

# Agriculture Industry in Hungary



**HEPA**

Hungarian Export  
Promotion Agency



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MINISTRY OF  
FOREIGN AFFAIRS AND TRADE  
OF HUNGARY

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# Contents

01

---

## Introduction

8 Agriculture Industry

02

---

## Agricultural Machinery

### Agricultural Vehicles

10 AJG Agrogép Ltd.  
12 Fliegl Abda Ltd.

### Tillage

14 Busa Lp.  
16 Güttler Ltd.  
18 Omikron Ltd.

### Sprayers

20 FarmGÉP Ltd.  
22 Huniper Ltd.

### Harvest

24 Linamar cPlc.  
26 Optigép Ltd.

### Cereal Processing/Storage

28 Hevesgép Ltd.  
30 Hetech Trend Ltd.

03

---

## Agricultural Technologies

### Crop Production

32 Agrova Ltd.

### Animal Husbandry

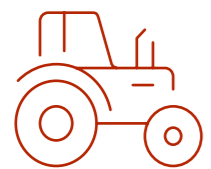
34 Agrofeed Ltd.  
36 Dilaco Lighting Ltd.  
38 Naturtex Ltd.

04

---

## Food Processing Technologies

40 Dynamis Ltd.  
42 HAGYO Ltd.  
44 InnovaSter Ltd.  
46 Kalina Hordó Ltd.  
48 Sampo Ltd.



# Agriculture Industry





# Agriculture Industry

The pioneer of Hungarian agricultural machinery production was Ede Kühne, whose father was the founder of Germany's second-largest steel plant (after Krupp). The young professional, who had experience in machine design and construction, received a job offer in Moson (now part of Mosonmagyaróvár city) and quickly became director of the machinery repair shop. In December 1863, he bought the field, where they started developing new innovative products. The most prominent of these were the new, Kühne-patented spacing seeders; however, the Kühne plantation was also the first in the country to use electricity across the industry. The era's other world-

renowned products were Dutra and Hoffher machines. Furthermore, an additional Hungarian novelty with global impact was invented by Ferenc Okolicsányi, who settled down in London after being awarded his PhD. He created the world's first electronic seed-sorting device, and was also of Hungarian origin. Gunson's Sortex Ltd, the company he established, still operates today and exports to 100+ countries.

Hungarian agricultural machinery production received another boost in the 1960s when it became apparent that the industry needed more powerful machinery to

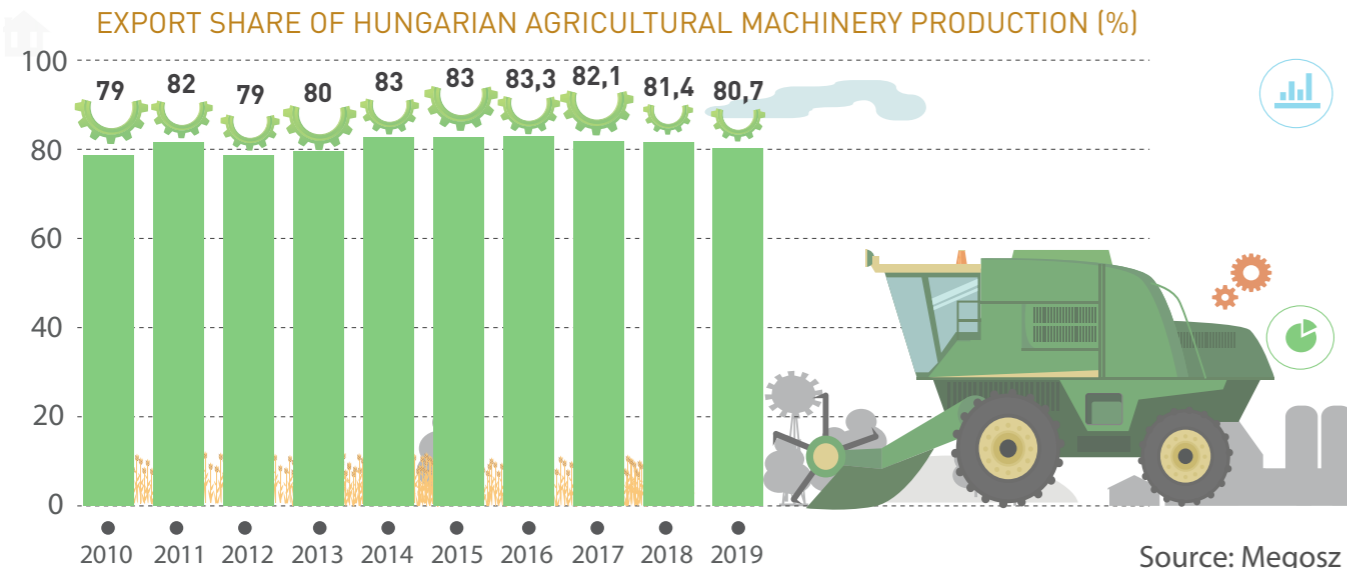


produce crops efficiently. It was a significant achievement that actors within the sector had persuaded the era's political decision-makers to initiate joint programmes with American or German manufacturers to replace as many components of incoming machines with domestic products as possible. This was how Taurus tyres earned their reputation. However, production licenses also accelerated tractor and machinery production, and many Hungarian companies became suppliers for global enterprises.

Hungary has a relatively strong position in the global seed market due to its favourable climatic conditions, strong traditions, GMO-free technology, highly qualified experts and continuous innovation. The country's seed exports are around EUR 400-450 million, which constitutes 8-10% of global seed trade. Hungary's corn and wheat seed export is the third-largest in the world. Hungary predominantly exports to Central and Eastern European countries, but thanks to the drought-tolerant varieties developed recently, there has been more focus on Asian and African markets. Decades of experience and knowledge have propelled many research institutes and corporate research bases – such as ZKI Ltd., Gabonakutató Ltd. or the Marton Genetics Group – to world fame. Hungarian companies hold a strong position in Europe in agrochemicals and fertiliser production. The annual turnover of domestic agrochemical exports exceeds EUR 500-600 million.

