



Agriculture and Agri-Food Canada Agriculture et Agroalimentaire Canada

***Halal* Food Products Market Report**

June 2006



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Table of Contents

1. EXECUTIVE SUMMARY

2. THE CONCEPT OF *HALAL*

- 2.1 Introduction**
- 2.2 What is *Halal*?**

3. MARKET OPPORTUNITIES IN NORTH AMERICA

- 3.1 Canada**
- 3.2 United States**

4. CERTIFICATION PROCESS

- 4.1 Canadian Food Inspection Agency**
- 4.2 General CFIA regulations for exports**
- 4.3 *Halal* certification**
- 4.4 How to obtain *Halal* certification**

5. MARKET OPPORTUNITIES OUTSIDE NORTH AMERICA & SPECIFIC REQUIREMENTS BY COUNTRY

- 5.1 Algeria**
- 5.1 Brunei**
- 5.3 Egypt**
- 5.4 Indonesia**
- 5.5 Iran**
- 5.6 Kuwait**
- 5.7 Malaysia**
- 5.8 Morocco**
- 5.9 Saudi Arabia**
- 5.10 United Arab Emirates**

6. SUMMARY OF MARKET OPPORTUNITIES OUTSIDE NORTH AMERICA

7. TOP INTERNATIONAL SUPPLIERS

8. BIBLIOGRAPHY

APPENDICES

APPENDIX 1 COUNTRY-SPECIFIC CONTACTS

APPENDIX 2 ORGANIZATIONS OFFERING *HALAL* CERTIFICATION

APPENDIX 3 *HALAL* IMPORTERS BY COUNTRY

1. EXECUTIVE SUMMARY

In Islam, there are dietary laws that define foods as *Halal* or *Haram*. *Halal* foods are permitted while foods deemed *Haram* are prohibited. Muslims are prohibited from consuming pork and alcohol because they are regarded as *Najis* (unclean) and therefore are considered *Haram*. For Muslim consumers, meat products must be certified as *Halal* and must originate from certified slaughterhouses that follow Islamic slaughter practices.

In the past, many Islamic countries produced the majority of their food domestically or imported from other Islamic countries. However, population increases are outpacing food supply and *Halal* food products are being imported from countries such as Australia, New Zealand, Ireland, the United States, Brazil and Canada. The strongest overseas markets are Southeast Asia, the Middle East, and North Africa. The world *Halal* food trade is estimated to reach US\$150 billion annually.

Canada remains a small supplier of *Halal* products. With approximately nine million Muslims, North America is the primary market for Canadian *Halal* products. However, the increased demand for *Halal* products in the Middle East, Southeast Asia, and North Africa represents an opportunity for Canadian companies to capture new markets, particularly in countries such as the United Arab Emirates, Egypt, Malaysia and Indonesia.

With advanced technology, equipment and facilities, Canadian companies are well positioned to meet the needs of Muslim communities in becoming a leading supplier of *Halal* food products throughout the world.

Various statistical sources were consulted. Details on the Canadian and US *Halal* market opportunities are compiled from Statistics Canada, the *Halal* Beef Study conducted by Agriculture and Agri-Food Canada (AAFC), and the Canadian *Halal* Meat Market Study written by the Government of Alberta. For *Halal* meat market information outside North America, country overviews and the contribution of agriculture to the economy are derived from the CIA World Fact Book. Euromonitor contains data on consumer expenditure on meat and emerging trends. Databases from FAO offer the relative importance of different types of meat imported. The value of meat imported, along with Canada's position against the top five suppliers for each country comes from Global Trade Atlas. Specific import regulations on *Halal* meat are synthesized from country specific reports published from AAFC, International Trade Canada, and the USDA Foreign Agricultural Service.

2. The concept of *Halal*

2.1 Introduction

This report provides information destined to assist Canadian agri-food companies compete with top *Halal* meat exporters and increase Canada's market share of the growing *Halal* food market. The concept of *Halal* is described as well as the certification process. The report also analyzes North American demand and market opportunities as well as general requirements by countries in the Middle East, Southeast Asia and North Africa. A special focus is made on the market opportunities and official requirements for trade of *Halal* meat with the following countries:

- Algeria
- Brunei
- Egypt
- Indonesia
- Iran
- Kuwait
- Malaysia
- Morocco
- Saudi Arabia
- United Arab Emirates (UAE)

2.2 What is *Halal*?

Halal is an Arabic word meaning lawful. The opposite of *Halal* is *Haram*, which means unlawful. *Halal* is a broad term that can be used in reference to all facets of Islamic life. This study concentrates on the usage of this term with regards to meat products and the Islamic slaughtering rite. The practice of Islam includes observing dietary laws that define foods that are *Halal*. For Muslim consumers, meat products must be verified as *Halal* and must originate from certified slaughterhouses.

Many food products are clearly *Halal* or clearly *Haram*. Others may be referred to as *Mashbooh*, which means doubtful. The Islamic Food and Nutrition Council of America provides information on foods that are considered *Haram*:

- Swine/pork and its by-products
- Animals improperly slaughtered
- Animals killed in the name of anyone other than Allah
- Alcohol and intoxicants
- Carnivorous animals, birds of prey and land animals without external ears
- Blood and blood by-products
- Foods containing any of the above products

Foods containing ingredients such as gelatine, enzymes, and emulsifiers are questionable (*Mashbooh*) because the origin of these ingredients is not known (IFANCA).

3. Market Opportunities in North America

Islam is the second largest religion in the world and is also the fastest growing (www.eat-Halal.com/certification.shtml). As of 2003, there were approximately 1.4 billion Muslims in the world. By the year 2025, 30% of the world's population is expected to be Muslim (CIA World Fact Book, 2000).

The world *Halal* food trade is estimated to reach US\$150 billion annually. The existence of such a large market offers significant opportunities for Canadian businesses. North America has a Muslim population of approximately 9 million (IFANCA).

It is important for Canadian companies to understand the culture, tastes and preferences of Muslim consumers. Consumers are expecting high-quality *Halal* food products at competitive prices.

Overall important elements in the *Halal* food trade include:

- Increasing the volume of sales;
- Efficient distribution network;
- Advertising, and
- Creating consumer loyalty.

3.1 Canada

The Canadian domestic *Halal* meat market is estimated to be valued at \$214 million. The average annual household expenditure on *Halal* meat is \$1,623.

The 2001 Canadian census outlined that there were approximately 579,640 Muslims in Canada, constituting 2% of Canada's population. The Canadian Muslim population is expected to double by the end of this decade (Statistics Canada).

Table 1 provides information on Canada's Muslim population by province and territory, according to the latest Statistics Canada data in 2001.

Table 1. Muslim population in Canada by province and territory (2001 Census)

Total Canadian Population	29,639,035
Canada	579,640
Ontario	352,530
Quebec	108,620
British Columbia	56,220
Alberta	49,040
Manitoba	5,095
Nova Scotia	3,545
Saskatchewan	2,230
New Brunswick	1,275
Newfoundland and Labrador	630
Prince Edward Island	195
North West Territories	180
Yukon Territory	60
Nunavut	30

Source: Statistics Canada. Census. 2001.

3.2 United States

There are an estimated 8 million Muslims in the United States (US) with a purchasing power for food of US\$12 billion. The exact figure is difficult to ascertain because the United States census does not include questions regarding religious affiliation.

4. Certification process

4.1 Canadian Food Inspection Agency

The Canadian Food Inspection Agency (CFIA) aims to safeguard Canada's food supply to ensure high-quality and safe standards. The CFIA consists of four operational areas, which are subdivided into 18 regional offices, and 151 field offices. The agency enforces the food safety and nutritional quality standards outlined by Health Canada, while setting standards and carrying out enforcement and inspection for animal health and plant protection.

4.2 General CFIA regulations for exports

All foods produced in Canada for export must be inspected by the CFIA prior to export. Only meat products prepared in CFIA registered establishments may be exported.

The Canadian Food Inspection Agency provides a current listing of federally registered meat establishments. A list of establishments that are *Halal* certified can be accessed by searching the registered establishment list from CFIA at <http://www.inspection.gc.ca/english/anima/meavia/regliste.shtml>. *Halal* can be checked under the heading Ritual Slaughtering.

