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Market Brief - Product

Thailand: Food Ingredients Import Market

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Bangkok [TH1], TH

I. MARKET OVERVIEW

Demand for food ingredients in Thailand is highly dependent on the country's food processing industry and the capability of this industry to compete in world markets. As one of the world's leading producers and exporters of processed food products, the country is home to more than 7,000 food processors. Most of these firms are medium and small companies, particularly in comparison to their competitors in western countries. Thailand's food processing sector is heavily export-oriented, with about 50 percent of the products sold outside the country. The ongoing economic crisis that began in Thailand in mid-1997 has had a negative impact on Thailand's food processors, processed food exports, and on the demand for imported food ingredients.

A. Thailand's Processed Food Exports

The total export value of processed food from Thailand in 1997 was about 186 billion Baht ($US 5.9 billion). Exports are expected to fall to 130 billion Baht ($US 2.97 billion) in calendar year 1998. This decline of about 30% in value terms from 1997 is a direct result of the economic difficulties sweeping the region since mid-1997. (Note: the following exchange rates have been used in this report: 1996 = 25.00 Baht/$US 1.00; 1997 = 31.32 Baht/$US 1.00; and 1998 = 43.72 Baht/$US 1.00.)

Following are Thailand's major processed foods:

<u>Fish & Seafood</u> This segment of the industry includes canned, frozen, dried, and other processed seafood. In 1997, Thailand's export value of processed seafood totaled over 128 billion Baht ($US 4.1 billion), accounting for 69% of total food export value. The average growth rate in value terms was almost 12% for the past five years.

<u>Fruits and Vegetables</u> This segment includes fresh, frozen, canned, and other processed fruits and vegetables. In 1997, the export value of all processed fruits and vegetables was over 27 billion Baht ($US 860 million), or 14.8% of total food export value. Exports of canned and processed fruits and vegetables totaled nearly 14 billion Baht ($US 447 million). The average growth rate of fresh and processed fruit and vegetable exports was about 8% for the past five years.

<u>Frozen and Processed Poultry</u> In 1997, the export value of frozen and processed poultry was 16.2 billion Baht ($US 517 million), accounting for 8.7% of Thailand's total food export value. The average export growth rate of frozen and processed poultry was over 12% for the last five years.

<u>Other Processed Foods</u> Other important processed food products in Thailand include herbs and spices, rice products, and food additives. The average export growth rate for these products over the past five years was over 14%. In 1997, the export value was 10.838 billion Baht ($US 346 million), accounting for almost 6% of Thailand's total food export value.

<u>Nonalcoholic Drinks</u> This segment includes mineral water, aerated water, and refreshments. The average export growth rate for last five years was almost 43%. The export value in 1997 was

over 3 billion Baht ($US 96 million), accounting for 1.6% of total food export value.

B. Food Ingredient Import Categories and Products

Thailand's total import volume of all food ingredients was about 1.5 million metric tons in both 1996 and 1997. Import value totaled more than 32 billion Baht ($US 1.28 billion) in 1996 and over 40 billion Baht ($US 1.28 billion) in 1997. The US dollar value was unchanged due to the sharp depreciation in the Baht beginning in July, 1997.

US food ingredients with the best market opportunities include cereals, food chemicals and additives, emulsifiers and enzymes, essential oils, flavorings, meat, nuts, and dried fruits.

Table 1 shows Thailand's import volume and value of major food ingredients by product category from all sources for 1996-1998. This table is a summary of import volume and value of individual items over the same period. A complete table of these individual items' imports can be requested from the Office of Agricultural Counselor, Bangkok. The Harmonized System categories and products selected are the same as those used by the US Agricultural Trade Office, Singapore, for a similar food ingredient study.

