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Developing
The **Furniture** Sector

contents

Editorial

- 03 Furniture Manufacturing Is A Lucrative Business And Significant Revenue Generator For The State

News

- 04 A Time Of Giving
06 Unity In Diversity
07 Training Needs Analysis (TNA)
08 Exerpts Of GM Speeches
09 Timber Industry Update

Feature

- 10 Furniture & Home Expo
12 Nibong Furniture
14 Brown Furniture
16 Developing The Furniture Sector

2011 Market Performance

- 19 January to June 2011

Trade Statistics, Sarawak

- 22 January to June 2011 | January to June 2010

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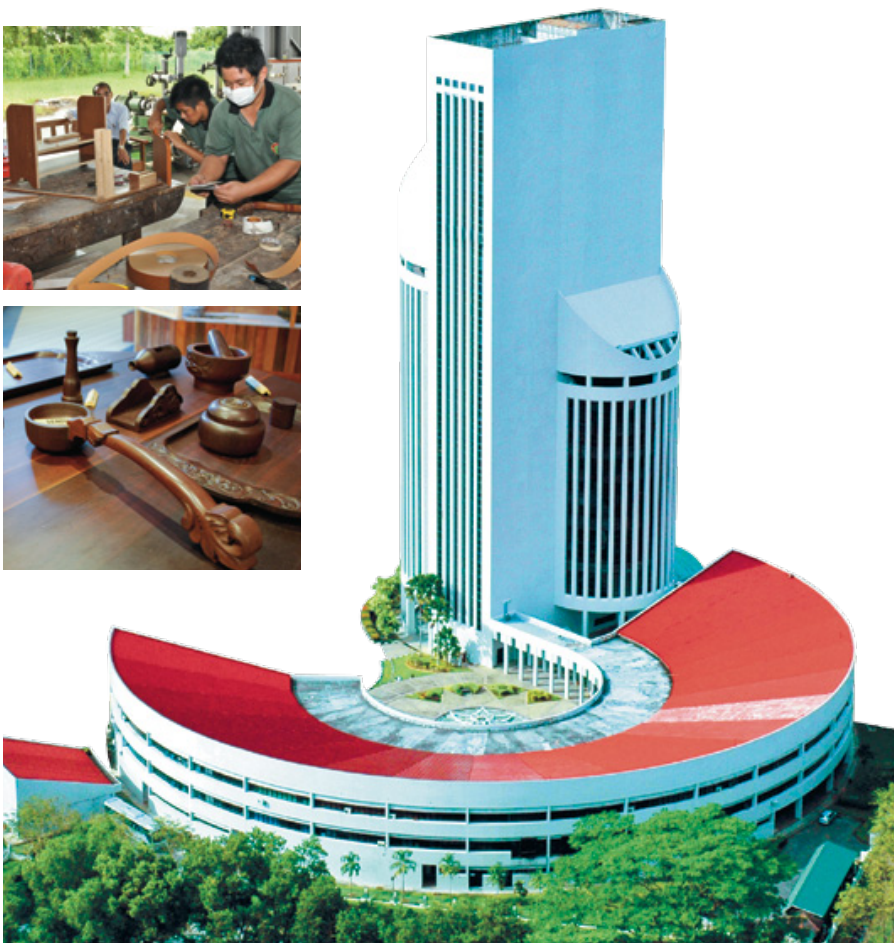
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editorial

Furniture manufacturing is a lucrative business and significant revenue generator for the state

This issue focuses on furniture sector. The reason being, furniture manufacturing is a lucrative business and can become a significant revenue generator for the state and the country as a whole. Looking at the market performance in 2010, the national export value of wooden furniture accounted for RM6.5 billion. However, Sarawak contributed only RM19.5 million or 0.3 percent of the total export earnings.

Obviously, Sarawak furniture industry players need to put extra efforts in order to be at par with their national and international counterparts. The efforts can translate into more investment in research and development to improve the designs and innovations of their products in order to become more competitive. This is due to the fact that buyers are now becoming more quality and design centric when come to furniture purchase.

The furniture trade had been on an uptrend following the global economic recovery. The demand for furniture is therefore improving. Thus, it is most heartened to note that the Sarawak Furniture Industry Association had taken a bold initiative in organising the inaugural Sarawak Home Furniture Expo 2011. The event was indeed very timely. Congratulations to the organiser for the work well done and we hope that it will sustain this momentum to a grander scale in future.

STIDC, being the catalyst of the wood-based industry in Sarawak takes this golden opportunity to encourage the furniture industry players statewide particularly the Bumiputera furniture vendors to participate actively in future furniture promotions either locally, nationally or internationally. Your participation is crucial in keeping abreast with the current market trends and in establishing and renewing business networking. It is also imperative to create your own niche particularly in garden furniture taking advantage of the abundant supply of raw materials in Sarawak.



A TIME OF GIVING

STIDC had never failed to demonstrate its CSR towards the society



- The Honourable Datuk Amar Haji Awang Tengah Ali Hassan (front centre) posing with recipients of the STIDC annual donation.

Ramadan which is the Muslims fasting season is a time of giving and sharing as emphasised by Islam. Guided by the same spirit, STIDC had never failed to demonstrate its corporate social responsibility (CSR) towards the society particularly the needy.

At this time of the year since 1982, STIDC together with its subsidiaries contribute monetary aids to various organisations in

support of their activities and in caring for the less fortunate.

This year, 51 NGOs benefited from the Corporation's CSR programme which came in the form of financial assistance. The ceremony for the presentation of the assistance was held at Wisma Sumber Alam, Kuching on 12th August 2011. It was graced by the Honourable Datuk Amar Haji Awang Tengah Ali Hassan, Minister



of Planning and Resource Management II and Minister of Public Utilities cum STIDC Chairman.

According to the minister, Ramadan is not only the time for Muslims to devote themselves to God but also a time of charity and outreach to the targeted groups of the society in line with our CSR and Islamic teaching. He also stressed that this is the season for self examination and reminded the people to discard lackadaisical attitude and to ensure that their performance and integrity are at their best.

He added that this is a special time for us to renew and foster closer relationship and understanding among fellow members of the society to ensure unity. Despite the fact that Sarawak has a plural society, the minister said, we are one in God's sight. It is therefore important to sustain unity in diversity and let it be the strength for Sarawak.

Describing Sarawakians as fortunate for enjoying peace and harmony he attributed the situation to good governance compared with the global arena which is facing uncertainties due to political instability. In view of this, it is imperative to enhance team spirit in order to sustain prosperity.

The minister hoped that the recipients would make full use of the contribution and join the effort to build a caring society aside from safeguarding peace and harmony and developing Sarawak together.

Also present at the ceremony were members of STIDC Board of Management as well as STIDC General Manager, Datu Haji Sarudu Haji Hoklai and his Deputy, Haji Hashim Bojet.

Among the recipients were the Society for the Blind, Sarawak Association for the Welfare of Intellectually Disabled Children, Pertubuhan Kebajikan Anak-anak Yatim Sarawak, Sarawak Hun Nam Siang Tng, Lions Nursing Home, Anglican Foundation and Lembaga Amanah Kebajikan Islam Limbang.

SUMMARY

- Since 1982, STIDC together with its subsidiaries contribute monetary aids to various organisations in support of their activities and in caring for the less fortunate.
- Ramadan is not only the time for Muslims to devote themselves to God but also a time of charity and outreach.
- It is important to sustain unity in diversity and let it be the strength for Sarawak.



- The Honourable Datuk Amar Haji Awang Tengah Ali Hassan (centre) mingling with the crowd during the STIDC Hari Raya Aidil Fitri Celebration.

STIDC Hari Raya Aidil Fitri Celebration



- The Honourable Datuk Amar Haji Awang Tengah Ali Hassan (centre) having a light moment with one of the visitors.

SUMMARY

- Unity plays a part in developing our future.
- Knowledge is crucial in facing the challenges and in ensuring that the momentum is in pace with the current situation.
- Knowledge is essential in nation building.

UNITY IN DIVERSITY

Amid its heavy responsibilities, STIDC does not neglect the welfare of its employees. Various activities were being carried out in appreciation of the commitment and dedication of the staff besides promoting team spirit among them. Among the latest activities held was the Hari Raya Aidil Fitri celebration on 20th September 2011 at Wisma Sumber Alam, Kuching. The Honourable Datuk Amar Haji Awang Tengah Ali Hassan, Minister of Planning & Resource Management II and Minister of Public Utilities, Sarawak cum STIDC Chairman graced the function.

In his address, the minister said this year's Aidil Fitri is very meaningful as it coincides with the Malaysia Day. For Sarawak, the various celebrations including the Aidil Fitri belong to all Malaysians. This is because through the open-house concept, all the citizens regardless of colours and creeds can join the celebrations thereby strengthening unity.

Undoubtedly, unity plays a part in developing our future. It is therefore hoped that through these celebrations we could sustain unity and co-operation as well as peace and harmony among our plural societies for mutual benefit.

Likewise, unity is vital in every organisation as it ensures co-operation from across the board. This helps to enhance integrity and delivery system among the staff apart from helping the organisation to realise its objectives.

Undeniably, unity creates a sense of belonging and pride in an organisation. Hence, it contributes to the smooth execution of the daily duties and responsibilities.

On the role of STIDC, the minister stressed that it has evolved tremendously from merely focusing on logging activities into other sectors including shipbuilding, aviation, port management as well as property development.

With the diversification of tasks, knowledge is crucial in facing the challenges and in ensuring that the momentum is in pace with the current situation. It is also imperative in complementing the private sector which is the driver of the economy.

It is therefore necessary to acknowledge that knowledge is essential in helping the people to move forward innovatively and creatively. It is also an important factor in nation building.

