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## WOODCARVING

National Craft Day 2012 saw a steady increase in sales to RM30 million



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# editorial

**S**everal important events took place within the sphere of the wood-based industry in March 2012. Among them were the Malaysian International Furniture Fair (MIFF), the Export Furniture Exhibition (EFE), the National Craft Day 2012, all these were held in Kuala Lumpur and the INDIAWOOD 2012 in Bangalore.

MIFF and EFE concluded with the projected sales of RM2.4 billion and RM800 million respectively while the estimated sales from the National Craft Day 2012 were RM30 million.

Looking at the value of sales from these mammoth events, it is undeniable that the shows were worth joining. Besides joining the INDIAWOOD 2012 for the first time, STIDC also did not miss the golden opportunity to participate in the MIFF and EFE.

Our experiences in these events remind us about the importance of getting involved in the shows. Here, buyers and sellers meet face to face and have direct negotiation without going through the middlemen. The shows also provided the opportunity for business expansion apart from giving a deeper insight into the latest technology and the current market trend.

The beautiful experiences we had compel us to keep urging the local industry players particularly our furniture vendors to strive to participate in the similar events in future. One thing for sure about these grand occasions is, they certainly will make you feel that you should have joint years ago.

The upcoming Sarawak Furniture Home Expo 2012, to be held on 5<sup>th</sup>-8<sup>th</sup> July at Permata Exhibition Halls in Kuching, Sarawak offers yet another golden opportunities to showcase your furniture products and expand your market share. See you there.



- Datuk Amar Haji Awang Tengah Ali Hassan (centre) together with other VIPs launching the World Forestry Day 2012

# WORLD FORESTRY DAY



Sarawak is committed to conserving and protecting the forests through various programmes for the benefit of the people. With 80% of its landmass covered with forests the government via the related agencies like the Forest Department, STIDC, Sarawak Forestry Corporation, Sarawak Timber Association, Sarawak Planted Forest and Harwood Timber Sendirian Berhad will continue to sustain this natural heritage for the present and future generations. With the introduction of area zones such as the Totally Protected Area (TPA), Permanent Forest Estate (PFE), Water Catchment Reserved Area, National Park Reserved Area and Wildlife Sanctuaries Sarawak's forest management was recognised by the International Tropical

Timber Organisation (ITTO). In addition, the Kuching Wetland National Park was also awarded with RAMSAR status.

The forest management which aims to sustain forest resources and protect the environment ensures that the logging activities are carried out using the latest technology including helicopter logging. In terms of harvesting, only the allowable size and species of timber can be felled. Ramin (*Gonystylus species*) and Gaharu (*Aquilaria*) are protected timber species. The Forest Department also plays pivotal role in ensuring that the forestry rules and regulations are in line with the current situation and that appropriate actions are taken against offenders.







- Tree planting by Datuk Amar Haji Awang Tengah Ali Hassan (2<sup>nd</sup> left)

In ensuring a continuous supply of raw materials and in meeting the needs of the local wood-based industry the state is embarking on planted forest establishments through smart partnership with the private sector. This is also to complement the raw materials from natural forests and in tandem with the aspiration to establish one million hectares of planted forests by 2020.

Sarawak also takes pride in its national parks and wildlife sanctuaries which lure both the domestic and foreign tourists due to their beauty and uniqueness. Besides Mulu National Park which was declared as the UNESCO World Heritage Area, the other ecotourism icons in Sarawak include Niah Cave, Bako National Park, Pulong Tau

National Park and Batu Lawi. The diverse flora and fauna coupled with the friendliness and uniqueness of the local culture these areas are becoming the must-visit spots among the tourists.

Forestry sector which continues to be the mainstay of the state's economy provides between 80,000 to 100,000 employment opportunities. Over the years, this sector had successfully developed the basic facilities such as gravity water pipe, roads, bridges and houses particularly for the rural folk. Education on farming and fish rearing is ongoing for the benefit of the rural communities.

In recognition of the importance of forests, the related forestry agencies

jointly organised the state level World Forestry Day on 21<sup>st</sup> March 2012 in Sibul, Sarawak. The auspicious event was graced by Datuk Amar Haji Awang Tengah Ali Hassan, Minister of Resource Planning II & Environment and Minister of Industrial Development cum Minister of Public Utilities. Various activities were carried out in conjunction with the event including blood donation campaign, charitable visit and contribution, tree planting, development exhibition and sports. These activities served to remind the public on the government's concerted efforts and commitment in conserving and sustaining the forests aside from fostering closer rapport between the staff of the forestry agencies and the people.



# SARAWAK INVESTMENT AND TIMBER SELLING MISSION

**STIDC organised the Sarawak Investment and Timber Selling Mission to Chennai and Mumbai**

“We will be promoting other investment opportunities as well like the Sarawak Corridor of Renewable Energy (SCORE) and Tanjung Manis Halal Hub, palm oil and eco-tourism, Datuk Amar Haji Awang Tengah said

**S**TIDC organised the Sarawak Investment and Timber Selling Mission to Chennai and Mumbai, India from 12<sup>th</sup>-17<sup>th</sup> March 2012. The mission was led by Datuk Amar Haji Awang Tengah Ali Hassan, Second Minister of Resource Planning and Environment as well as Minister of Public Utilities and Industrial Development cum STIDC Chairman.

According to the minister, India is an important trading partner for Sarawak and had overtaken Japan particularly in terms

- Datuk Amar Haji Awang Tengah Ali Hassan (5<sup>th</sup> left) Witnessing the exchange of MoU documents between Representatives of STA (3<sup>rd</sup> left) and Chennai Timber and Plywood Merchants Association (5<sup>th</sup> right)



of volume of imported timber and timber products. The export volume of timber and timber products from Sarawak to India in 2011 was 1.89 million metres compared with 2.22 million cubic metres in 2010. In 2011, Sarawak earned RM1.15 billion from the export of timber and timber products to India compared with RM1.18 billion in 2010. The main export products were logs, plywood and particleboard.

The mission saw the signing of two Memorandums of Understanding (MoU) to enhance trade between India and Sarawak. The first MoU was signed between the Sarawak Timber Association (STA) and Chennai Timber and Plywood Merchants Association. The second MoU on the other hand was signed between STA and the Timber Importers Association India Ltd.

These were followed by seminars, business matching and round table discussions with the leaders of the timber industry in India. The seminars covered the topics on "Investment Opportunities and Incentives in Sarawak", "Investment Opportunities in Sarawak Corridor of Renewable Energy", "Investment and Business Opportunities in Tanjung Manis Halal Hub", "The Status of Timber Industry in Sarawak" and "The Legality Verification of Logs in Sarawak".

The delegation also had the opportunity to attend a briefing session on subjects such as "The Indian Economic Outlook", "Doing Business in India", "Forest Plantation in India" and "Timber Imports".

Meetings were also held with officials from the Malaysian Consul General, Consulate General of South India, heads of Malaysian Agencies and Srinivasa Ferro Alloys Ltd.

The mission also included visits to Ruchi Palm Oil Refinery and wood-based mills as well as to EASSAR Headquarters.

The 70-member delegation was represented by the officials from the forestry and timber related agencies as well as those from the wood-based industry in Sarawak.



- *Datuk Amar Haji Awang Tengah Ali Hassan (front centre) together with other delegates posing for the album*



- *Datuk Amar Haji Awang Tengah Ali Hassan (2<sup>nd</sup> right) visiting Ruchi Palm Oil Refinery Plant at the Tiruvallur District*

## SUMMARY

- In 2011, Sarawak earned RM1.15 billion from the export of timber and timber products to India compared with RM1.18 billion in 2010
- The mission saw the signing of two Memorandums of Understanding to enhance trade between India and Sarawak





# TANJUNG MANIS DAY

- Datuk Hajjah Norah (3<sup>rd</sup> right) together with Datu Haji Len Talif Salleh (3<sup>rd</sup> left) launching the Tanjung Manis Day 2012. Also seen is the General Manager of STIDC, Datu Haji Sarudu Haji Hoklai (2<sup>nd</sup> right)

Tanjung Manis Member of Parliament attributed the rapid development of Tanjung Manis to the state government's far sightedness and the hard work of STIDC

**T**anjung Manis Member of Parliament, Datuk Hajjah Norah Tun Abdul Rahman attributed the rapid development of Tanjung Manis to the state government's far sightedness and the hard work of STIDC. Being the agency entrusted to oversee the overall development of Tanjung Manis, STIDC plays its pivotal role in realising the government's aspiration to transform Tanjung Manis into a vibrant township. Basic infrastructures were provided to facilitate the development of this place. She was addressing the crowd in conjunction with the Tanjung Manis Day 2012. The celebration was held on 30<sup>th</sup>-31<sup>st</sup> March 2012.



According to her, plans are underway to expedite the development of Tanjung Manis for the benefit of the people and so they can expect to see greater progress in the next 30 years. In view of this, she urged the locals particularly the youth to get set and move according to development pace in order not to lag behind.

Meanwhile, STIDC General Manager, Datu Haji Sarudu Haji Hoklai commended the local people for supporting the government's development programmes and reminded them to continue to do so. This is imperative to ensure the smooth implementation and success of the programmes which could lead to further development for mutual benefit.

"The future of this place is in the hands of the local people. Thus, I would like to encourage the local folk particularly the youth to equip and prepare themselves

especially in business field. The government's development programmes promise immense business opportunities in Tanjung Manis. Hence, everyone should strive to grab this golden chance in order to be at par with other business communities. This will benefit not only the locals but also the state as a whole" Datu Haji Sarudu said.

Various activities were carried out in commemoration of this event including the helicopter and aircraft demonstration, automobile sale promotion, bicycle ride, badminton competition, cooking competition, singing competition as well as development exhibition.

Also present at the function were heads of the government departments, representatives of the wood-based industry, local community leaders and the local people.

## SUMMARY

- STIDC plays its pivotal role in realising the government's aspiration to transform Tanjung Manis into a vibrant township
- Plans are underway to expedite the development of Tanjung Manis
- The future of this place is in the hands of the local people

- *Tree planting by Datu Haji Sarudu Haji Hoklai (4<sup>th</sup> Right)*







# TANJUNG MANIS TO DEVELOP FURTHER



Tanjung Manis  
which is one  
of the new  
growth nodes  
under SCORE  
is poised to  
develop further

**A**t the moment, our Taiwanese investors had invested more than RM2 billion and are currently operating their business in Tanjung Manis. We also have investors from the Middle East and Japan who are investing in aquaculture, marine products processing plant and heavy industry

Datu Haji Len Talif Salleh said.

Back in 1990 when Tanjung Manis was earmarked and declared as a new growth area in Sarawak central region it was nothing more than just a mangrove forest. The state government under its present Chief Minister, Pehin Sri Haji Abdul Taib Mahmud had formulated a comprehensive master plan to develop Tanjung Manis

as a prominent economic hub in which STIDC was tasked to oversee the overall development and at the same time provide the basic infrastructure in supporting and ensuring the success of the project.

