



**ASIA-INVEST**  
**MARKET PLACE MONITORING**

# **MARKET AND DESK RESEARCH IN INDONESIA**

**WOOD SECTOR:**  
**(TIMBER, FURNITURE, WOOD-WORKING MACHINERY)**

***MILAN, 7<sup>TH</sup> MARCH 2000***

*“This text has been drafted with the financial assistance from the Commission of European Communities. The views expressed herein are those of the beneficiary and therefore in non way reflect the official opinion of the Commission”*



**Regione Lombardia**

*Direzione Generale Artigianato*



**IMPIVA**

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**ACKNOWLEDGMENT**

# SUMMARY REPORT

## 1. Indonesia Furniture

Indonesian furniture industry produces a variety of products such as cupboards, chairs, shelves, beds and tables. In their production process, medium and large scale furniture producers mostly use machinery and usually as integrated industry to the moulding, window / door frame and other wood working industries (export, standardised high quality products). Small scale producers mostly use labour intensive in their production process (handicraft products).

All furniture producers use various kinds of woods, like sawn timber, teak, ramin, mahogany, rubber wood, plywood, particle board and medium density fibre board (mdf).

## 2. Wood working machines

In their production process, medium and large scale furniture producers mostly use machinery and usually as integrated industry to the moulding, window / door frame and other wood working industries (export, standardised high quality products). Small scale producers mostly use labour intensive in their production process (handicraft products).

The market situation for wood machines is better than expected in Indonesia. Through the devaluation of the Indonesia rupia many wood working companies expanded their exports increasing their production capacity. Therefore many orders have been placed despite the generalised crisis of the country.

## 3. Forestry products

Log exports Indonesia's earnings from its log exports 1998 increased to US\$11.19 million from only US\$ 41,000 in 1997, following the lifting of the ban on the export of the commodity. The Central Bureau of Statistics (BPS) reported that timber topped the list of agricultural exports in terms of value last year. Under trade ministerial decrees, log could be exported provided its export does not threaten the country's forest conservation efforts.

The forestry and plantations minister has thus been authorized to set the quantity of log exports every year.

## 4. Project Work

### *Indonesian Furniture Importers*

- 1<sup>st</sup> mailing: We have send 35 faxes for a first information about the project and request for an appointment
- Followed by 35 telephone calls for a first contact and telephone interview
- Followed by 17 meetings (visits to their show rooms)

### *Indonesian furniture exporters*

We have met first the national and international furniture associations in Jakarta and Semarang, and on the base of their data and other available lists we have send circa 45 faxes requesting catalogues and pricelists.

Next we have contacted all companies by phone explaining again our project and compiling questionnaires

We have met (partially in our office, partially in their show rooms and in Semarang) 10 companies, collecting their company profiles and catalogues.

*Machinery traders and importers*

We have identified 19 serious importers in Indonesia. We have send them all a fax explaining our project and presenting them directly the names of companies we were representing inthis project, followed by an invitation to meet us.

We phoned them all, compiling questionnaires and fixing the appointments in our offices or their showrooms. We met 11 companies.

*Wood exporters*

We have called circa 15 companies out of a list of more than 100.

On our request of company profiles and product data we received almost no satisfying reply. The traders, we understood work on a spot basis and are only interested to receive specific orders on wich they will quote the daily price.

# LIST OF COMPANY VISIT/CONTACT DURING MARKET RESEARCH

## 1. Indonesian Furniture Manufacturers/Traders

<i>COMPANY NAME</i>	<i>LOCAL CONTACT</i>	<i>DATE OF MEETING/S</i>	<i>BY</i>
<b>Decorous</b>	Mrs Elleen Rachman, director	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio (I.C.C.S.E.A.)
<b>Roxy Glass - Pt. Roxy Prima Indoproducts</b>	Mrs Rokhati, Mrs Ningsih	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio (I.C.C.S.E.A.)
<b>Oa Systems - Pt. Surya Timur Prestasi</b>	Ir. Ria S. Mustafa, Operation Manager	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio (I.C.C.S.E.A.)
<b>Pt Duta Cucindo</b>	Ir. Iskandar Mandar	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio (I.C.C.S.E.A.)
<b>Pt. Estelind Megah Kreasi</b>	Willy Ghandama, Interior Designer	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio (I.C.C.S.E.A.)
<b>Trinity Design &amp; Product</b>	Wiwiek Darmawan	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio (I.C.C.S.E.A.)
<b>P.T. Da Vinci Collection</b>	Mr. Tony Phua A.K., Mr. Ardi Juanda	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD)