TNA

Training Needs Analysis (TNA) as an effective mechanism and long-term planning to develop the skills and professionalism of the workforce

- *Datu Haji Sarudu Haji Hoklai, STIDC General Manager (centre) together with STIDC management members and senior officers listening attentively to the TNA briefing*



Competent human capital is among the top priorities of STIDC said its General Manager, Datu Haji Sarudu Haji Hoklai. In line with this, he mentioned that concerted efforts were made to promote better understanding and awareness on this agenda in realisation of the vision of Sarawak State Government to create a world-class civil service.

In its quest to achieve this objective, the Corporation had identified the Training Needs Analysis (TNA) as an effective mechanism and long-term planning to develop the skills and professionalism of the workforce.

Under the STIDC TNA Policy, every staff is required to achieve a minimum of 56 hours of trainings and courses per year through various approaches which are not confined to formal trainings and courses only.

The policy warrants serious attention and commitment of every division and section head in identifying the needs and recommending the right trainings and courses of their respective subordinates to the Human Resource Development (HRD) Section.

The success of the TNA implementation does not depends merely on meeting the

deadline for submitting the TNA Form to the HRD Section but more importantly on the credibility and accuracy of information that reflects the real training needs of the employees resulting from discussion between the supervisors and their subordinates. Precise information is vital in facilitating the HRD Section to plan and implement the human resource development programmes effectively. This will benefit the staff and the organisation by improving the delivery system.

In terms of training venue, factors like cost and priority of training needs shall be given

due consideration by the General Manager or his Deputy who are responsible for the management of the human resource development in STIDC.

Undivided support from across the board is imperative in ensuring the success of this TNA exercise which aims to:

- elicit competent workforce in STIDC;
- achieve a minimum of 56 hours of trainings and courses per year;
- ensure that investment in HRD programmes produces the desired result in terms of productivity and efficiency; and
- support the STIDC Succession Plan.

Briefing on TNA was conducted by the HRD Section on 16th July 2011 to provide deeper insight into the TNA exercise. The briefing was attended by the management members as well as the division and section heads.

SUMMARY

- Competent human capital is among the top priorities of STIDC.
- The policy warrants serious attention and commitment of every division and section head.
- Undivided support from across the board is imperative in ensuring the success of this TNA exercise.

EXCERPTS OF GM SPEECHES

Discard Lackadaisical Attitude

Datu Haji Sarudu Haji Hoklai echoed the Sarawak State Secretary, the Honourable Datuk Amar Haji Mohamad Morshidi Bin Abdul Ghani's message in conjunction with the recent State Statutory Bodies Meeting in Tanjung Manis to discard the lackadaisical attitude among the civil servants towards their work. "We must perform our duties whole heartedly and be in-charge at all times. In view that STIDC involves directly in many event managements, we must review the standard processing procedures continuously in line with the State Civil Service Vision to achieve a world class civil service" he said during the staff assembly on 26th July 2011 in Kuching, Sarawak.

Help To Develop The People

In conjunction with STIDC Monetary Aids Presentation Ceremony on 12th August 2011, Datu Haji Sarudu Haji Hoklai expressed hope that the contribution would help the organisations concerned in running their activities smoothly. "It is our ardent hope that the contribution would help the organisations concerned in running their activities besides developing the people of Sarawak regardless of colour and creed. This is one way in which STIDC reaches out to the communities" he said.



- Participants of the Timber Industry Update listening attentively to one of the presentations.

on issues related to anti-dumping, trade practices and remedies. Enlightenment on the latest development on Free Trade Agreements (FTAs) and their implications on Malaysia was also provided. During the last few years, Malaysia has been actively pursuing the regional and bilateral trading agreements with its trading partners and hopes to enhance its export competitiveness through these initiatives including the export of timber and timber products.

Meanwhile, the Malaysian General Insurance Association highlighted its experience on 'Underwriting Perspective and Experience' and 'Loss Prevention' as a way to mitigate loss in the furniture and timber sectors. This was followed by a topic on 'Export Credit Insurance' from the Export-Import Bank of Malaysia Berhad.

Issues related to timber certification, its opportunities and challenges were also being addressed by the Malaysian Timber Certification Council. This was in response to the increasing pressure for legality and sustainability of timber supply from importing countries particularly the European Union and the USA.

While the USA had introduced the LACEY ACT as a mean to curb illegal timber trade, the European Union had implemented the EU Timber Regulation which is expected to be enforced on 1st January 2013. Under this regulation, Malaysian operators must provide legality evidence such as certification from either the Forest Stewardship Council (FSC) or the Malaysian Timber Certification Council (MTCC) or other recognised certification schemes or a Forest Law Enforcement, Governance and Trade (FLEGT) to the European buyers. Legality and sustainability issues had also prompted other importing countries to introduce certain measures to ensure that they are guaranteed with legal products.

The industry update was attended by the timber exporters, importers, manufacturers and those involved in the production and marketing of timber and timber products in Sarawak.

TIMBER INDUSTRY UPDATE

Keeping the industry abreast with current issues pertaining to the timber sector

Concerted efforts were made by the related agencies in addressing issues affecting the timber industry. Among the avenues for addressing the issues is the timber industry update in which the latest one was held on 12th July 2011 at STIDC headquarters in Kuching, Sarawak.

The event aimed to keep the industry abreast with current issues pertaining to the timber sector. It also manifested STIDC

continuous stride in disseminating the latest information to the industry players in ensuring competitiveness and in facing the current market challenges.

The event saw the presentation of various papers on issues which have direct or indirect impact on timber business. Ministry of International Trade and Industry shared a topic on 'Trade Remedies – Trade Defence Instruments'. It aimed to create awareness on the requirements of the WTO particularly

SUMMARY

- The Industry Update manifested STIDC continuous stride in disseminating the latest information to the industry players.
- The event saw the presentation of various papers on issues which have direct or indirect impact on timber business.
- Issues related to timber certification, its opportunities and challenges were also being addressed.

FURNITURE & HOME EXPO



• A section of the Furniture and Home Expo 2011.

SFIA is enthusiastic about organising the expo at grander scale next year

to view the exhibits but to buy directly from the participants and enjoy attractive prices. According to him, the combined sales made during the expo was RM1 million.

Describing the expo as a resounding success, he said that it had gathered the buyers and sellers for a direct contact where they could perform business negotiation face to face. In addition, they

For the first time the furniture entrepreneurs in Sarawak converged under one roof to participate in the inaugural Furniture and Home Expo 2011. Initiated by the Sarawak Furniture Industry Association (SFIA), the expo was held on 7th – 10th July 2011 at Permata Exhibition Hall in Kuching, Sarawak. The auspicious event was launched by the minister in the Chief Minister's Department, the Honourable Datin Hajjah Fatimah Abdullah.

Occupied an area of 2,500 square metres, the expo featured 120 booths erected by 32 participants not only from the Sarawak

furniture industry but also from the related and supporting industries nationwide.

The expo showcased a wide spectrum of products ranging from home furnishing to office furnishing, renovation materials, kitchen system and equipments, bathroom system and equipments, furnishing and fabrics, home textiles, lighting and lamps, electrical appliances, interior products, tableware and kitchenware as well as gifts and interior products.

SFIA President, Mr. Lai King Min reported that the four-day expo attracted 8,000 visitors from all walks of life adding that they came not just



• Datu Haji Sarudu Haji Hoklai, STIDC General Manager, (2nd right) listening to points of interest of the industry players during the expo.

were updated with the latest trends in furniture designing and provided with the avenue to strengthen business networking.

Feedback from the participants proved that the expo was worth joining as it helped to boost sales and expand the business, Mr. Lai said. In view of this, they are looking forward for a bigger show in future.

Due to overwhelming response and encouraging sales, SFIA is enthusiastic about organising the expo at grander scale next year and encouraged greater participation from industry players. Exhibition time will also be lengthened from 10.00am to 10.00pm and promotion will be intensified. SFIA members and the Bumiputera furniture entrepreneurs are therefore urged to grab this golden opportunity to show their products to the public and have personal contact with end users. It is also important for them to feature the local ethnic designs and motifs in order to add value to their products and increase their income. Despite the fact that the local furniture is of good quality, the masses are yet to discover this truth. In view of this, furniture expo is vital as



- An array of the furniture and home exhibits.

- Datu Haji Sarudu Haji Hoklai, STIDC General Manager (2nd right) briefing the Honourable Datin Hajjah Fatimah Abdullah, Minister in the Chief Minister's Department after the launching of the Furniture & Home Expo 2011



it enables visitors to see, touch and feel the local products for themselves. The one-stop show is also very convenient to exhibitors, visitors and buyers.

Unlike other furniture exhibitions, entry for this expo is free of charge. Because of this, the public should seize the chance to visit the show and explore the products instead of buying from the middlemen.

Meanwhile, the minister pledged to raise the local furniture industry's concern to the state cabinet to find ways to entice investors and push this industry to higher level. She also reminded SFIA to pursue co-operation with STIDC in order to trash the issues affecting this industry on win-win basis.

Being the agency tasked to develop the Bumiputera Furniture Vendor Programme in

Sarawak, STIDC did not miss the privilege to participate in this expo. Among the items exhibited were the bedroom sets, Nibong furniture, garden furniture and timber samples. Information on the Bumiputera Furniture Vendor Programme was also provided. The items were provided by the vendors namely Archiwood Sendirian Berhad and Saadiah Indah Sendirian Berhad.

“It is hoped that STIDC would help the government in promoting downstream activities including furniture manufacturing to add value to end products for better returns. Sarawak, being the largest state in the country should capitalise its rich forest resources for vibrant furniture industry”

Mr. Lai King Min, SFIA President.



