

9.0 DISTRIBUTION

a) Dairy Products

The Malaysian dairy importers are classified into two types, manufacturers importing for own use and distributors who supply to supermarkets and retailers. Milks are mostly imported in the form of milk powder for own use, while dairy products such as butter, cheese, ice-cream and yoghurt make up the bulk of imported manufactured milk products brought into the country by distributors. Appendix A presents a list of major importers.

b) Animal Feed

Most of the importers are manufacturers who import for their own use. Other importers distribute direct to manufacturers and farmers without going through wholesalers or agents. There are only a few distributors of animal feeds in Malaysia. However, a number of big farms have in-house feed-milling facilities. A list of feeds importers is provided in Appendix A.

c) Livestock

According to Dr. Zairi from the Livestock Division of the Department of Agriculture, all imports of livestock are handled by the private sector. Private importers are directly responsible for 100 per cent of live animals imported for slaughter and 15 per cent of breeding stock imports. The other 85 per cent of breeding stock are government projects tendered out to the private sector. The government does not engage themselves directly in importation of livestock.

A list of major importers is provided in Appendix A.

d) Tobacco

There is no distributor in the Malaysian tobacco industry. All importers are manufacturers who import to meet their own manufacturing requirements. There are three major tobacco manufacturers in Malaysia. They are listed under Appendix A.