"Through the master plan Tanjung Manis had evolved tremendously into what it is today. The vibrancy of this place continues to benefit the locals in terms of modern infrastructure, facilities and amenities as well as employment and business opportunities. Today, Tanjung Manis which is one of the new growth nodes under Sarawak Corridor of Renewable Energy (SCORE) is poised to develop further. This will definitely help the locals to compete and be on par with the developed communities" Datu Haji Len Talif Salleh, Belawai Assemblyman and Assistant





Minister in the Chief Minister's Office (Environment and Promotion of Technical Education), said in conjunction with the Tanjung Manis Day 2012.

Towards that end, he said the government will continue to ensure that Tanjung Manis develop smoothly for the benefit of the people. This could be achieved by bringing more investors into this area and at the same time developing the human capital particularly among the youth. This is in tandem with the government's objective to make Sarawak the richest state in Malaysia, he stressed. He was optimistic that in the next five years, foreign investments would continue to pour in and projected to reach RM10 billion.

To equip and prepare the youth, he

revealed that the government had initiated a special fund to help them to acquire technical skills. Hence, he advised the people to continue to co-operate and support the government's efforts in ensuring a continued development for mutual benefit.

- *Tree planting by Datu Haji Len Talif Salleh (2<sup>nd</sup> right)*

#### SUMMARY

- The vibrancy of Tanjung Manis continues to benefit the locals
- In the next five years, foreign investments would continue to pour in and projected to reach RM10 billion
- The government had initiated a special fund to help the youth to acquire technical skills



# INDIAWOOD 2012

STIDC made  
its first  
appearance in  
**INDIAWOOD  
2012**

**S**TIDC made its first appearance in INDIWOOD 2012 at Bangalore International Exhibition Centre on 10<sup>th</sup> – 14<sup>th</sup> February 2012. Its information booth among others provided information on the background of STIDC as well as the overview of the wood-based industry in Sarawak.

Throughout the show, overwhelming trade enquiries were received from potential entrepreneurs and buyers in India particularly among the medium and small scale furniture makers and woodworkers. Keen interest were shown on products such as Acacia sawn-timber, charcoal briquette and solid doors.

Visitors from New Delhi had also urged STIDC to organise regular promotional programmes on Sarawak's timber and timber products aside from participating in DELHIWOOD 2013 which will take place on 23<sup>rd</sup> – 26<sup>th</sup> February 2013 at Pragati Maidan, New Delhi. This is to facilitate them in establishing networking with their Sarawakian counterparts.

The show which entered its seventh consecutive year saw the participation of 550 exhibitors from 31 countries including the USA, China, Korea, Indonesia and several representatives from Malaysia. Growing in tandem with the development of the wood-based industry in India, this year's show attracted over 35,000 visitors.







- STIDC official attending to the visitors at the STIDC booth

The show served as a platform in promoting STIDC as well as the Sarawak's timber and timber products among the Indian consumers. The local industry players particularly the STIDC furniture vendors are urged to participate actively in this type of events in future in order to acquire a deeper insight into the latest technology on furniture machines and accessories apart from understanding the development of the wood-based sector in India.

#### **SUMMARY**

- Keen interest were shown on products such as Acacia sawn-timber, charcoal briquette and solid doors
- Visitors from New Delhi had also urged STIDC to organise regular promotional programmes on Sarawak's timber and timber products
- The local industry players particularly the STIDC furniture vendors are urged to participate actively in this type of events in future

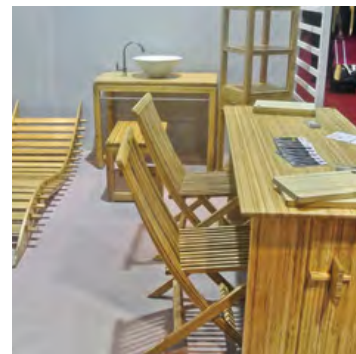






# MIFF, EFE

Furniture entrepreneurs from across the globe converged for the grand furniture shows at the **Malaysian International Furniture Fair 2012** and the **Export Furniture Exhibition 2012**



Once again furniture entrepreneurs from across the globe converged for the grand furniture shows at the Malaysian International Furniture Fair (MIFF) 2012 and the Export Furniture Exhibition (EFE) 2012 to source for the latest furniture products and accessories as well as to expand their markets and business networking.

MIFF 2012 was held at MATRADE Exhibition and Convention Centre as well as Putra World Trade Centre, Kuala Lumpur on 6<sup>th</sup>-10<sup>th</sup> March 2012. With a combined exhibition space of 75,000 square metres, it was participated by 500 furniture manufacturers and exporters from Malaysia, China, Taiwan, Indonesia, Hong Kong, Singapore, Thailand, South Korea, Australia,

the United States and Timor Leste.

Renowned as one of the top 10 furniture trade shows in the world, MIFF 2012 had enticed 20,000 visitors including over 6,000 buyers, investors and end-users from 140 countries. The show which entered its 18th consecutive year this year was projected to generate RM2.4 billion in sales compared with RM2.34 billion last year.

Meanwhile, EFE 2012 was held at the Malaysian Agro Exposition Park, Serdang on 7<sup>th</sup>-11<sup>th</sup> March 2012. Covering an area of over 80,000 square metres, the show had attracted more than 400 exhibitors from Malaysia, South Korea, China, Indonesia, Hong Kong, Singapore, Thailand, Australia and the United States.





This year which marked the eighth edition of EFE was a resounding success with over 11,000 visitors and buyers from all over the world including various trade delegations and purchasing groups. Dubbed as one of Asia's premier trade furniture exhibition, the five-day event was estimated to contribute RM800 million in sales.

As usual, STIDC did not miss the opportunity to participate in both shows, this time by opening the information booths on its roles as the leader and catalyst of the wood-based industry in Sarawak. The booths also featured samples of the commercial timber species and timber products in Sarawak, Sarawak's timber and timber products trade statistics as well as information on Legality Verification of Logs in Sarawak and Tanjung Manis Halal Hub.

Throughout the shows, overwhelming trade enquiries were received from the international industry players particularly on plywood, MDF, particleboard, logs and sawn-timber. Keen interests were also shown on Nibong (*Oncosperma tigillarum*) wood.

Judging at the sales performance of the shows, STIDC urged the furniture entrepreneurs in Sarawak particularly its vendors to participate in the similar events in future in order to showcase their products and designs to the international market. This is in line with the government's aspiration to help the Malaysian furniture entrepreneurs to be on par with their international counterparts.

Towards that end, it is vital for the local furniture entrepreneurs to work hard and invest in branding and marketing. At the same time, they must be innovative and creative particularly in terms of technology so as to enhance their manufacturing methods and competitiveness. Besides the need to go green and support sustainable development it is also crucial for them to understand the current market situation. This will help the furniture sector to contribute further to the economy.

Presently, Malaysia is the 10<sup>th</sup> largest exporter of furniture in the world and the third largest in Asia after the Republic of China and Vietnam. The national export value of wooden furniture for 2011 was RM6.2 billion. Timber industry in Malaysia is expected to generate RM53 billion by 2020 and with the support of the industry players this target is achievable.

In order to increase the national export figure, it is imperative for the local industry

players to take advantage of the regional and bilateral free trade agreements to expand their markets particularly among our member countries.

Likewise, they should take advantage of the various promotional activities carried out by the related authorities including MATRADE, the Ministry of Plantation Industries and Commodities, the Malaysian Timber Industry Board and the Malaysian Furniture Promotion Council in order to penetrate the international markets. Among the promotional activities organised by MATRADE is the specialised trade missions and seminars

Despite the concerted efforts made by the authorities to create a resilient furniture industry, the future of this industry also depends on the industry players. To achieve this objective, the industry players must support the government policies and activities and always strive for the best.

### SUMMARY

- It is vital for the local furniture entrepreneurs to work hard and invest in branding and marketing
- The local industry players should take advantage of the regional and bilateral free trade agreements to expand their markets
- The industry players must support the government policies and activities and always strive for the best

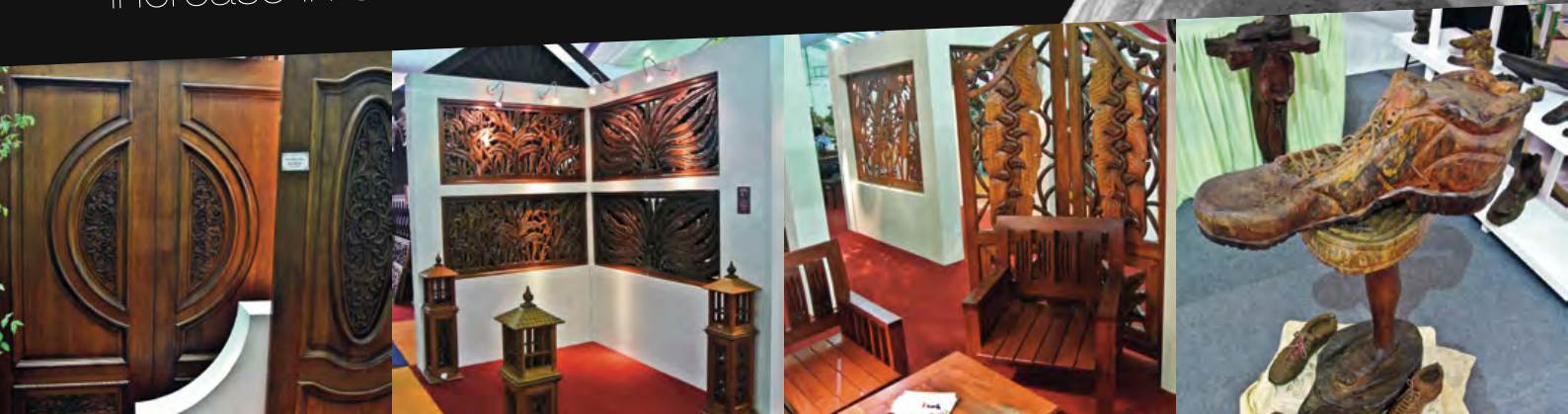






# WOODCARVING

**National Craft Day 2012** saw a steady increase in sales to RM30 million





**W**oodcarving is an art that reflects the characteristics of the persons and the communities who expressed themselves through their artworks. To some, this exquisite gift is acquired through inborn interest while others inherited it from past generations.



In Sarawak, this fine art comes in different motifs which often represent the varied composition of the state's population and cultures. The traditional woodcarving of the Malays is mainly two-out forms. The motifs are always floral based on real plants or simply imaginative renditions of the "awan larat" that is arrangement of motifs. The depiction of human or animal figures is involved in accordance with the Muslim religion-Islam. In urban areas, particularly Kuching, woodcarving with the Sarawak shield motifs are common in souvenir shops. The design motifs are similar to those drawn as tattoos on the necks, shoulders, arms, legs, backs or chests. The designs are composed of mythical animals and birds, inspirations adapted from the swirls of ferns, floral patterns and occasionally the human form. The shield is a cultural artifact used by most natives of Sarawak particularly among the Ibans, Bidayhs, Kenyahs, Kelabits, Kayans, etc. Sometimes woodcarving with decorative shield motif is done using Sarawak's hardest timber called belian (*Eusideroxylon zwageri*). The familiar flowing floral patterns which depict the head of Sarawak's biggest bird-hornbill are also seen on the woodcarving. This woodcarving of soft wood is mainly used as decoration on arches or long boats.

Since times immemorial, men continue to enjoy the benefits of woodcarving. As it appeals to many people, it makes an ideal choice for home embellishment. In addition, it adds value to the wooden products. Hence, when fully tapped it could become a lucrative business and contribute significantly to the economy.