SUMMARY

- SFIA members and the Bumiputera furniture entrepreneurs were urged to participate in future expo to show their products to the public and have personal contact with end users.
- Furniture industry players should feature the local ethnic designs and motifs in order to add value to their products and increase their income.
- Furniture expo is vital as it enables visitors to see, touch and feel the local products for themselves.

• Nibong trees
(*Oncosperma tigillarium*)



• Nibong wood

NIBONG

Nibong
serve many
purposes

Nibong is a rare and slim slender palm scientifically refers to *Oncosperma tigillarium* or *O. horridum*. It is commonly found in the equatorial jungles and can reach a height of 25 metres. Due to the many thorns that adorn its trunk, it is often called the "Thorny Palm". It matures at the age of between 50-60 years old.

• Nibong bar-set



Each matured Nibong tree can produce approximately eight pieces of sawn wood with a diameter of between 4" – 6" per piece. Hence, a ton of 4" x 1" x 6' Nibong wood is about 300 pieces.

Study was conducted to understand the mechanical properties of Nibong wood under loading in tension parallel to grain and in impact bending and to evaluate the correlation between mechanical properties and specific gravity as well as the correlation between specific gravity and the percentage of vascular bundles. The study also examined the anatomical characteristics of Nibong wood and of the fracture surface of the tested specimens by employing a scanning electron microscope. The result indicated that wood from the lowest part of the Nibong stem height possessed the greatest strength (Tensile strength parallel to grain= 169.84 MPa, Impact bending strength= 109.97 KJ/

• Nibong console-table



• Nibong bed-room set



square m, and that the strength of Nibong wood is decreasing along the stem height. Besides, analysis of variance showed that the difference between strength of the wood from the lower than half of the stem height is insignificant. On correlation analysis, it was discovered that the strength of Nibong wood increases with



• Nibong living-room set

its increasing specific gravity, and that the specific gravity of the wood increases proportionally to the percentage of vascular bundles. The results of anatomical examination revealed that the structure of Nibong wood consisted of fibre-vascular bundles and ground tissue. In the core zone, there were Parenchymatous ground tissue and thin-walled fibres. The peripheral zone comprised sclerenchymatous ground tissue and the thick-walled fibres or polyamellate structure. In addition, examination of the fracture showed that the failure of test specimens mainly occurred in three phenomena such as intercell, intrawall and transwall failures.

Nibong serve many purposes. Being an edible palm, its shoots can be cooked and has become a famous local delicacy among both the rural and urban communities. Its stem also has many uses such as for making fish traps, piles, fencing, jetty or house posts and its hard outer wood is used as decorative wall panels as well as floor boards. Today, handicraft items are also produced using the Nibong wood. These include trays, ladles, chopsticks, bangles and key-chains. Nibong trees can also become an ideal planting material for landscape particularly to provide scale to tall buildings by planting them close to building walls or structures.

Due to its versatility and durability, STIDC through its Furniture Vendor Development

Programme is collaborating with the Malaysian Handicraft Development Corporation to fully tap the economic potential of Nibong. Under this joint initiative, five of STIDC furniture vendors namely Saadiah Indah Sendirian Berhad, Archiwood Sendirian Berhad, Mahsuri Muhibah Sendirian Berhad, Sulaiman Trading and Kartika Nusantara Sendirian Berhad are taking the initiative to diversify the uses of Nibong. Their efforts finally paid off as they have successfully produced new products such as settee, console, bed-room set, bar set, dining set, dressing table and divider.

Concerted efforts were also made to promote Nibong products within and outside Sarawak including at the National Craft Day 2011 in Kuala Lumpur. The show had received overwhelming response from both the locals and foreigners particularly the European Union furniture industry players who showed keen interest on Nibong products.

Due to its economic value, research and development is crucial to explore ways to ensure sustainable supply of Nibong raw materials. This is vital to support the local furniture industry as well as to meet the steady demand for Nibong products. More importantly, it will help the local industry players to create their own niche market taking advantage of the availability of the unique natural resources.



• Nibong display shelf

SUMMARY

- STIDC is collaborating with the Malaysian Handicraft Development Corporation to fully tap the economic potential of Nibong.
- Concerted efforts were made to promote Nibong products within and outside Sarawak.
- Research and development is crucial to explore ways to ensure sustainable supply of Nibong raw materials.

BROWN FURNITURE

Leading The Way To Belian Products Making

Belian or *Eusideroxylon zwageri* is a hardwood timber species found in the Mixed Dipterocarp, Lowland Dipterocarp and Riverain Forests of Borneo. Due to its strength, it is also known as the Borneo Iron Wood.



• *Belian coffee-table and settee*

The sapwood of Belian is bright yellow, thin and distinct. Its heartwood is dark yellowish to reddish brown when freshly cut and becomes black with age. Its texture is moderately fine to fine and even. Another characteristic of this timber species is it has a straight grain.

Belian is termite-proof and rarely attacked by pinhole borers. It is not immune to attack by marine boring organism.

Because of its durability, Belian is a perfect choice for making shingles, house-posts, telephone posts, electricity posts, pepper posts, survey pegs and water butts. Its is also ideal for extra heavy construction work which is in contact with ground or water such as heavy bridges, wharves and

salt-water piling, boat building as well as furniture making.

Acknowledging the uniqueness and economic value of the Borneo Iron Wood, Brown Furniture is leading the way to Belian products making using the recycled Belian woods. Leo Chiang, Proprietor and Director of Brown Furniture said, the passion for Belian inspired him to quit his financial consultation profession in 2005 to devote his full time in Belian business and do what he likes. "Being a Sarawakian, it has always been my dream to go back to Sarawak and contribute something to the state. I chose Belian business because this timber species is only found in Borneo and therefore it can become a brand not only for Sarawak but Borneo as a whole. Moreover, there is no competition in view that Belian is scarce" he said.

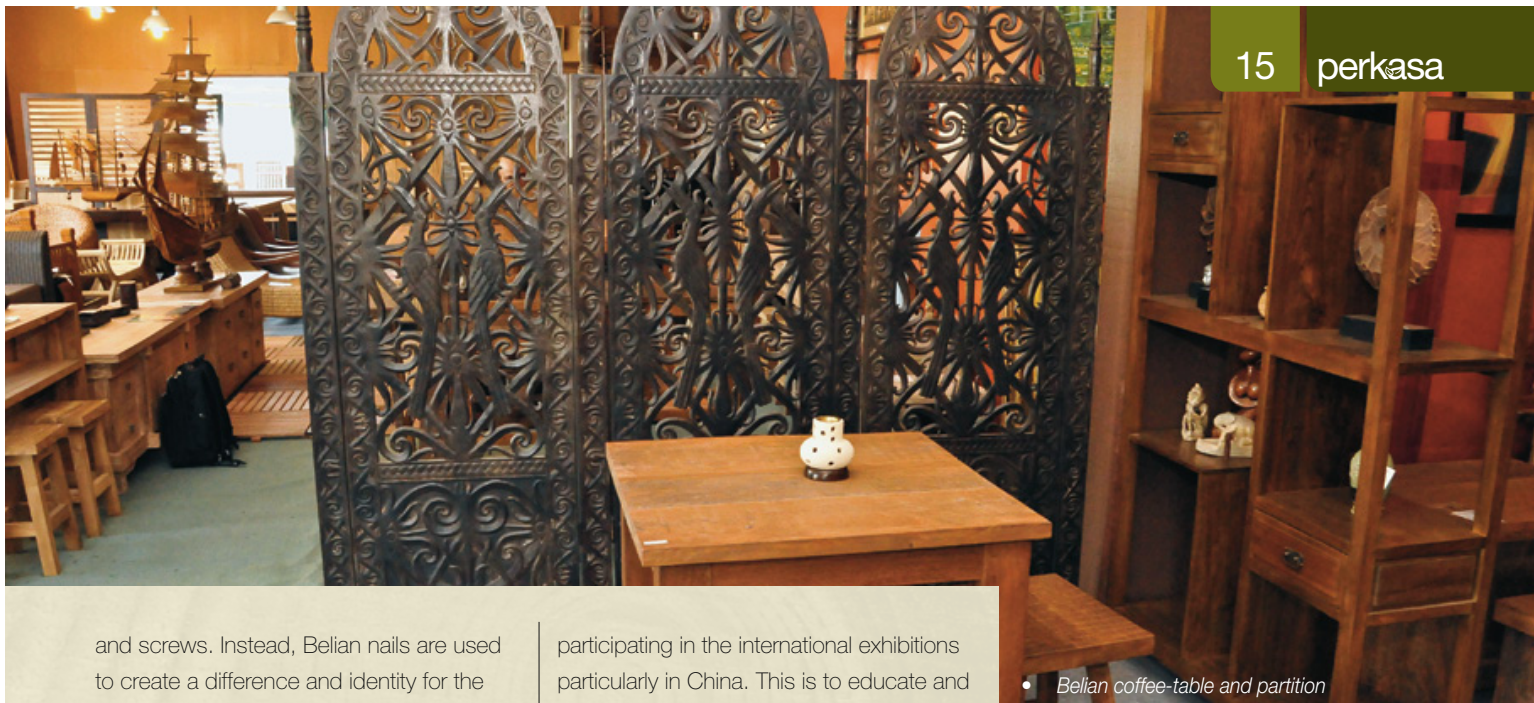


• *Belian cabinet, miniature, card-holder, candle-holder and other display items*

According to him, Brown Furniture adopts a traditional concept in which all the items are hand-made without using iron nails

• *Belian bar-counter*

• *Belian coffee-table*



• *Belian coffee-table and partition*

and screws. Instead, Belian nails are used to create a difference and identity for the products.

He highlighted that used Belian woods are collected from old buildings and bridges and turned into valuable products like furniture. These include garden furniture, bedroom-set, settee, bar-set, day-bed, coffee-table and bar-counter. Other products such as display items, card-holders, candle-holders, key-chains and miniatures are also made.