	Mrs Elen Enil		Cristina Magaglio (I.C.C.S.E.A.)
<b>Pt. Panah Cakra Mandiri</b>	Mr Yanto, Manager, Mr Heru, Marketing	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio (I.C.C.S.E.A.)
<b>Kindo Gallery</b>	Mr Umar Setiabudi, manager, Mr Heru, marketing	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio (I.C.C.S.E.A.)
<b>Pt. Fefco Klasik Mebel</b>	Mrs Vivi Azhar	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio (I.C.C.S.E.A.)
<b>Diamond Furniture</b>	Mr Iyong Kusnandar, Manager Director	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio (I.C.C.S.E.A.)
<b>Pt. Vito Dharma Interindo</b>	Mr. Harry C. Tjiau, Sales & Marketing Division Mrs Cristina Wijoyo	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio (I.C.C.S.E.A.)
<b>Aestètica Interior Furniture</b>	Mr john, N.s. Prabowo	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio (I.C.C.S.E.A.)
<b>La Flo</b>	Mrs Katarina G.	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio (I.C.C.S.E.A.)
<b>Mekar Furniture</b>	Marketing manager	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio (I.C.C.S.E.A.)
<b>Pt. Romance Bedding &amp; Furniture</b>	Mrs Bella	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio



			(I.C.C.S.E.A.)
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1° FIRST CONTACT: BY PHONE AND FAX OR E-MAIL

2° CONTAC :

- MEETING ENTREPRENEURS
- COLLECTION OF CATALOGUES & C.P.
- OTHER INFORMATION ABOUT COMPANY .

## **2. Indonesian Wood traders**

<i>NAME</i>	<i>EXECUTIVE</i>	<i>DATE OF MEETING/S</i>	<i>BY</i>
<b>Abadi Indorona PT</b>	Mr. Boedi Prastia (Presiden Director) Mr. Eddy Budiono (Director)	1° 24/07/99 - 31/07/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD) Cristina Magaglio (I.C.C.S.E.A.)
<b>Albasi Parahyangan PT</b>	Mr. Iwan Irawan Yohan (Director)	26/09 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Ameise Bersaudara CV</b>	Mr. Abubakar Jupri (Director) Mr. Muhammad Jupri (Vice Director)	26/09 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Aneka Sarana Buana Mas PT</b>	Mr. Oeoen Budiman T (Director)	26/09 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Anugerah Palmas Bersama PT</b>	Mr. Zulfikar (Dirctor) Mr. Helmy Jacob (Vice Director)	26/09 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Aspac Trading PT</b>	Mr. Suria Darmawijaya (Director)	26/09 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Ataka Lumber Co Ltd (Representative)</b>	Mr. T. Ono (Chief Representative Office)	17/11/99 - 24/11/99	Cristina Magaglio (I.C.C.S.E.A.)