Taking cognizance of this priceless heritage the government is concerting its efforts in leveraging this tradition to higher level. The annual National Craft Day which entered its tenth consecutive year this year is among the avenues initiated to promote woodcarving activities as well as to encourage the local woodcarving enthusiasts and to expand the market. This year's event which was held on 21<sup>st</sup> March – 2<sup>nd</sup> April 2012 in Kuala Lumpur saw a steady increase in sales to RM30 million.



Sudirman Gindau, a participant from Lundu, Sarawak is among the woodcarving enthusiasts who had never failed to seize the opportunity in marketing his products in this event since three years ago. To him, this is the best opportunity to keep abreast with the latest information on market trends and to expand networking with buyers. He noted that the show was worth joining as it helped to boost his sales. In view of this he will continue to participate in future show.

According to him, his passion for woodcarving was evident since childhood. Using belian (*Eusideroxylon zwageri*) wood he displays his carving skill on the products such as indoor and garden furniture aside from souvenir items like shields, statues and "keris". Presently he caters for domestic markets in Sarawak and the Peninsular Malaysia and aspires to meet the demands

from Japan and Korea. The prices of the products range from RM30.00 to RM25,000 each. Belian is his favourite wood due to its durability, availability and appearance.

On the challenges faced by the local woodcarvers, he asserted that they lagged behind because they go their separate way due to the absence of the local woodcarving association. As a result, their presence were not felt and their products unnoticed.

Sudirman's future plan is to continue to promote Belian woodcarving and the local motifs so as to project the image of Sarawak. In so doing, he hopes to position the state at the global map.

STIDC being the leader and catalyst of the wood-based industry in Sarawak supports the government's efforts in strengthening the woodcarving industry through various initiatives. A training school was established in Tanjung Manis New Township to provide woodcarving courses to the locals particularly the school leavers taking advantage of the continuous supply of raw materials and the local motifs. The school is equipped with modern facilities and full-time instructors. Trainees are also provided with free meals, uniforms and allowances. By providing the trainings STIDC helps to meet the needs of the local industry especially in terms of workforce. It also helps to prepare the new generation in securing employments and in sustaining the heritage.

#### **SUMMARY**

- Since times immemorial, men continue to enjoy the benefits of woodcarving
- The government is concerting its efforts in leveraging this tradition to higher level
- STIDC being the leader and catalyst of the wood-based industry in Sarawak supports the government's efforts in strengthening the woodcarving industry





# WOODCARVING COURSES







# STIDC offers competency certificate in Woodcarving Courses

**W**ith the corporate vision to be the leader and catalyst of the wood-based industry in Sarawak, STIDC plays its pivotal role in planning, co-ordinating and developing the industry towards optimum utilisation of the forest resources by encouraging downstream processing and products diversification.

In consonance with these objectives and the national vision 2020, STIDC is committed to developing skilled and capable human resources through trainings and courses.

Among the courses conducted in support of the said objective is Woodcarving. The course which receives overwhelming response particularly among the school leavers is divided into three modules. The first module aims to provide the participants with the basic understanding, knowledge and skill in furniture making and woodworking technique. During the 10-week period the participants are exposed with industrial work ethics, plant layout, safety and health, raw materials and adhesive, hand tools and work bench skill as well as basic woodworking machine. The second module which takes 11 weeks helps the participants to identify basic carving methodology and motifs. It

covers wood carving tools, carving design and motifs, carving drawing and souvenir carving. The third module aims to impart skills in woodcarving process based on calligraphy and ethnic group motif. The 15-week course emphasises on calligraphy carving, ethnic motif carving, product finishing, product costing and product packaging.

At the end of the third module the participants have the chance to undergo industrial training with the STIDC furniture vendors either at Kota Samarahan, Mukah, Bintulu or Miri divisions. Upon completion of their course they are awarded with competency certificate. The selected participants have the opportunity to pursue their study to diploma level at the National Craft Institute.

Presently, the trainings and courses are conducted at the STIDC training centre in Tanjung Manis. Besides full-time instructors, the centre is also equipped with state-of-the-art facilities such as hostel, administrative centre as well as sport and recreational centre. The participants are also provided with attractive allowance, uniform and meals.

Through this initiative STIDC not only helps to provide career path for the participants but at the same time meets the needs of the wood-based industry by providing skilled manpower. More importantly it helps the industry to compete in the open market.

## SUMMARY

- STIDC is committed to developing skilled and capable human resources
- Among the courses conducted in support of the said objective is Woodcarving
- Through this initiative STIDC not only helps to provide career path for the participants but at the same time meets the needs of the wood-based industry





JANUARY-MARCH

# 2012

## market performance

**S**arawak recorded a 17% growth to RM1.91 billion in the export of timber products for the first quarter of 2012 as compared to RM1.63 billion for the same period last year. The growth was due to the increase in demand for logs, plywood and sawntimber.

There were increased in the overall value of logs (14%), sawntimber (27%), plywood (18%), veneer (3%), laminated board (10%), moulding (28%), dowel (23%), fibreboard (19%) and woodchips (18%). However, there were respective decrease in the value of blockboard (100%) and particle board (15%)

Total export values of plywood, logs and sawn timber were RM1.0 billion @ 52%, RM502 millions @ 26% and RM 200 million@10% respectively. This had contributed 88% to the total export value of logs and timber products from the State since January until March, 2012. **(Table 1)**

### LOGS

The volume of logs increased by 22% to 954 thousand m3 from 784 thousand m3 and the value increased by 14% to RM502 million from RM439 million for the year 2012 in comparison with similar period of 2011. The average unit price of logs for the first quarter of 2012 was lower by 6% to RM526 from RM560 compared to that similar period in 2011

As usual, India remains the number one importer of the State's logs with the purchase of 655 thousand m3 and the value at RM343 million, followed by China (88 thousand m3, RM45 million) and Taiwan (86 thousand m3, RM47 million).

There was an increase by 29% in the volume of logs exported to India contributed 69% to the overall value of logs exported from January to March 2012 against that the corresponding period in 2011. Volumes of logs exported to China also increased by 31%. However, export of log to Taiwan decreased by 17% for the first quarter of 2012 against that of the corresponding period last year.

The top three importers were India, China and Taiwan had contributed 87% of the total exported volume and value of log from January to March 2012. **(Table 2)**

### SAWN TIMBER

The volume of sawntimber exported for the first quarter of 2012 increased by 24% to 221 thousand m3 from 178 thousand m3 and the value increased by 27% at RM199 million against that of RM157 million for the corresponding period in 2011. The average unit price of sawntimber for the first quarter of 2012 was higher by 3% to RM904 from RM882 compared to that similar period in 2011.

Thailand is still the traditional number one market for the State's sawntimber by purchasing 83 thousand m3 of the sawntimber with exported value at RM76 million, followed by Philippines (46 thousand m3, RM17 million) and Middle East (34 thousand m3, RM 41 million). Export volume of the sawntimber to Thailand increased by 55% compared to similar period of



the previous year. This was followed by Philippines and Middle East which increased by 59% and 12% respectively.

Export of sawntimber to Thailand, Philippines and Middle East constituted 73% of the total volume and contributed 67% to the overall export value of sawntimber for January to March 2012.

**(Table 3)**

## PLYWOOD

The volume of plywood exported for the first three months of 2012 increased by 10% to 644 thousand m3 from 588 thousand m3 and the value also increased by 18% to RM1.0 billion from RM848 million compared to that of the corresponding period last year. The average unit price of plywood for the first quarter of 2012 was higher by 3% to RM904 from RM882 compared to that similar period in 2011.

Japan remains the number one importer of the States' plywood with purchase of 346 thousand m3 with total value at RM567 million, followed by Middle East (90 thousand m3, RM122 million) and Korea (82 thousand m3, RM106 million).

Export volume of plywood to Japan and Middle East increased by 16% and 56% respectively. However, export volume to Korea decreased by 10% for January to March 2012 compared to similar period of the previous year.

Export of plywood to Japan, Middle East and Korea constituted 80% of the total volume and contributed 79% to the overall value of plywood for January to March 2012. **(Table 4)**

## OTHER TIMBER PRODUCTS

Export value of other timber products which included dowels, mouldings, particle board, laminated veneer lumber, veneer,

fibreboard, block board, laminated board, woodchips and other timber product was RM208 million from January to March 2012, contributed 11% of the overall value of logs and timber products. There was an increase in exported values of these products by 11% in comparison with similar period in 2011.

There were respective decrease in export volumes of veneer (3%), laminated board (2%), dowel (3%), fibreboard (9%), blockboard (100%) and particle board (27%) and woodchip (23%) for January to March 2012 compared to the same period last year. In spite of the overall decrease in export volume, there was increase for moulding by 9% compared with corresponding period in 2012. **(Table 5, 6, 7, 8, 9 & 10)**

## FUTURE OUTLOOK

This year, the government, through the Sarawak Timber Industry Development Corporation (STIDC) and collaboration with other agencies have successfully organized "Sarawak Investment and Timber Trade Mission" (Misi Pelaburan dan Jualan Kayu Sarawak) to South Korea in January and India in March 2012. The mission received encouraging response from importers and buyers from the respective countries where around RM41 million in trade had been received.

Second Minister of Resource Planning and Environment Datuk Amar Awang Tengah Ali Hassan in his winding up speech at the State Legislative Assembly (DUN) sitting pointed out that, the government constantly encouraged the timber industry to strengthen its position in the international market.

On the other hand, Sarawak has the potential to be the country's top contributor of furniture for export because it is a major producer of tropical timber and timber products.

Minister of Natural Resources and

Environment Dato Sri Douglas Uggah Embas said his ministry would help the state achieve this status by 2020.

He stressed that this vision could be achieved if furniture manufacturers produce value-added products with local traditional ethnic identity for an international niche market.

Furniture manufacturers and related industry players in the state must move forward to fully embrace change and explore the various available technologies, expertise, incentives and new materials to enhance design and quality for export. In addition, they must take a serious view of the trade barriers and requirements for green products resulting from concerns over environmental issues, especially the conservation and sustainability of biodiversity and forest resources.

At this point, the Forest Research Institute of Malaysia (FRIM) has the expertise, experience and facilities for the research and development of the commercialization of furniture and other forestry products to offer assistance to the industry players.

There is a good future for the furniture market due to increasing international demand. However, the country's furniture industry faced competition challenges from countries like China, Indonesia and Vietnam. To overcome such challenges, National Timber Industry Policy (NATIP) underlined various strategies for the transformation of the wood-based industry, including the furniture industry.

The target for this policy is to reduce the export of premier wood products such as log, sawntimber and plywood to 40% and at the same time to increase the value-added downstream products such as furniture and building components to 60% by the year 2020.