This augurs well with the government's environmental friendly concept besides saving the woods from indiscriminate disposal and burning and contributes to the economy.

Brown Furniture which initially catered for local market is expanding rapidly. Currently, it also penetrates other markets like the Peninsular Malaysia, Singapore, China and Poland.

To create a trademark, it is now focusing on furniture designing besides collaborating with the local designers to incorporate the local motifs to the Belian products. This helps to add value to the products and boost the business.

Determined to scale new height in his furniture business, Leo plans to intensify the market promotion for Belian products by

participating in the international exhibitions particularly in China. This is to educate and convince the international counterparts on the uniqueness of the products. He also aspires to establish a state-of-the-art furniture factory in anticipation of the mounting demands for Belian products.

"Belian reflects Sarawak's character and is therefore becoming our pride. For this reason, it should be promoted not only as raw material but also as end-products designed and made by Sarawakians. This will help to position Sarawak at the world map" he said.

Based on his market survey in China, the prospect of the furniture industry is promising. However, we are still lacking in terms of capacity to meet the demands, he emphasised.

"Compared with others, Sarawak has better prospect in view that it is blessed with abundant of forest resources. We also have ample of good quality woods which should be fully exploited for good cause" he added.

Describing the local furniture industry as lagging behind, he hoped that concerted efforts be made to create awareness among the industry players and encourage them to take pro-active steps to seize the immense business opportunities in the market.



• *Belian dining-set*

SUMMARY

- Acknowledging the uniqueness and economic value of the Borneo Iron Wood, Brown Furniture is leading the way to Belian products making using the recycled Belian woods.
- Based on his market survey in China, the prospect of the furniture industry is promising.
- Concerted efforts should be made to create awareness among the industry players and encourage them to take pro-active steps to seize the immense business opportunities in the market.



• *Belian settee*



- An aerial view of the STIDC Furniture Industrial Complex at Kota Samarahan.

DEVELOPING THE FURNITURE SECTOR

STIDC being the leader and catalyst of the wood-based industry in Sarawak had made concerted efforts to bring this sector to greater height

- STIDC Training Centre in Tanjung Manis.



Furniture sector continues to play significant role in the national economy. The national export value of wooden furniture in 2010 was RM6.5 billion representing 5.75 percent of the total exports of commodities and commodity-based products. Sarawak contributed only RM19.5 million or 0.3 percent of the total export revenue.

Due to the immense business opportunities and promising future in this sector, STIDC being the leader and catalyst of the wood-based industry in Sarawak had made concerted efforts to bring this sector to greater height.



- Dining set and kitchen cabinet exhibited at the STIDC Furniture Gallery in Satok, Kuching.

The STIDC Vendor Development Programme was initiated in 1996 with the co-operation of the State Financial Secretary Office and the Public Works Department with the intention to develop and create resilient Bumiputera furniture industrial community. Since then, this programme had produced 53 potential furniture vendors throughout Sarawak in which some of them have become the international market players. This is in line with the objective to produce at least 60 vendors with at least five of them penetrating the world market at the end of the Tenth Malaysia Plan (2011-2015).

Under this programme, STIDC being the implementing agency helps to secure and

services like machinery parts for the convenience of the vendors.

For the benefit of the vendors, STIDC had also built the furniture complexes in Miri, Tanjung Manis and Demak Laut. Under the Tenth Malaysia Plan, the Corporation aspires to develop similar infrastructure in other parts of Sarawak.

To market the products, on-going promotions are being carried out including the furniture exhibitions and expositions at both state and national levels. The furniture gallery in Kuching also provides a permanent avenue for promoting the furniture made by the vendors.

- A view of the STIDC Furniture Gallery in Satok, Kuching.



distribute the furniture making contracts among the vendors to cater for the government departments and schools. Today, they have diversified into other products including household furniture like bedroom-set, dining room-set, living room-set, doors and garden furniture.

The integrated furniture industrial complex was built in Kota Samarahan, Sarawak to provide the venue for the vendors to run their business. The complex is equipped with state-of-the-art facilities like the administrative centre, hostel, gallery, training block, seminar room, workshop, incinerator and klyn-dryer. It also provides the related

Development programmes such as courses and workshops are among the top priorities to enhance the knowledge and skills of the vendors in order to make them more competitive, innovative and independent particularly in furniture making and business management. These are in addition to the financial assistance scheme which includes credit facility for the purchase of raw materials and machinery besides the provision of revolving funds for them to make advance payments.

In meeting the needs of the industry, a training centre was established in Tanjung Manis New Township to train the people

particularly the school leavers and the wood-based industry workers on furniture making and wood carving. Full-time instructors were employed to complement the STIDC training personnel in ensuring the success of these programmes. As at 31st December 2010, at least 3,700 people had successfully completed the said trainings.

- Bar-set and kitchen cabinet exhibited at the STIDC Furniture Gallery in Satok, Kuching.



In keeping the Sarawak furniture industry players abreast with the current market trends, exposure programmes are being carried out actively both within and outside the country. This is to update them on the latest trends in furniture designing besides helping them to expand their markets and business networking.

Strategic alliance with the related government agencies such as the Malaysian Furniture Industry Council, Forest Research Institute Malaysia and Universiti Malaysia Sarawak (UNIMAS) had benefited the local furniture industry through research and development on product innovation and marketing strategies. This is coupled with the close co-operation with other authorities like the Ministry of Entrepreneur and Co-operative Development and Malaysia Productivity Corporation which had provided the entrepreneurial training and development programmes.

Efforts are also made to explore the possibility to co-operate with the related organisations like the Sarawak Timber Association and Sarawak Furniture Industry Association as well as the local designers and craftsmen to incorporate the local



- An internal view of the STIDC Furniture Gallery at Kota Samarahan.

motifs in furniture making and to find ways to enhance the quality of the local furniture. This will help to add value and create the trade mark for the local furniture.



- Dining sets displayed at the STIDC Furniture Gallery in Satok, Kuching.

The government is aware of the various challenges faced by this industry due to the soaring global economy and inherent problems in the United States and Europe as well as the strengthening of the ringgit which had impacted exports.

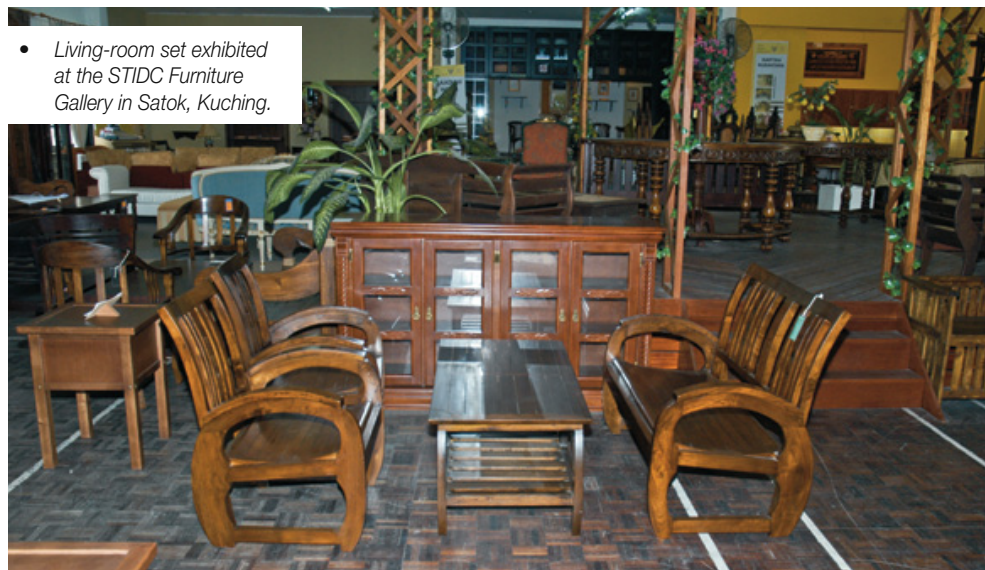
In view of this, appropriate programmes were initiated to ensure adequate supply of raw materials and skilled workers. These include the promotion of planted forest establishments which emphasises on fast growing timber species as well as the provision of soft loans to encourage intensive planted forest projects.

Through these efforts, STIDC had manifested its commitment in helping the local furniture industry to forge ahead taking advantage of the huge business potential in this sector and the continuous supply of raw materials in Sarawak.

It is hoped that the industry players including the Bumiputera furniture entrepreneurs would move in pace with the current market trends and give an undivided support to the government's programmes to create a robust furniture industry in order to stay at the competitive edge. It is also crucial to find ways to reduce costs by adopting innovative technology in the machining process and at the same time minimising reliance on foreign workers.

SUMMARY

- Furniture sector continues to play significant role in the national economy.
- The STIDC Vendor Development Programme was initiated with the intention to develop and create resilient Bumiputera furniture industrial community.
- Strategic alliance with the related government agencies had benefited the local furniture industry through research and development on product innovation and marketing strategies.



- Living-room set exhibited at the STIDC Furniture Gallery in Satok, Kuching.



2011 market performance

JANUARY-JUNE

Export Value of Logs & Timber Products

The value of log and timber products exported from January to June 2011 grew by 1% worth RM3.71 billion in the first half of this year compared to the same period last year at RM3.67 billion.

However, there were decreased in the overall values of logs and timber products exported. Respective decreases in export value were that of logs (6%), sawn timber (18%), moulding (31%), dowel (35%), blockboard (83%) and woodchips (44%) from January to June 2011 compared to the corresponding period in 2010. Despite the decrease in values exported of all timber products, there were respective increases in the value in cases of plywood (8%), veneer (18%), laminated board (41%), fibreboard (2%) and particle board (81%).