Hungarian agricultural machinery factories mainly produce various soil working and plant protection machines and components and adapters for harvesting machines. The latter also play an essential part in export activities. Nevertheless, machines manufactured in Hungary only account for about 13-14% of the total domestic agricultural machinery supply (based on data published by the trade association – Megoszl); 80% of agricultural machinery manufactured in Hungary is sold on export markets. The primary market outlets for Hungarian agricultural machines are in Germany, France and the Netherlands. Certain areas in the Middle and the Far East are also showing great interest in Hungarian devices, which have an excellent Quality-Price Ratio. In contrast with the automotive sector, after-sales services play a much more decisive role within the agricultural machinery industry as wearing and expendable parts need to be serviced and supplied, while machine operators need special vocational training. Therefore, new market opportunities are rather encouraging.

The new direction in developments is supported by the digital agricultural strategy, which is a ground-breaking new initiative within the EU. Development projects range from integrated agricultural enterprise resource planning (ERP) and process control systems to robotics solutions and drone technology.



# AJG AGROGÉP LTD.

**AJG AGROGÉP VEHICLE AND MACHINE MANUFACTURING Ltd.** and its legal predecessors have been manufacturing agricultural machines and vehicles for several decades. Its product portfolio targets two segments: transport vehicles and truck attachments/road trailers.

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kereskedelem@ajgkft.hu  
+36 42 525 111  
H-4461 Nyírtelek, Kastély utca 3.

## PRODUCTS & SERVICES

Further breakdown of the company's agricultural vehicle types:

- tractor sewage suction trucks (5-20 m<sup>3</sup>),
- water and injection tanker trucks (5-20 m<sup>3</sup>),
- fodder tank trucks (3-16 m<sup>3</sup>),
- dump truck trailers (5-24 t),
- bale transportation trailers (18 t).

DETK tank trucks are suitable for the suction, delivery and unloading of the following materials: liquid manure of less than 15% dry material content, non-corrosive liquids, water and other water-equivalent materials.

Towing such tank trucks is possible using tractors with the following towing requirements: the total towed weight is greater than the total weight of the tank truck, with a proper output stub axle driving the rotary compressor. In case of negative control of the pneumatic brake, the gate valve must be operated both electrically (12 V) as per MSZ 13938 and hydraulically, with the option of quick connect



hydraulic coupling. All of these solutions are provided by AJG Agrogép.

Tractor-trailers of AP type equipped with superstructure hydraulically tiltable on three sides are excellently suitable for delivering such bulk goods, which are not sensitive to being emptied by tilting. Therefore, they can be used mainly in small farms when harvesting corn and root crops but are also suitable for delivering other bulk materials (sand, gravel, earth, etc.). All slow vehicles and agricultural tractors are ideal for their traction, which can connect pneumatic brakes with one pipeline, 12V electric connection, upper shaft trailer connection, and the total weight permissible for the tractor is at least 3,700-24,000 kgs.



## ADVANTAGES

The company's tank trucks are manufactured in a painted or galvanised design. Each dump truck trailer is hydraulically tiltable on three sides.

The company's products are characterised by functional design and fully adapted to customer requests. The design, construction and application of our products are based on many years of experience.

Due to the use of quality materials and to the precise production technology, AJG manufactures high-quality, long-life products with an excellent price-value ratio, thus with full customer satisfaction.

## PRIMARY TARGET MARKETS

**Slovakia / Ukraine / Romania / Serbia / Croatia / Slovenia**



## FLIEGL ABDA LTD.

Fliegl's name has been highly reputed for decades for its quality, innovative action and practical solutions in agriculture. These advantages have put Fliegl in pole position in Europe within the agricultural trailers sector. Whether it is tippers, original push-off trailers, slurry technology or harvest logistics, Fliegl always has the ideal transport concept for every need. The factory in Abda covers the production areas of agricultural technology and vehicle construction. The company's factory employs 237 workers and it is the main base for Eastern European production.

www.fliegl.com  
sales@fliegl.hu  
+36 96 553 303  
H-9151 Abda, Pillingerpuszta

## PRODUCTS & SERVICES

**Vacuum Tanker:** Best standards and trend-setting innovation in liquid manure technology; container; frame made of strong, high-grade, hot-galvanised steel panels; solid, continuous angle frame; a vacuum compressor.

**Single axle, three-sided tipper:** Single axle, three-sided tipper with a total weight of 2.6 up to 8 t; a strong, hollow section frame; low net weight; extraordinarily robust and warp-resistant; highly mobile; large tilt angle. Panel extensions are available.



## ADVANTAGES

The company has over 45 years of experience in the agricultural trailers sector. Fliegl machines are practical, reliable and innovative. They offer solutions for every need, thanks to the wide product range. Fliegl is present throughout Europe. The production areas of agricultural technology and vehicle construction are covered in Hungary. The Hungarian factory provides services and supplies spare parts.

## PRIMARY TARGET MARKETS

Moldova / Macedonia / Albania /  
Bosnia and Herzegovina / Greece

## BUSA LP.

Busa Lp. deals with the production, development and trade of agricultural machinery.

The company's product range includes seedbed makers, disc harrows, cultivators, subsoilers and rollers. The products' story is based on the company and its partners' growing experience gained over the decades, closely following current trends.

Accordingly, Busa Lp. has different production technologies and production methods for typical soil conditions.

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 H-6000 Kecskemét, Szirom utca 26.

### PRODUCTS & SERVICES

Over the years, Busa has developed and sold countless machines in Hungary before exporting its products to the surrounding markets. The company has been continually improving its products to meet the challenges of different market needs.

Busa's portfolio ranges from seedbed makers to mounted and towed discs, row, field and plant cultivators to subsoilers and different types of rollers.



### ADVANTAGES

The company's strength is continuous product development and the ability to adapt to different environments. The company's flagship product, the 'Busa Rotor', is a piece of patented tillage equipment with great potential for a broad range of tasks. The seedbed maker works well even in heavy conditions, such as slowly drying fields or hard-to-break soil. Clogging-free operation makes it an ideal tool in mulch technologies. The 'Busa Rotor' row crop cultivator deals with the challenges of organic farming like no other tool. It works extremely effectively on any soil type, obliterates weeds, never clogs and requires a minimum safety distance from plants.