Under NATIP, FRIM has been entrusted with the responsibility to lead a committee which would focus on innovation and technology. (Source: The Borneo Post)



# trade statistics

## sarawak


**TABLE 1**

EXPORT SUMMARY OF TIMBER AND TIMBER PRODUCTS FROM SARAWAK

PRODUCTS	2012 <sup>e</sup> January - March			2011 <sup>e</sup> January - March			% Change 2012 / 2011	
	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume	Value
LOG	953,584	501,991	26.25	783,811	438,873	26.92	21.66	14.38
SAWNTIMBER	220,532	199,435	10.43	177,601	156,596	9.61	24.17	27.36
PLYWOOD	644,162	1,002,804	52.44	588,152	848,129	52.02	9.52	18.24
VENEER	53,346	62,218	3.25	54,973	60,251	3.70	(2.96)	3.26
LAMINATED BOARD / FLOORING	5,040	12,385	0.65	5,161	11,223	0.69	(2.34)	10.35
MOULDING	2,097	5,035	0.26	1,923	3,931	0.24	9.04	28.08
DOWEL	284	1,208	0.06	293	979	0.06	(3.06)	23.39
FIBREBOARD	47,155	76,828	4.02	51,865	64,748	3.97	(9.08)	18.66
BLOCKBOARD	-	-	-	132	159	0.01	(100.00)	(100.00)
PARTICLE BOARD	24,961	13,485	0.71	34,297	15,860	0.97	(27.22)	(14.97)
OTHER PRODUCTS	23,340	30,801	1.61	16,796	24,552	1.51	38.96	25.45
WOODCHIP [Tonne]	32,300	5,919	0.31	42,038	5,012	0.31	(23.16)	18.10
<b>TOTAL (M<sup>3</sup>) (RM)</b>	<b>1,974,501</b>	<b>1,912,109</b>	<b>100</b>	<b>1,715,004</b>	<b>1,630,313</b>	<b>100</b>	<b>15.13</b>	<b>17.28</b>

**\*OTHER TIMBER PRODUCTS:**

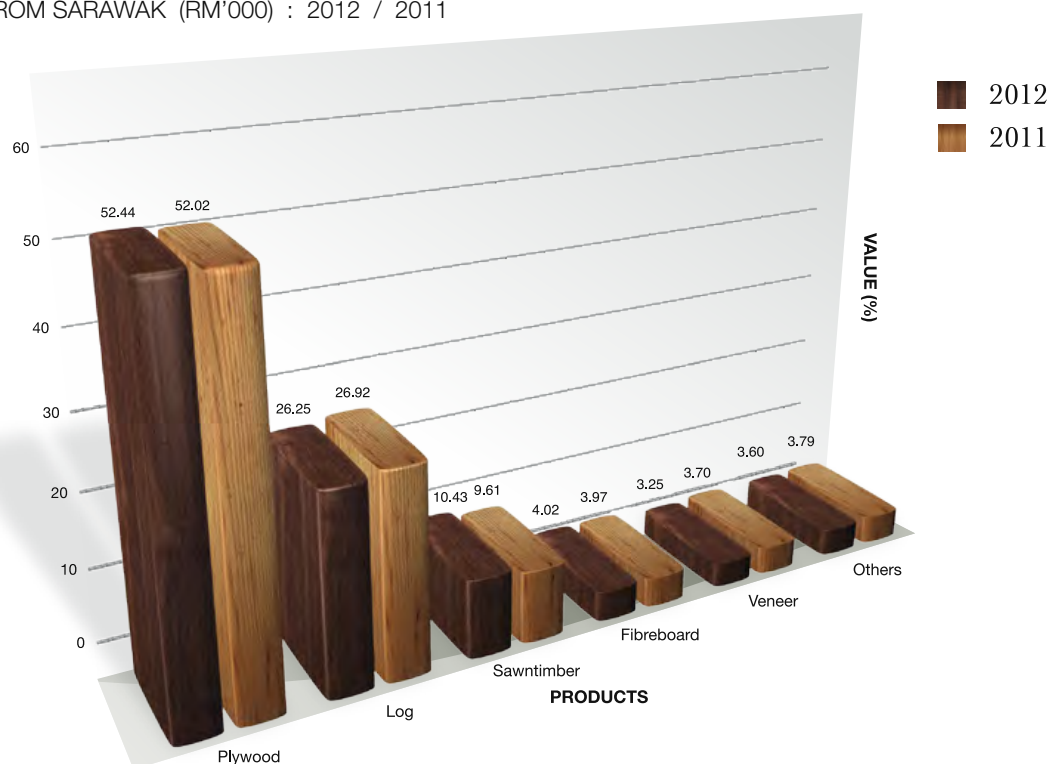
- Chopping board
- Densified wood
- Door & door frames
- Finger jointed
- Furniture and furniture parts
- Laminated beam
- Laminated post
- Laminated Veneer Lumber (LVL)
- Parquet flooring
- Railways sleepers
- Wooden fences
- Wooden gates
- Wooden pallet
- Wooden pegs & stakes
- Wooden pellet

**Notes:**

- Fibreboard include MDF and HDF
- Total of volume (m3) does not includes woodchips (tonne)
- a = annual & total include application/permit to transport goods within the Federation [Customs Declaration Form No.3 (CDF3)]
- e = estimate & total does not include application/permit to transport goods within the Federation [Customs Declaration Form No.3 (CDF3)]

**EXPORT VALUE OF MAJOR TIMBER & TIMBER PRODUCTS**

FROM SARAWAK (RM'000) : 2012 / 2011



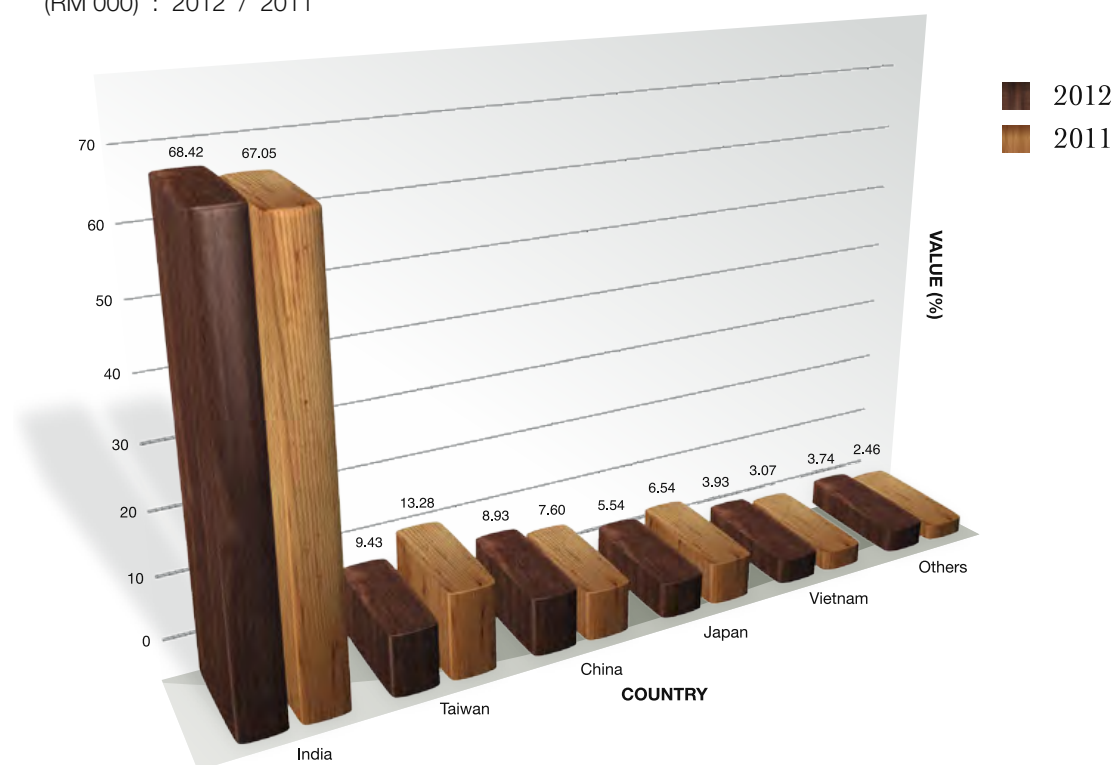


**TABLE 2**  
EXPORT OF LOG BY COUNTRY OF DESTINATIONS

DESTINATIONS	2012 <sup>e</sup> January - March			2011 <sup>e</sup> January - March			% Change 2012 / 2011	
	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume	Value
INDIA	654,994	343,459	68.42	506,169	294,276	67.05	29.40	16.71
CHINA	87,795	44,846	8.93	66,901	33,344	7.60	31.23	34.49
TAIWAN	85,833	47,341	9.43	103,438	58,302	13.28	(17.02)	(18.80)
VIETNAM	49,251	19,745	3.93	32,162	13,462	3.07	53.13	46.67
JAPAN	44,802	27,834	5.54	51,822	28,712	6.54	(13.55)	(3.06)
KOREA	18,358	10,565	2.10	12,535	5,981	1.36	46.45	76.64
PHILIPPINES	6,385	3,050	0.61	-	-	-	100.00	100.00
THAILAND	5,400	4,182	0.83	6,520	3,555	0.81	(17.17)	17.64
PAKISTAN	766	969	0.19	308	327	0.07	148.64	196.33
INDONESIA	-	-	-	3,956	914	0.208260704	(100.00)	(100.00)
<b>TOTAL</b>	<b>953,584</b>	<b>501,991</b>	<b>100</b>	<b>783,811</b>	<b>438,873</b>	<b>100</b>	<b>21.66</b>	<b>14.38</b>