Table 1: Thailand Imports of Food Ingredients by Product Category

Product	1996 KG	1997 KG	1998 Proj. KG
Fish & Seafood	399,500,570	398,347,368	392,970,728
Chemicals	749,159,141	748,564,764	588,472,704
Milk Product	101,284,093	114,997,598	80,787,530
Cereals & Cereal Poducts	59,163,902	55,248,430	44,879,558
Fats & Oils	53,061,628	43,746,819	27,997,864
Hydrocolloids & Gelling Sys.	4,771,907	3,903,713	3,612,522
Colors	23,350,586	23,063,529	21,449,081
Vegetable Products Wet	10,791,446	11,210,774	13,672,826
Starch & Starch Derivatives	23,882,064	29,003,783	23,934,436
Emulsifiers	9,168,867	10,050,341	9,791,794
Enzymes	2,117,286	2,040,470	1,540,400
Essential Oils & Plant Extracts	1,486,207	1,379,913	872,992
Flavors & Aromas	1,794,096	1,098,812	806,680
Sugars & Sugar Derivatives	9,381,602	8,099,159	8,777,244
Meat Product	1,484,265	2,177,652	2,731,092
Fruit Products Wet	2,154,701	3,400,692	2,737,704
Nuts & Seeds	8,134,061	7,687,337	4,757,196
Cocoa & Cocoa Products	3,321,663	3,267,766	2,327,072
Vegetable Products Dry	4,179,590	2,191,948	1,562,484
Yeast & Yeast Derivatives	713,455	997,376	1,451,310
Herbs & Spices	1,910,119	2,013,000	1,587,076
Pulses & Pulse Products	5,197,219	6,232,292	4,609,170
Sweeteners	1,242,673	756,509	617,678
Fruit Products Dry	293,394	263,934	150,856

Total	1,477,544,535	1,479,743,979	1,242,097,997

Based on the selected categories, Thailand's total import volume of food ingredients was just under 1.5 million metric tons in both 1996 and 1997. Import value totaled more than 32 billion Baht ($US 1.28 billion) in 1996 and over 40 billion Baht ($US 1.28 billion) in 1997. Despite the higher Baht value between 1996 and 1997, the US dollar value was unchanged due to the sharp depreciation in the Baht beginning in July, 1997. Most of these import categories dropped in volume for the first half of 1998, again due to the devaluation of the Baht and the resulting reduction in demand due to the economic recession. Chemicals, fish and seafood, milk products, cereals, fats and oils, starches and derivatives, and colorings were the leading volume imported food ingredients over the past three years.

Table 2 shows the average volume and value growth rate of food ingredient imports by category from 1996 to 1998. Almost all of the categories showed growth in import value (in Baht terms) over the period. However, import volume declined sharply for many of the products, mainly due to the Baht devaluation in July, 1997.

Table 2: Growth Rate of Food Ingredient Imports by Product Category, 1996-1998

Product	Market 1996	Growth % -1997	Market 1997	Growth % -1998	Market Average %	Growth 1996-98
	KG	Baht	KG	Baht	KG	Baht
Fish & Seafood	-0.29%	43.31%	-1.35%	48.88%	-0.82%	46.09%
Chemicals	-0.08%	10.13%	-21.39%	11.71%	-10.73%	10.92%
Milk Product	13.54%	15.07%	-29.75%	10.96%	-8.10%	13.01%
Cereals & Products	-6.62%	4.94%	-18.77%	6.16%	-12.69%	5.55%
Fats & Oils	-17.55%	0.52%	-36.00%	8.44%	-26.78%	4.48%
Hydrocolloids & Gells	-18.19%	-2.94%	-7.46%	17.11%	-12.83%	7.08%
Colors	-1.23%	-7.81%	-7.00%	13.52%	-4.11%	2.85%
Vegetable Products Wet	3.89%	21.75%	21.96%	83.82%	12.92%	52.78%
Starches & Derivatives	21.45%	8.62%	-17.48%	1.33%	1.98%	4.97%
Emulsifiers	9.61%	27.78%	-2.57%	47.25%	3.52%	37.51%
Enzymes	-3.63%	13.75%	-24.51%	1.98%	-14.07%	7.86%
Essential Oils/PlntExtracts	-7.15%	68.39%	-36.74%	-16.86%	-21.94%	25.76%
Flavors & Aromas	-38.75%	69.92%	-26.59%	-12.40%	-32.67%	28.76%
Sugars & Derivatives	-13.67%	-1.82%	8.37%	45.71%	-2.65%	21.95%
Meat Products	46.72%	56.58%	25.41%	81.79%	36.07%	69.19%
Fruit Products Wet	57.83%	67.59%	-19.50%	6.01%	19.17%	36.80%
Nuts & Seeds	-5.49%	46.11%	-38.12%	-25.52%	-21.80%	10.30%
Cocoa & Products	-1.62%	7.55%	-28.79%	1.55%	-15.20%	4.55%
Vegetable Products Dry	-47.56%	10.78%	-28.72%	-3.88%	-38.14%	3.45%
Yeast & Derivatives	39.80%	17.31%	45.51%	21.11%	42.65%	19.21%
Herbs & Spices	5.39%	36.92%	-21.16%	14.41%	-7.89%	25.66%
Pulses & Products	19.92%	38.11%	-26.04%	-4.55%	-3.06%	16.78%
Sweeteners	-39.12%	-21.64%	-18.35%	-0.53%	-28.74%	-11.09%
Fruit Products Dry	-10.04%	-8.63%	-42.84%	-10.27%	-26.44%	-9.45%