Plywood remained the major contributor accounting for 56% @ RM2.1 billion of the total export value, with logs (25% @ RM0.9 billion) and sawntimber (9% @ RM0.3 billion) as second and third place respectively. **(Table 1)**



Logs

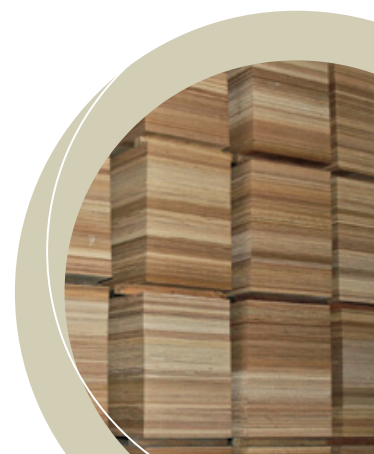
Log export continued to decline in the first half of 2011 to 1.5 million m3 (RM0.91 billion), down 27% by volume and 6% by value from 2.0 million m3 (RM0.97 billion) compared to the same period of last year.

The major importers of the State's logs were India (0.9 million m3, RM583million), Taiwan (0.21 million m3, RM128 million) and Japan (0.13 million m3, RM88 million. India was still the largest importer for the first half of 2011 however decreased their purchased by 15% compared to

similar period in 2010 followed by Taiwan (6%) and Japan (28%).

Export of logs to India, Taiwan and Japan constituted 85% of the total export volume and contributed 88% to the total export value of logs from January to June, 2011.

Average FOB unit value of logs increased by 29% from RM477 to RM615 for the 1st half year 2011 compared to similar period in 2010. **(Table 2)**



Other Timber Product

Other timber products includes veneer, dowels, moulding, particleboard, fibreboard, block board, laminated board, woodchip and other timber products (mention in Table 1). Value of these export of products was at RM0.37 billion accounted for 11% of the overall value of timber and timber products exported during the first half of 2011.

Respective decreases in export volumes were that of moulding (34%), dowel (36%), fibreboard (6%), blockboard (84%) and woodchips (35%). In spite of the overall decrease in export volume, there were in increase for veneer (3%), laminated board (38%) and particle board (69%) from January to June 2011 compared to the corresponding period in 2010.

(Table 5 & 6)



Future Outlook

By the end of June 2011, the average unit prices of timber product such as laminated board, moulding, dowel, fibreboard, blockboard and particleboard remained stable whereas logs, plywood and veneer was quite encouraging. There were respectively higher in the unit price of logs by 29% to RM615 in the 1st half of year 2011 from RM477 compared to the previous period in 2010 due to the prolonged shortage and strong demand from overseas buyer especially from Japan. Followed by plywood (22%), veneer (15%), fibreboard (8%), particleboard (7%), blockboard (6%), moulding (5%) and laminated board (3%). However unit price of sawntimber and woodchip were lower by 1% and 13% respectively for the first six month of 2011 compared to that similar period in 2010.



Although the export volume was smaller than the first six months of 2010, the foreign exchange earnings were higher due to better prices. The prolonged shortage of logs and the sudden surge of demand in timber products from Japan after the March earthquake and tsunami had caused a rise in the average selling prices of the timber products.

Sarawak's plywood exports to South Korea has plunged sharply after the latter imposed anti-dumping duties on major suppliers in the States since last March. This was the first time that Sarawak plywood suppliers were accused of dumping their products in the international market. (Source: The star, 12 August 2011) During the first six months of this year, its purchased from Sarawak was at 130,672 m3 compared to the same period in 2010 which was at 283,493 m3 that was dropped by 54%.

In spite of the anti-dumping issue, the top importer of Sarawak timber and timber products, Japan was reported to have increased its imports for the rebuilding of a coastal town which was destroyed in a recent earthquake and tsunami. However, buyers from Japanese companies slowed down in late May as their plywood warehouses were full. Currently, the plywood market was in an adjustment period while supply and demand is now balanced up. It is hoped that the market will improve towards the end of this year and 2012 will see a stable market. (Source: The Star 15 August 2011)

Second Planning and Resources Management, Minister Datuk Amar Awang Tengah Ali Hassan expected that export values of timber and timber products in the States could reach RM7.4 billion this year compared to RM7.2 billion last year if the market continued to remain stable in the third and fourth quarters. The state recorded RM3.71 billion for the 1st half year 2011 has raised by 1% as compared to the same period in 2010 which RM3.67 billion. He attributed that such increase was due to stable demand from the states's traditional markets like Japan, India, Taiwan, South Korea and China.

He also said that to ensure stable growth of the markets, further marketing promotions and participation at an international exhibition must be held to foster a closer bond among all the keyplayers in the industry. (Source: The Borneo Post, 13th August 2011)

trade statistics sarawak

TABLE 1. EXPORT SUMMARY OF TIMBER AND TIMBER PRODUCTS FROM SARAWAK

PRODUCTS	**2011 January - June			**2010 January - June			% Change 2011 / 2010	
	Volume (M ³)	FOB Value (RM'000)	Value %	Volume (M ³)	FOB Value (RM'000)	Value %	Volume	Value
LOG	1,484,947	912,792	24.59	2,040,782	973,878	26.49	(27.24)	(6.27)
SAWNTIMBER	373,777	337,668	9.10	452,757	414,247	11.27	(17.44)	(18.49)
PLYWOOD	1,295,287	2,096,425	56.47	1,463,470	1,949,398	53.02	(11.49)	7.54
VENEER	101,570	111,760	3.01	98,929	95,008	2.58	2.67	17.63
LAMINATED BOARD / FLOORING	11,057	24,766	0.67	8,036	17,558	0.48	37.59	41.05
MOULDING	3,444	7,386	0.20	5,228	10,697	0.29	(34.12)	(30.95)
DOWEL	530	1,740	0.05	833	2,690	0.07	(36.40)	(35.32)
FIBREBOARD	93,928	120,763	3.25	99,981	118,623	3.23	(6.05)	1.80
BLOCKBOARD	132	159	0.00	840	954	0.03	(84.24)	(83.33)
PARTICLE BOARD	60,385	29,550	0.80	35,680	16,302	0.44	69.24	81.27
OTHER PRODUCTS*	40,749	60,890	1.64	42,018	62,748	1.71	(3.02)	(2.96)
WOODCHIP [Tonne]	68,038	8,362	0.23	105,442	14,937	0.41	(35.47)	(44.02)
TOTAL (M³) (RM)	3,465,806	3,712,261	100	4,248,553	3,677,040	100	(18.42)	0.96

***OTHER TIMBER PRODUCTS:**

- Chopping board
- Laminated beam
- Wooden fences
- Densified wood
- Laminated post
- Wooden gates
- Door & door frames
- Laminated Veneer Lumber (LVL)
- Wooden pallet
- Finger jointed
- Parquet flooring
- Wooden pegs & stakes
- Furniture and furniture parts
- Railways sleepers
- Wooden pellet

Notes:

- **estimate data
- Fibreboard include MDF and HDF
- Total of volume (m3) does not includes woodchips (tonne)

EXPORT VALUE OF MAJOR TIMBER & TIMBER PRODUCTS

FROM SARAWAK (RM'000) : 2011 / 2010

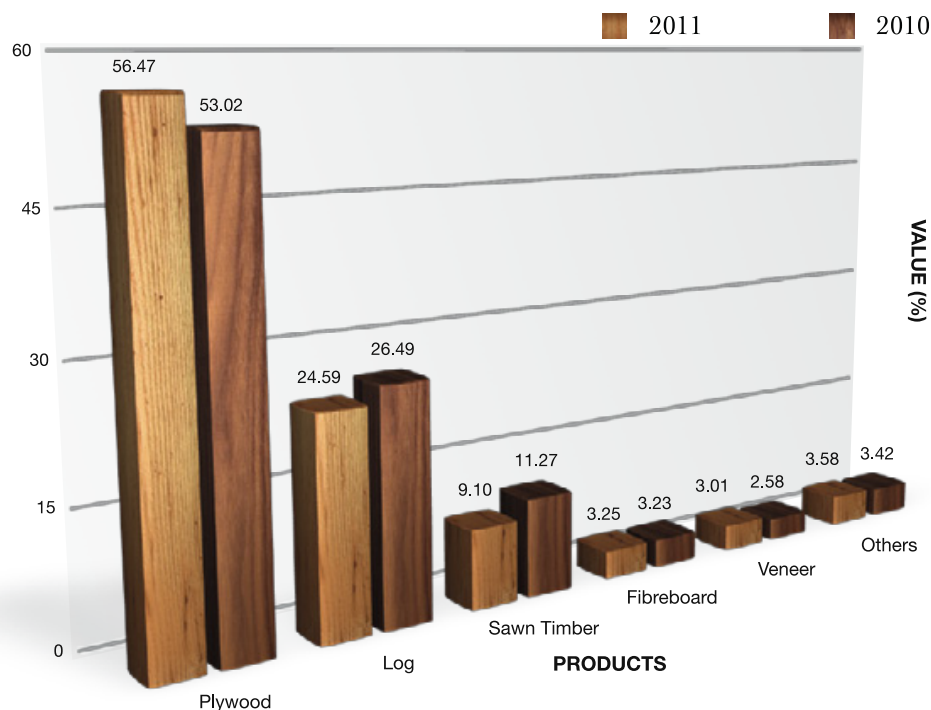


TABLE 2. EXPORT OF LOG BY COUNTRY OF DESTINATIONS

DESTINATIONS	**2011 January - June			**2010 January - June			% Change 2011 / 2010	
	Volume (M³)	FOB Value (RM'000)	Value %	Volume (M³)	FOB Value (RM'000)	Value %	Volume	Value
INDIA	921,617	582,712	63.84	1,088,268	562,161	57.72	(15.31)	3.66
TAIWAN	211,560	128,603	14.09	224,927	101,111	10.38	(5.94)	27.19
JAPAN	131,541	88,969	9.75	182,840	83,154	8.54	(28.06)	6.99
CHINA	117,499	61,503	6.74	378,071	159,699	16.40	(68.92)	(61.49)
VIETNAM	63,746	29,282	3.21	100,232	35,526	3.65	(36.40)	(17.58)
KOREA	19,563	10,466	1.15	42,195	17,736	1.82	(53.64)	(40.99)
THAILAND	14,664	9,288	1.02	22,563	12,943	1.33	(35.01)	(28.24)
INDONESIA	3,956	914	0.10	-	-	-	100.00	100.00
PAKISTAN	801	1,055	0.12	1,684	1,548	0.16	(52.47)	(31.85)
TOTAL	1,484,947	912,792	100.00	2,040,782	973,878	100.00	(27.24)	(6.27)