### PRIMARY TARGET MARKETS

**Romania / Germany / France**  
**(countries with significant row crop production)**



# GÜTTLER LTD.

When it comes to soil structures, Güttler has been at the forefront of innovation for over 30 years. The result is a multitude of products and patents. For Güttler, you and your expectations of plant farming are the absolute priority. Güttler's machines are just tools and aids to support your work.

The company's principal target is to ensure continuously high yields with maximum cost-efficiency. The company is a problem-solver whose approach is built on understanding and eliminating root issues to provide elaborate technical solutions that best suit your soil. Güttler stands for quality that pays back, quickly.

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 H-6800 Hódmezővásárhely, Külterület 022/35

## PRODUCTS & SERVICES

Güttler's product range includes cultivators, front rollers, seedbed preparators, compactors, rollers, greening harrows. Its machines are high-quality, premium products that work with light, sandy, stony, heavy and clay soils alike.

The robust construction of the Güttler Prisma rollers and machines are there for you when things just do not run smoothly.

Güttler's products are available worldwide, including Europe, the US, Japan and New Zealand.



## ADVANTAGES

Unrivalled self-cleaning thanks to the original Güttler star profile for reduced maintenance demand and longer operational time, even in more humid conditions. The advanced self-cleaning feature prevents emerging humid soil from obstructing the Güttler roller. Great clod breaking and compressing effect for achieving optimal soil condition as soon as possible with less demand on machine power.

## REFERENCES

**Döbröközi Mg. Ltd., Magyarország, Döbrököz:**  
 MU-FARMER670-10 Müthing szárzúzó, Supermaxx 6 m, FS Supermaxx, Rollfixx 6 m, DX 460 V m. DPT-DX SG + ZV, Vetőgép EPS 410 l

**AGB Benus, Druzstvo. Brezno:**  
 GreenSeeder 750, GreenMaster 600

## PRIMARY TARGET MARKETS

Slovakia / Czech Republic / Romania / Russia / Bulgaria

## OMIKRON LTD.

OMIKRON Ltd. was founded in November 1990. It is a 100% Hungarian family business that deals with agricultural machinery manufacturing, which has a long tradition in Hungary. OMIKRON's mission is to continue this tradition using the following slogan: **QUALITY + RELIABILITY + LOW PRICES = OMIKRON.** As a result of continuous product development, effective marketing activities and sound financial management, OMIKRON has earned a strong reputation in Central Europe.

The machines are developed internally and can meet the greatest demands, from 80 to 250 HP, taking into account the energy saving, environmentally friendly expectations of modern tillage technology.

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## PRODUCTS & SERVICES

OMIKRON's main product is agricultural machinery, with a portfolio that includes ground-tracking or semi-mounted combinators with 3 or 4 rows, cultivators without a fertiliser adapter or 300/700/1,000 kg fertiliser adapters and cultivators with 600 and 1,000 litre liquid fertiliser adapters. OMIKRON is the market leader in Hungary for cultivator production and development. In addition, the customer can choose between heavy towed 'V' discs and short discs, 5.2 – 9.3 metre Cambridge rollers, grubbers with Campbell or Cambridge rollers and subsoilers with 2, 3, 4, 5 and 7 tines.



## ADVANTAGES

Spare parts and raw materials are shipped from the most renowned manufacturers within the European Union and have lifetime warranties.

Electrostatic powder is applied, resulting in an environmentally friendly, long-lasting product.

Spare parts are delivered within one to two business days via parcel delivery services.

## REFERENCES

Romania, Serbia, Hungary: More than 200-250 machines sold every year.

## PRIMARY TARGET MARKETS

Romania / Slovakia / Serbia



## FARMGÉP LTD.

FarmGÉP has built a reputation for developing high-quality crop sprayers and seed treaters under the tradename Kertitox. Founded in 1991, the company is the market leader in Hungary and sells machinery throughout Eastern and Western Europe.

FarmGÉP recognises that its growth is dependent on customer satisfaction and loyalty. Therefore, it does not forget the following:

**Innovation** - Design of innovative and high-quality machines at competitive prices.

**Return on Investment** - The company's products enable the customers to optimise their investments.

**Environmental protection** - Kertitox sprayers are not only economical but also environmentally friendly and time-resistant. Farmers can save up to 15-25% on spraying without contaminating the surrounding fields and using only the required chemicals. Precision solutions are provided for locations where harmful organisms are heterogeneous or negligible within the field.

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 +36 52 454 120 / +36 52 458 754  
 H-4031 Debrecen, Szoboszlói út 50.

### PRODUCTS & SERVICES

A complete range of products for fields, orchards, vineyards. Everything from golf course sprayers to 6,000 litre automated field sprayers. Simple, robust and easy to use mounted field sprayers, tank capacities of 600 to 1,600 litres, with boom working widths of 12 to 24 metres. Excellent performance, high-quality and trailed crop pro-



tection sprayers with large tank capacities of 2,000 to 6,000 litres, and boom sizes of 18 to 30 metres. Choosing the right seed treater for you and your market is key to your operation's success. With Kertitox seed treater machines, you can achieve excellent seeding performance while preserving seed quality. Available in self-propelled or fixed versions. PLC control ensures maximum accuracy with continued monitoring and automated adjustments. Orchard and vineyard Kertitox mistblowers let you spray without compromise. In mounted and trailed versions. The modular assembly of the components provides an ideal solution. Choose the combination of tanks, pumps, fans or controllers to suit your needs and capabilities. Tank capacities range from 300 to 4,000 l. A wide range of axial fans is provided, either linear or conventional circular.



## KERTITOX

### ADVANTAGES

Kertitox sprayers offer tailor-made solutions ideal for crop production, ranging from intensive to less intensive.

The broad range of available options makes it easy for you to create your perfect sprayer.