<b>Bade Makmur Orissa PT</b>	Mr. Rusli Lahist (Presiden Director) Mr. Andy Wermas (Director)	17/11/99 - 24/11/99	Cristina Magaglio (I.C.C.S.E.A.)
<b>Barito Pasific Group PT</b>	Mr. Joso Abdullah Gotama (Presien Director) Mr.H.N. Sumual (Director)	17/11/99 - 24/11/99	Cristina Magaglio (I.C.C.S.E.A.)
<b>Baskara CV</b>	Mr. Irwin, S.A. (Dirctor) Mr. Halim Handoko (Vice Director) Surabaya : Mr. Jingga Darmakusuma	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Basuimex PT</b>	Mr. Sumpno Bayuadji (Presiden Director) Mr. Drs. Ersy Nuzul Firman (Operational Director)	17/11/99 - 24/11/99	Cristina Magaglio (I.C.C.S.E.A.)
<b>Bina Persada Bahari PT</b>	Mrs. Yuliawati Effendi (Director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Birumas Abadi PT</b>	Mr. Effensi S (Director)	17/11/99 - 24/11/99	Cristina Magaglio (I.C.C.S.E.A.)
<b>Budi Daya Perkasa PT</b>	Mr. Teo Hamid (Director)	17/11/99 - 24/11/99	Cristina Magaglio (I.C.C.S.E.A.)
<b>Cipta Adiguna Sejahtera PT</b>	Mr. Sony Utama Budi (Director)	17/11/99 - 24/11/99	Cristina Magaglio (I.C.C.S.E.A.)
<b>Duasekawan Mandiri PT</b>	Mr. Hartono T (Director)	17/11/99 - 24/11/99	Cristina Magaglio (I.C.C.S.E.A.)
<b>Giri Wono Sejati PT</b>	Mr. F. Mulyani Wiryasaputra	26/09/99 - 6/10/99	Cristina Magaglio (I.C.C.S.E.A.)
<b>Gita Persada Putra Pratama PT</b>	Me. Eddy Hermansyah (Director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Greges Jaya PT</b>	Mr. H.M. Rahardjo	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Harjohn Timber limited</b>	Mr. Posuwandi (President)	26/09/99 - 6/10/99	Ralph R. Klemp

<b>PT (Jakarta Branch)</b>	Director) Mr. Budijuwono Handjaja (Vice President Director)		(DUNIA LTD)
<b>Hasil Karya Bersama PT</b>	Mrs. Lusi Emisinda (director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Hasil Karya Utama PT</b>	Mr. Bambang	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Ho Chang Wood Product Industry Co Ltd PT</b>	Mr. Kartinono Limarto (President Director) Mr. Wang Kuo Chen (Director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Hutrindo Prajen Plywood PT (Palembang Branch)</b>	K.T. Yo	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Ideal CV</b>	Mr. Windo Santkoko (Director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Indo Jati CV</b>	Mr. Andhy Pratiknyo (director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Indo Plywood Group PT</b>	Mr. Anthony Salim (director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Inhutani III PT</b>	Mr.Ir.Kadar Slamet (Preident Dirctor) Mr.Ir. Hary Santjoko (Director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Inne Donghwa Development Co Ltd PT</b>		26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Istana Profile</b>	Mr. Achmad Tarmidji	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Jati Agung Arsitama PT</b>	Mr. David Soetarno (President Director) Mrs. Maria Anna Tartyanti (Director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Jati Mas PT</b>	Mr.H. Djumhan Mulyo, BA(Owner)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Jati Utama, Perusahaan Kayu</b>	Mr. Gunawan (Director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Kalindo Adi Sakti PT</b>	Mr. Jossi (Director)	26/09/99 - 6/10/99	Ralph R. Klemp

			(DUNIA LTD)
<b>Kamelindo Sejahtera PT</b>		26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Kanematsu Trading Co</b>	Mr. Makoto Tada (General Trading)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Kartika Pulau Mas CV</b>	Mr. Mangun Sudjono	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Karya Alam Prima PT</b>	Mr. Arbain	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Karya Bersama Sawmill PT</b>	Mr. Mende Sulinadi (Director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Katingan Timber Company PT</b>	Mr. Masao Sunami (President Director) Mr. Y. Kato (Financial Director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Kawan Kita CV</b>	Mr. Christiadi T,SE (Director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Kawasho Corporation</b>	Mr. S. Hara (Chief Representative Office)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Kayu Agung CV</b>	Mr. Soesanto Hidayat (Director) Mrs. Emmy Hidayat (Director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Kayu Lapis Indonesia PT</b>	Mr. AGus Susanto (President Director) Mr. Gunawan Vice President Director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Kinibalu Kayu Jatikalimantan</b>	Mr. Setiawan	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Kondang Murah</b>	Mrs. Dra. Budiati	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Kurnia Karya Agung Sejati PT</b>	Mr. Yoppy Budiarto (director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Labafurni Grahaprima PT</b>	Mr. Arsikin Wijaya (Director) Mr. Krisman (Vice Director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Limbang Ganeca PT (Jakarta)</b>	Ir. Rama Royani (President Director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)

	Mr. Andy Wiguna (Director)		
<b>Makmur Central Abadi PT</b>	Mr. Faat Tanoto )Director)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Malar Jaya,Perusahaan Kayu</b>	Mr.M.Harun Nayasin (OPerational Manager)	26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)

1° FIRST CONTACT: BY PHONE AND FAX OR E-MAIL

2° CONTAC :

- MEETING ENTREPRENEURS
- COLLECTION OF CATALOGUES & C.P.
- OTHER INFORMATION ABOUT COMPANY .