EXPORT VALUE OF LOG TO MAJOR DESTINATIONS

(RM'000) : 2011 / 2010

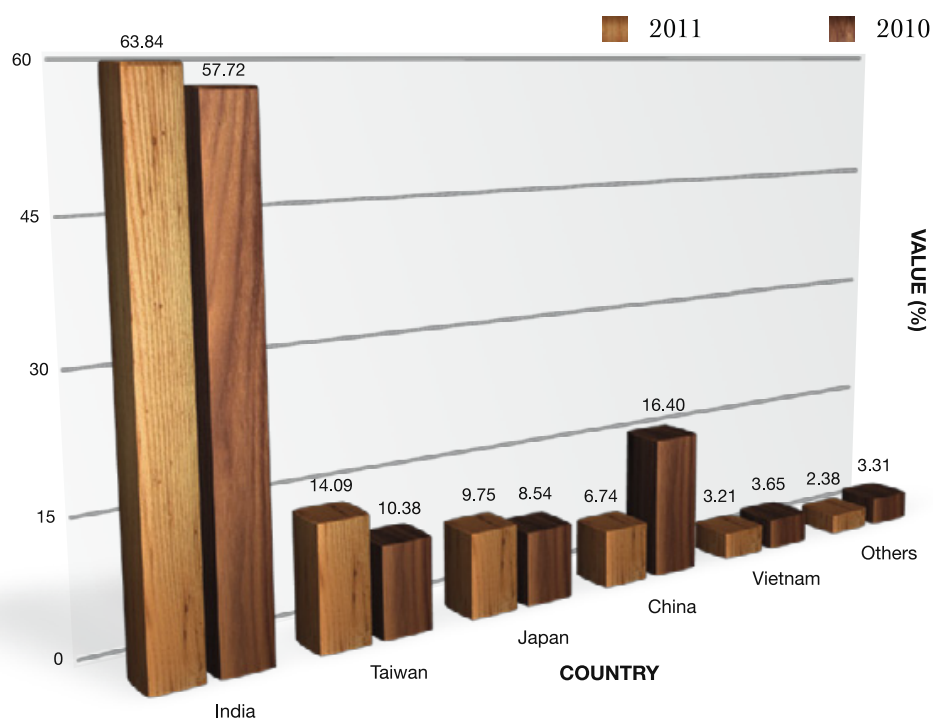


TABLE 3. EXPORT OF SAWN TIMBER BY COUNTRY OF DESTINATIONS

DESTINATIONS	**2011 January - June			**2010 January - June			% Change 2011 / 2010	
	Volume (M³)	FOB Value (RM'000)	Value %	Volume (M³)	FOB Value (RM'000)	Value %	Volume	Value
THAILAND	119,526	107,339	31.79	144,647	126,402	30.51	(17.37)	(15.08)
PHILIPPINES	65,948	24,575	7.28	55,376	39,465	9.53	19.09	(37.73)
MIDDLE EAST	53,065	60,303	17.86	94,145	103,227	24.92	(43.64)	(41.58)
TAIWAN	46,348	43,683	12.94	55,630	39,856	9.62	(16.69)	9.60
SINGAPORE	17,855	19,599	5.80	19,352	17,768	4.29	(7.74)	10.31
CHINA	15,290	13,743	4.07	25,442	23,627	5.70	(39.90)	(41.83)
JAPAN	12,307	19,535	5.79	10,159	14,598	3.52	21.14	33.82
KOREA	12,196	11,331	3.36	16,456	15,318	3.70	(25.88)	(26.03)
SRI LANKA	8,362	9,952	2.95	2,483	3,047	0.74	236.80	226.62
SOUTH AFRICA	7,975	9,006	2.67	11,283	11,955	2.89	(29.32)	(24.67)
OTHERS*	14,905	18,602	5.51	17,783	18,984	4.58	(16.19)	(2.01)
TOTAL	373,777	337,668	100	452,757	414,247	100	(17.44)	(18.49)

***OTHER DESTINATION:**

- AUSTRALIA
- BELGIUM
- BRUNEI
- FRANCE
- GERMANY
- HONG KONG
- INDIA
- MACEDONIA
- MALAYSIA (Peninsular & Sabah)
- MALDIVES
- MAURITIUS
- NETHERLANDS
- NEW ZEALAND
- REUNION
- RUSSIA
- SEYCHELLES
- TIMOR-LESTE
- UNITED KINGDOM
- UNITED STATES
- VIETNAM

EXPORT VALUE OF SAWN TIMBER TO MAJOR DESTINATIONS

(RM'000) : 2011 / 2010

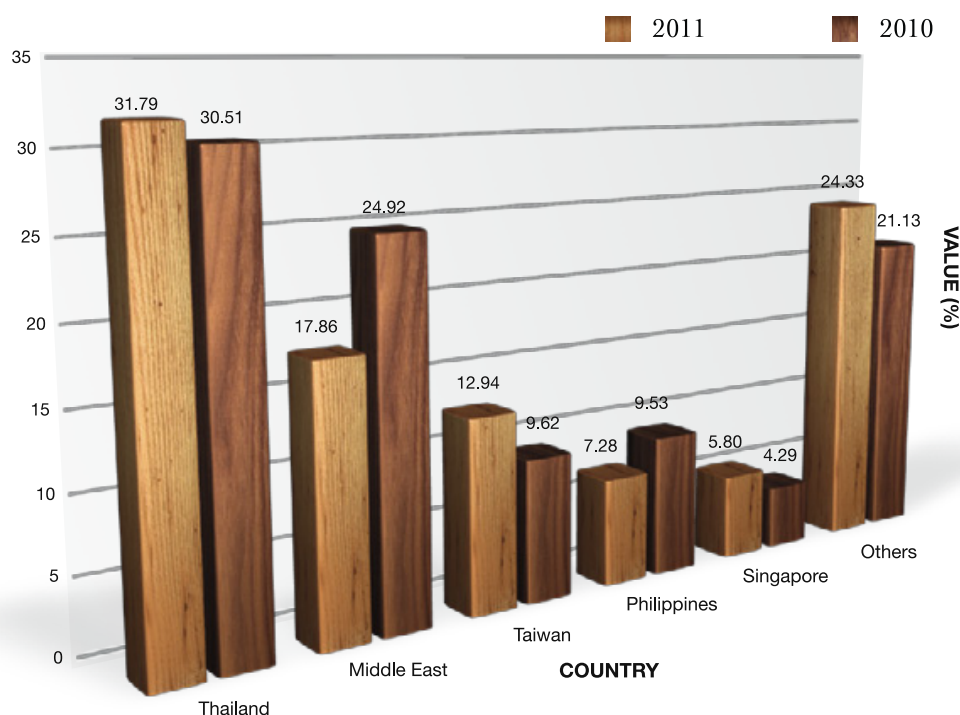


TABLE 4. EXPORT OF PLYWOOD BY COUNTRY OF DESTINATIONS

DESTINATIONS	**2011 January - June			**2010 January - June			% Change 2011 / 2010	
	Volume (M ³)	FOB Value (RM'000)	Value %	Volume (M ³)	FOB Value (RM'000)	Value %	Volume	Value
JAPAN	796,597	1,402,207	66.89	663,710	939,408	48.19	20.02	49.26
KOREA	130,672	162,465	7.75	283,493	316,303	16.23	(53.91)	(48.64)
TAIWAN	112,912	147,541	7.04	155,026	194,452	9.97	(27.17)	(24.12)
MIDDLE EAST	100,618	138,034	6.58	174,887	224,478	11.52	(42.47)	(38.51)
PHILIPPINES	34,355	56,084	2.68	21,945	30,941	1.59	56.55	81.26
CHINA	23,583	35,271	1.68	27,950	42,103	2.16	(15.62)	(16.23)
UNITED STATES	23,015	41,643	1.99	39,378	66,822	3.43	(41.55)	(37.68)
HONG KONG	20,563	27,194	1.30	22,745	29,240	1.50	(9.59)	(7.00)
AUSTRALIA	13,062	28,632	1.37	14,401	26,088	1.34	(9.30)	9.75
SINGAPORE	8,626	10,679	0.51	15,591	18,417	0.94	(44.67)	(42.02)
OTHERS*	31,286	46,675	2.23	44,344	61,146	3.14	(29.45)	(23.67)
TOTAL	1,295,287	2,096,425	100	1,463,470	1,949,398	100	(11.49)	7.54

***OTHER DESTINATION:**

- BELGIUM
- BRUNEI
- CANADA
- CYPRUS
- GERMANY
- INDIA
- INDONESIA
- IRELAND
- ITALY
- MALDIVES
- MALTA
- MAURITIUS
- MEXICO
- NETHERLANDS
- NEW ZEALAND
- RUSSIA
- SOUTH AFRICA
- SRI LANKA
- THAILAND
- UNITED KINGDOM
- VIETNAM

