (with tea) and spread on bread 60-70%, as a natural sweetener 20-30%, of all the honey consumed in the Russian Federation.

Households, of the Russian Federation, appreciate the following types of honey: light colored (55%) and black (45%). Liquid honey is preferred by 40% of consumers, creamed or set honey by approximately 60%. The flavor preferences of 80% of consumers are not permanent and vary day by day. According to a survey conducted on 200 households about 5-10% have used imported honey.

The main consuming market in the North-Western region is St Petersburg. The city, with about 5 million inhabitants, is supplied by producers from the South of Russia (Central region) and Altai (Siberian region).

Moscow, with more than 8 million inhabitants is the main consuming market in the central region. The city consumes about 60% of all the honey and honey affiliated products being manufactured in the region. The remaining percentage is also supplied by the South of Russia (Central region) and Altai (Siberian region).

#### b) Industrial honey

The markets for industrial honey vary in size depending on the countries studied; from a high proportion in the USA and other developed countries to almost nothing in most developing countries. Industrial honey is used chiefly in the bakery, confectionery and cereal industries; it is also used by the manufacturers of baby food, tobacco, pharmaceuticals and cosmetics.

According to the experts in bee-keeping and honey production the share of industrial honey in the Russian Federation achieves 10-15 % of the total consumption. Other bee products are widely used for medical purposes in the Russian Federation. Among these there is honey itself, pollen, bee balm, bee milk and bee poison.

The highest price levels are for acacia and forest honey, as the latter type is rather rare and gives about 2–3% of the total country's production value. The highest quality honey is produced in the Altai region in Siberia and in the Far Eastern region (mostly called "mountain honey", which is frequently used for health treatment).

#### **4. Storage and packaging**

Honey in the Russian Federation is sold in the following main forms: unpacked pure honey, packed pure honey, honey in combs and affiliated products which are mostly used for medical purposes.

Natural honey is mostly stored in refrigerators at a temperature of about 8–10 degrees Celsius. The product should be stored, if possible, hermetically packed. In other cases, it can be stored for about 24–36 hours without losing its consumer qualities. Some companies such as "Medea" and "Octava" in Moscow, the Russia Federation, "Le to" in Birobidzhan, Siberia, "Tsvetkovbe-keeping" in Belgorod, South Russia and many others produce honey for longer storage. Conservants can be added to the product in such a case. Storage period of vacuum packed honey is up to 12 months or more, most preferably in refrigerators or other cold places.

Regarding packaging, it should be mentioned that up to 50% of honey in the Russian Federation is sold unpacked, which means the honey is sold directly from the manufacturer to the end-user on the marketplace. Packaging for wholesale trade may vary. Honey could be packed in boxes or barrels, up to 20–30 kilos per box or barrel. Packaging for retail trade begins with 25–50 grams, in plastic containers. Mostly used packaging materials are plastic for smaller portions, wood for medium portions, metal or aluminum kegs for big portions, ceramic kegs are used for luxury types of honey.

#### **5. Market access**

For imported honey products duty is 15%, plus 20% - VAT. Honey officially imported from Belarus, Kazakhstan, Kyrgyzstan and Tajikistan is free from the 15% customs duty. The regional authorities sometimes establish additional requirements for food products being sold on their territory. For example, in the city of Moscow (Central region) it is prohibited to sell honey on the marketplace. The republics of Tatarstan and Bashkortostan (Volga region) sometimes also take protectionism measures against the marketplace players from other regions in the Russian Federation. The Federal Government is now attempting to deal with the regional protectionism.

Taxes are not levied when a product is exported from the Russian Federation. A certificate of origin and license for Foreign Economic Affairs is required for import.

For additional information, potential exporters should be sure that local regional rules correspond to federal rules (contact the agencies mentioned in Annex III).

## 6. Quality requirements

The product should receive a certificate of quality, GOST (State Standards of Quality), issued by the State Committee for Standards and Metrology of the Russian Federation and by its regional agencies. A certificate from the Sanitary inspection is also required (see Annex III point 3).

The most important requirements for the contents of honey are, according to GOST 19792-87, the following:

- Smell – pleasant, no extraneous odors are acceptable
- Taste – sweet, pleasant, no extraneous flavors are acceptable
- Additives – not acceptable
- Effervescence - not acceptable
- Maximal content of water (mass), 21%
- Minimal share of reducing sugars (glucose and fructose) in waterless substance – 82.0%
- Maximal share of sugar in waterless substance, 6%
- Minimal diastase value (also known as “strength of honey”) in waterless substance, 7.0 Gote units. This parameter is considered as being the most important for quality definition.