For information and guidance, contact:

Line Sabourin
Registrar
Inspection Strategies and Evaluation
Food of Animal Origin Division
Canadian Food Inspection Agency
Floor 3, Room 3016
1431 MERIVALE RD
OTTAWA ON K1A 0Y9
Tel: 613-221-5216
Fax: 613-228-6618
Email: Isabourin@inspection.gc.ca

Essentially all meat products for export must comply with Canadian Meat Inspection Regulations established in 1990. An excerpt is provided:

Meat Inspection Regulations, 1990

Section on Meat Products for Exports

121. No operator shall identify as edible any meat product intended for export unless the meat product meets the requirements of the importing country and is packaged and labelled in accordance with section 122.

SOR/93-160, s. 10.

122. (1) Subject to subsection (2), every operator shall package and label a meat product intended for export in accordance with the requirements of the importing country or, where no such requirements exist, shall package and label the meat product as required by Part III.

(2) Every operator shall ensure that a meat product that is produced for export as an edible meat product and does not meet the requirements of these Regulations for a meat product intended for sale, use or consumption as an edible meat product in Canada is, in addition to being packaged and labelled in accordance with all other requirements of these Regulations, labelled as being for export.

SOR/93-160, s. 10.

All export shipments of meat products (except those specifically exempted in the Meat Inspection Regulations) must be accompanied by a "Certificate of Inspection Covering Meat Products" authorized by CFIA. In addition, only an official veterinarian may sign certificates for exports of meat products. Standard trade documentation, including bills of lading and attestations by the government and/or embassy of the importing country must be present.

4.3 Halal certification

Canadian establishments intending to export *Halal* meat products must obtain a "Certificate of Islamic Slaughter". This *Halal* certification verifies the meat products as being *Halal* and fit for Muslim consumers. An approved Islamic centre must issue a *Halal* slaughter certificate for all meat (except pork) and poultry.

The CFIA is not involved in *Halal* certification. Canadian companies interested in obtaining *Halal* certification should contact one of the certification bodies listed in Appendix 2 for specific regulations. Certification procedures are dependent on the certifier; the following provides an example of one certification method:

Request for certification

Submit an application form for *Halal* certification and supervision.

Inspection of the facility

An inspector must inspect the facility to verify that it complies with *Halal* standards, including process, products, materials, and sanitation procedures. Once the inspection report is complete, it is submitted to the *Halal* Slaughter Certification Committee (SCC) along with any recommendations.

Registration of slaughter facility

Upon approval of the plant by the SCC, the registrant will receive an official letter, specifying the terms and conditions of the registration.

Supervision

A supervisor will be assigned to perform the necessary procedures in the plant. A supervision fee is usually dependent upon the work entailed.

Certification fee

A certification fee is negotiated and an agreement is signed. In general, the agreement is valid for a period of one year. The certification fee is established after the plant is registered and accounts for details such as the number of plants involved, the complexity of the product line, the product volume and the projected consultation requirements throughout the year.

Issuance of certificates and signing of agreement

Every certifying body has a registered symbol for labels of *Halal* products. Certificates are issued for each batch of *Halal* products.

5. Market Opportunities outside North America and Specific Requirements by Country

In this section, an overview of the country is given while the domestic agricultural production is highlighted. Trends of meat consumption are included. There is a breakdown of meat imports into different types. Finally, trade data on the country's imports of meat are captured. Top international suppliers are noted as well as Canada's position in each market.

Each country is distinct in its demand for *Halal* meat and its own inherent production capabilities. However, there is an overall growth in meat consumption in these countries, particularly at peak rates during holidays. The focus on importing certain types of meat varies for the selected countries. In general, there are common top suppliers. Brazil, Argentina, and Ireland supply primarily bovine meat; New Zealand and Australia are leading providers of mutton; France is a key supplier of poultry. In terms of total meat volume supplied, Canada ranks as the 6th top supplier for Egypt, the 12th supplying country for Saudi Arabia and the UAE, the 14th largest supplier for Malaysia, and the 18th ranked supplying nation for Indonesia. Canada's presence is quite small in the other countries.

Many countries have special requirements, which are either in addition to, or distinct from, Canadian requirements. These requirements may concern slaughter techniques, processing and transport of meat products, or relate to hygiene (wholesomeness).

Importing country requirements may change from time to time and it is the responsibility of the exporter to obtain and provide the CFIA with all pertinent information.

Individual countries outline regulations specific to their needs. However, there are common requirements across markets worth noting:

- **Halal certification:** Establishments intending to export *Halal* meat products must ensure that an importing country approves of their establishment. *Halal* export-certified establishments must also ensure their meat products originate from a source approved by the importing country. The Islamic organization providing the certification must be approved by the importing country. The importing company may need to visit and approve the Canadian plant wishing to export *Halal* meat products to their country.
- **Certain ingredients:** The presence of pork and/or alcohol must be strictly and clearly labelled in some countries.
- **Language:** Arabic labelling is either mandatory or highly recommended. French is advantageous in Algeria and Morocco.
- **Shelf life:** Kuwait, Saudi Arabia, and the UAE are members of the Gulf Cooperation Council (GCC), which stipulates that all products must arrive with at least half of their shelf life remaining.
- **General documents:** commercial invoice, bill of lading, certificate of origin, *Halal* certificate, and veterinary health certificate for meat products are examples of common documents required in each country.

5.1 Algeria (Capital city: Algiers)

Algeria is situated in Northern Africa and borders Morocco, Tunisia, Libya, Niger, Mali, Mauritania, Western Sahara and the coast of the Mediterranean sea and has a population of nearly 33 million. Arabic is the official language although Berber and French are also widely spoken. The state religion is Islam, accounting for 99% of the population.

Algeria's main agricultural production consists of sheep and cattle. Food processing is also one of the country's notable industries. Agriculture represents 10% of the total GDP while 14% of the labour force is engaged in agriculture.

According to Euromonitor, meat accounts for nearly 20% of consumer expenditure on food in Algeria.

The majority, in fact, 92% of meat imported by Algeria is bovine meat. Mutton and goat meat holds the next highest share of all meat imported at 6%. Poultry and pig meat follow with 2% and less than 1% (FAO).

The country's imports of meat totalled \$US 215,224,397 in 2005. Brazil provided nearly half of this volume, followed by Argentina, New Zealand, and Australia. Algeria did not import meat from Canada in 2005, but it did import \$US 42,458 worth of bovine meat in 2004 from Canada (GTI).

General Market Entry Information:

- There must be an agreement on the authorization of imports between the food inspection agency of the exporting country and the Direction of Veterinary Health of the Ministry of Agriculture in Algeria prior to imports.
- In recent years, Algeria has experienced market liberalization and reductions in customs duties.
- French is the predominant business language, giving an advantage to importers capable in French.
- Most importers are in large cities and import through main active ports.

Canadian Access (as of March 5, 2006):

- Bovine semen and bovine embryos are accepted into the country.
- Export certificate for breeding cattle has been agreed upon with Canada.

Current Import Regulations:

- *Halal* certification is required for meat products entering Algeria.
- Algerian authorities indicate they must approve of the Islamic organizations that provide the certification. It is not necessary for Algerian authorities to travel to Canada to carry out the *Halal* approval.
- Customs clearance requires four to five days. The importer has 21 days to clear merchandise through customs, after which it is transferred to storage.
- Goods with a durable life within one year must have a durable life of at least half of their shelf life on the inspection date.
- Products with a durable life of more than one year must have a durable life of at least 30% of their shelf life on the date of inspection.
- Proper labelling requires Arabic, the product's common name, all ingredients, the specific quantity, contact information, and manufacture and expiry dates.

Tariffs:

- Algerian customs tariffs are based on the Harmonized System. The eight-digit nomenclature includes six digits for the harmonized system, the seventh digit for the Arab Maghreb Union, and the eighth for national purposes.
- The customs tariff comprises three rates: 5%, 15% and 30%.
- Some specific items are subject to a VAT ranging between 7 and 17%.
- A domestic consumption tax (TIC) also applies to meat products.

5.2. Brunei (Capital city: Bandar Seri Begawan)

Brunei is a small country that lies on the northwest coast of Borneo. Per capita income is high for the population of roughly 380,000. Malay is the official language while English and Chinese are used as well. The Islamic faith is the official religion of Brunei and 67% of people are Muslim.

Brunei produces poultry, eggs, and water buffalo. An estimated 3% of the labour force works in the agricultural sector, which also stands for 3% of the GDP.

