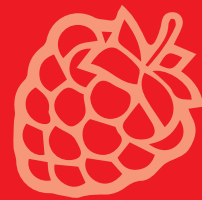


# Raspberry

Sector in Kosovo



RASPBERRY  
OF KOSOVO  
ASSOCIATION

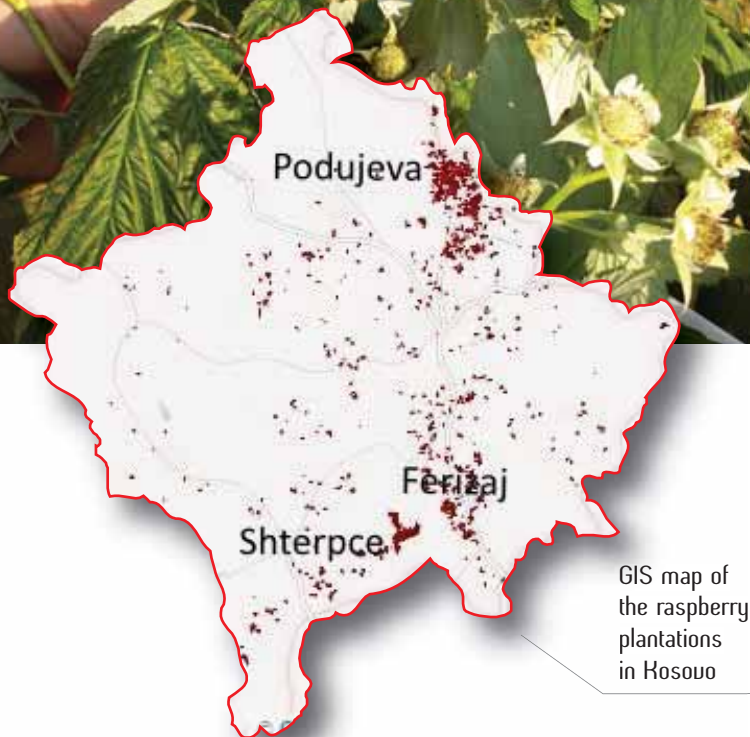




This publication aims to present a portrait of the raspberry sector in Kosovo – an agriculture sector experiencing rapid growth in the last 3 years, where both production and processing have increased many fold. It is a tool for informing potential international buyers inviting them to find out more about the raspberry sector, specifically Kosovo raspberry processors







## PRODUCTION OF RASPBERRIES

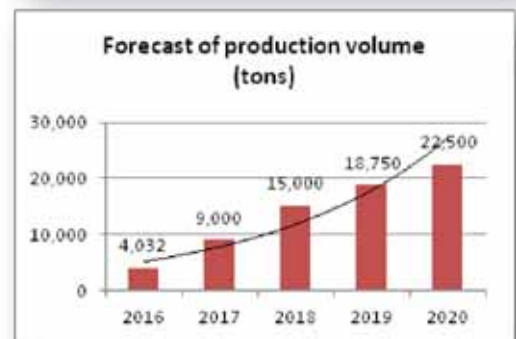
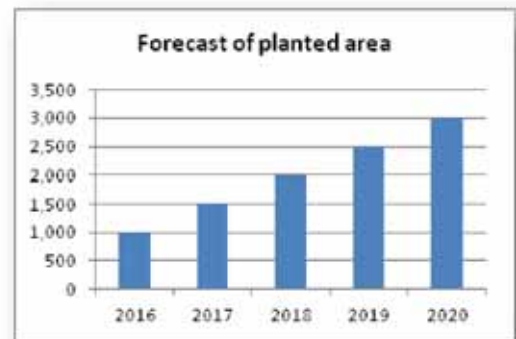
Raspberry production in Kosovo is experiencing a period of rapid growth. Currently, over 1,000 ha of raspberries are planted throughout Kosovo. Regions with the highest production are Podujeva/o with 50% of total surface, Ferizaj/Urosevac with 20% and Shterpcë/Štrpce with 10%. The production is expected to increase in next 5 years for up to 3,000 ha.

The main raspberry varieties are Polka with 75% of total production, Willamette with 10%, Meeker 10% and others 5%.

The majority of plantations are young with a current average yield of 9 tons/ha. However, the average yield is expected to increase to 12 tons/ha.

The total production of raspberry in year 2016 was around 5,000 tons and is expected to increase to 22,500 tons in 2020.

About 5% of producers are GlobalGAP certified and 50% of producers are in the process of certification.



## Summary:

1,000 ha planted; of these 60% young plantations (1 year old)

Polka 75%, Willamette 10%, Meeker 10% and others 5%.