**EXPORT VALUE OF LOG TO MAJOR DESTINATIONS**

(RM'000) : 2012 / 2011







**TABLE 3**  
EXPORT OF SAWN TIMBER BY COUNTRY OF DESTINATIONS

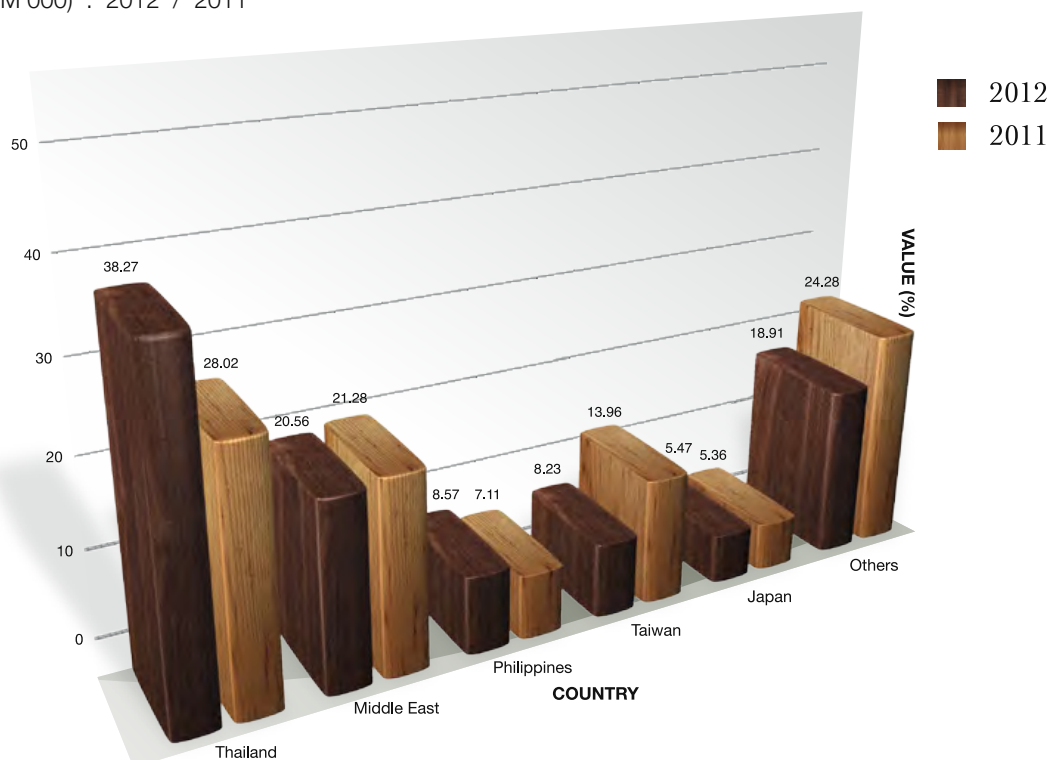
DESTINATIONS	2012 <sup>e</sup> January - March			2011 <sup>e</sup> January - March			% Change 2012 / 2011	
	Volume (M³)	FOB Value (RM'000)	Value %	Volume (M³)	FOB Value (RM'000)	Value %	Volume	Value
THAILAND	82,690	76,316	38.27	53,253	43,884	28.02	55.28	73.90
PHILIPPINES	45,585	17,084	8.57	28,693	11,127	7.11	58.87	53.54
MIDDLE EAST	33,695	40,995	20.56	30,124	33,317	21.28	11.86	23.05
TAIWAN	18,596	16,404	8.23	23,788	21,858	13.96	(21.83)	(24.95)
SINGAPORE	10,151	9,903	4.97	8,431	8,007	5.11	20.40	23.68
KOREA	7,336	8,974	4.50	5,283	5,016	3.20	38.87	78.91
JAPAN	5,884	10,914	5.47	5,281	8,390	5.36	11.42	30.08
CHINA	4,539	4,352	2.18	6,727	5,785	3.69	(32.52)	(24.77)
SOUTH AFRICA	3,728	4,104	2.06	3,797	4,246	2.71	(1.81)	(3.34)
SRI LANKA	2,374	3,555	1.78	3,272	4,151	2.65	(27.45)	(14.36)
OTHERS*	5,953	6,834	3.43	8,953	10,815	6.91	(33.51)	(36.81)
<b>TOTAL</b>	<b>220,532</b>	<b>199,435</b>	<b>100</b>	<b>177,601</b>	<b>156,596</b>	<b>100</b>	<b>24.17</b>	<b>27.36</b>

**\*OTHER DESTINATION:**

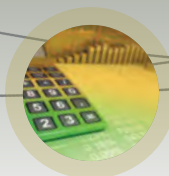
- AUSTRALIA
- BELGIUM
- BRUNEI
- FRANCE
- HONG KONG
- INDIA
- INDONESIA
- MALDIVES
- MAURITIUS
- NETHERLANDS
- REUNION
- SEYCHELLES
- UNITED KINGDOM
- UNITED STATES
- VIETNAM
- within MALAYSIA (Peninsular & Sabah)

**EXPORT VALUE OF SAWN TIMBER TO MAJOR DESTINATIONS**

(RM'000) : 2012 / 2011







**TABLE 4**  
EXPORT OF PLYWOOD BY COUNTRY OF DESTINATIONS

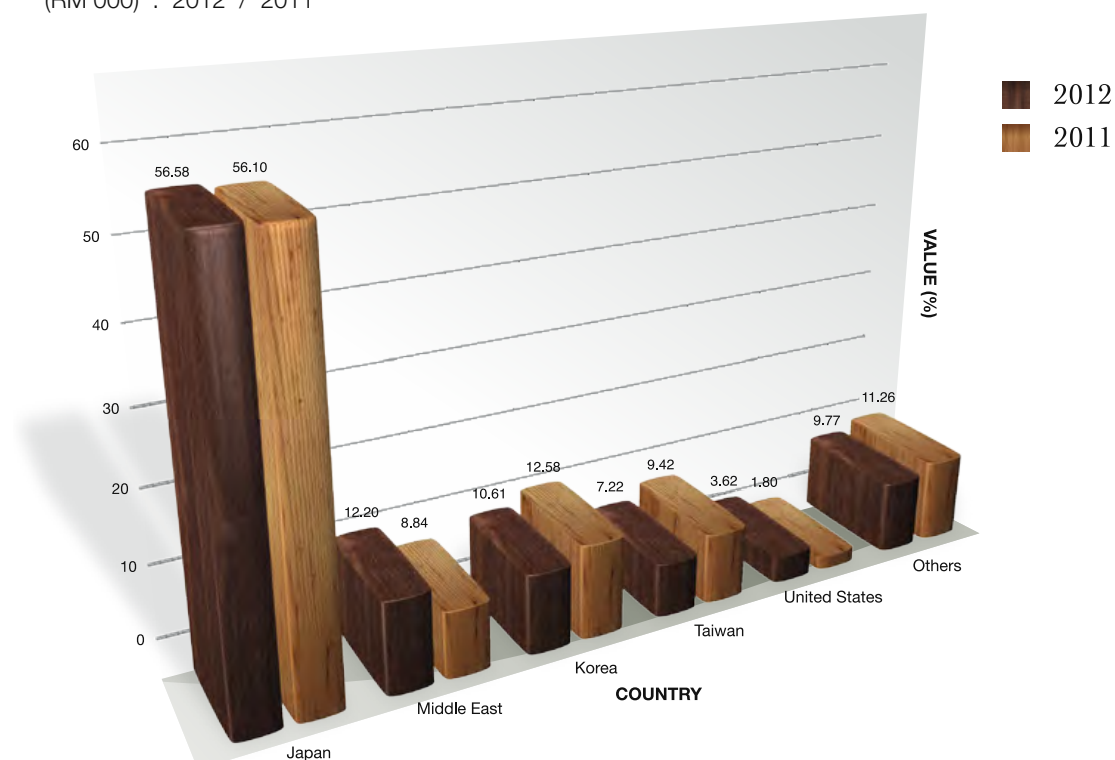
DESTINATIONS	2012 <sup>e</sup> January - March			2011 <sup>e</sup> January - March			% Change 2012 / 2011	
	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume	Value
JAPAN	345,933	567,403	56.58	297,162	475,835	56.10	16.41	19.24
MIDDLE EAST	90,328	122,324	12.20	57,769	74,977	8.84	56.36	63.15
KOREA	82,199	106,426	10.61	91,529	106,685	12.58	(10.19)	(0.24)
TAIWAN	51,589	72,367	7.22	66,046	79,865	9.42	(21.89)	(9.39)
CHINA	18,445	32,319	3.22	12,855	17,651	2.08	43.48	83.10
UNITED STATES	16,030	36,328	3.62	10,577	15,236	1.80	51.55	138.44
PHILIPPINES	13,106	21,904	2.18	17,870	26,313	3.10	(26.66)	(16.76)
HONG KONG	6,947	10,202	1.02	11,172	14,113	1.66	(37.82)	(27.71)
SINGAPORE	4,434	5,917	0.59	3,796	4,307	0.51	16.81	37.38
EU	2,645	5,696	0.57	695	1,224	0.14	280.36	365.36
OTHERS*	12,506	21,918	2.19	18,680	31,923	3.76	(33.05)	(31.34)
<b>TOTAL</b>	<b>644,162</b>	<b>1,002,804</b>	<b>100</b>	<b>588,152</b>	<b>848,129</b>	<b>100</b>	<b>9.52</b>	<b>18.24</b>

**\*OTHER DESTINATION:**

- AUSTRALIA
- BRUNEI
- CANADA
- INDIA
- INDONESIA
- LIBERIA
- MALDIVES
- MAURITIUS
- MEXICO
- NEW ZEALAND
- SOUTH AFRICA
- SRI LANKA
- THAILAND
- VIETNAM

**EXPORT VALUE OF PLYWOOD TO MAJOR DESTINATIONS**

(RM'000) : 2012 / 2011



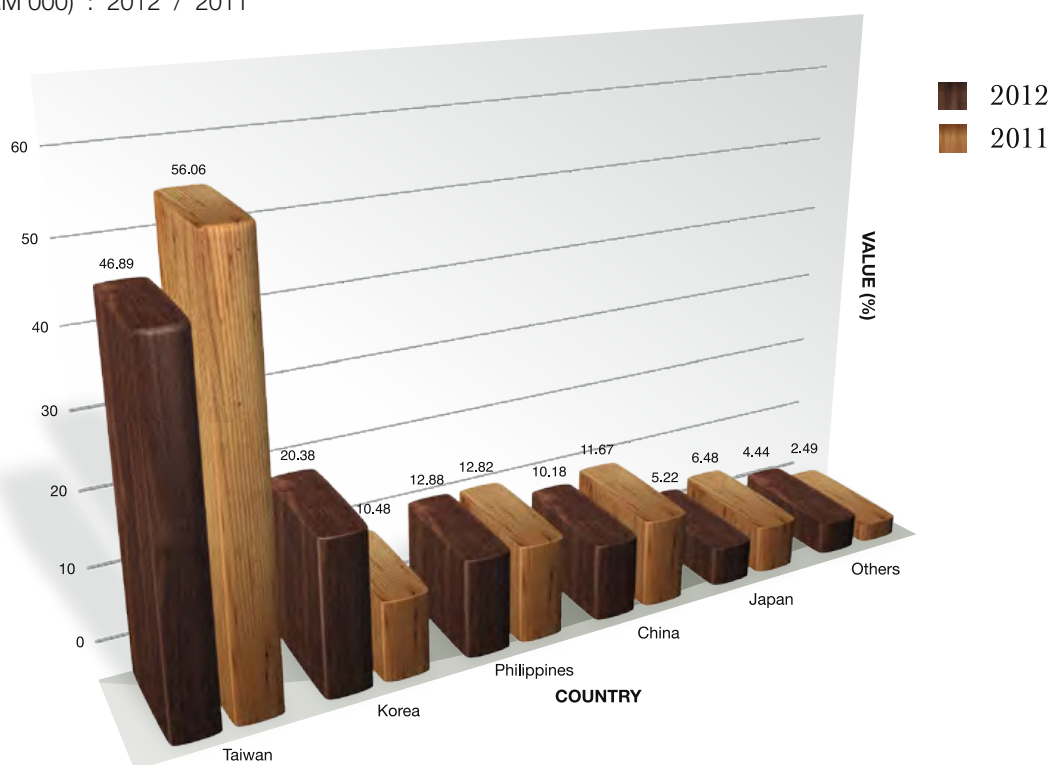




**TABLE 5**  
EXPORT OF VENEER BY COUNTRY OF DESTINATIONS

DESTINATIONS	2012 <sup>e</sup> January - March			2011 <sup>e</sup> January - March			% Change 2012 / 2011	
	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume	Value
TAIWAN	24,953	29,177	46.89	30,472	33,778	56.06	(18.11)	(13.62)
KOREA	11,731	12,681	20.38	6,085	6,312	10.48	92.78	100.90
CHINA	7,234	6,336	10.18	8,587	7,031	11.67	(15.75)	(9.88)
PHILIPPINES	5,506	8,012	12.88	6,816	7,726	12.82	(19.22)	3.70
JAPAN	1,858	3,249	5.22	2,473	3,903	6.48	(24.86)	(16.76)
THAILAND	1,574	1,325	2.13	-	-	-	100.00	100.00
AUSTRALIA	261	1,225	1.97	520	1,485	2.46	(49.71)	(17.51)
VIETNAM	213	202	0.32	-	-	-	100.00	100.00
SINGAPORE	17	11	0.02	21	16	0.03	(18.67)	(31.25)
<b>TOTAL</b>	<b>53,346</b>	<b>62,218</b>	<b>100</b>	<b>54,973</b>	<b>60,251</b>	<b>100</b>	<b>(2.96)</b>	<b>3.26</b>