Singapore, Malaysia, the UK, and Japan are key import partners. They supply machinery and transport equipment, manufactured goods, food, and chemicals to Brunei.

Half of Brunei's meat imports in 2003 was bovine meat. Poultry was the next most important meat import, standing at 13%. Imports of bovine meat and mutton and goat meat were even (FAO). Almost 65% of imported meats are from Australia. There were no meat imports by Brunei from Canada in that year.

General Market Entry Information:

- Importers and local suppliers of *Halal* meat must be Muslims.
- Importers of meat must apply for a *Halal* Import Permit from the Controller of Customs under the Board for issuing *Halal* Import Permits.
- Whenever any *Halal* meat is imported, authorized officers from the Ministry of Health and the Agriculture Department will examine it and certify it as fit for human consumption.
- The Inspection Committee shall ensure that meat must only be imported from countries where animals are free from dangerous and contagious diseases and where only local animals are slaughtered.

Current Import Regulations:

- The presence of beef or pork ingredients must be indicated.
- The inclusion of alcohol in food products must be labelled in capital bold-faced lettering of non-serif character greater than six points.

5.3 Egypt (Capital city: Cairo)

Egypt occupies the northeast corner of Africa, bordering Libya in the west, Sudan in the south, the Mediterranean Sea in the north, and the Red Sea and Israel in the east. The majority of the population of nearly 79 million is concentrated near the fertile Nile valley. Approximately 90% of the population is Muslim. The official language is Arabic.

Cattle, water buffalo, sheep and goats are among Egypt's agricultural products. Over 32% of the labour force is involved in agriculture, which comprises 16% of the overall GDP.

For consumers in Egypt, around 23% of food spending is on meat. However, consumers are shifting toward fish to avoid the rising price of red meat. For instance, fish consumption increased by 29% from 1998 to 2003, whereas red meat consumption grew by 4%. According to 2003 figures, consumption of red meat, poultry, and fish reached 4.6, 7.4, and 18.6 kilograms per capita, respectively (Euromonitor).

An overwhelming 99.5% of all meat imported into Egypt is bovine meat, indicated by 2003 figures (FAO).

In 2004, Egypt imported \$US 183,273,907 worth in meat. Brazil supplied over 90% of all imports and Argentina came second by representing 8% of the market. Egypt received \$US 286,284 in meat imports from Canada.

General Market Entry Information:

- Egypt has seven designated free zones: Nasr City (Cairo); Amerya, (Alexandria); Port Said; Suez; Ismailiya; Damietta; a sector-specific media free zone in Sixth of October City. These zones are subject to minimal regulation.
- All imports into Egypt must be facilitated by a wholly Egyptian-owned business or by agents. Individual agents must be of Egyptian nationality and residents of Egypt for at least five years.

Canadian Access (as of March 5, 2006):

- Bovine semen and bovine embryos are accepted into the country.
- Boneless beef from animals under thirty months of age are accepted into the country.

Current Import Regulations:

- Only meat products derived from animals slaughtered according to Islamic rites may be imported.
- Each slaughter plant must be inspected and approved for *Halal* slaughtering by Egyptian veterinary authorities prior to exporting to Egypt.
- Currently bovine meat products are limited to chilled or frozen boneless beef, including beef livers, kidneys and hearts.
- Poultry imports are not permitted.
- An export certification cannot be provided for horse intestines.

Documents Required:

- The exporter must obtain a Certificate of Islamic Slaughter from a member of an Islamic Center or Islamic organization. This certificate must accompany products labelled *Halal*. The Egyptian Embassy in Canada must authenticate the certificate.
- *Halal* labelling is a responsibility of the exporter.
- General labelling must be in Arabic and English and include storage temperatures on all meat products, production and expiration dates, and metric net weight.
- Additional requirements include country of origin, producer's name, name of the slaughter plant, date of production, importer's name and address, and the name of the approved Islamic organization on a label inserted inside the bag or wrapping for fresh/frozen products.
- All products must be shipped direct from the country of origin.

Tariffs:

- Egypt applies a varying custom duty scale.
- An inspection fee of 1% is levied on all imports.
- Egypt applies an additional surcharge of 2% on goods subject to import duties of 5% to 29%, and a surcharge of 3% on goods subject to duties of over 30%.

5.4 Indonesia (Capital city: Jakarta)

Indonesia is the world's largest archipelagic state, comprising 17,508 islands and stretching between the Indian Ocean and the Pacific Ocean. Indonesia is home to the world's largest Muslim population. Given that 88% of the total population of 245 million people belong to the Islamic faith, Indonesia offers positive opportunities for *Halal* food exports.

According to Euromonitor, Indonesians allocate 8.4% of their consumer food expenditure to meat. In Indonesia, the number of chicken farms is greater than the number of red meat farms. Between 1998 and 2003, poultry consumption soared by 34% from 3.04 to 4.07 kg per capita. In the same period, red meat consumption increased from 0.89 to 0.95 kg per capita, a growth of 7%. One reason for the speedy rise in poultry sales is the meat category's affordability. Overall, prices of red meat fluctuate significantly depending on demand, supply, imports, and holidays.

Processed foods are popular, especially frozen items. Indonesians typically stockpile frozen poultry and meat before major holidays and anticipated price jumps. A secondary reason for growing acceptance of frozen foods is that refrigerators have become more affordable to many people.

Nearly 47% of the country's labour force is employed in agriculture, a sector that is responsible for 15% of the country's total GDP. Indonesia produces poultry, beef and eggs.

In 2003, three quarters of Indonesia's meat imports were bovine meat. The next leading type of meat imported was pig meat, which stood for 17% of all imports. Poultry and mutton and goat meat split the remainder (FAO).

Indonesia's meat imports were valued at \$US 54,374,405 in 2005. New Zealand and Australia each supplied around 40% of all imports. Singapore and China were also notable import partners. Meat imports from Canada reached \$US 8,943, primarily of poultry (GTA).

General Market Entry Information:

- Indonesia is a member of ASEAN, AFTA, APEC (alongside Canada) and the WTO.
- All meat products must be registered at the Indonesian Food and Drug Control Agency. For imported products, the registration process is completed by the Indonesian importers before goods are shipped to Indonesia.

Canadian Access (as of March 5, 2006):

- No particular restrictions are indicated.

Current Import Regulations:

- Customs clearance can be finished in two days given complete documentation.
- Eligible imports include poultry. However, poultry may not always require *Halal* certification. Exporters are advised to verify this with their importer before shipping.

Documents Required:

- Meat imported into Indonesia is legally required to be inspected and certified as *Halal*.
- *Halal* and non-*Halal* ingredients must be separated.
- General documents for imports include a commercial invoice, a pro-forma invoice, a bill of lading, a certificate of origin, an insurance certificate, and if required additional special certificates.
- Labels must use the Indonesian language and Arabic numerals.

- Labels include as a minimum the product name, ingredients, net weight in metric units, the importer's name and address, expiry date, and whether the product is *Halal*.
- Products derived from swine must be labelled by "MENGANDUNG BABI" (contains pork) in red "universe medium corps 12" font. The writing must be enclosed in a red rectangle with a drawing of a pig.

Tariffs :

- The import duty for meat products is 5%.

5.5 Iran (Capital city: Tehran)

Iran is located in the Middle East, bordering the Gulf of Oman, the Persian Gulf, and the Caspian Sea, between Iraq and Pakistan. Iran has a population of 69 million. The major language is Persian and the predominant religion is Muslim (98%).

Some 30% of the labour force works in the agriculture sector, which contributes to 12% of the GDP. Although Iran is trying to be self sufficient in *Halal* meat production, it continues to be a net importer of agricultural products. The State Livestock Affairs Logistics (SLAL) and the Government Trading Corporation (GTC) are the two main importers of meat in Iran, as the private sector is not allowed to import. A notable feature of Iran's trade policies is how it is subject to US economic sanctions and export controls.

Approximately 90% of all meat that Iran imports is bovine meat. Poultry completes the rest of Iran's meat imports (FAO).

In 2003, Iran imported \$US 60,711,964 worth in meat, of which over half originated from Ireland, and 30% came from Brazil. Canada's share in the market is negligible (GTI).