Licensing requirements: not specified, but the trader on the domestic market should have a general license for selling food products.

## 7. Prices

A very wide price range characterizes the Russian Federation honey market. The average Russian consumer pays from US\$3-5 per kilo, for honey directly from the manufacturer on the marketplace, to US\$15–20 per kilo, for honey in ceramic kegs. All the prices on the domestic market are limited by these two boundary figures.

Regarding import prices, the following approximate price levels should be taken into consideration:

CIF St. Petersburg for honey in kegs, not more than US\$1.1–1.15 per kilo. Ex Works for companies based in St. Petersburg and Moscow buying from Ukraine and Moldova (distance 1000–2000 km) based on the maximal price US\$1 per kilo. Offers from Tajikistan (about 3000 km or more) should be based on the prices US\$0.9 or less. The prices for honey being delivered to one of the Russian Federation's ports should be in the range of US\$1.0–1.15 per kilo.

It is necessary to keep in mind that the price level for honey not in vacuum-packed containers varies greatly due to the season. Prices for the least expensive honey can drop to US\$2 per kilo in July – August and increase up to US\$5–6 in winter. Prices for more expensive honey depend on the packaging of the product.

The wholesale prices for honey vary from approximately US\$0.6 – US\$1 (directly from the bee-keeper) up to US\$5, depending on the region, quality and the type of the product.

The Russian Federation's honey for export is offered, depending on its type and packaging, on terms Ex Works, US\$ 1–5 per kilo in Siberia and Far East, US\$ 2–7 in the North – Western and Central regions.

## **8. Distribution channels**

The following variants of delivery of the goods to the customers are used in the region:

manufacturer (bee-keeper) – consumer (sales are provided in the market place); manufacturer (bee-keeper)– distributor (retail trader)– consumer; manufacturer – packaging company – wholesale trader – retail shop – consumer.

There are some specific features due to the region:

### **- North-Western region**

All types of distribution mentioned above are used. As an example, there exists a small network (4 shops in St. Petersburg) belonging to the regional Bee-keepers society. There are two ways to find access to the market: contact one of the food wholesalers (see Annex VI) or contact the regional Bee-keeping society (see annex III point 1) in order to find access to small retail traders.

### **- Central region**

Generally all the distribution schemes are used in the region. In Moscow the main scheme consists of the retail trade. The potential exporter should contact one of the wholesale traders (see Annex VI).

### **- Volga region**

All the schemes (shops, market place, and direct trade at the apiary) are used for honey trade in the region. Approximately 50 % of honey is sold via shops.

### **- Southern region**

All the types of honey trade are practiced in the region. About 50% of total sales is provided via shops. The potential exporter should contact one of the wholesale traders (see Annex VI).

### **- Ural region**

All the variants of delivery of the goods to the customers are used in the region.

### **- Siberian region**

About 70–80% of all the honey is sold directly on the market place (10% consumers buy it directly at the apiary).

### **- Far Eastern region**

60-80% of honey is sold on the market place or at the apiary.

## 9. Market opportunities, trends and prospective

From a legal and administrative point of view, the Russian Federation's food market is rather open to foreign products. In the years 1993–1995 the share of imported honey accounted for about 10–15% of the market.

In the period 1992–1998 there have been some successful attempts to import honey from the EU and North America. However, the 1998 financial crisis resulted in a dramatic decrease in food imports including honey, considered to be a luxury item in the Russian Federation. Currently, it is estimated that honey imports only account for no more than 1–3% of honey consumption, which was of 13,322 metric tons in 1998, the major supplying countries being in the CIS.

However, according to trade sources, the market, despite being small, is growing and there are opportunities for exporters of honey. To improve their exports, developing countries need to concentrate on industrial honey which tends to be a potential growing market niche.