Crop sprayers are precision instruments designed to apply pesticides and fertilisers to targeted crops only and no adjacent plants.

Environmental regulations require periodic inspections of this machinery to enable proper operation at all times.

To meet farmers' and officials' needs, FarmGÉP designs and builds its sprayers in compliance with the highest quality standards.

### REFERENCES

Kertitox GEMTRAK – Does the job of 2 machines in same time over 1,000 ha  
 Kertitox Revolution - Hungarian product award in 2018  
 Kertitox BORA working at the largest walnut plantation in Hungary  
 Kertitox TREESENS system - Product award in 2005

### PRIMARY TARGET MARKETS

**Slovakia / Romania / Ukraine / Serbia / Germany**

## HUNIPER LTD.

The Hungarian brand, Huniper, has been around since 1977 and is well-known in Hungary for its trailed and liquid fertiliser sprayers. Since the beginning of the 1990s, it has been a private business with a strong focus on quality and customer needs. The company owns ten patents and introduced computer-controlled spraying in the 1990s. Huniper has successfully produced self-propelled spraying machines in collaboration, and improved data and GPS-controlled spraying systems since the early 2000s. In 2009, the company created brand new forestry machinery to combat grubs. Huniper's products have also been available in Slovakia and Romania since 2017, in addition to the domestic market.

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[major@huniper.hu](mailto:major@huniper.hu)  
 +36 30 312 6108  
 H-2073 Tök, Zsámbék major 036/12

## PRODUCTS & SERVICES

Huniper's main product range consists of trailed sprayers for fields. Sprayers are available with 1,200, 1,500, 2,000, 2,500, 3,000, 4,000 and 5,000 litre tanks, and boom sizes of 15, 18, 20, 21, 24, 27, 28 and 30 metres. In collaboration with Italian companies, Huniper has been building self-propelled sprayers for almost 20 years. Huniper constructs sprayer adapters on detassellers, high-clearance tractors and other products, as well as trailed sprayers, adapters for self-propelled and different types of machines, transit storage and production plants. The company can also provide tankers in collaboration with Fliegl. Huniper's speciality in forestry machine production is the injection machine against grubs. It uses rotating levers to spray liquid into the soil, even on a clear cut, and is also suitable for use in orchards.



## ADVANTAGES

Huniper's main advantage is flexibility: always open to customer requests and extra suggestions, even if the machinery is already in operation. It strives to allow fully equipped machines for customers. You can choose the colour, or unique work heights with distinctive booms.

Huniper's products come with unique and adjustable track widths, preferred or custom wheels, unique accessories and a manufacturer's warranty. Thanks to the simplistic approach, only a minimal amount of servicing or spare parts are required.

## REFERENCES

Romania, 4 machines sold, EUR 80,000  
 Slovakia, 2 machines sold, EUR 30,000  
 Serbia, 1 machine sold, EUR 17,000

## PRIMARY TARGET MARKETS

Romania / Serbia / Slovakia / Bulgaria / Croatia

## LINAMAR CPLC.

Linamar Hungary cPLC's OROS Division has been producing corn and sunflower harvesting headers for over 50 years. The company has professional experience in agricultural machinery production. The headers – developed using company expertise – are famous and well-known from North America to the Japanese coasts.

**OROS harvesting headers are designed to work with all harvesting combine types, with the opportunity to choose plastic snouts in any colour for all the combined brands.**

[www.oros.hu](http://www.oros.hu)  
[oros@linamar.com](mailto:oros@linamar.com)  
 +36 68 514 600 / +36 68 514 692  
 H-5900 Orosháza, Csorvási út 27.

## PRODUCTS & SERVICES

The OROS harvesting header family has two corn harvesting headers – called OROS CORNADO and OROS3 HSA – and one sunflower harvesting header – called OROS SUN.

The corn harvesting headers are available in 2-, 4-, 5-, 6-, 8-, 12- and 16-row rigid and 6-, 7-, 8-, 9- and 12-row foldable versions which can be used for corn harvesting with 50, 60, 70, 76.2 and 80 cm row distances.

The sunflower harvesting headers are available in 6-, 8-, 12- and 16-row rigid versions with 56, 70 and 76.2 cm row distances.



# OROS

## ADVANTAGES

Both OROS corn and sunflower harvesting headers can be ordered with a professional stalk chopping system deemed one of the world's best. OROS headers are reliable, high-quality and professional and will save you time and money.

The Hungarian Ministry of Agriculture awarded the company for its advanced expertise and more than 50 years' experience in 2019.

## REFERENCES

Romania: S.C. IPSO LLC  
 Slovakia: Agroservis LLC  
 Russia: Inagrotech

## PRIMARY TARGET MARKETS

**Slovakia / Ukraine / Romania / Serbia / Croatia / Slovenia**

## OPTIGÉP LTD.

OPTIGÉP Ltd. is a Hungarian company dealing with the manufacture and sale of agricultural machines. The company was founded in 1993. It employs 123 people, including 5 development engineers. OPTIGÉP reinvests 8-10% of its annual turnover to improve the existing product line and develop new products. The company is continuously expanding its current technology by purchasing new machine tools and making investments. OPTIGÉP operates under the ISO 9001:2015 quality management system and manufactures its products with excellent quality.

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H-5630 Békés, Vésztői utca 1.

## PRODUCTS & SERVICES

OPTIGÉP Ltd. manufactures sunflower headers, corn headers, header trailers, grain pick-ups and loaders. These headers are manufactured in fixed and folding versions in different configurations (number of rows, spacings).

Sunflower headers are available with or without a chopper (driven mechanically or hydraulically); corn headers are equipped with a chopper. The headers have plastic lifters and are sold with a unique coupling frame, which provides quick coupling to any combined type.



## ADVANTAGES

Advantages of the headers: ease of operation; simple connectivity to combines; ease of maintenance; low operational costs; high field performance; high technical reliability. Sunflower headers (OptiSun, PSM): low rate of harvest loss (0.4–0.5 in average conditions).