Based on the data in Table 2, only six "recession-proof" product categories have increased in both volume and value terms over the past three years. These are:

Category	% Increase Kg	% Increase Baht
Yeasts and derivatives	43%	19%
Meat products	36%	69%
Fruit products (wet)	19%	37%
Vegetable products (wet)	12%	53%
Emulsifiers	4%	38%
Starches and derivatives	2%	5%

II. TRENDS IN CONSUMPTION

About 50% of Thailand's processed food products are exported, with most of the shipments going to Japan, USA, and the EU. The economic crisis that swept Thailand and other Southeast Asian countries into recession since mid-1997, has greatly impacted the country's food processing sector and weakened demand for food ingredients. Although the weaker Baht has made Thailand's exports more competitive, many Thai food processors have been unable to capitalize on new market opportunities because of higher raw material and ingredient costs, as well as more limited access to credit.

Another impediment to the food processing industry is the recent EU cut on GSP allowances previously granted to Thailand. This is likely to have a direct and negative impact on the processed food industry. Under the new system, Thai food products without GSP will be more expensive in the EU than imports from other countries. It is currently projected that Thai exporters will loss about 10% of their market share in the EU market in 1999.

The food processing industry has also changed in recent years to adapt to the demands and lifestyles of domestic consumers, particularly a growing middle class. The recent decline in individual incomes has greatly impacted domestic consumption, however. Despite the decline, there is greater demand for good quality convenience foods and dairy products. Cold cuts, ready-to-eat and ready-to-prepare meats, and all major dairy products are currently the key growth products in the domestic market.

Despite the present state of the economy, domestic food consumption will grow as Thailand's population increases from the current level of about 61 million. It is expected that demand for dairy products and convenience foods will grow at rates higher than average for the industry. The country's food export opportunities are also expected to remain relatively good despite increasing global competition. Thai food processors are, in general, still quite competitive economically and are working to adapt to new food quality requirements imposed by foreign buyers.

III. MARKET DISTRIBUTION

Food ingredients generally are distributed through two main channels. The first is via traditional importers, who re-sell to local distributors or distribute through their own marketing and delivery network to end-users. As Thailand's food processing industry has grown and become more sophisticated over the past decade or more, end-users are increasingly importing directly from foreign suppliers. This is especially true for large, integrated food processors who export many of their products and are well-oriented to international trade.

IV. DOMESTIC AND FOREIGN COMPETITION

A. Food Ingredient Imports From The US

Table 3 below shows volume and value of Thailand's food ingredient imports from all sources, as well as US market share. In volume terms, the US held a respectable market share of more than 20% in 1996 and 1997. However, the US market share was less than 10% in terms of value over the same period.

Table 3: Thailand Food Ingredients Import Volume and Value

Volume	**1996**	**1997**	**1998**
Total Imports (Kg)	1,477,544,535	1,479,743,979	2,484,195,994
Imports From US (Kg)	306,835,394	319,635,325	1,182,360,880
US Share	21%	22%	48%
Value			
Total Imports (Baht)	32,350,631,927	40,169,788,021	102,862,686,748
Total Imports ($US)	1,294,025,277	1,282,560,282	2,352,760,447
Imports From US (Baht)	2,842,923,208	3,405,260,388	10,220,425,082
Imports From US ($US)	113,716,928	108,724,789	233,770,016
US Share	9%	8%	10%

Note: 1998 figures are (January to June) x 2

B. Products With Historically High US Market Share

Table 4, compiled from data in Table 1, lists imported products to Thailand for which US suppliers have captured a high market share over the past three years.