## ANNEX I

### Manufacturing and consumption of natural honey per capita in the Russian Federation

Year	Manufacturing of natural honey, grams per year per person	Consumption of natural honey, grams per year per person
1995	74	63
1996	68	61
1997	89	70
1998	71	67
1999	78	69
2000*	75	70

\*forecast

Source: State Committee for Statistics of Russian Federation

**ANNEX II**  
**Import of honey to the Russian Federation**  
**V: US\$ 000; Q: Metric Tons**

Origins	Value 96	Share value 96	Quantity 96	Share quantity 96	Value 97	Share value 97	Quantity 97	Share quantity 97	Value 98	Share value 98	Quantity 98	Share quantity 98
WORLD	2 111	100,0	1 015	100,0	3 144	100,0	1 477	100,0	2 789	100,0	1 564	100,0
UKRAINE	275	13,0	146	14,4	141	4,5	84	5,7	1 080	38,7	507	32,4
REPUBLIC OF MOLDOVA	241	11,4	87	8,6	845	26,9	362	24,5	358	12,8	193	12,4
BULGARIA	437	20,7	263	25,9	597	19,0	344	23,3	318	11,4	227	14,5
TAJIKISTAN	137	6,5	35	3,5	204	6,5	56	3,8	267	9,6	56	3,6
GERMANY	143	6,8	38	3,7	147	4,7	37	2,5	139	5,0	64	4,1
KYRGYZ STAN	258	12,2	117	11,6	399	12,7	116	7,9	130	4,7	51	3,3
SPAIN	104	4,9	84	8,3	135	4,3	72	4,9	89	3,2	75	4,8
PORTUGAL	*	*	*	*	*	*	*	*	77	2,7	153	9,8
GEORGIA	16	0,8	6	0,6	17	0,5	10	0,7	58	2,1	39	2,5
AUSTRALIA	*	*	*	*	*	*	*	*	54	1,9	55	3,5
USA,FR,USM	34	1,6	9	0,8	28	0,9	10	0,7	53	1,9	26	1,7
KAZAKHSTAN	159	7,5	46	4,5	135	4,3	41	2,8	41	1,5	13	0,9
UZBEKISTAN	6	0,3	3	0,2	196	6,2	73	4,9	31	1,1	8	0,5
TURKEY	8	0,4	2	0,2	12	0,4	5	0,3	16	0,6	9	0,5
FRANCE	38	1,8	6	0,5	54	1,7	10	0,7	14	0,5	24	1,6
CZECH REP	56	2,6	65	6,4	16	0,5	16	1,1	12	0,4	9	0,6
HUNGARY	20	0,9	53	5,2	71	2,3	145	9,8	11	0,4	9	0,6
FINLAND	25	1,2	7	0,7	16	0,5	5	0,3	8	0,3	2	0,1
INDIA EX SIK	16	0,8	4	0,4	*	*	*	*	8	0,3	20	1,3
BELGIUM-LUX	55	2,6	14	1,3	54	1,7	15	1,0	6	0,2	7	0,4
ISRAEL	*	*	*	*	11	0,4	5	0,4	5	0,2	0	0,0
SWITZERLAND	29	1,4	11	1,1	4	0,1	1	0,1	*	*	*	*
IRAN (ISLM.R)	10	0,5	11	1,0	21	0,7	59	4,0	1	0,0	1	0,1
GREECE	1	0,1	0	0,0	22	0,7	4	0,2	1	0,0	2	0,1
NETHERLANDS	11	0,5	3	0,3	11	0,3	3	0,2	1	0,0	0	0,0
DENMARK	10	0,5	4	0,4	0	0,0	0	0,0	*	*	*	*

Source: COMTRADE database, United Nations Statistics Division (UNSD).

## ANNEX III

### Useful Addresses

#### 1. State Agencies for Bee-Keeping Support and Associations of Honey Traders and Bee-Keepers

Ministry of Agriculture of the Russian  
Federation  
Orlikovperulok 1/11  
107139, Moscow  
Russian Federation  
Tel. (7)(09 5) 2078362  
Fax (7)(09 5) 2078000  
<http://www.aris.ru>

Russian State Research Institution for Bee-  
Keeping  
Lenina str.38  
Riazan  
Russian Federation  
Tel/Fax (7)(09 137) 52248

Russian State Agency for Bee-keeping  
Smolny prospect 6  
St Petersburg  
Russian Federation  
Tel. (7)(812) 2740047

Fax (7)(812) 2749 101

St Petersburg Bee-Keepers Society  
Polozova str. 5  
St Petersburg  
Russian Federation  
Tel (7)(812) 2358316

Novosibirsk Bee-Keeping Centre  
Krasny Prospekt, 10  
630007 Novosibirsk  
Russian Federation  
Tel (7)(3832) 237817  
Tel/fax (7)(3832) 239 670

Altai Association of Bee-Keepers  
Shevchenko str., 160-A  
Barnaul  
Russian Federation  
Tel/fax (7)(3852) 421010