Corn headers (OptiCorn, OptiCorn Premium): harvesting and the stalk crushing occur simultaneously; central electromechanical snapping plate adjustment; to avoid overload, every snapping unit has a safety switch. OptiCorn Premium is light and durable due to the use of stainless steel and aluminium materials.

## REFERENCES

Ukraine (since 2013): OOO 'Agromashtorg', Kiev

Russia:  
'SelmashServis-Optigep' OOO, Volgograd

Czech Republic:  
'AGROSERVIS Sedláček' LLC, Blansko District, South Moravian region

## PRIMARY TARGET MARKETS

Czech Republic / Slovakia / Germany  
Austria / Poland

## HEVESGÉP LTD.

Hevesgép Ltd. operates from Heves, Hungary. Its forerunner was founded in 1958 by the Hungarian state, and its activity was taken over by a private business in 1993. The company's activities include planning, manufacturing, on-the-spot assembly and commercial and administrative tasks. The company manufactures its products on its premises in a modern environment, using the most advanced machines and equipment to collaborate with approximately 140 highly-qualified employees.

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 H-3360 Heves, Munkácsy Mihály utca 4.

### PRODUCTS & SERVICES

Hevesgép has built around 500 sites suitable for the reception, cleaning, drying, storage and handling of grain crops. The poultry manure fermentation and drying system's end product is entirely biological and contains all necessary vegetable nutrients compared to inorganic fertilisers.

The pick-up machines mounted on silo combine harvesters are used for the silage of fibrous and fresh fodder and crop crushers, filling the wet crops into silo foil bags after crushing. The rock windrower and rock picker machines remove the stones from any stony soil.



### ADVANTAGES

Hevesgép's main activity is the manufacture of equipment for the receiving, cleaning, drying, storing, and handling of grain crops, and the construction of sites performing these tasks. The sites operate in an energy-saving way; they spare the crops' quality and comply with the most stringent environmental standards. The computer-controlled and monitored drying and storing system ensures excellent reliability in preserving the quality of cereals, which is well served by the robust and enduring material handling equipment.

### REFERENCES

Grain handling: 250+ reference sites in Mordovia, Russia, and Hungary.

Pick-up, crop-crushing: Idass, France

Fertiliser system: Székelyudvarhely, Romania

### PRIMARY TARGET MARKETS

**CIS countries / Carpathian Basin countries**

## HETECH TREND LTD.

Hetech Trend Engineering Ltd. was established in 1998. Since then, the company has become one of the leading companies in the field of grain storage (metal silo plants, horizontal storage systems); the design and erection of grain dryers; and cleaners as a complete technological system.

Almost all work phases are supported by the CAD system, providing quick arrangement, high-level design and execution. Hetech Trend has completed more than 300 projects, equating to approximately 1,000,000 tons of storage capacity, over the last 18 years in Hungary and neighbouring countries.

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## PRODUCTS & SERVICES

### Design, construction and execution of silo plants

The grain storage metal silobin serves to store a significant quantity of grain for a long time with minimal quality and quantity loss. The system is ideal for storing various cereals, seeds and granulates.

### Design, construction and execution of grain dryers

The dryer installed in the technological line performs continuous drying, allowing the grain moisture content to reach a level suitable for safe storage. The construction, operating parameters and control of H-TECH dryers



manufactured by the company are continuously developed to make the machine suitable for all demands at the highest level.

### Manufacturing of grain cleaners and seed cleaners

Seed cleaners are recommended for small and large companies working in the agricultural sectors.



# HETECH

## ADVANTAGES

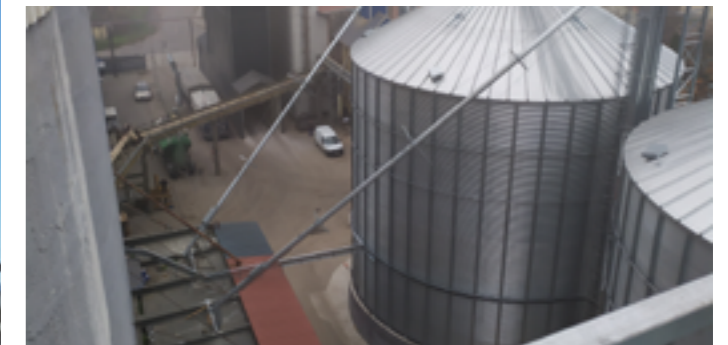
Hetech is one of Hungary's leading companies, skilled in designing, constructing and executing silo and dryer-cleaner plants. Hetech's modern machinery stock is constantly developing. In addition, the company is equipped with a significant inventory of locally made products in-house.

## REFERENCES

Szatmári Malom Ltd., Jászberény, EUR 662,721  
 Dunalys Ltd., Komárom, EUR 1,815,585  
 S.C. TERRACULT LLC, Romania, EUR 2,030,000

## PRIMARY TARGET MARKETS

Croatia / Slovakia





## AGROVA LTD.

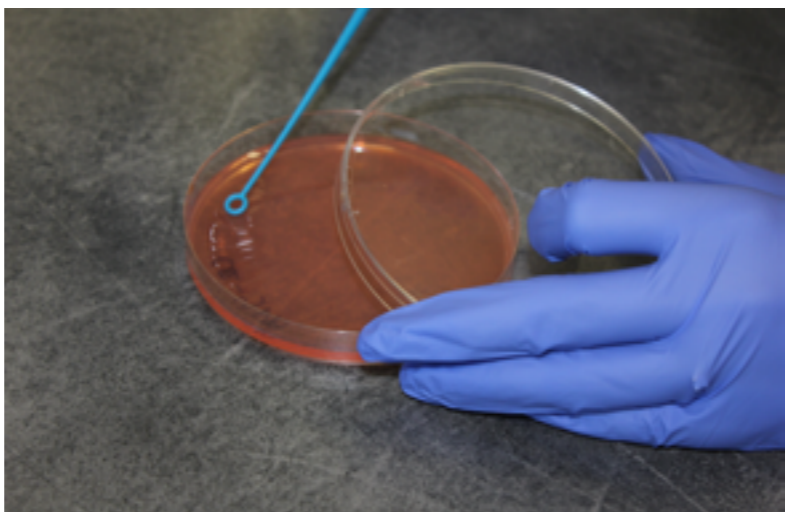
Agrova Ltd. was founded in 2003 by Péter Vajda with a mission to improve, restore and revitalise soil in a natural way. The company developed Phylazonit™ liquid bacteria fertilisers, which are naturally occurring bacterium strains. Agrova Ltd. has come a long way over the past decades – from a small family business to a modern enterprise, with the original founders maintaining ownership.