General Market Entry Information:

- The Iranian Ministry of Commerce frequently modifies export and import rules and regulations. Companies are advised to closely monitor changes.
- Canadian companies should confirm that the buyer holds a valid "Trade Identification Card". According to Iranian law, all importers and exporters must have this card (card bazargani) issued by Iran's Chamber of Commerce and approved by the Ministry of Commerce. It is issued only to companies that are registered, have paid their taxes and duties, and are legally abiding businesses.
- It is usual and recommended to use agents in Iran.

Canadian Access (as of March 5, 2006):

- Bovine semen and bovine embryos are accepted into the country.

Current Import Regulations:

- There are very specific requirements on the appropriate slaughtering techniques of poultry. The exporting establishment has the responsibility to conform to the importing country's standards.
- All imports must be registered with the Ministry of Commerce in order to obtain a general import licence.

Documents Required:

- Meat imported into Iran must be inspected and certified as *Halal*.
- Products shipped to Iran must be supported by proper documentation including the invoice, certificate of origin, bill of lading and certificate of inspection, all authenticated by the Iranian Embassy.

5.6 Kuwait (Capital city: Kuwait City)

Kuwait sits at the north-western tip of the Persian Gulf, bordered to the north and west by Iraq and to the south by Saudi Arabia. Kuwait has a population of 2.4 million. At present, 85% of the population is Muslim. Arabic is the official language although English is commonly spoken.

Kuwait's flat and arid land is not amenable to agriculture. Except for fish, all food is primarily imported. Apart from food, other main imports include construction materials, vehicles, and clothing.

Consumers in Kuwait devote 24% of all food expenditures toward meat. With high purchasing power, Kuwaiti consumers typically demand high value food products.

Poultry dominates nearly 88% of all of Kuwait's meat imports. Bovine meat and mutton and goat meat imports are relatively small in comparison and also quite even (FAO).

General Market Entry Information:

- Each product must be identified as *Halal*.
- Any product containing alcohol or pork is prohibited in Kuwait. Pork tissues or lard are not permitted in formulated products.

Canadian Access (as of March 5, 2006):

- Even though there are no BSE restrictions, Kuwait requires all beef imports to be free of hormones, and there is no approved certificate for export.

Current Import Regulations:

- A *Halal* certificate is required for meat, poultry, processed meat, and pastries, cubes and soup powders containing meat and poultry, as well as canned meats.
- Products must arrive with at least half the shelf-life duration remaining.
- All goods imported into Kuwait must be labelled with the country of origin, product name, production and expiry dates, name and address of the manufacturer, net weight in metric units, and a list of ingredients in descending order of importance.
- Labels must be in Arabic and English or Arabic only.

Documents Required:

- The following documents must reach the importer at least ten days prior to the arrival of the shipment:
 - 3 certified and legalized copies of the commercial invoice
 - 3 copies of the Bill of Lading (airway bill)
 - Certificate of Origin

- *Halal* certificate issued by an approved Islamic centre and attested by the Kuwaiti embassy in the country of origin
- Veterinary health certificate (for meat products) issued by the country of export confirming that the meat has been inspected by a veterinarian before and after slaughtering and that the meat is humanly consumable and free from diseases, antibiotics and hormones.

Tariffs:

- In effect since April 1, 2003, the Gulf Cooperation Council Unified Customs Law (UCL) stipulates a 5% ad valorem duty on all food products imported from non-GCC countries.

5.7 Malaysia (Capital city: Kuala Lumpur)

Located in the heart of Southeast Asia, Malaysia is divided into two main regions; Peninsular Malaysia lies south of Thailand while East Malaysia is situated to the north of Indonesia on the island of Borneo. These two regions are divided into thirteen states and one federal territory. A multitude of languages are spoken in Malaysia, including Malay, English, and Chinese. The population of 24 million adheres to a diversity of faiths. Islam is a major religion.

For consumers in Malaysia, spending on meat represents 14% of food expenditures. Sources in Euromonitor indicate that consumption of red meat and poultry has increased. Between 1998 and 2003, per capita consumption of red meat increased from 1.0 to 1.3 kg, which is a 24% growth. Poultry consumption grew from 6.7 to 7.9 kg per capita, showing 18% in growth. Agriculture accounts for 7% of the GDP and is responsible for employing 15% of the work force.

Bovine meat constitutes approximately two thirds of meat imports by Malaysia. Poultry is the next popular type of meat imported. Mutton and goat meat and pig meat collectively account for around 11% of Malaysia's meat imports (FAO).

The value of Malaysia's meat imports in 2005 totalled \$US 231,220,461. India supplied more than 60% of all imports, followed by Australia and New Zealand. In contrast, Malaysia's imports from Canada were worth \$US 455,791, accounting for only 0.2% in market share.

General Market Entry Information:

- All meat products require a Certificate of Islamic Slaughter.
- *Halal* products must be stored separately.
- Slaughter must be performed without stunning although electrical stunning is allowed.
- For cattle slaughter, the application of thoracic sticking, a procedure in which major blood vessels around the heart are cut to more quickly drain the blood and assure a more humane slaughter, is not acceptable to the Malaysian Islamic authorities.

Canadian Access (as of March 5, 2006):

- Bovine semen and bovine embryos are accepted into the country.
- Only *Halal* meat is permitted into Malaysia.

Current Import Regulations:

- Strict import guidelines are imposed on food products containing meat and alcohol. The Department of Veterinary Services Malaysia develops and enforces laws in this area. Details of the regulations and the current status on specific restrictions are available at <http://agrolink.moa.my/jph/dvs/import/>.
- The Food Act (1983) and the Food Regulation (1985) establish food standards in Malaysia. Details are available at <http://www.moh.gov.my/fqc/Index.htm>.

Documents Required:

- The Control of Slaughter Rules 1975 applies to all meat and livestock products.
- Meat products imported into Malaysia must be certified *Halal*. The products must originate from slaughterhouses which have been inspected and approved by the Malaysian veterinary and religious authorities, namely JAKIM, the Islamic Development Foundation of Malaysia.
- For imported food, labels may be in Bahasa Malaysia and/or English.

Tariffs:

- Import duty rates range from 2% to 200% although food products are typically subject to lower rates.

5.8 Morocco (Capital city: Rabat)

Morocco is located in Northern Africa, bordering the North Atlantic Ocean and the Mediterranean Sea, between Algeria and Western Sahara. The population is estimated at 33 million. The official language is Arabic while French is commonly used within business and government. Around 99% of the population is Muslim.

There are numerous local producers as agriculture provides occupations for 40% of the labour force. Agriculture also contributes to 22% of the GDP. Fresh food is generally available throughout the year in Morocco. Moroccans are not too keen on packaged and processed foods because these products are deemed less healthy and more expensive than fresh produce.

Consumers in Morocco use 13% of total food expenditures toward meat (Euromonitor). Meat is the most expensive food item. In 2003, 1.4 kg of red meat was consumed per capita while 2.3 kg of poultry was consumed per capita. As a note, red meat encompasses beef, veal, lamb, mutton and goat. Consumption of meat is sensitive to overall economic conditions. In periods of economic downturn, people consume less expensive alternatives such as fish. During Ramadan, however, the price of lamb and beef rise to meet growing demand.

In 2003, poultry was the main type of meat Morocco imported (67.4%), followed by bovine meat imports (28.8%). Mutton and goat meat and pig meat imports were minute (FAO).

According to Global Trade Atlas, Morocco imported \$US 4,841,421 worth of meat in 2005. Argentina and France each supplied around 40% of the imports, followed by Brazil and Australia. No imports of meat from Canada were indicated in that year.

General Market Entry Information:

- Imported live animals, animal products, and by products can enter Morocco only through specified ports and airports. Entry ports are: Casablanca, Tanger, Kenirta, Safi, Agadir, Jorf Lasfar, Nador, Al Hoceima, Dakhla and Laayoune. Entry airports include: Casablanca (MohamedV), Agadir, Fes, Tanger, Oujda, Rabat-Sale, Marrakech, Laayoune, Dakhla, and Ouarzazate.
- French is the predominant business language.
- Metric measurements are mandatory.

Canadian Access (as of March 5, 2006):

- Bovine semen is accepted into the country.
- Morocco approved the health certificate for breeding cattle. However, negotiations have re-opened with Morocco on the certificate for breeding cattle in light of further discussions with Canadian industry on concerns relating to leucosis requirements.