Table 4: US Food Ingredients With High Market Share in Thailand, 1996-98

Category	HS Chapter(s)	Items
Cereal	HS 1102, 3, 4	Rye, maize flour; Germ & groats; Potato flakes
Chemical and Additives	HS 290, 291	Prop. glycol; Acetic, prop., benzoic, adipic acid; salts
Emulifiers	HS 2923	Lecithins; Other ammonium salts and hydroxides
Enzymes	HS 3507	Other Enzymes
Essential Oils,Plant Extracts	HS 130, 330	Extracts of liquorice and hops; Essential oils of citrus
Fats and Oils	HS 150, 151	Groundnut, cottonseed, coconut, jojoba, animal fats/oils
Flavors and Aromas	HS 2912	Vanillin; Ethylvanilin
Dry Fruit Products	HS 080, 081	Dried grapes, prunes, and apples
Fresh Fruits Products	HS 200	Cherry, orange, grapefruit, juices; Fruit jams, jellies
Herbs & Spices	HS 090	Pepper, caraway, thyme and bay leaves
Meat	HS 0202	Beef, lamb, turkeys
Nuts	HS 0802	Almonds, walnuts, and pistachios
Pulses	HS 0713	Kidney, white, other beans; Lentils; Peas
Sugars & Products	HS 1702	Lactose; Maple sugar; Other fructose and sugars
Dry Vegetable Products	HS 0712	Dried potatoes and onions
Fresh Vegetable Products	HS 2004, 5	Potatoes, other vegetables; Pickles; Tomato juice

C. Other Products With Strong Market Potential

High Gross Value Products

Seafood products have shown the highest gross import value over the last three years. As displayed in Table 2, the value increased 43% from 1996 to 1997 and is projected to increase 49% from 1997 to 1998. Import volume, meanwhile, has decreased only about 1% the during last two years. Although the US is not a strong competitor in this category, the market potential is significant.

The gross import value of chemical products ranked second from 1996 to the first half of 1998. The value increased about 10% from 1996 to 1997 and is projected to increase another 12% from 1997 to 1998. However, import volume is projected to decrease about 21% by 1998 year end.

Milk products ranked third in gross import value from 1996 to 1998. About 6.5 billion Baht worth of these products were imported in 1996. Another 7.4 billion Baht was imported in 1997. Imports in 1998 are projected to increase to 8.2 billion Baht. Although volume has declined about 8% over the period, the Baht value of imports has climbed 13%. US suppliers often have difficulty competing with New Zealand and Australia in this category, but recent efforts to develop the Thai market should open up new opportunities.

Cereal products are consistently imported to Thailand in high volume and relatively high value.

Although China and Australia often capture a large portion of this market, the US is also a strong competitor, particularly in corn-based products.

Snack Food Ingredients

Thailand's snack food market value reached 7.3 billion Baht in 1997. The sector is forecast to continue growing at a rate of 12% until the year 2000, when it is expected to reach 10 billion Baht. The market is dominated by local manufacturers who also export a significant portion of their production. Manufacturers, including Frito-Lay, the largest producer in Thailand, are increasing their production capacity to meet rising future demand.

Within the snack food market, nuts have the largest share with 44% of sales, followed by chips at 30%, and extruded snacks with 27%. Sales of chips enjoyed the highest growth, with sales increasing over 60% from 1993 to 1997. Extruded snacks grew 25% and nuts 10% over the same period. The US was the major supplier of many nut ingredients, particularly almonds and pistachios, mainly due to its reputation for high quality and consistently large supplies. Other opportunities exist for US companies to supply snack flavorings, coatings, preservatives, and other ingredients.

Specialty Ingredients and Additives

Specialty ingredients and additives used in food processing in Thailand include both natural and synthetic chemicals. Key additives include amino acids, preservatives, colors and flavors, enzymes, and nutritive sweeteners.

The overall amount of food additive use in Thailand is still relatively small compared to more industrialized countries. However, the rapid expansion of the local food processing industry has stimulated greater demand for both food and feed additives. The total market value was estimated at about 10 billion Baht in 1997, with most advanced additives imported from abroad.

According to Thai Board of Investment sources, a total of 748,600 tons of food and feed additives were imported in 1997, which is a decrease from 1996 by about 600 tons. The market is estimated to be around 600,000 tons in 1998, decreasing at a rate of 20%. The economic slowdown throughout the region, decreasing disposable incomes locally, and increased local production of some compounds are the main reasons for the decrease in imported volume.

Major suppliers of food additives imported to Thailand are the US, Germany, Japan, Malaysia, and Singapore. Key imported additive products include sodium benzoate, synthetic colors and flavors, lecithin, vitamin C, food clarifying agents, acetic acid, ammonium chloride, disodium carbonate, phosphoric acid and disodium sulphates.