The company's activities cover the entire product chain: production, trade, research and also development. The quality and innovation represented by Agrova's products have been rewarded by several Hungarian and international prizes. Simultaneously, the company's ethical and reliable business conduct and economic stability earned the Bisnode AAA rating.

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## PRODUCTS & SERVICES

Agrova Ltd. has soil inoculants, soil regenerators, stubble decomposers and foliar feeders in its product range. Phylazonit™ liquid bacteria fertilisers are made of naturally occurring bacterium strains. Due to their composition, the products improve the soil structure and humus content, while allowing plants to absorb nutrients with the best possible efficiency, thus saving costs. They can also be safely used in organic farming. The company carries out continuous R&D in its laboratory with a focus on farmers' problems.



## PHYLAZONIT®

### ADVANTAGES

Phylazonit bacteria products are unique in preventing the infestation of harmful fungus through the roots, with the plant therefore producing fewer toxins in the crop, contributing to a healthier product. It also improves plant health, supports nutrient uptake, helps the formation of roots and absorbs moisture, even in drier weather conditions. This improves yield and reduces the need for irrigation. The Phyller seed drill unit was specially developed to precisely inject bacteria fertilisers into the soil to reduce tread damage and thus diesel consumption.

### REFERENCES

Agrotrade Group LLC (Slovakia)  
In 2019: 196,000 litres sold – net value EUR 278,688

Agrodéló Ltd. Magyarország (Hungary - Békés County)  
In 2019: 31,000 litres sold – net value EUR 66,844

Belvárdgyulai Mezőgazdasági Ltd.  
(Hungary - Baranya County)  
In 2019: 29,800 litres sold – net value EUR 64,297

Szabadegyházi Agrár Ltd.  
(Hungary - Fejér County)  
In 2019: 16,000 litres sold – net value EUR 34,375

### PRIMARY TARGET MARKETS

Romania / Poland / Germany / Italy / France

## AGROFEED LTD.

Agrofeed Ltd. is one of the most noteworthy European producers of high-quality premixes and feed additives. The company's primary customers have been animal husbandry integrations, medium-to-large-sized animal husbandry companies and farms for more than a decade.

Agrofeed deals with customers from Hungary and 20 other countries across Europe, the Middle East and North Africa. It offers more than 1,000 standard and unique products based on the most up-to-date technology and using the highest quality ingredients, the most appropriate feed premix, concentrate or pre-starter tailored to clients' needs.

[www.agrofeed.hu](http://www.agrofeed.hu)  
[premix@agrofeed.hu](mailto:premix@agrofeed.hu)  
 +36 96 550 620  
 H-9022 Győr, Dunakapu tér 10.

## PRODUCTS & SERVICES

Agrofeed's innovative improvements in feeding production are based on the latest research results and scientific literature and recommendations, results from targeted research on the company's test farm and experiments conducted on an extensive scale in conjunction with its partners.

Agrofeed Ltd.'s current feed optimisation service guarantees outstanding performance in meat, egg and milk production. It enables its partners to achieve a low feed conversion ratio and conduct cost-effective husbandry.



## ADVANTAGES

The keys to Agrofeed's success are good quality raw materials, quality-controlled manufacturing and the exceptional professional service activity that extends not only to feed services delivered to animal farms and feed mixing plants, but also to technology, operational consultancy, reproduction biology, animal health and quality assurance.

Agrofeed supports its partners' successful activities with the organisation of regular partner meetings and training and the publication of professional periodicals and ad-hoc materials.

## REFERENCES

Agrofeed RUS (Russia)  
 Profeed (Romania)  
 Afeed (Czech Republic)

## PRIMARY TARGET MARKETS

**Poland / Turkey / Balkan region**

## DILACO LIGHTING LTD.

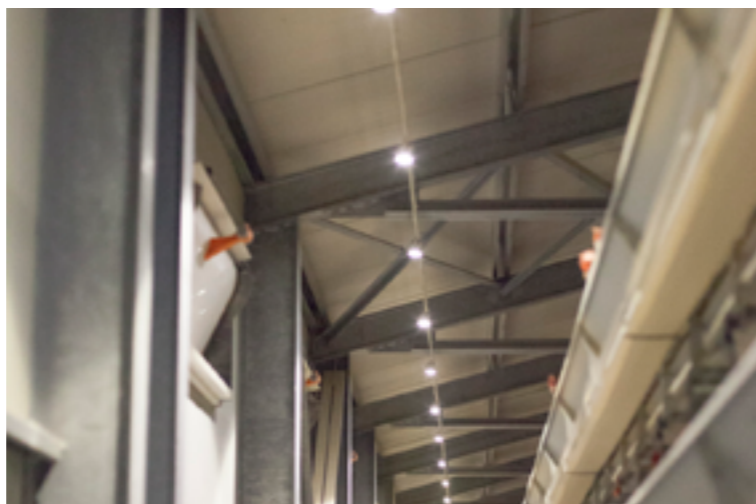
Dilaco Lighting Ltd. is a Hungarian enterprise specialising in agricultural lighting solutions. The company was established by young engineers in 1993. By 2014, it had developed a fully elaborated LED lighting system applicable to all fields of animal production. The research and development programmes, conducted in collaboration with Hungarian universities and renowned agricultural experts over a period of several years, have demonstrated that the company's lighting system produces a significant extra-biological yield in addition to ensuring energy saving and a rapid ROI.

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[info@dilacolighting.com](mailto:info@dilacolighting.com)  
 +36 72 511 984  
 H-7627 Pécs, Kispircsizma dűlő 33.