### **3. Indonesian Woodworking Traders**

<i>COMPANY NAME</i>	<i>LOCAL CONTACT</i>	<i>DATE OF DIRECT CONTACTS</i>	<i>BY</i>
<b>Pt Surya Timurrmas Sajati</b>	Mr Muliadi Fetiawan	1° 26/09/99 - 6/10/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD Cristina Magaglio (I.C.C.S.E.A.)
<b>Pt Alpha Utama Madiri</b>	Mr Alexander Johan	1° 26/09/99 - 6/10/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD Cristina Magaglio (I.C.C.S.E.A.)
<b>Hasta Perkasa</b>	Mr Ferry Antigunawan, Mr Irenia	1° 26/09/99 - 6/10/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD Cristina Magaglio (I.C.C.S.E.A.)
<b>Makhmur Tehnik Ud</b>	Mr Budi	1° 26/09/99 - 6/10/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD Cristina Magaglio

			(I.C.C.S.E.A.)
<b>Pt Dwi Budi Costindo</b>	Mr. Hardjono Sigit	1° 26/09/99 - 6/10/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD Cristina Magaglio (I.C.C.S.E.A.)
<b>Pd Waya Intan</b>	Mr Rudy Chandra	1° 26/09/99 - 6/10/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD Cristina Magaglio (I.C.C.S.E.A.)
<b>Aditi Dhineshindo Prima PT</b>	Mr Pradeep Nathani	1° 26/09/99 - 6/10/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD Cristina Magaglio (I.C.C.S.E.A.)
<b>Aka sarana pertiwi pt</b>	Mr Anton Kamarga	1° 26/09/99 - 6/10/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD Cristina Magaglio (I.C.C.S.E.A.)
<b>Indoplywood group pt</b>	Mr Purnawidjaya Dana	1° 26/09/99 - 6/10/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD Cristina Magaglio (I.C.C.S.E.A.)
<b>Rapi Cipta Indah PT</b>	Mr Vinsen Martheo	1° 26/09/99 - 6/10/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD Cristina Magaglio (I.C.C.S.E.A.)
<b>Teknindo panca pt</b>	Mr Triono Man /Erwin	1° 26/09/99 - 6/10/99 2° 17/11/99 - 24/11/99	Ralph R. Klemp (DUNIA LTD Cristina Magaglio (I.C.C.S.E.A.)
<b>Agung Jaya Machinery &amp; Technical Supply</b>		26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>CV AKS Jakarta</b>		26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>Numero Uno (S) PTE LTD</b>		26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)

<b>PT Dainasint PD Kariling</b>		26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>PT Prima Harda Pacific</b>		26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>PT Sumber Inti Waja</b>		26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)
<b>PT Wing On Makmur</b>		26/09/99 - 6/10/99	Ralph R. Klemp (DUNIA LTD)

1° FIRST CONTACT: BY PHONE AND FAX OR E-MAIL

2° CONTAC :

- MEETING ENTREPRENEURS
- COLLECTION OF CATALOGUES & C.P.
- OTHER INFORMATION ABOUT COMPANY .

# **A - MARKET PLACE OVERVIEW**



## **FURNITURE INDUSTRY IN INDONESIA**

Indonesian furniture industry produces a variety of products such as cupboards, chairs, shelves, beds and tables. In their production process, medium and large scale furniture producers mostly use machinery and usually as integrated industry to the moulding, window / door frame and other wood working industries (export, standardised high quality products). Small scale producers mostly use labour intensive in their production process (handicraft products).

All furniture producers use various kinds of woods, like sawn timber, teak, ramin, mahogany, rubber wood, plywood, particle board and medium density fibre board (mdf).