EXPORT VALUE OF PLYWOOD TO MAJOR DESTINATIONS

(RM'000) : 2011 / 2010

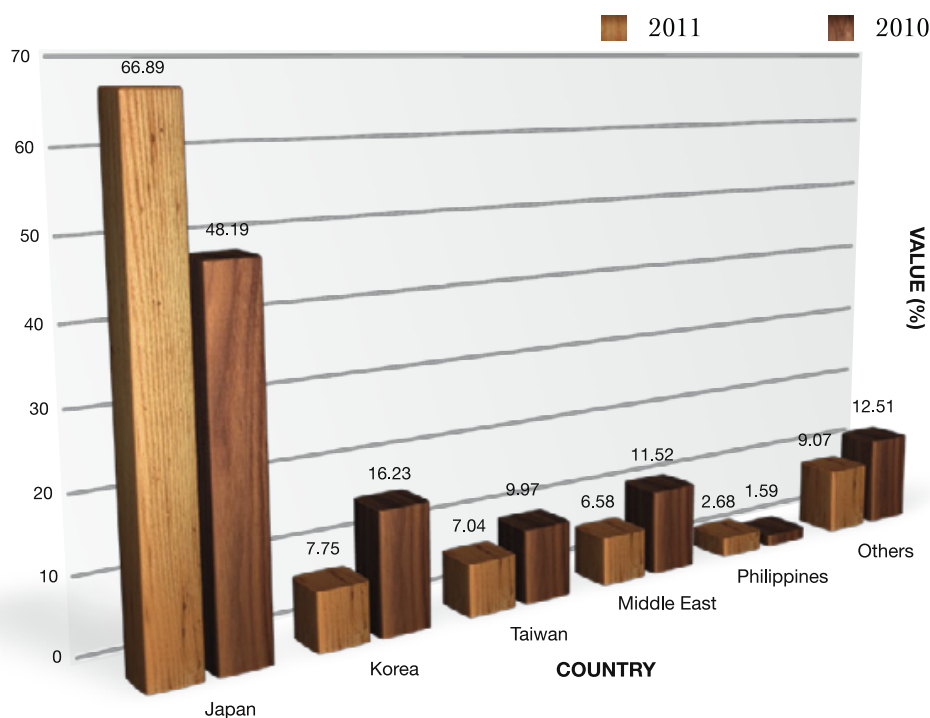


TABLE 5. EXPORT OF VENEER BY COUNTRY OF DESTINATIONS

DESTINATIONS	**2011 January - June			**2010 January - June			% Change 2011 / 2010	
	Volume (M³)	FOB Value (RM'000)	Value %	Volume (M³)	FOB Value (RM'000)	Value %	Volume	Value
TAIWAN	55,473	60,832	54.43	45,388	41,129	43.29	22.22	47.91
PHILIPPINES	16,106	16,880	15.10	7,264	9,130	9.61	121.73	84.88
CHINA	12,513	10,443	9.34	13,720	11,204	11.79	(8.80)	(6.79)
KOREA	11,384	12,592	11.27	26,328	23,598	24.84	(56.76)	(46.64)
JAPAN	4,986	7,520	6.73	3,579	5,561	5.85	39.32	35.23
AUSTRALIA	986	3,383	3.03	474	3,164	3.33	108.01	6.92
THAILAND	66	70	0.06	2,102	1,169	1.23	(96.85)	(94.01)
SINGAPORE	54	40	0.04	74	53	0.06	(27.36)	(24.53)
TOTAL	101,570	111,760	100	98,929	95,008	100	2.67	17.63

EXPORT VALUE OF VENEER TO MAJOR DESTINATIONS

(RM'000) : 2011 / 2010

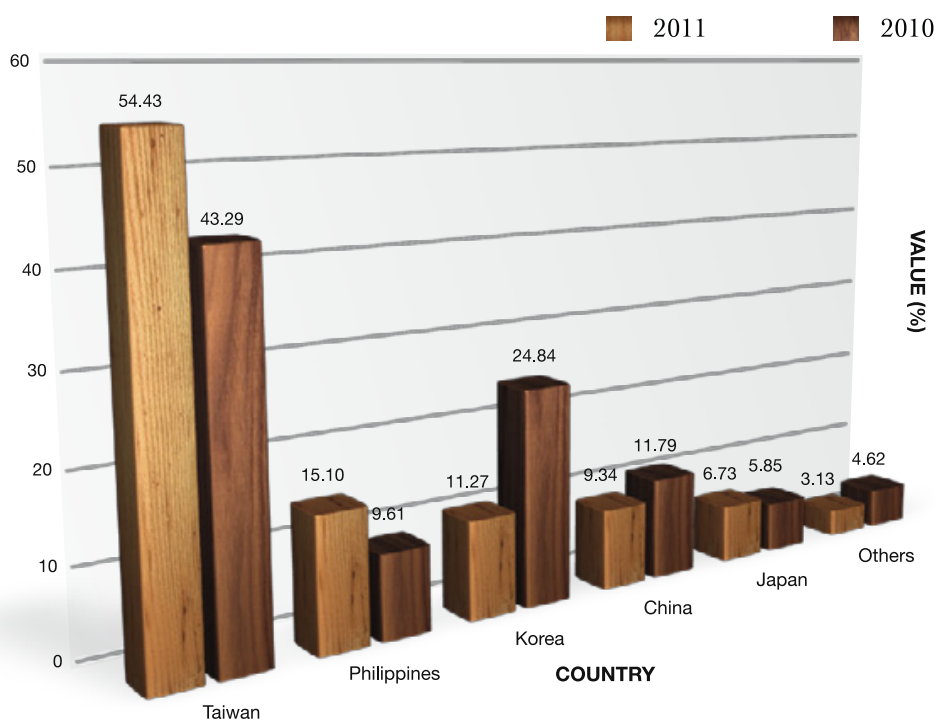


TABLE 6. EXPORT OF DOWEL BY COUNTRY OF DESTINATIONS

DESTINATIONS	**2011 January - June			**2010 January - June			% Change 2011 / 2010	
	Volume (M³)	FOB Value (RM'000)	Value %	Volume (M³)	FOB Value (RM'000)	Value %	Volume	Value
UNITED STATES	157	549	31.55	392	1,317	48.96	(59.80)	(58.31)
AUSTRALIA	93	226	12.99	153	334	12.42	(38.90)	(32.34)
SOUTH AFRICA	61	140	8.05	20	53	1.97	198.92	164.15
UNITED KINGDOM	60	253	14.54	76	294	10.93	(21.26)	(13.95)
INDIA	36	146	8.39	53	185	6.88	(30.68)	(21.08)
NETHERLANDS	36	129	7.41	-	-	-	100.00	100.00
SWITZERLAND	36	139	7.99	32	130	4.83	12.55	6.92
GERMANY	17	49	2.82	16	87	3.23	3.58	(43.68)
DENMARK	16	59	3.39	13	66	2.45	19.86	(10.61)
JAPAN	13	38	2.18	45	161	5.99	(70.58)	(76.40)
OTHERS*	3	12	0.69	33	63	2.34	(89.88)	(80.95)
TOTAL	530	1,740	100	833	2,690	100	(36.40)	(35.32)

***OTHER DESTINATION:**

- CANADA
- TAIWAN

EXPORT VALUE OF DOWEL TO MAJOR DESTINATIONS

(RM'000) : 2011 / 2010

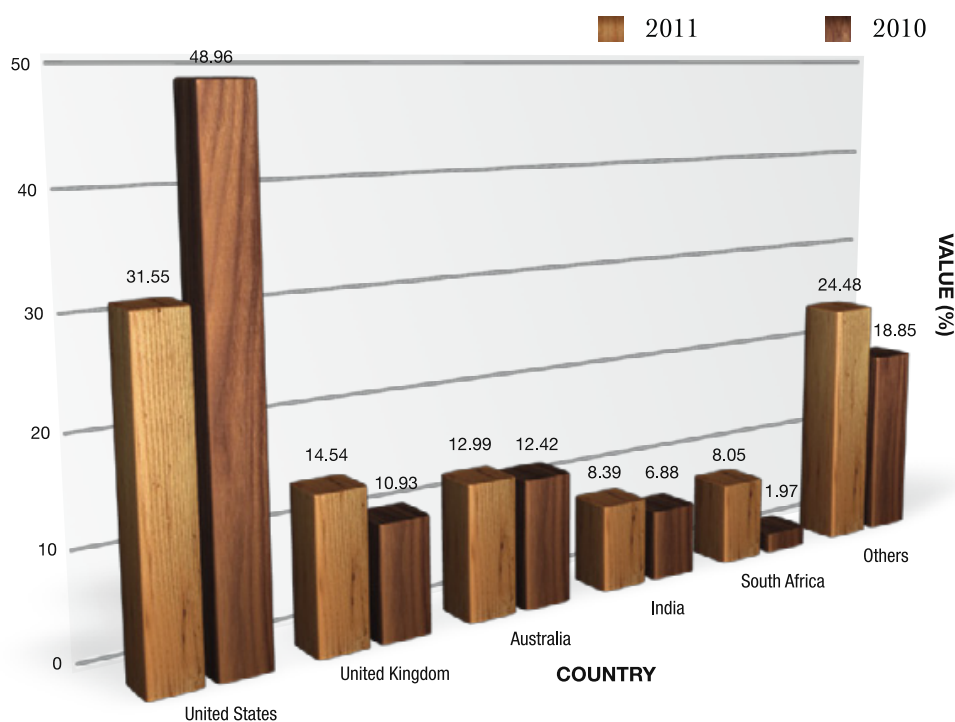


TABLE 7. EXPORT OF MOULDING BY COUNTRY OF DESTINATIONS

DESTINATIONS	**2011 January - June			**2010 January - June			% Change 2011 / 2010	
	Volume (M³)	FOB Value (RM'000)	Value %	Volume (M³)	FOB Value (RM'000)	Value %	Volume	Value
JAPAN	1,091	1,972	26.70	718	1,169	10.93	52.01	68.69
KOREA	638	1,253	16.96	2,089	3,597	33.63	(69.43)	(65.17)
AUSTRALIA	508	1,215	16.45	1,355	3,388	31.67	(62.47)	(64.14)
TAIWAN	400	1,058	14.32	156	415	3.88	156.33	154.94
GERMANY	97	193	2.61	160	428	4.00	(39.55)	(54.91)
UNITED KINGDOM	96	298	4.03	102	280	2.62	(6.26)	6.43
BELGIUM	92	274	3.71	29	48	0.45	214.65	470.83
SEYCHELLES	84	59	0.80	31	28	0.26	175.20	110.71
NETHERLANDS	79	83	1.12	57	136	1.27	38.19	(38.97)
SINGAPORE	71	58	0.79	61	155	1.45	16.09	(62.58)
OTHERS*	289	923	12.50	471	1,053	9.84	(38.67)	(12.35)
TOTAL	3,444	7,386	100	5,228	10,697	100	(34.12)	(30.95)