Current Import Regulations:

- As of December 20, 2005, beef and beef products were ineligible for importation into Morocco.
- Production and expiration dates are required. For products with a shelf life of less than three months, the day and the month must be indicated. If shelf life is between 3 and 18 months, the month and the year should be given. For products exceeding 18 months in shelf life, the full date should be given. The date format should be (dd/mm/yy).
- Arabic labels are mandatory, and other languages may be included in addition.

Documents Required:

- Customs clearance for all meat products requires a sanitary certificate delivered by the government authorities of the exporting country. The certificate should also state that the product did not contain any antiseptic or non-authorized colorant or additives, or any residue of antibiotic, anti-Coccidia, hormones, pesticides, or any drugs whatsoever. It should also indicate that the animals were healthy at the slaughter time, there were no radioactive elements, and the product is good for human consumption.

Tariffs:

- Import duty ratios vary according to the nature of the imported product. The typical range includes: 2.5%, 10%, 17.5%, 25%, 35%, and 50%.

5.9 Saudi Arabia (Capital city: Riyadh)

Saudi Arabia is located in the south-western corner of Asia and occupies most of the Arabian Peninsula. The country is bordered by the Red Sea on the west, by the Republic of Yemen and the Sultanate of Oman to the south, the Arabian Gulf, the UAE and Qatar to the east, and Jordan, Iraq and Kuwait to the north. Most of Saudi Arabia is desert terrain with less than 2% being arable land. The whole population of approximately 27 million is Muslim.

Out of food expenditures, consumers spend 28% on meat (Euromonitor). Red meat is a staple of the traditional Saudi diet but poultry has gained ground since the economic boom of the 1970s.

Consumers in Saudi Arabia prefer fresh produce over canned or frozen products. The government has supported the private sector in investing substantially in poultry and cattle farms. Agricultural products in Saudi Arabia include mutton, chickens, eggs, and milk. Agriculture contributes to 3% of GDP overall and accounts for 12% of the labour force.

In 2003, more than 76% of all meat imports by Saudi Arabia were poultry. Bovine meat and mutton and goat meat made up the remainder (FAO).

In 2003, meat imports by Saudi Arabia were valued at \$US 566,630,632. Over half originated from Brazil and the volume supplied continues to rise. France and Australia are also significant import partners for meat. At no time between 2001 and 2003 did Saudi Arabia's imports of meat from Canada exceed 1% of all imports (GTI).

General Market Entry Information:

- Saudi Arabia is a member of the Gulf Cooperation Council (GCC), along with Kuwait, Qatar, Bahrain, the UAE and Oman.

Canadian Access (as of March 5, 2006):

- Bovine semen and bovine embryos are accepted into the country.

Current Import Regulations:

- Saudi Arabia bans imports of alcoholic beverages, live swine, pork, foodstuff ingredients or additives containing pork products, meat of asses, mules, hinnies and frog legs.

Documents Required:

- According to Saudi Arabia Standard No. SSA 630/1990 (Animal Slaughtering Requirements According to Islamic Law), a Certificate of Islamic Slaughter must be issued for all meat and poultry products entering Saudi Arabia.
- All live animals imported into Saudi Arabia must be accompanied by a health certificate, issued by the relevant authorities in the country of origin, stating that the animal is free from disease. The health certificate must affirm that the products have not been fed animal protein derived from ruminants and that the products were not treated with growth hormones. Saudi Arabia has banned the import of live cattle from countries affected by Bovine Spongiform Encephalopathy (BSE), Foot and Mouth, and Cattle Plaque diseases.
- Labels must include Arabic and contain at a minimum the product name, packer's name, country of origin, listing of ingredients, the shelf-life of the product and if applicable instructions.

Tariffs:

- Most food products are subject to a 5% import duty. Selected imports that compete with locally-produced products carry a duty of 12% to 20%. Red meat enters Saudi Arabia duty free.

5.10 United Arab Emirates (Capital city: Abu Dhabi)

The United Arab Emirates (UAE) occupies part of the Arabian Peninsula's north-eastern tip that protrudes into the Persian Gulf. It is bordered by Saudi Arabia in the south and west, and Oman in the east. The seven emirates are Abu Zaby, Ajman, Al Fujayrah, Ash Shariqah, Dubayy, Ra's al Khaymah and Umm al Qaywayn. The population is 2.6 million, of which 96% are Muslim. The official language is Arabic; however, Persian and English are also spoken.

Meat stands for 24% of all consumer expenditure on food (Euromonitor). Poultry, eggs, and dairy products are among UAE's agricultural products. Around 7% of the labour force is involved in agriculture, which makes up 4% of the GDP.

The UAE has a high per capita GDP and consumers have high purchasing power. Despite a considerable trade surplus, the UAE still imports food, machinery, and chemicals chiefly from China, India, Japan, Germany, the UK, France, and the US. The annual consumption of *Halal* meat is growing in tandem with the population and the tourism industry.

Poultry was a significant portion of meat imports by the UAE. In fact, in 2003, it accounted for 76% of all meat imports. The volume of mutton and goat meat imports was similar to that of bovine meat (FAO).

The latest available data indicate that the UAE imported \$US 8,090,260 in meat in 2001. The United States and Denmark were the top two suppliers, each responsible for just over a quarter of the total imports. The imports by the UAE from Canada occupied around 2% of all imports (GTA).

General Market Entry Information:

- For cooked poultry and cooked poultry products, the export certificate must state that the product has been heated to 72° C. Poultry must be packaged in clear plastic packaging materials.
- Frozen red meat/poultry must arrive in the country within four months of production.

Canadian Access (as of March 5, 2006):

- Bovine semen and bovine embryos are accepted into the country.
- Beef, boneless and bone in, from animals under thirty months of age are permitted as well while subject to *Halal* certification requirements.
- The previous ban on Canadian beef was lifted effective December 10, 2005.

Current Import Regulations:

- The UAE so far accepts English-only labels. However, labelling in Arabic on food products is strongly recommended.
- The UAE does not allow the entry of any meat product when less than half of its shelf life is remaining.

Documents Required:

- A *Halal* slaughter certificate for all meat (except pork) and poultry products issued by an approved Islamic centre in the country of origin.
- Currently there is only one Islamic association approved by the UAE authorities to certify *Halal* slaughter in Canada, namely the Islamic Society of North America (ISNA).
- All imported beef and poultry products require a health certificate from the country of origin.
- The UAE Embassy in Canada must notarize health and *Halal* slaughter certificates.
- Standard trade documentation include certificates of origin, bills of lading and various government and/or embassy attestations.

Tariffs:

- Goods entering the UAE are subject to a standardized 5% Gulf Cooperation Council (GCC) tariff. Duty exemptions may apply for certain products.

6. Summary of Market Opportunities outside North America

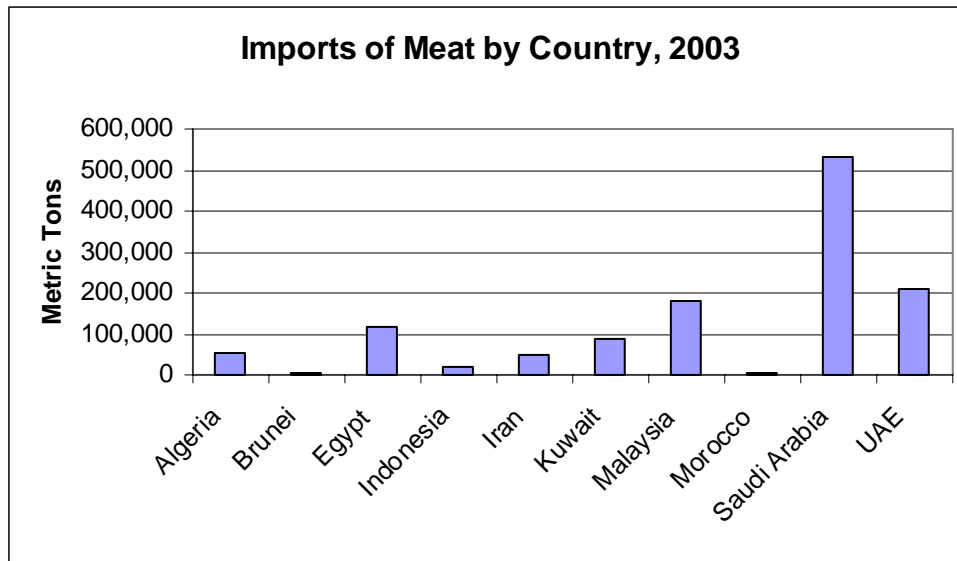
The following figures and tables summarize information on meat production and meat imports by country. Total volume is also divided into different components: bovine meat, mutton and goat meat, pig meat, and poultry. All data originate from FAO sources.