#### 2. Business Development and Trade Promotion Agencies

Chamber of Commerce and Industry of  
the Russian Federation  
Information Resources Department  
Ilyinka Street, 6  
103684 Moscow  
Russian Federation  
Tel (7)(09 5) 9 29 0200  
Fax (7)(09 5) 9 29 0200  
<http://www.rbcnet.ru/statinfo/palata.htm>

Russian Business Cooperation Network  
Corporation  
(RBCNetCorp.)  
36/1, Novoslobodskaya Street  
P.O. Box 300  
103055 Moscow  
Russian Federation  
Tel. (7)(09 5) 9 730287

Fax (7)(09 5) 9 730088  
<http://www.rbcnet.ru>  
Russian National Trade Point  
Ovchinnikovskaya nab. 18/1  
113324 Moscow  
Russian Federation  
Tel. (7)(09 5) 9 51839 2  
Fax (7)(09 5) 9 509 607

Russian Small and Medium Business  
Support Agency  
Mosfilmovskaya str., 17B,  
117330 Moscow  
Russian Federation  
Tel. (7)(09 5) 1437321  
Fax (7)(09 5) 2476252  
<http://www.siora.ru>



St. Petersburg Chamber of Commerce and Industry  
Department of Foreign Economic Relations and Information  
Tch aikovskogo str., 46-48  
19 1123 St. Petersburg  
Russian Federation  
Tel. (7)(812) 27509 88  
Fax (7)(812) 2726406  
<http://www.spbccci.ru>

### 3. Standard Organizations

State Committee for Standards and Metrology of Russian Federation  
Leningradsky Prospekt, 9  
117049 Moscow  
Russian Federation  
Tel. (7)(09 5) 2366208  
Fax (7)(09 5) 2366231

St. Petersburg Foundation for SME Development  
Izmailovskiy Prospekt, 14  
19 8005 St. Petersburg  
Russian Federation  
Tel. (7)(812) 3258351  
Fax (7)(812) 1126607  
<http://www.fbd.spb.ru>

State Sanitary and Epidemic Service  
(Department of the Ministry of Health of Russian Federation)  
Vadkovskiy pereulok, 18  
Moscow  
Russian Federation  
<http://www.departdrugreg.ru>

## ANNEX IV

### Trade Fairs

#### INTERFOOD

International Food Exhibition

Frequency: Every Year

Organizer: LENEXPO

Bolshoy Prospekt V.O., 103

199 106 St. Petersburg

Russia

Tel. (7)(812) 119 5215

Fax (7)(812) 119 5252

<http://www.lenexpo.ru>

#### RUSSIAN FARMER

International Trade Fair

Frequency: Every Year

Organizer: LENEXPO

Bolshoy Prospekt V.O., 103

199 106 St. Petersburg

Russia

Tel. (7)(812) 119 5215

Fax (7)(812) 119 5252

<http://www.lenexpo.ru>

#### INTERSLADOSTI (Intersweet)

Hall # 57, The All-Russian Exhibition Centre

Moscow

Russian Federation

Date: October 2001

Organizer: "Expoleb" marketing centre

Phone: + (7)(095) 181-9904

Fax: + (7)(095) 755-6768

#### International Diet Food Trade Fair

Hall # 57, The All-Russian Exhibition Centre

Moscow

Russian Federation

Date: December 2001

Organizer: "Expoleb" marketing centre

Phone: + (7)(095) 181-9904

Fax: + (7)(095) 755-6768

#### Homey of Russia

Hall # 42, The All-Russian Exhibition Centre

Moscow

Russian Federation

#### Permanent trade fair

Organizers:

"Altbusiness"

Phone/fax: + (7)(095) 1819 498

"Farming Dept. of the All-Russian Exhibition Centre"

Phone/fax: + (7)(095) 1819 076

#### "The Bee and the Man"

Hall # 48, The All-Russian Exhibition Centre

Moscow

Russian Federation

International Trade Fair

Date: March 2001

Organizers:

Ministry of Agriculture of Russian Federation

Phone/fax: + (7)(095) 9 755244

Dept. of Bee-keeping:

Phone/fax: + (7)(095) 9 755244

"Farming Dept. of the All-Russian Exhibition Centre"

Phone/fax: + (7)(095) 1819 076

#### Rosagro - 2001

Hall # 57, The All-Russian Exhibition Centre

Moscow

Russian Federation

International Trade Fair

Date: May 2001

Organizer: "Agroexportice"