***OTHER DESTINATION:**

- CAMBODIA
- CANADA
- CHINA
- DENMARK
- INDIA
- ITALY
- MALDIVES
- MAURITIUS
- POLAND
- SOUTH AFRICA
- TURKEY
- UNITED ARAB EMIRATES
- UNITED STATES

EXPORT VALUE OF MOULDING TO MAJOR DESTINATIONS

(RM'000) : 2011 / 2010

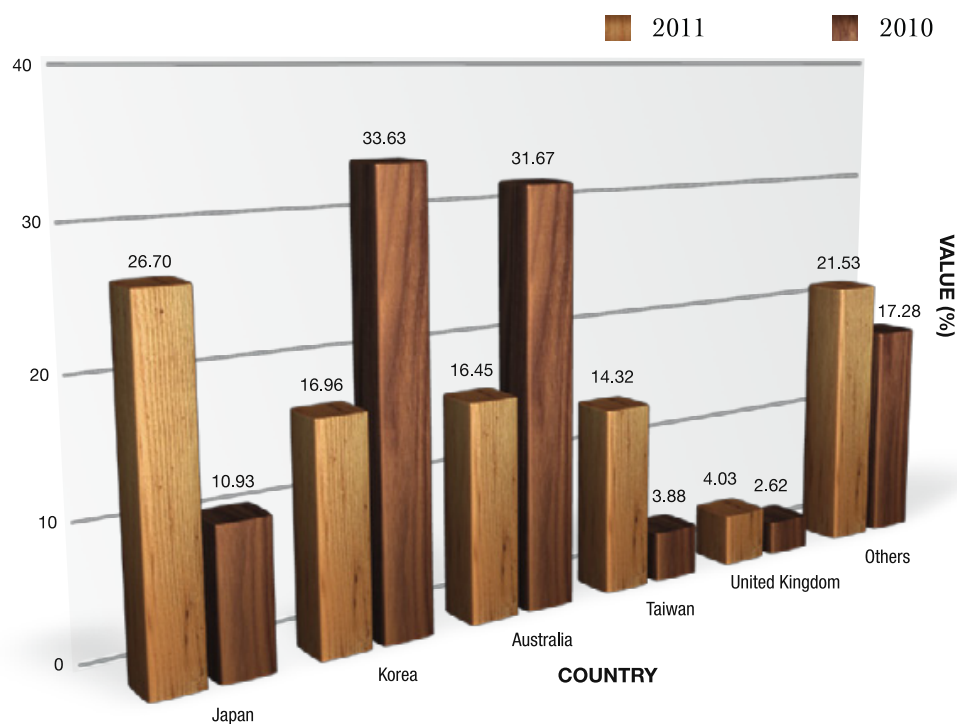


TABLE 8. EXPORT OF FIBREBOARD BY COUNTRY OF DESTINATIONS

DESTINATIONS	**2011 January - June			**2010 January - June			% Change 2011 / 2010	
	Volume (M³)	FOB Value (RM'000)	Value %	Volume (M³)	FOB Value (RM'000)	Value %	Volume	Value
JAPAN	68,485	97,720	80.92	66,922	89,297	75.28	2.34	9.43
INDONESIA	7,033	6,195	5.13	14,388	12,520	10.55	(51.12)	(50.52)
PHILIPPINES	4,625	3,950	3.27	5,092	4,029	3.40	(9.17)	(1.96)
TAIWAN	2,956	2,943	2.44	2,608	2,553	2.15	13.37	15.28
THAILAND	2,815	2,520	2.09	412	452	0.38	583.59	457.52
INDIA	2,497	2,032	1.68	1,408	814	0.69	77.42	149.63
VIETNAM	1,632	1,497	1.24	1,761	1,705	1.44	(7.32)	(12.20)
CHINA	1,164	1,090	0.90	1,424	1,428	1.20	(18.31)	(23.67)
BRUNEI DARUSSALAM	766	654	0.54	2,402	2,342	1.97	(68.13)	(72.08)
SOUTH AFRICA	685	676	0.56	676	675	0.57	1.37	0.15
OTHERS*	1,270	1,486	1.23	2,889	2,808	2.37	(56.04)	(47.08)
TOTAL	93,928	120,763	100	99,981	118,623	100	(6.05)	1.80

***OTHER DESTINATION:**

- AUSTRALIA
- KOREA
- NETHERLANDS
- SINGAPORE

Notes:

- Fibreboard include MDF and HDF

EXPORT VALUE OF FIBREBOARD TO MAJOR DESTINATIONS

(RM'000) : 2011 / 2010

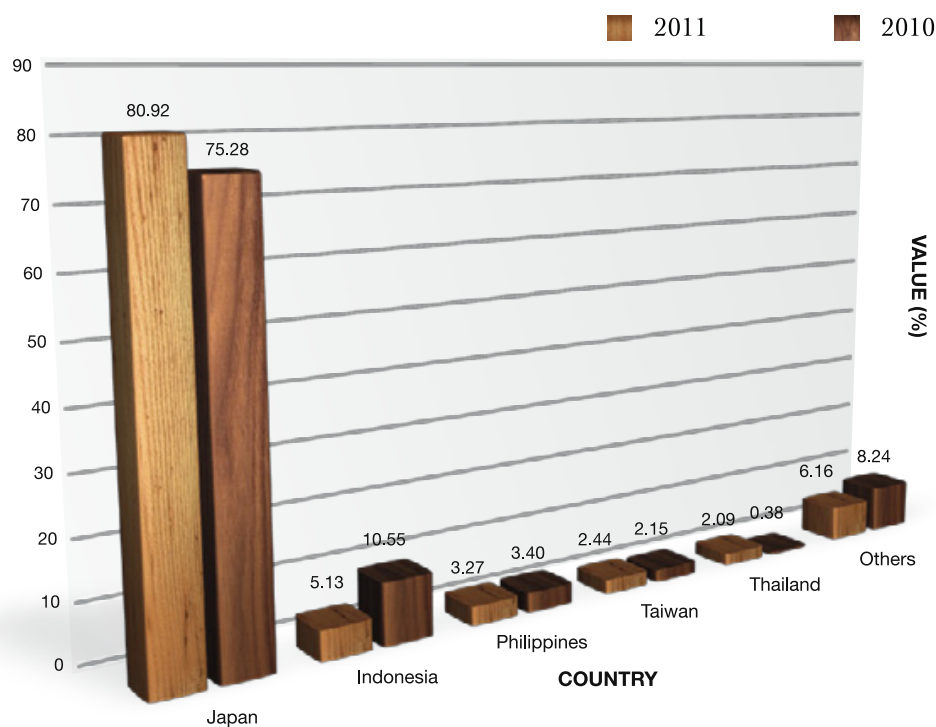


TABLE 9. EXPORT OF PARTICLE BOARD BY COUNTRY OF DESTINATIONS

DESTINATIONS	**2011 January - June			**2010 January - June			% Change 2011 / 2010	
	Volume (M³)	FOB Value (RM'000)	Value %	Volume (M³)	FOB Value (RM'000)	Value %	Volume	Value
INDONESIA	24,167	11,563	39.13	18,911	8,652	53.07	27.80	33.65
VIETNAM	11,769	5,378	18.20	3,743	1,780	10.92	214.46	202.13
INDIA	8,996	4,331	14.66	1,657	623	3.82	442.78	595.18
PHILIPPINES	6,044	3,021	10.22	5,101	2,458	15.08	18.49	22.90
KOREA	5,488	3,208	10.86	2,202	912	5.59	149.20	251.75
JAPAN	1,515	920	3.11	656	359	2.20	130.75	156.27
BRUNEI	1,390	648	2.19	-	-	-	100.00	100.00
CHINA	509	363	1.23	512	386	2.37	(0.53)	(5.96)
BANGLADESH	506	118	0.40	1,115	352	2.16	(54.61)	(66.48)
HONG KONG	-	-	-	43	21	0.13	(100.00)	(100.00)
OTHERS*	-	-	-	1,739	759	4.66	(100.00)	(100.00)
TOTAL	60,385	29,550	100	35,680	16,302	100	69.24	81.27

***OTHER DESTINATION:**

- JORDAN
- KENYA
- SINGAPORE
- UNITED ARAB EMIRATES

EXPORT VALUE OF PARTICLE BOARD TO MAJOR DESTINATIONS

(RM'000) : 2011 / 2010