Figure 1. Volume of meat production by country in 2003



Source: FAO Statistical Databases, <http://apps.fao.org>.

Figure 2. Volume of meat imports by country in 2003



Source: FAO Statistical Databases, <http://apps.fao.org>.

Table 2. Production of meat by type and country in 2003

2003 <i>Production (Metric Tons)</i>	Meat	Quantity				% Share			
		Bovine Meat	Mutton & Goat Meat	Pig Meat	Poultry	Bovine Meat	Mutton & Goat Meat	Pig Meat	Poultry
Algeria	555,557	121,000	177,350	128	246,250	21.8%	31.9%	0.0%	44.3%
Brunei	15,608.73	172.3	0.90	0	14,435.3	1.1%	0%	0%	98.8%
Egypt	1,377,450	515,734	75,636	3,200	651,540	37.4%	5.5%	0.2%	47.3%
Indonesia	2,247,739	397,125	134,783	511,500	1,203,330	17.7%	6.0%	22.8%	53.5%
Iran	1,621,160	324,800	451,000	0	830,700	20.0%	27.8%	0.0%	51.2%
Kuwait	77,869	1,920	37,459	NA	38,000	2.5%	48.1%	NA	48.8%
Malaysia	1,070,287	23,965	1,300	198,128	846,654	2.2%	0.1%	18.5%	79.1%
Morocco	598,500	150,000	121,000	600	280,000	25.1%	20.2%	0.1%	46.8%
Saudi Arabia	630,725	22,275	98,500	NA	468,000	3.5%	15.6%	NA	74.2%
UAE	83,514	9,500	17,600	NA	41,028	11.4%	21.1%	NA	49.1%

Source: FAO Statistical Databases, <http://apps.fao.org>.

Table 3. Imports of meat by type and country in 2003

2003 <i>Imports (Metric Tons)</i>	Meat	Quantity				% Share			
		Bovine Meat	Mutton & Goat Meat	Pig Meat	Poultry	Bovine Meat	Mutton & Goat Meat	Pig Meat	Poultry
Algeria	52,060	47,637	3,040	136	1,239	91.5%	5.8%	0.3%	2.4%
Brunei	6,883.2	4,121.5	399.13	1,445	917.2	59.8%	5.8%	20.9%	13.3%
Egypt	118,154	117,616	334	97	89	99.5%	0.3%	0.1%	0.1%
Indonesia	20,521	15,300	476	3,570	669	74.6%	2.3%	17.4%	3.3%
Iran	47,340	42,164	0	2	5,175	89.1%	0.0%	0.0%	10.9%
Kuwait	88,992	5,558	4,628	NA	78,608	6.2%	5.2%	NA	88.3%
Malaysia	181,555	120,789	11,671	8,248	40,709	66.5%	6.4%	4.5%	22.4%
Morocco	2,958	851	38	70	1,995	28.8%	1.3%	2.4%	67.4%
Saudi Arabia	529,688	72,248	54,891	NA	401,366	13.6%	10.4%	NA	75.8%
UAE	208,236	19,039	23,871	6,318	158,749	9.1%	11.5%	3.0%	76.2%

Source: FAO Statistical Databases, <http://apps.fao.org>.

7. Top international suppliers

The following tables summarize country specific information on the top 5 meat suppliers in 2005 and their individual market shares. Canada's position is shown where applicable. The composition of meat by type is noted as well. All data originate from GTI.

Algeria

Algeria imported meat from the following top suppliers in 2005:			
Rank	Country	% Share	Notes
1	Brazil	51.08	virtually all bovine meat; some poultry
2	Argentina	17.2	virtually all bovine meat; some meat of sheep
3	New Zealand	10.35	virtually all meat of sheep; some bovine meat
4	Australia	6.47	virtually all meat of sheep; some bovine meat
5	Ireland	6.12	virtually all bovine meat; some meat of sheep
22	Canada	0	

Source: Global Trade Atlas (GTIS).

Brunei

Brunei imported meat from the following top suppliers in 2005:			
Rank	Country	% Share	Notes
1	Malaysia	48.69	meat of poultry; swine; bovine; goat; deer; duck
2	Australia	43.37	Meat of bovine; goat; camel; swine
3	Singapore	3.93	meat of turkey; swine
4	China	2.67	meat of swine
5	Holland	1.25	meat of swine
6	UK	0.09	meat of swine
7	Indonesia	0.01	meat of goat

Source: www.agriculture.gov.bn

Egypt

Egypt imported meat from the following top suppliers in 2004:			
Rank	Country	% Share	Notes
1	Brazil	90.24	virtually all bovine meat; some meat of swine
2	Argentina	7.58	all bovine meat
3	Ireland	.62	all bovine meat
4	Australia	.38	meat of sheep; bovine meat
5	New Zealand	.20	virtually all bovine meat; some meat of sheep
6	Canada	.16	all bovine meat

Source: Global Trade Atlas (GTIS).

Indonesia

Indonesia imported meat from the following top suppliers in 2005:			
Rank	Country	% Share	Notes
1	New Zealand	43.10	virtually all bovine meat; some meat of sheep
2	Australia	41.71	virtually all bovine meat; some meat of sheep and goat
3	Singapore	8.32	poultry; bovine meat; meat of sheep
4	China	3.09	meat of swine; bovine meat
5	United States	1.54	virtually all bovine meat; some poultry
18	Canada	.02	all poultry

Source: Global Trade Atlas (GTIS).

Iran

Iran imported meat from the following top suppliers in 2003:			
Rank	Country	% Share	Notes
1	Ireland	52.76	all bovine meat
2	Brazil	30.04	all bovine meat
3	France	7.04	all poultry
4	Netherlands	5.80	all bovine meat
5	Belgium	4.23	all bovine meat

Source: Global Trade Atlas (GTIS).

Malaysia

Malaysia imported meat from the following top suppliers in 2005:			
Rank	Country	% Share	Notes
1	India	61.11	virtually all bovine meat; some meat of sheep and goat
2	Australia	14.51	meat of sheep and goat; bovine meat
3	New Zealand	14.37	bovine meat; meat of sheep and goat
4	Brazil	3.56	all bovine meat
5	China	1.46	meat of swine, bovine meat; poultry
14	Canada	.20	meat of swine

Source: Global Trade Atlas (GTIS).

Morocco

Morocco imported meat from the following top suppliers in 2001:			
Rank	Country	% Share	Notes
1	Argentina	41.52	virtually all bovine meat; some poultry
2	France	41.25	poultry; bovine meat; meat of swine
3	Brazil	6.88	virtually all poultry; bovine meat
4	Australia	3.94	all bovine meat
5	Uruguay	2.00	virtually all bovine meat; some meat of sheep

Source: Global Trade Atlas (GTIS).

Saudi Arabia

Saudi Arabia imported meat from the following top suppliers in 2003:			
Rank	Country	% Share	Notes
1	Brazil	55.20	virtually all poultry; bovine meat; meat of sheep and goat
2	France	17.87	all poultry
3	Australia	8.36	virtually all meat of sheep and goat; bovine meat
4	New Zealand	5.58	virtually all meat of sheep and goat; bovine meat
5	China	4.82	all poultry
12	Canada	.36	virtually all bovine meat; meat of sheep and goat

Source: Global Trade Atlas (GTIS).

United Arab Emirates

The UAE imported meat from the following top suppliers in 2001:			
Rank	Country	% Share	Notes
1	United States	28.49	all prepared sausages
2	Denmark	27.22	all prepared sausages
3	Unknown	19.06	all prepared sausages
4	France	9.36	virtually all prepared sausages
5	Netherlands	4.12	all prepared sausages
12	Canada	1.85	all prepared sausages

Source: Global Trade Atlas (GTIS).

