

# Frozen Pork Skins and Offals Market in Thailand

prepared by Canadian Embassy, Bangkok

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### 1. The market opportunity

While consumer demand for pork dropped by 25% as a result of the financial crisis and economic recession, demand for some of the pork by-products has remained strong and more in line with previous production levels. This is particularly the case with frozen pork skins where demand has been substantially higher than the supply available. Since you can't raise a pig just for its skin, an opportunity for foreign imports has developed. In addition to the frozen pork skins, Thai importers have expressed interest in other by-products, particularly frozen pork liver.

Canada with its huge export oriented pork industry is well positioned to supply this market niche opportunity.

### 2. Thai pork market

Thailand has a large swine industry which has steadily improved in quality using imported breeding stock from various supplying countries including Canada. While poultry is the most popular meat in Thailand, pork consumption is also high and had been increasing steadily.

Thailand has developed its pork industry behind high protective tariffs and non tariff barriers and is now 100% self-sufficient for domestic consumption and indeed enjoys some exports. Pork prices at retail in Thailand are very low with top quality pork tenderloin selling at C\$3-4 per kilo depending on the type of retail outlet.

The financial crisis in July of 1997 and subsequent severe economic recession had a significant impact on the pork industry. A large segment of the population simply could not afford to buy as much meat as before. Industry sources estimate that consumption of pork decreased by as much as 25 percent during the downturn but has since begun to recover in line with the country's overall recovery.

### **3. Usage of pork skins**

Pork skin is widely consumed in Thailand as a snack item (kap moo) which is especially popular in the Northern region. The pork skin is deep fried and becomes crispy and light and very delicious. It is also quite inexpensive. As one Thai explained 'eating kap moo is like eating potato chips; when you start eating them you can't stop'. Pork skin is also used in the sausage industry.

Pork skins used in this snack item are imported in frozen form as distinct from imports of hog skins for use in the tanning trade.

### **4. Tariff Rate**

The import duty on pork products is 60% of C&F value plus 10% value added tax.

### **5. Import certificates required**

In order to export frozen pork skins or liver to Thailand, Canadian exporters must obtain the following certificates:

- Thai import permit. This will be obtained by your local importer from the Thai Department of Livestock Development.
- Veterinary Health Certificate. This certificate will certify that the animal is free from disease; African swine fever, foot and mouth disease, rinderpest. The certificate must be obtained from the Canadian Food Inspection Agency.
- Certificate of Inspection. This certificate specifies the place of slaughter, place of processing of the product, and certifies that it was produced in accordance with Canadian meat inspection standards. This certificate must be obtained from the Canadian Food Inspection Agency.

**Note:** The Thai Ministry of Agriculture has confirmed to the Canadian Embassy in Bangkok that the certificates issued by the CFIA are acceptable to Thai authorities.

### **6. Thai Rules and Regulations for pork imports**

Following are the rules prescribed by the Department of Livestock, Thai Ministry of Agriculture pertaining to the importation of pork and pork products. The certificates described above when completed together with other shipping documents should satisfy these regulations and information requirements.

A. Pork meat/pork products shall not be landed in Thailand unless there are import permit and health certificates in English signed by a full time authorized veterinary official of the government of the exporting country stating:

- quantity and description of the pork/pork products
- name and address of registered manufacturer and exporter
- date of slaughter, manufacturing, packaging and shipping

B. The country of origin must be free from African swine fever, foot and mouth disease and rinderpest.

C. The farms or premises of origin have been free from any infectious and contagious notifiable disease in the country of origin during the 12 months preceding the slaughter of the pigs and until the time of export and also come from farms approved by the governments of the exporting and importing countries.

D. The pigs are born and reared in the country of origin or have been in the country of origin for not less than 4 months prior to slaughter.

E. The pigs have received ante-mortem and post-mortem inspections, and have been found to be free from infectious and contagious disease.

F. Pork/pork products have been processed in a designated establishment in a sanitary manner under constant veterinary supervision, and also come from the government of exporting and authorized veterinary officials of Thailand approved plant.

G. Pork/pork products do not contain preservatives, additives or any substances posing a harmful risk to human health.

H. Pork/pork products are sound and fit for human consumption. Every precaution has been taken to prevent any contamination during the manufacture, packaging and until the time of export.

I. Pork/pork products have been stored by freezing for more than 3 months prior to export.

J. Pork/pork products shall bear a health mark or meat inspection legend in any form of label, seal or stamp for recognition that pork/pork products themselves have been produced in accordance with standards which are acceptable to Thailand.

K. Pork/pork products shall not be transhipped at any intermediate port.

L. Pork/pork products are subject to inspection/detention for laboratory testing on arrival.

M. Should there be solid proof that pork/pork products are infected, contaminated or spoiled and are not wholesome for human consumption, such pork/pork products shall be returned to the country of origin or disposed of without compensation. The importer/owner shall be fully charged

for the incurred expenses.

## **7. Thai importers:**

Following is a listing of Thai importers who may be interested in importing these products.

### **AP.P Import-Export Co Ltd**

24/1 Moo 1  
Tambol Jommokkaew  
Amphur Maelao  
Chiang Rai  
Thailand  
Tel: (66 53) 666-121  
Fax: (66 53) 666-121  
Contact: Ms. Amphon Suksai

### **Chiangmai Star Pig**

99/4-5 Petchkasem Soi 38  
Petchkasem Road  
Bangkok  
Thailand  
  
Tel: (662) 454-2378  
Fax: (662) 804-9272  
Contact: Mr. Somkiet Kanjanarujiphaisan

### **Wealthy and Healthy Foods Co Ltd**

34/20 Pracha Utit Road (Vipavadee Rangsit)  
Toongsigun  
Donmuang  
Bangkok 10210  
Thailand  
Tel: (662) 928-2696  
Fax: (662) 928-2880  
Contact: Mr. Akarapol Paichai Aksorn

### **Suchin and Associated Limited Partnership**

42/48 Moo 3 Tambol Bangsrithong  
Bangkruay, Nonthaburi 11130  
Thailand  
Tel: (662) 447-3688  
Fax: (662) 446-2688  
Contact: Mr. Suthin Pengsri

### **SRN Trading LP (Wiz International)**

11/40 Phaholyothin 48  
Bangkhen  
Bangkok 10220  
Tel: (662) 964-2246  
Fax: (662) 964-2953  
Contact: Mr. Teerakiat Pitsuphanont, Overseas Manager

**Mr. Amnuay Boonphetch**

27/49 Klongkachien Road

Maung, Pichit 66000

Thailand

Tel: (66 56) 652-215

Fax: (66 56) 611-044

**8. Other contacts**

**Ministry of Agriculture and Cooperatives**

Department of Livestock Development

Animal Diseases Control Division

Phyathai Road

Bangkok 10400

Thailand

Tel: (662) 252-6944

Fax: (662) 252-5967

Contact: Dr. Laddawalaya Ratananakorn

**Canadian Embassy**

Commercial Division

15th Floor, Abdulrahim Place

990 Rama IV Road

Bangkok 10500

Thailand

Tel: (662) 636-0540

Fax: (662) 636-0568

Contacts: Mr. Gordon Parsons, Counsellor (Commercial)

Mr. Thawee Thaiprasithiporn, Senior commercial officer



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