### Indonesia furniture production 1993-1998

<i>year</i>	<i>Production (meter cubic)</i>	<i>Growth %</i>
1993	3,567,000	-
1994	3,754,000	5.2
1995	3,941,000	5.0
1996	3,998,000	1.4
1997	4,034,000	0.9
1998	4,159,000	3.1

Source Department of Trade and Industry

Above table indicated that the production of furniture from year to year always increases from 3,5 million meter cubic in 1993 to 4,1 million meter cubic in 1998, its growth 16.5%. In average each year it grows 2.7 %.

### Indonesia's wooden furniture production 1993-1998

<i>year</i>	<i>Production (meter cubic)</i>	<i>Growth %</i>
1993	2,533,000	-
1994	1,013,000	-60.0
1995	1,071,000	5.7
1996	1,649,000	54.0
1997	1,671,000	1.3
1998	1,559,000	- 6.7

Source Department of Trade and Industry

In 1994, Indonesia's wooden furniture dropped to 1 million meter cubic (-60%), then it grew again in 1995 and in 1996. In 1997 it rose by 1.3% at volume 1.6 million cubic meters despite the first signals of the monetary crisis. But in 1998, it declined to 1.5 million cubic meters due to the slow down of export and local demand affected by the monetary crisis. (particularly difficult in this period were the LC transfers and the export financing by the collapsing banking system).

Indonesia exports wooden furniture mostly to Japan, the United States of America and West Europe. The other export destination countries for Indonesia's wooden furniture are South Korea, Taiwan and Middle east Countries.

Major suppliers for Indonesian imported wooden furniture and its parts come from the United States of America, Italy, Spain, Japan, Taiwan and Australia. With the growth of the World's furniture imports, Indonesia's furniture exports have also continued increasing , in 1996 was 2.58% and in 1995 was 2.32% from the total value of the World's furniture imports (USD 41.5 billion in 1996 and USD 40.5 billion in 1995). The prospective buyers usually come to Indonesia by visiting the furniture production centers (Jepara, Ja-bo-ta-bek) or furniture exhibition centers, then placing orders with their specifications.

year	Export value	Export volume	Import value	Import volume
1994	442,364,325	213,117	2,736,940	872
1995	505,589,100	241,885	6,590,253	2,125
1996	603,635,255	274,089	9,934,964	4,013
1997	566,345,144	326,199	6,733,613	2,983
1998*)	281,244,592	178,999	4,589,133	1,632

Source: Indonesia's BPS

### ***FURNITURE: EXPORT (FROM EUROPE TO INDONESIA)***

Major suppliers for Indonesian imported wooden furniture and its parts come from the United States of America, Italy, Spain, Japan, Taiwan and Australia.

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1996	9,934,964	4,013
1997	6,733,613	2,983
1998*)	4,589,133	1,632

Source: Indonesia's BPS

\*) estimate

The Furniture sector is one of the most badly hit sectors by the monetary crisis of Indonesia. The operators estimate a contraction of 70% to 90% of the IMPORT market of the European furniture supply of high quality in 1998 and 1999.

In the Jakarta Design Center, which has been the most important showcase of foreign furniture in Indonesia circa 60% to 70% of the shops has closed. The remaining shops don't buy merchandise from abroad since 1997 and converted their offer to local production or designer lamps.

The supply to Hotels from abroad has been frozen or cancelled since end of 1997 due to the crisis which hit most badly the construction sector. Most development projects have been stopped.

Most of the operators are pessimistic about the future and forecast to raise themselves again from the crisis not before 3-4 years.

But despite this, in memory of better times, the buyers and agents we met showed a certain interest in our proposed European companies and they are asking for documentation and price lists. For the time being the Indonesian buyers-agents don't feel to commit to guarantee any collaboration and buy even the minimum quantities, but they agree to include those catalogues in their offer for future projects.

The three best agents for European brands are:

DA VINCI with two big showrooms in Jakarta (Jl Tanah Abang II and Jl Fatmawati) which has also show rooms in Kuala Lumpur and Singapore. Da Vinci is specialised in luxury and art furniture and designer lamps from Italy and Spain and has already many contacts with almost 50 suppliers. For the time being the Buying Manager of Da Vinci, Mr. Ardi Juanda, asked us to send our catalogues, but showed an evident lack of interest in new products.