Ingredients and additives produced in Thailand include monosodium glutamate (MSG), basic enzymes, amino acids, fructose, and citric acid. There is potential for greater local production of some compounds where local raw materials are readily available. However, many market opportunities exist for US. exporters, particularly those supplying more advanced additives. Producing advanced additives requires experience and expertise in formulation, high technology, and high capital investment. In addition, the relatively small size of Thailand's domestic market makes it difficult for local manufacturers to achieve economies of size and scale.

Dairy Products

Thailand imports a wide range of dairy products. The government's school milk project has stimulated rapid growth of milk consumption in Thailand. Furthermore, local consumers have become more concerned about health and nutrition, which has stimulated domestic milk products consumption. Total consumption rose from 8 liters per person per year in 1993 to 15 litre per person in 1997. The total market value was about 12 billion Baht in 1997. In 1997-98, the price of dairy products increased due to the Baht devaluation, decreased disposable income, and the increased VAT rate. As a result, local consumption is growing at a slower rate than the past five years.

As noted above, the opportunities for American exporters are currently limited due to strong competition from low cost New Zealand and Australian supplies. With the reduction in subsidies in the US and increased emphasis on export sales, US exports should become more competitive in the future, however.

Table 5: Thailand's Top Five Imported Milk Products, 1996-1998 (proj.)

Product	Kilogram	Baht
Milk and cream in powder, granules	61,078,788	3,982,661,424
Milk powder	12,668,951	1,243,712,376
Butter fat derived from milk	10,072,962	703,099,706
Milk and cream fit for infant feeding	8,795,446	895,506,764
Butter derived from milk	3,839,135	261,892,605

V. PROMOTION

There are several ways for US suppliers to promote their products in the Thai market. Probably the most effective is to appoint a reputable and experienced local agent or distributor. Local firms will have a good understanding of the market and know how to make direct contact with importers, end users, government officials, and other key contacts. A good local agent can also provide valuable support in arranging meetings and promotional events, translating technical information, placing advertisements in local trade publications, and other marketing and sales activities.

Trade shows are also effective ways to promote. Food Ingredients Asia, the Thailand Food Fair, and other shows, both in Thailand and Singapore, are usually well attended by Thai food companies.

US market development cooperators are also active in Thailand and other Southeast Asian countries. These groups offer many marketing opportunities for US firms, including trade team visits, technical seminars, local promotional events, and other activities. Cooperators with active programs in Thailand and other regional countries include the US Grains Council, US Meat Export Federation, US Dry Pea and Lentil Council, US Dairy Export Council, various US fruit and nut associations, as well as several state and regional groups such as WUSATA, EUSAFEC, SUSTA, and MIATCO.

VI. IMPORT REGULATIONS, LABELING AND PACKAGING

A. Food and Drug Administration Requirements

Thailand's Food and Drug Administration (FDA), an agency within the Ministry of Health, is responsible for monitoring the quality of domestic and imported foods and food ingredients. Most food importers complain about FDA's regulations and other requirements, particularly the amount of documentation and details about manufacturing processes that are required. Nevertheless, the requirements must be met. With the right local agent or importer, these difficulties can be minimized.

All foods imported to Thailand must be accompanied by the proper import licenses and food registration certificates. The import licensing and food registration process must be repeated each time an individual importer seeks to import a product, even if the imported product has been previously approved by the FDA.

Import License

Ordinarily, the importer or the exporter's local agent will submit an application for an import license to the FDA for approval. An application fee of 15,000 Baht is charged for this service. Licenses are valid for three years. For this service, the Thai FDA requires the following documentation:

1. An application form for importing foods, obtained from the Food Control Division of the FDA.
2. Two copies of the house registration and identification card of the person who submits the application. A work permit is also required for aliens.
3. Two copies of the importer's trade or commerce registration.
4. Two copies of the company's registration which declares its objectives and declares the authorized agent in Thailand.
5. Two copies of a document certifying the nationality of the importer (including a list of shareholders) from the Thai Ministry of Commerce. If an applicant is an alien, a certificate to operate a business in Thailand is also required.
6. Letter of power of attorney if the exporter has an agent acting on his behalf.

Food Registration

The application fee for each registered product is 5,000 Baht. On average, it takes between 3-6 months for approval, but can take as long as a year. The following documents are required when registering food products.