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APPENDIX 1

Country-specific contacts

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Web: <http://www.infoexport.gc.ca/kw>

Kuwait Municipality (for inspection of food products)

Contact: Mr. Khaled H. Al-Zahmoul
Director of Food Control
P.O. Box 10, Safat
13001 Kuwait
Tel: (965) 481-1417
Fax: (965) 481-1358

Directorate of Standards & Metrology (for food standards)

Public Authority for Industry
Contact: Mr. Khalid A. Al-Fahed
Director of Standards & Metrology
P.O. Box 4690, Safat
13047 Kuwait
Tel: (965) 431-8740
Fax: (965) 431-6704

Malaysia**Canadian High Commission in Malaysia**

17th Fl., Menara Tan & Tan,
207 Jalan Tun Razak,
50400 207 Jalan Tun Razak,
Kuala Lumpur, Malaysia
Contact: Ms. Sharon Fam
Trade Commissioner
Tel: (011-603) 2718-3333
Fax: (011-603) 2718-3391
Email: sharon.fam@international.gc.ca
Web: <http://www.international.gc.ca/kualalumpur>

Dept of Veterinary Services

Wisma Tani, Podium Block,
Lot 4G1, Precinct 4, Putrajaya
Tel: +60-3 8870 2000
Web: <http://agrolink.moa.my/jph>

Morocco**Canadian Embassy in Morocco**

13 Bis Jaâfar As-Sadik P.O. Box 709,
Agdal-Rabat, Morocco
Contact: Mr. Zouhair Kanouni
Trade Commissioner
Tel: (011-212-37) 68 74 00
Fax: (011-212-37) 68 74 15 / 16
Email: rabat-td@international.gc.ca
Web: <http://www.infoexport.gc.ca/ma>

Saudi Arabia

Canadian Embassy in Saudi Arabia

Diplomatic Quarter P.O. Box 94321,
Riyadh, Saudi Arabia

Contact: Mrs. Rania Hassan
Trade Commissioner

Tel: (011-966-1) 488-2288

Fax: (011-966-1) 488-0137

Email: rania.hassan@international.gc.ca

Web: <http://www.infoexport.gc.ca/sa>

United Arab Emirates

Canadian Embassy in Abu Dhabi

9th & 10th Floor, West Tower,
Abu Dhabi Trade Center (Abu Dhabi Mall)
Abu Dhabi, United Arab Emirates

Contact: Mr. James Hannah
Consul and Trade Commissioner

Tel: (011-971-2) 407-1300

Fax: (011-971-2) 407-1399

Email: james.hannah@international.gc.ca

Web: <http://www.infoexport.gc.ca/ae>

APPENDIX 3

***Halal* importers by country**

Brunei

Syarikat Halaqah Sdn Bhd

Unit 4, Block C, Simpang 508
Jerudong Kompleks
Jalan Jerudong
BG3 122, Brunei

Brunei Meat Co Sdn Bhd

No 14, Spg 189, Kg Manggis Dua
Jln Madang, BSB BC3515
Brunei Darussalam
Tel: 673-3450 15/6
Fax: 6732-345014

First Emporium (Supermarket Chain)

No 1-4 Mohd Yussof Kompleks
Jalan Tutong, BSB
Brunei Darussalam
Tel: 6732-235473/4/5/6/7/8
Fax: 6732-235580

Hua Ho Supermarket (Supermarket Chain)

Blk E Yayasan Sultan Hj Hassanah Bolkiah
BSB, Brunei Darussalam
Tel: 6732-660465/7/8/9
Fax: 6732-660466

Mulaut Abattoir Sdn Bhd

PO Box 28, Sengkurong BG1 121
Brunei Darussalam
Tel: 6732-670678
Fax: 6732-670800

Soon Lee Megamart (Supermarket Chain)

Ground Floor, abd Razak Plaza
Seri Complex, BSB
Brunei Darussalam
Tel: 6732-226432/36/7/8
Fax: 6732-227545

Supasave (Supermarket chain)

c/o Ben Food (B) Sdn Bhd
Lots 201-204 QAF Plaza
Kg Beribi, BSB, Brunei Darussalam
Tel: 6732-65057 1/2/3/4/5/6/7
Fax: 6732-654955/6

Tiong Hin Superstore (Supermarket Chain)

Km 8, JlnMuara

BSB, Brunei Darussalam
Tel: 6732-3325 15/6 16
Fax: 6732-333907

Syaikat Perniagaan Malar Setia

P.O. Box 421, Sen Complex
BSB BA 1779
Brunei Darussalam
Tel: 6732-394518/19/22
Fax: 6732-394520/2 1

Egypt

Alexandria Agriculture

Km.75 Alex/Cairo Rd.; El-Nubareya
Alex./Cairo Road, Alexandria
Tel: +20-3 4483106
Fax: +20-3 4483106
Email: hbeltagy@cns-egypt.com

Beefy/Mohandes National Meat Processing

1st Industrial Zone; Area 27
6th October, Giza
Tel: +20-11 330629/331868/333589
Fax: +20-11 331868

**Cooperative Society Development
(Animal Wealth-El-Bosaty Farm)**

Kafr Saad, Damietta
Tel: +20-57 600766/600815
Fax: +20-57 900687

Gangari Meat Manufacturing

1st Industrial Zone; Area 78
6th October, Giza
Tel: +20-11 335738/335739/335734
Fax: +20-11 335734

Halwani Bros

P.O.Box 574
10th of Ramadan, Sharkeya
Tel: +20-15 369520/369525/
369530/369540/369415
Fax: +20-15 369510
Email: halwaniz@rite.com

Meatland/Ismailia Mechanical Slaughterhouse

7 Abar Sharkeja, Nefisha, Ismailia
Tel: +20-64 322033/322034
Fax: +20-64 330383

Farag El-Qasaby & Sons

Extend of Belas Rd.
Beginning of Talka/Mansoura Rd.
Talkha, Dakahleya

Tel: +20-50 520983/520389
Fax: +20-50 360105

Faragalla (Egyptian Freezing & Beef Processing)

1st Industrial Zone; Area 4; Block 25
Borg El-Arab, Alexandria
Tel: +20-3 4592040/4592041/4593190 (12 line) /4592043
Fax: +20-3 4592044/4593189
Email: faraga1a@ritse2.com.eg
Web: <http://www.fara2alla.com>

Fresh Food for Meat products

1st Industrial Zone; Area 62-61/11
6th October, Giza
Tel: +20-11 330442/334881
Fax: +20-11 334882

National Frozen Food

49 A El-Nahda & Salah Salem St.
El-Sharq, Port Said
Tel: +20-66 335997
Fax: +20-66 333418

Royal Beef/Egyptian American Int'l Meat Processing

Industrial Zone No.1; Plot No.1; Block 27
Borg El-Arab, Alexandria
Tel: +20-3 4593033/4593059
Fax: +20-3 4593059

Three M.S.

P.O Box 2546 Cairo, Garden City, Cairo
Tel: +20-2 5316696/5316486/3542815/20-12-2194120
(expected change in Tel)
Fax: +20-2 3561791

Tiba Food Production & Meat Industry

Industrial Zone CI; Plot Wub
10th of Ramadan, Sharkeya
Tel: +20-15 368117
Fax: +20-15 368117

Indonesia

Andrawina Paraja Sarana, PT.

Gedung Medco, 3rd floor
Jl. Ampera Raya No. 20
Jakarta 12560
Tel 780-4706, 780-0847, 780-4836
Fax. 780-4705
Contact: Mrs. Ade I. Sugondo

Bumi Maestroayu, PT.

Jl. Duren Tiga No. 11, Pasar Minggu
Jakarta 12760
Tel 794-3967, 798-1368
Fax. 798-3249
Contact: Mr. Wel Saputra

Columbia, PT.

Wisma Diners Club, 15th floor
Jl. Jend. Sudirman Kav. 34
Jakarta 10220
Tel 573-1488, 573-3160
Fax. 570-3135
Contact: Mrs. Frieda N. Nalapraya

Dayacipta Sempurna, PT.

Jl. Pasir Putih Raya Kay. 1, Ancol Timur
Jakarta 10002
Tel 640-5678
Fax. 640-2861
Contact: Mr. Norman Chen

Elena Great International, PT.

Jl. Bulu No. 9
Condet Raya Balaikambang
Jakarta 13530
Tel 809-6777, 809-6778
Fax. 809-0143
Contact: Mrs. Leena Setiawati

Indoguna Utama, PT.

Jl. Taruna No. 8, Pondok Bambu
Jakarta 13430
Tel 861-0550
Fax. 861-0542
Contact: Mrs. Elizabeth Liman

Masuya Graha Trikencana, PT.