5,000 tons produced in 2016

5% of producers are GlobalGAP certified and 50% are in the process of certification







## PROCESSING OF RASPEBRRIES



Processing of raspberries contains freezing of fruits targeting export markets. Ten (10) main Kosovo processors have freezing capacities for about 6,000 tons including shock (blast) freezers and storages for frozen products. In addition, some of the processors have modern grading and sorting machines (e.g. laser sorter from "Raytec Vision S.p.A" Italy).

The main export countries are Serbia, Germany, Italy and Austria.









# Kosovo Raspberry Processors

1	Agro-Peti	Podujeva
2	APC (Agroprodukt Commerce) LLC.	Podujeva
3	Agrium Fruits	Ferizaj
4	As Promet	Leposavic
5	Agro Red Gold	Prizren
6	Besiana-G LLC.	Ferizaj
7	Eurofruti LLC.	Prishtina
8	Fresh fruit-PR LLC.	Gracanica
9	Fungo LLC.	Kamenica
10	Hitflores LLC.	Dragash



APC was founded in 1991 as a family business and to the present continues to be a family owned enterprise. The main activities of APC are the collection and processing of wild products such as mushrooms, berries and herbs. It has been one of the leading Kosovo companies in the wild products industry, constantly bringing new, innovative products and technologies.

APC got involved in the raspberry industry by an initiative of planting 5 hectares of "Polka" raspberry variety. The company has currently reached around 700 - 800 hectares of raspberry cultivation. As a crucial player in the industry, APC contracts farmers/growers of raspberries. It currently accounts for about 500 contracted farmer partners. As part of the contract, it supplies highest quality seedlings to farmers, provides technical advice and purchases their products. Over the years APC has been able to ensure excellent management practices, hence offering for sale a range of wild products and raspberries of high quality. The company exports almost 100% of its raspberries mainly to EU countries.

It is also present in the domestic market with frozen vegetables and a fruit line, supplying a range of 13 ready-to-consume mixed products of vegetables and fruits.

APC has invested in the building of new shock (blast) freezers in order to increase the collecting and processing capacities at around 25 tons/24 hours. Meanwhile, the storing capacities reach 800 tons. In addition, APC has new modern sorting and packing equipment - a laser sorter with a double camera from "Raytec Vision S.p.A" Italy. Moreover, they own a packing line with a variety of packing weights (0.2 kg - 15 kg). Furthermore, APC has recently invested in a Jam line with a capacity of 150 kg/h.

N.T.P 'Agro-Peti' was established in 2005 as a small-medium enterprise dealing with collection, processing (storage) and export of non-wood forest fruits (NWFF), including mushrooms.

The company owns storages with controlled temperature with a capacity of up to 400 tons in a storage cycle. Currently the company annually processes and stores up to 500-600 tons. Due to good marketing and quality management, the company has increased its annual sales from €500,000 to €1 million in 2016.

Recently, following the increase of cultivation of raspberries in Kosovo, the company has started to work with cultivated raspberries. By doing this, the company has enlarged its processing and storage capacities, as well as increased sales in the European Market.

By end of 2017, NTP 'Agro-Peti' plans to increase its capacities to 1,000 tons for collection, processing and storing and by 2020 to more than 1,500 tons - reaching annual sales of up to €5 million and employing more than 100 permanent employees and more than 500 indirect employees e.g. farmers.



## Brief description



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As Promet is a company founded in 2002. Its main activities are collection of Nona-Wood Forest Products (NWFP) including mushrooms, juniper berries, blueberries and rosehips from at least 350 - 400 collectors, as well as purchasing of cultivated fruits such as raspberries, blackberries and strawberries from at least 100 farmers. The company has freezing storages of annual capacity of 300 tons including blast freezers of capacity 20 tons/24 hours.

Agrium Fruits was founded in 2012, with primary activities being trade of soft fruits and distribution of seeds, fertilizers and plants. The company has a modern cooling storage, which is used for collecting soft fruits, mostly raspberries. The yearly processing and freezing capacity is 650 tons per year, and storage capacity is 350 tons. They offer frozen raspberries of these varieties: Polka, Meeher and Wilamette. Fruits are frozen through a static tunnel freezer.



## Brief description



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fb page: Udruzenje uocara malinara  
Zupe Agro Red Gold



Agro Red Gold Association was established in 2012 in the area of the Planina region, at an altitude of 800 – 1000 m and includes the following activities:

1. Development of berries,
2. Collecting medicinal plants and wild berries,
3. Agrotourism.



The association accounts for 200 farmers with yield surface of 70 hectares and the most common categories are:

- a) Raspberry more than 80% (Miker, Willamete),
- b) Aronia,
- c) Blueberry,
- d) Blackberry.