**EXPORT VALUE OF VENEER TO MAJOR DESTINATIONS**  
(RM'000) : 2012 / 2011





**TABLE 6****EXPORT OF LAMINATED BOARD/FLOORING BY COUNTRY OF DESTINATIONS**

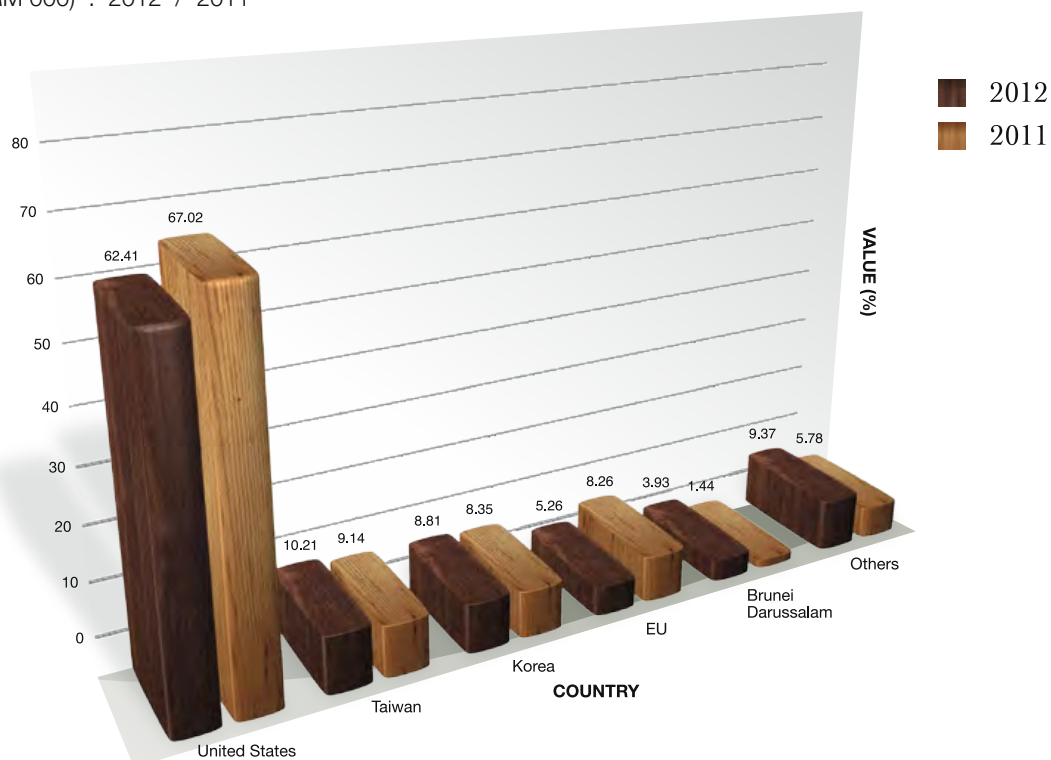
DESTINATIONS	2012 <sup>e</sup> January - March			2011 <sup>e</sup> January - March			% Change 2012 / 2011	
	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume	Value
UNITED STATES	2,343	7,730	62.41	2,706	7,522	67.02	(13.41)	2.77
TAIWAN	1,223	1,265	10.21	1,031	1,026	9.14	18.64	23.29
KOREA	741	1,091	8.81	765	937	8.35	(3.14)	16.44
EU	217	652	5.26	328	927	8.26	(33.82)	(29.67)
BRUNEI DARUSSALAM	149	487	3.93	65	162	1.44	129.48	200.62
AUSTRALIA	87	389	3.14	-	-	-	100.00	100.00
THAILAND	66	157	1.27	135	282	2.51	(50.99)	(44.33)
INDONESIA	53	152	1.23	-	-	-	100.00	100.00
JAPAN	40	128	1.03	76	207	1.84	(46.91)	(38.16)
CANADA	40	117	0.94	-	-	-	100.00	100.00
OTHERS*	82	217	1.75	56	160	1.43	46.11	35.63
<b>TOTAL</b>	<b>5,040</b>	<b>12,385</b>	<b>100</b>	<b>5,161</b>	<b>11,223</b>	<b>100</b>	<b>(2.34)</b>	<b>10.35</b>

**\*OTHER DESTINATION:**

- CHINA
- SINGAPORE
- TURKEY
- VIETNAM

**EXPORT VALUE OF LAMINATED BOARD/FLOORING TO MAJOR DESTINATIONS**

(RM'000) : 2012 / 2011





**TABLE 7**  
EXPORT OF MOULDING BY COUNTRY OF DESTINATIONS

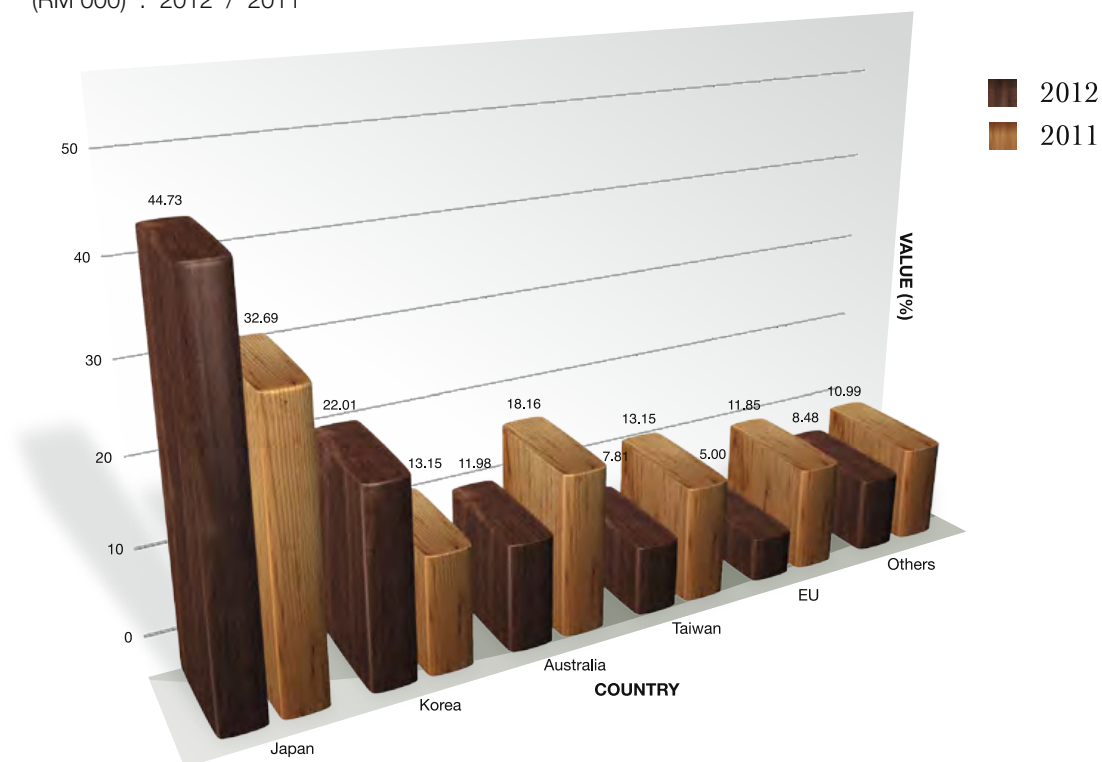
DESTINATIONS	2012 <sup>e</sup> January - March			2011 <sup>e</sup> January - March			% Change 2012 / 2011	
	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume	Value
JAPAN	992	2,252	44.73	732	1,285	32.69	35.61	75.25
KOREA	514	1,108	22.01	255	517	13.15	101.91	114.31
AUSTRALIA	218	603	11.98	282	714	18.16	(22.76)	(15.55)
EU	130	252	5.00	215	466	11.85	(39.75)	(45.92)
TAIWAN	126	393	7.81	184	517	13.15	(31.88)	(23.98)
SOUTH AFRICA	39	70	1.39	42	75	1.91	(5.81)	(6.67)
CANADA	24	115	2.28	24	92	2.34	(0.00)	25.00
UNITED STATES	21	133	2.64	30	87	2.21	(29.04)	52.87
NEW ZEALAND	19	89	1.77	-	-	-	100.00	100.00
SINGAPORE	15	20	0.40	56	53	1.35	(73.29)	(62.26)
OTHERS*	-	-	-	104	125	3.18	(100.00)	(100.00)
<b>TOTAL</b>	<b>2,097</b>	<b>5,035</b>	<b>100</b>	<b>1,923</b>	<b>3,931</b>	<b>100</b>	<b>9.04</b>	<b>28.08</b>