TRINITY with a big shop in the Jakarta Design Center and one more opening in the Plaza Indonesia soon next year, is the representative of several office furniture brands, such as Matteo Grassi. But due to the crisis they stopped buying and converted the showroom temporarily for designer lamps, working with Artemide, Flos and many other brands. The owner, Mr. Wiwiek Darmawan, is also a main player in the Hotel project business but told as that these operations have stopped for almost 90% and many of the 1997 orders, to be delivered in 1998 have been either cancelled or not paid.

DECOROUS with a, now small, shop in the Jakarta Design Center has been working with Cassina, Saporiti, Leolux, Rolf Benz, Alias, Artex, Ciccotti, Capellini, Edra, Flou, Giorgetti, Interlùbbke, Poltrona frau and many more. But all this brands were not exposed in the show room which has been much reduced and displayed mainly designer chairs. The managing director, Ms Asthara Nugroho showed some interest for our proposals and asked for the brochures, eventually for Hotel Projects to come.

### ***FURNITURE: IMPORT (FROM INDONESIA TO EUROPE)***

All Indonesian companies we met are interested to export their products to Europe and to supply half finished products. The main products offered are: Garden Furniture, Rattan Furniture and Office Furniture, there is also one company which makes Designer Furniture Replica.

The minimum order for all this companies is at least one full container.

Of special interest are the office furniture producers with prices below 100 USD for an executive working table with a good quality for example.

<i>year</i>	<i>Export value</i>	<i>Export volume</i>
1994	442,364,325	213,117
1995	505,589,100	241,885
1996	603,635,255	274,089
1997	566,345,144	326,199
1998*)	281,244,592	178,999

Source: Indonesia's BPS

We have put a special emphasis on the area of Jepara next to Semarang which is the centre of furniture production of Indonesia, where we collected 11 company profiles of export oriented companies. Most of those companies are perfect counterparts for contact manufacturing or joint ventures.

Besides Jepara we attach the list of 130 Indonesian Furniture producers in the Jakarta - Bogor – Tangerang and Bekasi (Ja-Bo-Ta-Bek) which is the most industrialised area of Indonesia for eventual additional request of importers.

#### Selection of promising product range from Jepara

The main advantages the Indonesian manufacturers can offer are the following:

- Extremely low labour cost
- Well educated workforce in the woodworking industry
- Relatively cheap raw material
- solid tropical wood
- great variety of tropical species

Having these advantages in mind and preparing the identification of Semarang-based furniture manufacturers in order to acquire European companies for potential co-operation the following criteria were decisive:

1. Furniture made out of solid tropical wood (Teak, Mahogany, Nyatoh)
2. Specific product lines such as
  - Teak garden furniture
  - Reproduction (Replica or certain styles)
  - Components such as turned, milled or moulded parts, handles, knobs etc.
3. Production of small series or single pieces
4. Attractive market prices
5. Possible local support in handling and checking the orders

### Identification of Semarang-based furniture

With the above mentioned criteria a couple of companies were identified which also could fulfil the following managerial qualification:

1. A certain production capacity in order to guarantee a smooth handling (100 employees as minimum)
2. English speaking management, experienced in export and familiar with European business culture
3. Qualified workforce
4. Complete and correct company data such as
  - Production program
  - Sales figures broken down by main products and by main destinations (domestic and overseas countries)
  - Sales system and main customers
  - Participation of exhibitions with results
  - Ownership and management
  - Bank connection(s)
  - Number of employees

### Market possibilities

**Possibilities in co-operating with European partners** in the field of **marketing and production** can be seen in the following product ranges (ranked according to the chances of realisation):

1. Garden furniture made from Teak and Nyatoh
2. Indoor furniture made from various solid tropical species (e.g. Teak or Mahogany)
3. Wooden components to be supplied to European producers of solid furniture and kitchens
4. Flooring and panelling laminated with fancy or decorative veneer made from specific tropical species
5. Moulding for windows

### **Findings**

Most **prospective market fields** are seen in products such as

- components for furniture,
- mouldings for windows and
- garden furniture

where the demand on the European market is still growing with rates above 30-50 % p.a.

The majority of the selected companies **covers the above given product range** except the mouldings for windows.

According to the companies` profiles, brochures and photos as well as after discussions the consultant has held with some of the owners of the Indonesian manufacturers, most of the selected companies can **meet the market demand** regarding quality standard, tolerances, design, order handling and price level.