Phone: + (7)(095) 9 7519 79

Phone/fax: + (7)(095) 9 754730

#### "Gardener and Farmer"

Hall # 55, The All-Russian Exhibition Centre

Moscow

Russian Federation

International Trade Fair

Date: October 2001

Organizers:

"Infest" Phone + (7)(095) 2371388

"Intertorg" Phone: + (7)(095) 1561615

NIZHNEGORODSKAYA YARMARKA  
International Trade Fair and exhibition  
company  
Frequency of the events related to food  
products: 3-4 times a year.  
603086 ul. Sovnarkomovskaya, 13  
Nizhny Novgorod,  
Russia  
Tel. (7)(8312) 775-489  
Tel. (7)(8312) 775-590  
Fax (7)(8312) 775-674  
E-mail: [yarmarka@yarmarka.ru](mailto:yarmarka@yarmarka.ru)  
<http://www.yarmarka.ru>

KUBANINTERAGRO  
International Trade Fair  
Frequency: Every Year  
350010, ul. Zhipovskaya, 6  
Krasnodar,  
Russia  
Tel. + (7)(8612) 699 892  
Fax + (7)(8612) 699 817  
E-mail: [adm.in@krasnodarexpo.ru](mailto:adm.in@krasnodarexpo.ru)  
<http://www.krasnodarexpo.ru>

KARELIA FOOD  
International Trade Fair  
Frequency: Every Year  
185000, ul. Anokhina, 5  
Petrozavodsk,  
Republic of Karelia,  
Russia  
Tel. + (7)(8142) 76-83-00  
Fax + (7)(8142) 76-83-00  
E-mail: [euroforum@karelia.ru](mailto:euroforum@karelia.ru)  
<http://euroforum.karelia.ru>

OMSK FRODOP  
International Trade Fair  
Frequency: Every Year  
644033, ul. Krasny put 155, k. 1  
Omsk  
Russia  
Tel.: + (7)(3812) 25-84-87,  
Tel/fax: + (7)(3812) 25-72-02  
E-mail: [fair@intrasib.omsk.ru](mailto:fair@intrasib.omsk.ru)  
<http://www.intrasib.omsk.ru>

## ANNEX V

### List of Selected Manufacturers (Non Exhaustive)

"Gorny Nek tar" Stock Company  
Sportivnaya str., 34  
659 500 Krasnogorsk oe  
Russian Federation  
Tel/fax. (7)(385235) 22330

"Altaisk y med" (Private Enterprise)  
Komsomolsky prospect, 63  
656099, Barnaul  
Russian Federation  
Tel/fax (7)(3852) 248284

Altai Association of Bee-Keepers  
Shevchenko str., 160-A  
Barnaul  
Russian Federation  
Tel/fax (7)(3852) 421010

St Petersburg Bee-Keepers Society  
Polozova str. 5  
St Petersburg  
Russian Federation  
Tel (7)(812) 2358316

Novosibirsk Bee-Keeping Centre  
Krasny Prospect, 10  
630007 Novosibirsk  
Russian Federation  
Tel (7)(3832) 237817  
Tel/fax (7)(3832) 239 670

## ANNEX M

### Potential importers/wholesalers of honey to the Russian Federation <sup>4</sup>

#### 1. North-Western region

Russky Med, Trade House  
19 8215 pr. Narodnogo Opolcheniya, 22  
St Petersburg  
Russian Federation  
Ph./fax + (7)(812) 25439 18

Baltbusiness (includes 2 associated  
companies listed below)

Pche lo Balt  
19 3148 ul. Sedova, 23  
St Petersburg  
Russian Federation  
Ph./fax + (7)(812) 5601287

Pche lovodstvo  
19 1104 Liteiny pr., 46  
St Petersburg  
Russian Federation  
Ph./fax + (7)(812) 2737262

Supersiva-Re nlund  
19 7374, ul Savushkina, 119  
St Petersburg  
Russian Federation  
Ph. + (7)(812) 3453382  
Fax + (7)(812) 345539 8

Tallinsky universam  
19 8260, pr. Vete ranov, 89  
St Petersburg  
Russian Federation  
Ph. + (7)(812) 15079 09  
Fax + (7)(812) 1503014

Baltic-Trade  
Ul. Bucharestskaja, 1  
19 2102 St Petersburg  
Russian Federation

Te l. + (7)(812) 1669 884  
Fax + (7)(812) 1669 884

BON Trade Company  
Ul. Borovaya 53  
19 2007 St Petersburg  
Russian Federation  
Te l. + (7)(812) 1683336  
Fax + (7)(812) 1663376