The total crop of raspberries is 300 tons annually, while freezing capacities of the refrigerators are 400 tons. Its farmers are certified with Global GAP, where raspberries are produced in an integrated manner and in ecologically healthy environments.





BESIANA G. LLC  
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## Brief description



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BESIANA G. LLC was established in 1991 with the name "Besiana Commerce". It is one of the main enterprises in the sector of collection, processing and sale of non-wood forest products (NWFP). The main products they work with are blueberries, mushrooms, rosehips, junipers, different flowers and animal hide. Storage capacities are located in its headquarters in Ferizaj, with capacities of more than 1,000 tons. It also has modern grading and sorting machines.

The company has strong business ties with many collectors of NWFP that operate throughout Kosovo and beyond. It employs 20 permanent workers, whereas during season time 100 seasonal workers are employed every year.

Recently working in the raspberry sector, the company processes 800 tons to 1,000 tons of raspberries per year.

The company owns a collection point located in the municipality of Artanë/NovoBrdo, for processing of forest products equipped with cold storage (at +0°C to -25°C). Furthermore, it also owns driers for collected NWFP.

To be more competitive in the market Besiana G. LLC is equipped with standard certification HACCP.



Eurofruti is a well-known company in Kosova and beyond. It has more than 30 years of work experience in the collection, processing, storing and transportation of mushrooms and forest fruits, making it one of the country's largest companies. Its average annual capacity is about 30 tons of mushrooms and 1,500 tons of forest fruit including bilberries, blackberries, raspberries, strawberries, cherry, plums and junipers.

Recently Eurofruti entered the cultivated raspberry sector, processing 800 tons per year of raspberries.

It has a storage capacity for frozen products of up to 1,000 tons. It also has well-trained personnel that work according to European practices, which is proven by the delivery of high quality products. Eurofruti exports 97% of its products.

The company maintains strong good and respectable relationships with its EU buyers and those in the Balkan region. Eurofruti possesses a wide network of collectors throughout Kosovo as well as in a considerable part of Albania.

## Brief description

Fresh Fruit – PR was founded in 2014, and the following year established a collection center with a storage capacity of 2,000 m<sup>3</sup>. The company has partnerships with 30 sub-collection centers. It has also planted an area of 16 hectares with various soft fruits, such as strawberries, raspberries, chokeberries, blueberries, blackberries, currants, cherries, peaches, wine grapes and sour cherries.

Recently working in the raspberry sector, the company processes 700 tons to 1,000 tons of raspberries per year. The company had an annual turnover in 2015 of € 1,000,000. This represents an increase by 150% compared to the annual turnover of € 400,000 in 2014. Currently, the company employs 20 full-time workers, and owns a storage facility with an area of 1,350 m<sup>2</sup> (including two refrigerators (- 20 °C), capacities of 4,000 m<sup>3</sup>; two refrigerators (0 – 5 °C), capacities of 960 m<sup>3</sup>; and 3 shock tunnels (- 35 °C), capacities of 260 m<sup>3</sup>.



Fungo LLC was established in 1990 and began exporting of NWFP (non-wood forest products) in 2000. Its export partners include companies from Italy, Germany, Switzerland, Lithuania and the Netherlands. They specialize in the production of Champignon mushrooms and processing of wild mushrooms, as well as numerous species of wild fruits. Recently working in the raspberry sector, the company processes 200 tons to 400 tons of raspberries per year.

Fungo LLC employs 15 full-time, 6 part-time and over 100 seasonal associates. In addition to its own production centers, they have 23 mushroom collections hubs throughout Kosova. The company produces annually over 1,000 tons of mushrooms and wild fruits.

Moreover, the company is certified with IFS v6 and in order to expand their business they are in the process of obtaining certification to produce organic products.







## Brief description

Hit-Flores LLC  
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Hit-Flores LLC was established in 2005 in the beautiful Sharri mountains in the municipality of Dragash. It is Kosovo's leader in the collection of wild fruits, mushrooms and medical herbs. The collection activity is carried out throughout Kosovo and in one part of Albania. The company has modern facilities including cooling and freezing storages with capacities for up to 1,500 tons.

Hit-Flores LLC in recent years has begun to deal with the cultivation of raspberries (varieties Meeker and Villamette) and strawberries (variety Senga Sengana). Besides its own cultivation, the company has contracted production of about 100 hectares of raspberries and 10 hectares of strawberries.

Other important activities of the company are processing, drying or freezing, and packaging of its products. Hit-Flores LLC exports almost all its products in the Balkans region and Western European markets.

These products are of a high quality prepared by a team of reliable and experienced workers. Most of the products have organic certification.

The company's constant readiness for improvement has a very satisfying effect to their customers.





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