**\*OTHER DESTINATION:**

- INDIA
- MAURITIUS
- SEYCHELLES
- TURKEY

**EXPORT VALUE OF MOULDING TO MAJOR DESTINATIONS**

(RM'000) : 2012 / 2011



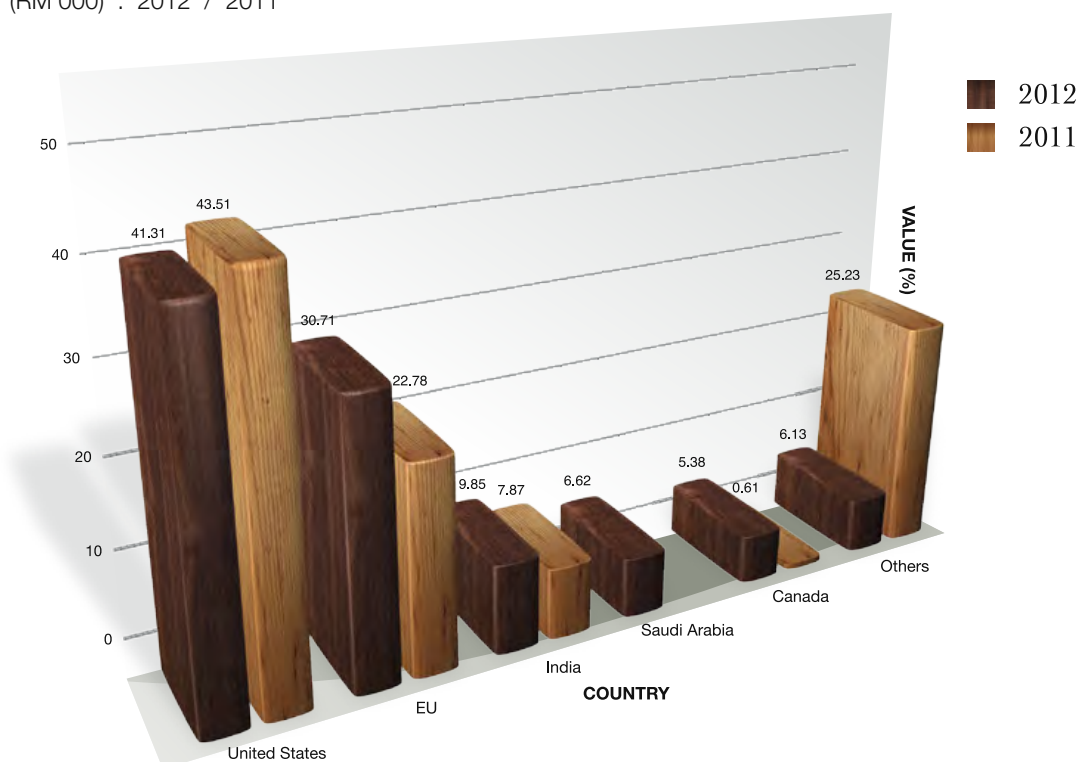


**TABLE 8**  
EXPORT OF DOWEL BY COUNTRY OF DESTINATIONS

DESTINATIONS	2012 <sup>e</sup> January - March			2011 <sup>e</sup> January - March			% Change 2012 / 2011	
	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume	Value
UNITED STATES	91	499	41.31	128	426	43.51	(29.11)	17.14
EU	76	371	30.71	57	223	22.78	32.09	66.37
SAUDI ARABIA	37	80	6.62	-	-	-	100.00	100.00
INDIA	33	119	9.85	17	77	7.87	86.87	54.55
CANADA	23	65	5.38	2	6	0.61	1278.11	983.33
SOUTH AFRICA	20	53	4.39	-	-	-	100.00	100.00
JAPAN	4	21	1.74	-	-	-	100.00	100.00
AUSTRALIA	-	-	-	71	174	17.77	(100.00)	(100.00)
SWITZERLAND	-	-	-	17	73	7.46	(100.00)	(100.00)
<b>TOTAL</b>	<b>284</b>	<b>1,208</b>	<b>100</b>	<b>293</b>	<b>979</b>	<b>100</b>	<b>(3.06)</b>	<b>23.39</b>

**EXPORT VALUE OF DOWEL TO MAJOR DESTINATIONS**

(RM'000) : 2012 / 2011





**TABLE 9**  
EXPORT OF FIBREBOARD BY COUNTRY OF DESTINATIONS

DESTINATIONS	2012 <sup>e</sup> January - March			2011 <sup>e</sup> January - March			% Change 2012 / 2011	
	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume	Value
JAPAN	39,304	67,012	87.22	35,586	50,142	77.44	10.45	33.64
INDONESIA	3,814	4,655	6.06	5,292	4,609	7.12	(27.93)	1.00
PHILIPPINES	2,526	2,975	3.87	3,326	2,854	4.41	(24.05)	4.24
TAIWAN	768	1,163	1.51	1,276	1,225	1.89	(39.80)	(5.06)
BRUNEI DARUSSALAM	324	329	0.43	434	360	0.56	(25.29)	(8.61)
NETHERLANDS	229	445	0.58	464	760	1.17	(50.51)	(41.45)
CHINA	177	223	0.29	855	786	1.21	(79.33)	(71.63)
AUSTRALIA	12	26	0.03	75	105	0.16	(83.49)	(75.24)
INDIA	-	-	-	625	451	0.70	(100.00)	(100.00)
KOREA	-	-	-	379	218	0.34	(100.00)	(100.00)
OTHERS*	-	-	-	3,554	3,238	5.00	(100.00)	(100.00)
<b>TOTAL</b>	<b>47,155</b>	<b>76,828</b>	<b>100</b>	<b>51,865</b>	<b>64,748</b>	<b>100</b>	<b>(9.08)</b>	<b>18.66</b>

**\*OTHER DESTINATION:**

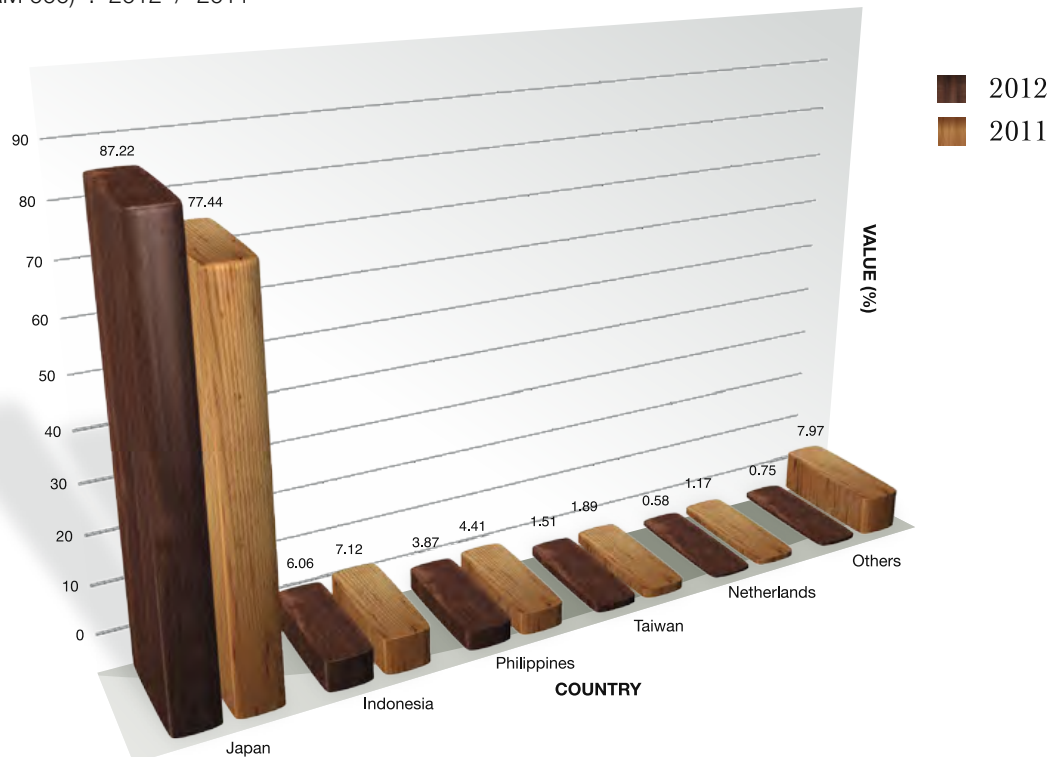
- SINGAPORE
- SOUTH AFRICA
- THAILAND
- VIETNAM

**Notes:**

- Fibreboard include MDF and HDF

**EXPORT VALUE OF FIBREBOARD TO MAJOR DESTINATIONS**

(RM'000) : 2012 / 2011



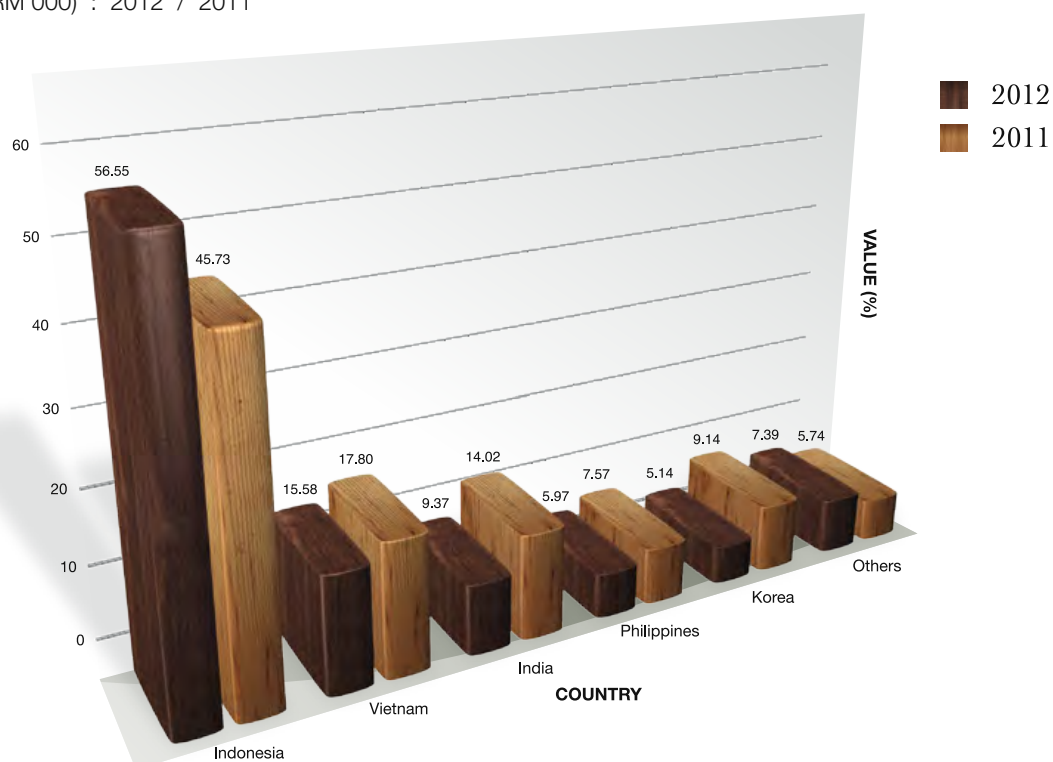


**TABLE 10****EXPORT OF PARTICLE BOARD BY COUNTRY OF DESTINATIONS**

DESTINATIONS	2012 <sup>e</sup> January - March			2011 <sup>e</sup> January - March			% Change 2012 / 2011	
	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume (M <sup>3</sup> )	FOB Value (RM'000)	Value %	Volume	Value
INDONESIA	14,366	7,626	56.55	15,832	7,252	45.73	(9.26)	5.16
VIETNAM	4,093	2,101	15.58	6,615	2,823	17.80	(38.12)	(25.58)
INDIA	2,433	1,263	9.37	4,743	2,223	14.02	(48.69)	(43.18)
PHILIPPINES	1,372	805	5.97	2,465	1,201	7.57	(44.35)	(32.97)
KOREA	1,146	693	5.14	2,589	1,450	9.14	(55.74)	(52.21)
CHINA	489	323	2.40	230	163	1.03	112.20	98.16
BRUNEI	427	226	1.68	856	393	2.48	(50.04)	(42.49)
JAPAN	328	195	1.45	461	238	1.50	(28.96)	(18.07)
YEMEN	305	252	1.87	-	-	-	100.00	100.00
SINGAPORE	2	1	0.01	-	-	-	100.00	100.00
BANGLADESH	-	-	-	506	117	0.74	(100.00)	(100.00)
<b>TOTAL</b>	<b>24,961</b>	<b>13,485</b>	<b>100</b>	<b>34,297</b>	<b>15,860</b>	<b>100</b>	<b>(27.22)</b>	<b>(14.97)</b>

**EXPORT VALUE OF PARTICLE BOARD TO MAJOR DESTINATIONS**

(RM'000) : 2012 / 2011





# MTC GLOBAL WOODMART 2012: SPACE 70% SOLD!

Southeast Asia's premier timber trading platform gathers steam

Following a highly successful debut in 2010 in Kuala Lumpur, the **MTC Global WoodMart (MGW/** [www.globalwoodmart.my](http://www.globalwoodmart.my)) will once again take centre-stage at the Kuala Lumpur Convention Centre on **4<sup>th</sup> – 6<sup>th</sup> October 2012**, providing a premier one-stop selling, buying and networking platform for local and international temperate, boreal and tropical timber suppliers and buyers. Products featured are logs, sawn timber, plywood and panel products, wooden flooring, wooden decking, doors and windows, mouldings and furniture components.