#### 2. Central region

Absolute Product  
Ul. Soifera, 4  
300041 Tula  
Russian Federation  
Te l. + (7)(0872) 366622  
Fax + (7)(0872) 366622

AST – Company  
Shmitovskiy proezd, 12  
123100 Moscow  
Russian Federation  
Te l. + (7)(09 5) 2564251  
Fax + (7)(09 5) 2564251

Basis-Centre  
Ul. Fridrikha Engelsa, 135 a  
300012 Tula  
Russian Federation  
Te l. + (7)(0872) 310033  
Fax + (7)(0872) 310033

Victoria  
Sivtev-Vrazhek per., 8/16  
121019 Moscow  
Russian Federation  
Te l. + (7)(09 5) 2031854  
Fax + (7)(09 5) 2031854

<sup>4</sup> The list contains the trade companies dealing with imported honey, regardless these deals were accidental or permanent. The period of 1998 – 1999 – first 6 months of 2000 is taken under consideration. The term “registered” means that they have officially moved honey products to the Russian Federation and this fact has been registered in the customs data base. These companies can be considered as “potential importers”, as they are ready to consider offers from abroad in the price range mentioned in the report.

### 3. Volga region

Delicate s  
Ul. Fedoseenko, 49 a  
603045 Nizhny Novgorod  
Russian Federation  
Tel. + (7)(8312) 234806  
Fax + (7)(8312) 234806

Magma-Trading  
Prospect Lenina, 11  
603140 Nizhny Novgorod  
Russian Federation  
Tel. + (7)(8312) 424834  
Fax + (7)(8312) 424834

Gamma-Product  
Perulok Repina 6a  
443099 Samara  
Russian Federation  
Tel. + (7)(8462) 336365  
Fax + (7)(8462) 336365

Raduga Trade Centre  
Prospect Marshala Zhukova, 106  
400048 Volgograd  
Tel. + (7)(8442) 39 509 5  
Fax + (7)(8442) 39 509 5

### 4. North-Caucasian Region

AVMNKS  
8-th Linia, 28  
344019 Rostovna-Donu  
Russian Federation

European Trade House  
Komarova Bulvar, 28  
344113 Rostovna-Donu  
Tel. + (7)(8632) 339 233  
Fax + (7)(8632) 339 233

Rodnik Ltd.  
Ul. Matkaja, 118,  
344065 Rostovna-Donu  
Tel. + (7)(8632) 471155  
Fax + (7)(8632) 525880

### 5. Urals region

Tentorium  
614097 ul. Malaya Yamskaya  
Perm  
Russian Federation  
E-mail: [tentorium@perm-online.ru](mailto:tentorium@perm-online.ru)  
Aroma Trading  
Ul. Sovetskaya 13-66,  
426000 Izhevsk, Udmurtia,  
Russian Federation  
Tel. + (7)(3412) 780874  
Fax + (7)(3412) 780874

Nizhny Tagil Centre for Wholesale  
Trading  
Ul. Festivalnaya, 3  
622001 Nizhny Tagil  
Russian Federation  
Tel. + (7)(3435) 226613  
Fax + (7)(3435) 251474

Selena  
Ul. Stakhanovskaya, 10  
620012 Ekaterinburg  
Russian Federation  
Tel. + (7)(3432) 31129 5  
Fax + (7)(3432) 315487

### 6. Siberian region

Kora  
Ul. Tukhachevskogo, 40a  
650036 Kemerovo  
Russian Federation  
Tel. + (7)(3842) 317356  
Fax + (7)(3842) 313073

Surgutskiy Mezhrayotrebsoyuz  
Ul. Rybnikov 31  
626400 Surgut, Tyumenskaja Oblast  
Russian Federation  
Tel. + (7)(3462) 257443  
Fax + (7)(3462) 256462

Jupiter, Trade House  
Prospect Pobedy, 10  
626440 Nizhnevartovsk, Tyumenskaja  
Oblast  
Russian Federation  
Tel. + (7)(3466) 2329 86  
Fax + (7)(3466) 232806

## 7. Far Eastern region

Amursky Trade House  
Ul Amurskaja, 201  
675000 Blagoveshensk, Amurskaja Oblast  
Russian Federation  
Tel. + (7)(4162)449 887  
Fax + (7)(4162)449 887

Russian-Chinese Trade Bridge  
Mladivosok  
Russian Federation  
Tel + (7)(4232)275117  
Fax: + (7)(4232)275117