### PRODUCTS & SERVICES

Dilaco Lighting's main activity is designing, manufacturing and implementing lighting technologies for poultry farms, in conjunction with outstanding consultancy services. The agricultural lighting technological solutions can be used in all areas of poultry production. The products are tailored to the given breed and management technology rather than merely offering lighting fixtures.

The fully automated systems based on LED technology have been developed by considering birds' special eyesight and light sensitivity.



### ADVANTAGES

The lighting devices designed for the human eye are unable to create a suitable environment for birds. Dilaco's lighting system uniquely simulates and creates natural light conditions, taking care to account for the rhythm of diurnal changes and accurate sunrise and sunset simulation. In this way, it ensures the birds' stress-free wake up and resting. A 90% energy saving can be achieved using Dilaco's LED lighting systems compared to using a traditional light bulb, fluorescent tube or compact fluorescent tube systems.

### REFERENCES

Aranybulla Agricultural Co. Ltd., Hungary  
 Ötvevényi Agri Co. Ltd., Hungary  
 Görgy Klazsik e.v. (private entrepreneur), Hungary  
 Lithuania, Croatia, Serbia

### PRIMARY TARGET MARKETS

Italy / Croatia / Slovenia / Poland / Serbia

## NATURTEX LTD.

Naturtex is a Hungarian family-owned company, founded in 1989. Its core business produces duvets and pillows filled with goose feathers as well as down pillows. Naturtex's products are made with natural and synthetic fibres. Naturtex is one of the leading bedding product brands in Hungary, with a market share of 35%. However, 80% of all turnover comes from its export to over 40 countries across the world.

- Four production plants
- 200 employees
- 20,000 m2 factory area
- 12,000 m2 warehouse
- 2,300,000 finished products per year

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 dudas.andrea@naturtex.hu  
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 H-6728 Szeged, Cserje sor 9.

## PRODUCTS & SERVICES

Naturtex offers more than 700 products in many categories, including feather and down pillows and duvets, natural and synthetic products and products with memory foam fillings. Naturtex also manufactures bed linen, terry cloth products and mattresses, mainly for hotels.

Its focus is unique customer requirements. With experience of exporting to all parts of the world, it understands the different standards and specifications.



## NATURTEX®

### ADVANTAGES

Naturtex has modern production facilities and seeks continuous technical innovation. The company is dedicated to using the world's best, highest-quality filling materials and has an unbeatable Quality-Price Ratio. With its own feather-testing laboratory, the environmentally friendly production process is extremely important to Naturtex.

The company offers tailored concepts and strategies, as well as innovative, personalised product features for every customer. There is also the option of production planning and a consultation on cost reduction. All factory processes are transparent, traceable and verifiable.

### REFERENCES

Germany, China, South Korea

### PRIMARY TARGET MARKETS

USA / India / Singapore / Japan

## DYNAMIS LTD.

Dynamis Ltd. is a Hungarian family-owned company, which has been engaged in barrel manufacturing since 2004. Its predecessor was founded in 1954, passing on its expertise to the following generations. Nowadays, the third generation is involved in production management and organisation. Significant technological advances were made in 2016, opening up new markets for Dynamis barrels. The company produces barrels for several major Hungarian wineries but sells most of its oak barrels in the US. Dynamis has returning customers from Spain and Portugal. The production capacity is 1,200-1,300 various-sized oak barrels per year. Dynamis Ltd. manufactures oak barrels based on a centuries-old tradition using European technology.

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 H-3950 Sáropatak, Wesselényi út 24.

## PRODUCTS & SERVICES

Dynamis Ltd. produces a wide variety of barrels in different tonnage and toasting levels. Barrel types are Bordeaux Export, Burgundy Traditional and Punchon. The oak barrels are made from high-quality sessile oak, 'Quercus Petraea' with tight grains and annual rings, originating from Hungary. Barrels are matured in the open air for 24 or 36 months. The body is formed naturally through heat treatment, using a hydraulic press machine. The resulting barrel is equipped with 6 to 8 galvanised steel hoops. The surface appearance of the barrels is polished, natural oak. Upon request, the manufacturing year, the manufacturer's mark and the customer logo can be engraved on the barrels using a laser. The barrels are tested with a press of 0.5 bar and water. The barrels are offered with 2 years' warranty.



## ADVANTAGES

Each barrel manufactured by Dynamis Ltd. is a unique, personalised product that meets its customer's specific technical requirements.

The Hungarian 'Zemplén' oak has structurally dense grains; for wine, it allows slower fermentation, slower oxidation and more prolonged aroma dissolution than the American oak. Quercus Petraea features spicier notes and is weaker in tannins.

Toasting is performed by experienced masters guiding the process to create the appropriate toast levels. Dynamis products are offered at very competitive prices. The company strives for on-time delivery of its products.

## REFERENCES

Royal Tokaji Borászati cPLC (wine company): EUR 14,000 to 55,000 per year

Hungarian Oak Barrels Ltd., a wine barrel trading company in the US: annual sales of EUR 140,000 to 153,000

Quinta Dos Termos Winery, Portugal: EUR 4,000 to 5,500 per year

## PRIMARY TARGET MARKETS

Italy / Germany / Austria

## HAGYO LTD.

HAGYO Ltd. was founded in 1999. The company deals with the development, manufacture and trade of food industry equipment and technologies. HAGYO is known for its world-class innovative technologies in winemaking, fruit processing and distilling.

HAGYO is continually developing its product range and investing in creating new technologies and equipment using considerable financial and human resources. Essential oil distilling technology is the scope of the company's latest research.

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 +36 46 560 273 / +36 30 849 0377  
 H-3508 Miskolc, Futó utca 77.

## PRODUCTS & SERVICES

HAGYO delivers high-quality, innovative equipment and automation for the complete technology line, capable of producing top-level end products. The company's uniquely computerised process control system controls and tracks a significant portion of raw material processes to the final product.

It is applied to most of the company's technologies and continuously developed for wineries, fruit processors and distillers. The newest HAGYO UNIVERSAL can create any kind of distillate in perfect quality, including gin, vodka and whisky.