The **American Hardwood Export Council** ([www.ahec.com](http://www.ahec.com)) and **FrenchTimber** ([www.frenchtimber.com](http://www.frenchtimber.com)) are partner organizations for the show.

Malaysian entities that will repeat their presence at MGW 2012 include Ah Hai Industries Sdn Bhd, APP Timber Sdn Bhd, Java Berhad, Lionex (M) Sdn Bhd, Low Fatt Wood Industries Sdn Bhd, Malaysian Timber Certification Council, Professional Surfaces Sdn Bhd, Victory Enterprise Sdn Bhd, Vin-Forest Industries Sdn Bhd, Kronoloc Industries Sdn Bhd and the Malaysian Timber Industry Board. There will also be representation from the Malaysian Wood Industries Association, Timber Exporters' Association of Malaysia and the Malaysian Timber Association.

There will also be a strong presence from Sarawak with participation of key players like Samling, Shin Yang, Subur Tiasa and Ta Ann. The first ever Sarawak Pavilion at MGW 2012 with a confirmed space of 108 sq m will be coordinated by the Sarawak Timber Industry Development Corporation (STIDC) and Sarawak Timber Association (STA).

AHEC has increased the size of their booth from 36 sq m in 2010 to 126 sq m for MGW 2012. Its members that will be participating are Baillie, Bridgewell Resources LLC, Graf Brothers, HSEG, Nina Company LLC, Northland Corporation, Robinson Lumber Company, Snowbelt Hardwoods Inc, Somerset Wood Products, Sonoking Corporation, Missouri Walnut. In fact, AHEC now has a waiting list for the space that it has booked at MGW 2012. The US-based International Wood Products Association will also be participating under the AHEC banner.

FrenchTimber's members who have confirmed their participation include Eurochene, Ducerf, Groupe Lefebvre and Saint-Loubert. FrenchTimber has also increased their booth size from 36 sq m to 54 sq m.

Programme for the Endorsement of Certification schemes will be taking up a booth for the first time.

MGW 2012 is set to repeat the success of its debut show in 2010, whose figures speak for themselves:

- Attracted 108 exhibitors from more than 20 countries including Australia, Brazil, Canada, China, France, Germany, India, New Zealand, South Korea, the UAE, UK and USA;
- A small but very focused show, attracting over 2,000 trade buyers from 50 countries with sizeable representations from Japan, the Netherlands, China, India, Singapore, Thailand and the UAE;
- 84% of the visitors were in management, decision-making roles, purchasing, planning, production and sales;
- 82% of the exhibitors rated the MGW as good/excellent compared to other trade shows;
- 92% of the exhibitors rated the quality and quantity of trade visitors as having met/exceeded their expectations.

Apart from facilitating business among local and overseas suppliers, agents, distributors, importers, manufacturers, wholesalers and others in the supply chain, the MGW 2012 also aims to promote and encourage the wider application and use of timber from Malaysian and international sources.

## About MTC

The Malaysian Timber Council (MTC) was established in January 1992 to promote the development and growth of the Malaysian timber industry. MTC's main objectives are to promote the Malaysian timber trade and develop the market for timber products globally, to promote the development of the industry by upgrading the industry's manufacturing technology base, to augment the supply of raw materials, to provide information services and safeguard the Malaysian timber industry's global image. Further information on the Council's activities can be obtained from [www.mtc.com.my](http://www.mtc.com.my).





# MTC GLOBAL WoodMart

## 4-6 October 2012

Kuala Lumpur Convention Centre, MALAYSIA

## Your Gateway to International Wood Markets

A "One-Stop Selling and Buying" platform for all suppliers and buyers of timber, timber products and related services.

### Exhibit Profile

Sawntimber, plywood, mouldings, MDF, laminated scantlings, flooring, decking, doors, windows, BCJ, furniture components, garden furniture and glue-laminated timber.

### Booth Types

- Type 1 RM13,500 (USD4,820) per 9 sqm booth
- Type 2 RM11,250 (USD4,020) per 9 sqm booth
- Type 3 RM9,750 (USD3,480) per 9 sqm booth

**Register online at:**  
[www.globalwoodmart.my](http://www.globalwoodmart.my)

### Or contact:

FAIRS CONNECTION SDN BHD

T +60 3 7803 2276 F +60 3 7803 3276

E [cyfong@edaranfas.com](mailto:cyfong@edaranfas.com) /  
[fairsconnection@edaranfas.com](mailto:fairsconnection@edaranfas.com)

**SPACE  
70%  
SOLD!**

### Views from Exhibitors & Visitors of MTC Global WoodMart 2010

**"The exhibition seems to be thriving with visitors from all over the world."**

*Robin Learmount, Wellwood Ltd. UK*

**"Our members are very happy with the quality of trade enquiries received."**

*John Chan, American Hardwood Export Council, USA.*

**"This is a good representation and it's very encouraging, especially to see more international companies and diverse products showcased."**

*Ron Moon, Arch Wood Protection (NZ) Ltd., New Zealand.*

**"We have found this show to be a really first class operation."**

*Toto Robinson, Robinson Lumber Company, USA.*

**"It's really good. I like it. I could find good suppliers."**

*Mehdi Askari Rad, Socan Sanat Pars, Iran, Wellwood Ltd. UK*

Official partner organisations:

Endorsed by:



Malaysia  
External Trade  
Development  
Corporation

Official trade media partners:



timber + DESIGN  
INTERNATIONAL

WOODNEWS  
India's premier woodworking magazine



Organised by:



**MALAYSIAN TIMBER COUNCIL**  
[www.mtc.com.my](http://www.mtc.com.my)

Supported by:

- Malaysian Wood Industries Association
- Timber Exporters' Association of Malaysia
- Malaysian Panel-Products Manufacturers' Association
- Malaysian Wood Moulding & Joinery Council
- Malaysian Furniture Industry Council
- Association of Malaysian Bumiputra Timber & Furniture Entrepreneurs



## SARAWAK FURNITURE HOME EXPO 2012 时尚家居博览会

**JULY 5 - 8**

10:00am - 10:00pm

### Permata Exhibition Halls

Level 5, Permata Carpark Building,  
Off Padungan Road, 93100 Kuching,  
Sarawak, Malaysia.

## EXPOPROFILE

The Furniture & Home Expo 2012 organized by the Sarawak Furniture Industry Association is an annual expo highlighting the finest that the furniture sector and industry has to offer. It features top quality showcases by exhibitors from the Sarawak Furniture Industry alongside nationwide supporting and related industries.

This 4 day expo takes pride in being the largest of its kind in Sarawak. The continued success of this expo will see that the total number of booths this year will expand to a total of 159. In addition, due to popular demand and the high number of visitors from previous Expo, the 2012 Furniture & Home Expo will run until 10 p.m. As such, we would highly recommend that early bookings be made to avoid any disappointment. This extraordinary event will be held at the Permata Exhibition Halls, Kuching and will span over 3500 sq.m. The expo will be fully air-conditioned for your comfort and in addition the site boasts facilities such as a conference / seminar room which can accommodate over 200 visitors, 4 storeys of indoor parking, a canteen, and the renowned Top Spot Seafood foodcourt.

As always, the Sarawak Furniture Industry Association has extended their invitations to nationwide furniture industry members and non-members to partake in this event. The marketing, promotion and advertisement of this event will be jointly managed by the experienced event management team from IDA Exhibition Services (M) Sdn. Bhd. and SFIA. We are confident that all participants of the Furniture & Home Expo 2012 will benefit from the showcasing of their latest products.

Organised by:



**SARAWAK FURNITURE INDUSTRY ASSOCIATION**  
CH303, 2nd Floor, Plot 10, Block H2,  
Batu Kawan New Township, Kuching, Sarawak.  
Tel/Fax: +6082 481 959 Email: sfia88@gmail.com  
Website: www.sfia.org.my

Jointly managed by:

**ida**

**IDA EXHIBITION SERVICES (M) SDN. BHD.**  
Level 5, Permata Carpark Building, Off Padungan Road,  
93100 Kuching, Sarawak, Malaysia.  
Tel: +6082 426 993 Fax: +6082 233 100  
Email: ida.exhibition@gmail.com  
Website: www.ida.com.my



# Publication Items FOR SALE

## ORDER FORM



### Publications Catalogue:

The Malaysian Grading Rules For Sawn Hardwood Timber (English) ☐

Commercial Timber Species Of Sarawak (a set of 3) (English) ☐

Guide To Timber Trade, Sarawak (2010/2011) ☐

Manual Of Sarawak Timber Species ☐

Sarawak Log Grading Rules (English) ☐

Timber Sample Box (English Description) ☐

To :

**Sarawak Timber Industry Development Corporation (STIDC)**

We wish to purchase the items indicated.  
Please quote us the total cost inclusive of postage and bank commission. (if any).

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Signature: \_\_\_\_\_

Company Stamp:

\* Fax to : 6082-441169 / 442691  
Email : botes@pusaka.gov.my /  
norhanb1@pusaka.gov.my



RM 25

The Malaysian Grading Rules For Sawn Hardwood Timber (English) (2009 Edition)

RM 25

Commercial Timber Species Of Sarawak (a set of 3)

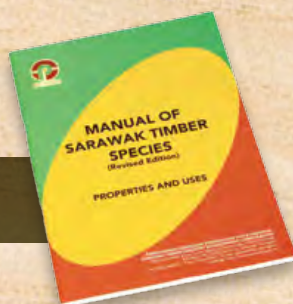


RM 20

Guide To Timber Trade Sarawak (2010/2011)

RM 10

Manual Of Sarawak Timber Species (Revised Edition)



RM 5

Sarawak Log Grading Rules (SLGR) (English) (1996 Edition)

RM 40

Timber Sample Box (English Description)



### MODE OF PAYMENT

All quotation will be inclusive of airmail postage and bank commission (for overseas payment only)

Payment should be made in the form of Telegraphic Transfer to our **Maybank Current Account No. 51111 3408 936**





## Excellence & Harmony

**WOOD CARVING** is a living tradition among the people of Sarawak reflecting a rich diversity of cultural experiences and moods. A tradition that has brought to light the resourcefulness and skills of our people since time immemorial. It is a living legacy. The tradition of wood carving depicts a constant evolution of man and his forest environment, working towards its esteemed goals of harmony and excellence.

The wood carving training programme conducted by STIDC serves to impart and develop the carving skills amongst the younger generation to preserve and nurture this priceless cultural heritage.



**PERBADANAN KEMAJUAN PERUSAHAAN KAYU SARAWAK**  
Sarawak Timber Industry Development Corporation (STIDC)

Wisma Sumber Alam, Jalan Stadium, Petra Jaya, 93050 Kuching,  
P.O Box 194, 93702 Kuching, Sarawak, Malaysia.  
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E-mail: stidc@pusaka.gov.my

[www.sarawaktimber.org.my](http://www.sarawaktimber.org.my)