1. A completed application form
2. Product labels in Thai and English

3. A sample of the food
4. Laboratory analysis of the products from government agency or respectable institute.
5. Letter which certifies the manufacturer. This can be issued by the agency that conducts the food analysis if the manufacturer is not specified on the label.

B. Import Tariffs

In general, importers of foodstuffs have to pay duties ranging from 5 to 60 %. A value-added tax (VAT) of 10 % is also levied on the duty-paid value of the goods and is payable in addition to the import levies. Imported foods produced in ASEAN countries receive tariff privileges. It is likely that, with the implementation of ASEAN Free Trade Agreement (AFTA), tariff rates of some items will be reduced gradually over the next six years.

The tariff on most food ingredients is at present set at 30 %. The exceptions to this tariff rate are as follows:

- MSG	60 %
- mixtures of odoriferous substances used as an input ingredient in foods or beverages	50 %
- coloring agents of vegetable or animal matter	15 %
- diperse and acid dyes	15 %

Many foreign exporters have a tendency to focus on Thailand’s relatively high duties and the stringent FDA requirements. In the process, opportunities can easily be overlooked. As noted above, by working closely with the right local importer or agent, many of the FDA and import duty hurdles can be overcome.

VII. IMPORTERS

Following is a list of key food ingredient importers. A more extensive listing of importers and end users may be obtained from the Office of Agricultural Counselor, US Embassy, Bangkok.

Behn Meyer & Co(T) Ltd.
UM Tower Office Bldg., 10th Fl
9 Ramkhamhaeng Rd., Suanluang, Bangkok 10250
Tel: 662-319-7227, 719-8221, 319-7280

Executives:	Prasong Aramwittaya
Type of Business:	Importer, Wholesale
Products:	Chemicals for Food

Burapacheep Ltd.
74 Chalermkhet 1st Street
Pomprab, Bangkok 10100
Tel: 662-223-5640, 223-5822, 223-5439
Fax:: 662-225-2585, 226-4652
Executives: Pichit Burapavong
Type of Business: Importer, Exporter and Manufactures' Agent
Products: Flavor, Colors, Emulsifier, and Stabilizer

Champaca Marketing Co., Ltd.
142/2-5 Soi Suksavittaya, North Sathorn Rd.
Bangrak, Bangkok 10500
Tel: 662-237-9061/64, 235-4508/81, 235-0047
Fax:: 662-236-8062, 238-1694
Executives: Roongroj KongChaimongkok
Type of Business: Importer and Distributor
Products: Natural Colorings and Flavorings for Food

Chemical Specialties Corporation Ltd.
Chamnan Phenjati Business Center, 26th Fl
65/215-216 Rama IX Rd., Huaykwang, Bangkok 10320
Tel: 662-246-9285/89
Fax:: 662-246-926
E-Mail: dusit@loxinfo.co.th
Executives: Dusit Pittayathikhun
Type of Business: Importer, Distributor
Products: Natural Flavorings for Food

Eugene Chemical LP.
405/7 Mahaputtharam Rd.
Bangrak, Bangkok 105000
Tel: 662-238-3628, 224-0984
Fax:: 662-235-4128
Executives: Pravit Munkongpitakkul
Type of Business: Distributor/Wholesale
Products: Natural Colorings for Food, Natural Flavorings Food, Aromatic Products & Essential Oils, Chemicals for Food

Mahaboon Corp. Ltd.
1082/23-26 Phaholyothin Rd.
Chatujak, Bangkok 10900
Tel: 662-272-0531, 272-2700/11
Fax:: 662-272-0597
Executives: Kiet Mangkornkarn
Type of Business: Distributor/ Wholesale
Products: Natural Colorings for Food, Chemicals for Food, Preservatives

Rovithai Ltd.
Preecha Bldg., 11th Fl.
2533 Sukhumvit Rd., Bangchak, Bangkok 10250
Tel: 662-332-7120/33
Fax:: 662-332-7135

Executives:	Renato Petruzzi
Type of Business:	Distribution/Wholesale
Products:	Chemicals for food

Winner Group Enterprise Co., Ltd.
Sithivorakij Bldg., 9th Fl.
5 Soi Pipat, Silom Rd., Bangrak, Bangkok 10500
Tel: 662-238-5308/09, 233-0197, 235-3004
Fax:: 662-238-5310

Executives:	Jane Wongisariyakul
Type of Business:	Importer and Distribution/Wholesale
Products:	Natural flavorings for food, Aromatic products & essential, Chemicals for food