Jl. Agung Karya IV Blok B No.22
Sunter Jaya
Jakarta Utara
Tel 632-1752
Fax. 650-9780
Contact: Mrs. Pinnywati Chandra

Pangansari Utama, PT.

Jl. Raya Poncol No. 24, Ciracas
Jakarta 13740
Tel 871-7870
Fax. 871-2706
Contact: Mr. Rudy RS. Noezwar

Prima Jaya, CV.

Jl. Bungur Besar No. 90A
Jakarta Pusat
Tel 380-5270, 421-9020
Fax. 425-8748, 426-7477
Contact: Mr. H. Trisera

Iran**State Livestock Affairs Logistics Inc (SLAL)**

Ministry of Agriculture Jihad
No.30 east Brazil St., Vanak Sq., Tehran, Iran
Tel: (98-21) 877-2654
Fax: (98-21) 877-2820

Government Trading Corporation of Iran (GTC)

No.43 Janad Sq.
Tehran 14316, Iran

Malaysia**Angliss Foods Sdn Bhd**

(aka) The Malaysian Refrigerating Sdn Bhd
2nd Floor, Lot 2 - IOB
Jalan SU 6A, Persiaran Tungku Ampuan
Section 26, 40000 Shah Alam, Selangor
Tel: 60-3-512-2833 (609-566-2222)
Fax: 60-3-512-6833 (609-566-2366)
Contact Jimmy S. M. Chong, Trading Director

Lucky Frozen Sdn Bhd (HQ)

51200 Kuala Lumpur
Tel 60-3-6252-8866
Fax 60-3-6251-9336
Contact: Weng Kee, Marketing Director

Ng Kee Cold Storage Sdn Bhd

Lot 729 Jalan Sungai Rasa
Padang Jawa, 40200 Shah Alam, Selangor
Tel: 603-5519-1500
Fax: 603-5510-9693
Contact: Simon Ng Kian Bee, Managing Director

Ben Trading (M) Sdn Bhd

Lot 4 & 6, Jalan SS13/6
Subang Jaya Industrial Estate
47500 Petaling Jaya, Selangor
Tel: 603-5634-5896
Fax: 603-5634-5898
Contact Mdm Sue Thong

Jun Bekal (M) Sdn Bhd

10 Jalan Pinggiran Satu
Taman Pinggiran Ukay
Off Jalan Ulu Kelang
68000 Ampang, Selangor
Tel: 603-4251-6416
Fax 603-4252-0584
Contact Dr. Santirakesu, Managing Director

Lucky Frozen Sdn Bhd (Branch)

55100 Kuala Lumpur
Tel: 603-2141-5586
Fax: 603-241-2336
Contact: See Weng Kee, Marketing Director

Pok Brothers Sdn Bhd

No 2 Jalan U1/24
HICOM Glenmarie Industrial Park
40150 Shah Alam, Selangor
Tel: 603-7051-100/001
Fax: 603-7051-3628
Contact: Alan Pok, Director

Pacific Refrigerating Sdn Bhd

Lot 1050, Jalan Dua, Selayang baru
68100 Batu Caves, Selangor
Tel: 603-6136-3034
Fax: 603-6136-3044/0971
Contact Yap Teong Peng, Managing Director

Saudi Arabia**Al Azizia-Panda Supermarkets**

Contact: Abdullah Noor
P.O. Box 3311
Riyadh 11471
Tel: (+966-1) 480-3000
Fax: (+966-1) 480-2000

Arabian Food Corporation

Contact: Nader Hourri
Purchasing Manager
P.O. Box 491
Jeddah 21411
Tel: (+966-2) 651-2828
Fax: (+966-2) 651-4231

Arabian Stores Company Ltd.

Contact: Allan Ferrer
Fresh Foods Purchasing Manager
P.O. Box 53868, Jeddah 21593
Tel: (+966-2) 698-2200 x 232
Fax: (+966-2) 698-2604

Premier Foods

Contact: Tim J. Clark
P.O. Box 384, Riyadh 11383
Tel: (+966-1) 294-1490
Fax: (+966-1) 294-1492
Web: premier@prime.net.sa

Supreme Foods Company Ltd.

Contact: Greg Lawless
Manager, Supreme Meats division
P.O. Box 86909, Riyadh 11632
Tel: (+966-1) 477-5192
Fax: (+966-1) 476-5865

Tamimi Safeway Supermarkets - Food division

Contact: Bonny Vitriolo, International Buyer
P.O. Box 146, Dhahran 31932
Tel: (+966-3) 847-7450
Fax: (+966-3) 847-1592

United Arab Emirates**Abu Dhabi Cooperative Society**

Mr. N.S. Jayan, Purchasing Manager
P.O. Box 833, Abu Dhabi UAE
Tel: (971) 2-6440808
Fax: (971) 2-6441212

Abu Dhabi National Foodstuff Co.

Mr. Abdulla Harmoudi
Operations Manager
P.O. Box 2378, Abu Dhabi UAE
Tel: (971) 2-6727000, 6727734
Fax: (971) 2-6791498

Al Habtoor Trading Enterprises LLC

Ms. Jose Maria Moreno
Marketing Manager
P.O. Box 26553, Dubai UAE
Tel: (971) 4-3954555
Fax: (971) 4-3954541
Email: Moreno@aries.co.ae

Al Maya Lal=s Group of Companies

Mr. Harish Bhojwani
Director
P.O. Box 11096, Dubai U.A.E.
Tel: (971) 4-3483500
Fax: (971) 4-3473501

Al Tenmia Food Est

Mr. Samir Bou Saleh
General Manager
P.O. Box 31856, Dubai UAE
Tel : (971) 4-3327522
Fax : (971) 4-3328623

Arabian American Technology Co (Aramtec)

Mr. Syed Iqbal Afaq
General Manager
P.O. Box 6936, Dubai UAE
Tel: (971) 4-289 5444
Fax: (971) 4-289 4883

**Dubai Co-operative Society
(Coop Islami Food)**

Mr. Mohammed Aslam
Production Manager
P.O. Box 16862, Dubai U.A.E.
Tel: (971) 4-8 16658
Fax: (971) 4-815580

**EMKE Group of Companies
Abu Dhabi**

Mr. YousafAli M.A.
Managing Director
P.O. Box 4048, Abu Dhabi UAE
Tel: (971) 2-4481100
Fax: (971) 2-4481716

Green House Supermarket

Mr. Petros Hadjipetrou
Manager
P.O. Box 5927, Sharjah UAE
Tel: (971) 6-5332218
Fax: (971) 6-533663 1

H.K Enterprises

Mr. Harwant Singh Sahni
Managing Director
P.O. Box 50092
Al Quoz Industrial Area
Dubai U.A.E.
Tel: (971) 4-347-6000
Fax: (971) 4-347-3981

Hormozi Trading Company

Mr. Vahik Zakhariants
Manager
P.O. Box 23059
Al Lootah Building
Al Riqqa Street, Dubai UAE
Tel: (971) 4-2288852
Fax: (971) 4-2234867

International Foodstuffs Co. (IFFCO)

Mr. Iqbal Usman Mohammad
Director, IFFCO & EITCO Group
P.O. Box 4115, Sharjah, UAE.
Tel: (971) 6-5334969
Fax: (971) 6-5333180

Lebanese Fruit Co LIFCO

Mr. Mahmoud H. Al Bayari
Commercial Manager
P.O. Box 7047, Sharjah UAE
Tel: (971) 6-5335635
Fax: (971) 6-5335639

National Trading Co.

Sheep, Meat & Foodstuff

Mr. Zeyad Salem Bedwan
Deputy General Manager
Finance Manager
P.O. Box 363, Abu Dhabi UAE
Tel: (971) 2-6321788
Fax: (971) 2-6329180

Park N Shop Supermarket

Mr. Mahesh Manwani
General Manager
P.O. Box 12325, Dubai UAE
Tel: (971) 4-3385975
Fax: (971) 4-3943670

Safestway

Mr. Moawiya Abu Saleh
General Manager
P.O. Box 6664, Dubai UAE
Tel: (971) 4-3434590
Fax: (971) 4-3432835

Spinneys Abu Dhabi

Mr Sami Suleiman
General Manager
P.O. Box 243, Abu Dhabi UAE
Tel: (971) 2-6219112
Fax: (971) 2-6215856