## ADVANTAGES

The technologies flexibly adapt to any plant size, product structure and existing technological background. The turnkey solutions include customisation, layout design and process integration.

HAGYO has more than 200 references across Hungary and its surrounding countries, the USA, India and the UK. HAGYO is the market leader in automated fermentation and distillation technologies in Hungary.

## REFERENCES

USA - Boardroom Spirits, Pennsylvania: distillation system, USD 380,000

USA - Chain Bridge Distillery, Florida: distillation system, USD 210,000

INDIA - Nao Spirits. Goa: gin still, USD 76,000

## PRIMARY TARGET MARKETS

**USA / Canada / UK / India / Central Europe**

## INNOVASTER LTD.

InnovaSter-Trade Ltd. is a Hungarian-owned, small-sized food equipment manufacturing enterprise founded in 1989. It is a small, flexible and creative manufacturer of custom machines. The company specialises in manufacturing sterilisation and pasteurisation equipment. The company's patented product is the **HIDROSTER®** – high-capacity and highly energy-efficient, always-on hydrostatic equipment for the sterilisation of canned food and beverages with different packaging.

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 innovaster@vnet.hu  
 +36 28 586 005  
 H-2112 Veresegyház, Sport utca 2.

### PRODUCTS & SERVICES

Innovaster manufactures equipment for the food industry, such as complete production lines and canneries for processing vegetables, including green peas, sweetcorn, kidney beans, gherkins, tomatoes, salad.

The company's portfolio also includes the production of equipment for heat treatment, including continuous sterilisation equipment, regular and special autoclaves and pasteurisers.

Innovaster also produces other equipment, including palletisers, de-palletisers, conveyors, buffer tables, autoclave basket loaders and unloaders, tanks for drinks or milk with a built-in cooling system, pressure vessels for gases and liquids and welded constructions made of carbon, stainless and acid-resistant steel.



### ADVANTAGES

The equipment is manufactured according to customer requirements.

Turnkey projects are provided from concept and design to handover, including installation and commissioning equipment, technology transfer, know-how, local staff training, after-sales services, maintenance, repair, overhaul and the supply of spare parts for at least ten years.

The equipment's hardware components only come from the best manufacturers and are supplied with all the necessary certificates, as well as documentation and control menus in the required language.

### REFERENCES

Bonduelle Canned Food Factory, Estrées-Mons, France, EUR 3,500,000  
 Bonduelle Canned Food Factory, Renescure, France, EUR 3,500,000  
 Ostrovnoy Fish Processing Plant, Shikotan, Kuril Islands, Russia, EUR 4,000,000

### PRIMARY TARGET MARKETS

Russia / Germany / Denmark / Belgium / Poland

# KALINA HORDÓ LTD.

Today, Kalina's workshop is considered one of the best artisan cooperages in Hungary. Kalina controls the entire production process: from the sourcing of logs, the highest grade of Quercus Petraea from the Tokaj region and the open-air seasoning of staves for 24-36 months, to fabrication and finishing. Only artisan coopering techniques are used in production.

www.hungarianbarrels.com  
kalina@hungarianbarrels.com  
+36 70 386 3755 / +36 70 774 8842  
H-3909 Mád, Vasút út 1.

## PRODUCTS & SERVICES

Kalina only uses natural materials. Its approach is the combination of traditional elements – as provided by nature – with modern technology to fulfil customers' dreams, wishes and desires.

The products:

- 225 litre Bordeaux
- 228 litre Burgundy oak barrel
- 300 litre oak barrel
- 400 litre oak barrel
- 500 litre oak barrel
- Other barrel types:
- 50 litre for wine & spirits
- 100 litre, 114 litre, 150 litre
- 136 litre Gönci
- 220 litre Szerednyei

Unique sizes and designs:

Barrels for whisky – with grooved interior

Toasting levels: L, M, M+, H & TH Char levels 1



## ADVANTAGES

Family-owned business with a dedication to the highest quality.

## REFERENCES

St. Andrea-Egerszalók; Petrény vinery - Eger; Trifecta vinery - Tokaj; Koch vinery - Borota; Maul vinery - Villány; Kraft - Austria (Rust); Andert Wein - Austria; Mayer-Hörman - Austria (Langenlois); Vino Magula - Slovakia; Viktor Ozga - Germany; Vinoservice - Slovakia

## PRIMARY TARGET MARKETS

Austria / Germany / Italy / Spain



## SAMPO LTD.

Sampo Ltd. has been producing and installing poultry and meat industry machinery and equipment since its establishment in 1990. Thanks to its extensive experience, Sampo is able to supply high-quality products at reasonable prices to other fields in the meat processing industry under HACCP requirements.

Sampo provides premium services, focusing on customer contact and advice. In collaboration with technology partners, Sampo can also provide refrigeration and wastewater treatment technology services.

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+36 30 304 1109  
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## PRODUCTS & SERVICES

Sampo designs or modifies, manufactures and installs complete, customisable poultry slaughterhouse technology lines.

This solution covers stunning and plucking through to evisceration, cutting and even packaging the finished product with a capacity of 500 to 6,000 birds per hour, depending on the species. The company operates across Central and Eastern Europe. Sampo also offers sanitary equipment, conveyor belts and belt systems, reconstruction, refurbishment and servicing of existing machinery.



**SAMPO**  
FOOD PROCESSING TECHNOLOGY

## ADVANTAGES

The processing plants use state-of-the-art, fully closed and automated technology supporting livestock transport, automatic evisceration and even hygienic packaging. All processes fully comply with EU and CE health and hygiene standards.

The company's automated slaughtering, cutting, eviscerating, chopping, transportation and packaging line solution helps you produce end products of the highest quality.

## REFERENCES

Hungary:  
Böszörményi Baromfifeldolgozó Ltd.,  
Bát-Grill Ltd.,  
Pulyka-Java Ltd.

## PRIMARY TARGET MARKETS

Russia / Ukraine / Romania / Germany

# CONTACT

## INFORMATION

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HEPA

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Promotion Agency