Concerning the **usage of certified wood** at the moment there are only two product segments

- garden furniture and
- mouldings

where a slowly growing market demand with slightly higher prices for certified wood can be seen. Regarding the usage of certified wood as a marketing tool there is still an information gap to apply for the *Chain of Custody certificate*. Companies are interested in these matters and ready to go for certification in their production units.

Concerning the usage of certified wood Indonesian manufacturers which are active in segments where the demand for certified products is already existing should try to get the *Chain of Custody certificate* for their production unit and should use it as a marketing tool.

## ***INDONESIA: MACHINERY TRADERS AND IMPORTERS***

In their production process, medium and large scale furniture producers mostly use machinery and usually as integrated industry to the moulding, window / door frame and other wood working industries (export, standardised high quality products). Small scale producers mostly use labour intensive in their production process (handicraft products).

The market situation for wood machines is better than expected in Indonesia. Through the devaluation of the Indonesia rupia many wood working companies expanded their exports increasing their production capacity. Therefore many orders have been placed despite the generalised crisis of the country.

Pt Alpha Utama, Pt Prima Harda Pacific, Pt Dainasint and PT Budi Gracindo have increased their sales in 1998 with reference to the year 1997.

In Indonesia exist circa 1.000 potential clients for woodworking machinery, most of them are very small workshops.

The majority of woodworking machinery sold in Indonesia comes from Taiwan, some from China and South Korea. European suppliers (mainly Italy and Germany) account for approximately 10% of total imports. The difference in Price from Taiwanese machinery to European machinery is up to five times, but obviously the European quality is much appreciated,

especially for export production. Unfortunately for the local production the Taiwanese quality is judged sufficient and has therefore a good market.

The local production is focused on the most simple machinery and is of no threat to European Imports.

We have contacted 19 Machine Traders (see attached list) and proposed our European machine suppliers. All traders who we met were highly professional and knew already personally most of the firms we proposed. Many contacts have been done previously directly both in Europe as also in Indonesia on fairs or through cross-visits. We collected anyway the many interests from the Indonesian Traders:

We attach also a special research made for the plywood sector for those companies which wish a direct contact with the plywood factories.

## **WOOD EXPORT**

LOG EXPORTS Indonesia's earnings from its log exports 1998 increased to US\$11.19 million from only US\$ 41,000 in 1997, following the lifting of the ban on the export of the commodity. The Central Bureau of Statistics (BPS) reported that timber topped the list of agricultural exports in terms of value last year. Under trade ministerial decrees, log could be exported provided its export does not threaten the country's forest conservation efforts.

The forestry and plantations minister has thus been authorized to set the quantity of log exports every year.

We have contacted the attached wood traders, who all are available for export, but ask for very precise specifications (type of wood, size of sawn timber, packaging, quantities) to make a spot quotation. Moreover all the traders can supply many varieties of wood. The prices of wood logs and swan timber vary from to day to day, so that it is impossible to get a price list.

Our suggestion is to establish a long term collaboration with one (or two) trader(s) to develop mutual trust and to become important for its turn over in order to get the best possible service. The policy to buy from many sources does not pay back in the long term because of quality problems.



# **B - FIELD RESEARCH**

## ***INTRODUCTION***

### **Project Work - Indonesian Furniture Importers**

1<sup>st</sup> mailing: We have send 35 faxes for a first information about the project and request for an appointment

Followed by 35 telephone calls for a first contact and telephone interview

Followed by 17 meetings (visits to their show rooms) with:

<i>COMPANY</i>	<i>CONTACT</i>
AESTÈTICA INTERIOR FURNITURE	MR JOHN, N.S. PRABOWO
ARTEC	ARMENSIA
DA VINCI COLLECTION	ARDI JUANDA
DECOROUS	ELEN RACHMAD, ASTHARA NUGROHO
DIAMOND FURNITURE	MR IYONG KUSNANDAR, MANAGING DIRECTOR
HAKKA FURNITURE	HONGO WIJOYO
KINDO GALLERY	MR UMAR SETIABUDI, MANAGER, MR HERU, MARKETING
LA FLO	MRS KATARINA G.
MEKAR FURNITURE	-
OA SYSTEMS – PT. SURYA TIMUR PRESTASI	IR. RIA S. MUSTAFA, OPERATION MANAGER
PT DUTA CUCINDO	IR. ISKANDAR MANDAR
PT. ESTELIND MEGAH KREASI	WILLY GHANDAMA, INTERIOR DESIGNER
PT. FEFCO KLASIK MEBEL	MRS VIVI AZHAR
PT. PANAH CAKRA MANDIRI	MR YANTO, MANAGER, MR HERU, MARKETING
PT. ROMANCE BEDDING & FURNITURE	
PT. VITO DHARMA INTERINDO	MR. HARRY C. TJIAU, SALES & MARKETING DIVISION MRS CRISTINA WIJOYO
ROXY GLASS - PT. ROXY PRIMA INDOPRODUCTS	MRS ROKHATI, MRS NINGSIH
TRINITY	MR. WIWIEK DARMAWAN

## **Project Work - Indonesian furniture exporters**

We have met first the national and international furniture associations in Jakarta and Semarang, and on the base of their data and other available lists we have send circa 45 faxes requesting catalogues and pricelists.

Next we have contacted all companies by phone explaining again our project and compiling questionnaires

We have met (partially in our office, partially in their show rooms and in Semarang) 10 companies, collecting their company profiles and catalogues.

PT ROTAN HARAPAN	Mr. H. Djamina
PT ALAM CALAMUS	Ismail Chamdani
PT TRIMITRA FURNINDO	Johny Huang
PT ARRISTIKA CIPTA KREASI	Adnan Afiff
PT CHANDRA	Mr. Hans Chandra
CV CITRA JEPARA FURNITURE	Herry Setianto
PT ARTHARAMA SANGGHA	Julius S. Darwis
PT ELITE PERMAI METAL WORKS	Mr. Yayuk
PT XYLOS	Mr Hendra
PT TIMUR JAYA PRESTASI	Mr. Edwin Se, Mr Tony

### **Project Work - machinery traders and importers**

We have identified 19 serious importers in Indonesia. We have send them all a fax explaining our project and presenting them directly the names of companies we were representing inthis project, followed by an invitation to meet us.

We phoned them all, compiling questionnaires and fixing the appointments in our offices or their showrooms. We met 11 companies.

PT DAINASINT	Mr. Raswin Wijaya, director Mr. S Muliadi, sales
PT PRIMA HARDA PACIFIC	Mr Adi Krishnanda, president director
PT ALPHA UTAMA	Mr Simon Adyanto, branch manager Mr. Alexander S. Johan, vice branch manager
PT BUDI GRACINDO TAMA (ex Costindo)	Mr. Hardjono Sigit, manager
PT SURYA TIMURMAS SAJATI	Mr Muliadi Fetiawan
HASTA PERKASA	Mr Ferry Antigunawan
MAKHMUR TEHNIK UD	Mr Budi
PT WAYA INTAN	Mr Rudy Chandra
INDOPLYWOOD GROUP PT	Mr Purnawidjaya Dana
ADITI DHINESHINDO PRIMA PT	Mr Pradeep Nathani
AKA SARANA PERTIWI PT	Mr Anton Kamarga

### **Project Work - wood exporters**

We have called circa 15 companies out of a list of more than 100.

On our request of company profiles and product data we received almost no satisfying reply. The traders, we understood work on a spot basis and are only interested to receive specific orders on wich they will quote the daily price.

As we did not receive, after several requests the specifications of size, quality of wood and quantity we were not able to organise any satisfying meeting.

We leave therefore to the two European companies the addresses in order to enable them for a direct and fruitful contact.

## ***FURNITURE: EXPORT (FROM EUROPE TO INDONESIA)***

The Furniture sector is one of the most badly hit sectors by the monetary crisis of Indonesia. The operators estimate a contraction of 70% to 90% of the market in 1998 and 1999.

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Most of the operators are pessimistic about the future and forecast to raise themselves again from the crisis not before 3-4 years.

But despite this, in memory of better times, the buyers and agents we met showed a certain interest in our proposed European companies and they are asking for documentation and price lists. For the time being the Indonesian buyers-agents don't feel to commit to guarantee any collaboration and buy even the minimum quantities, but they agree to include those catalogues in their offer for future projects.

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TRINITY with a big shop in the Jakarta Design Center and one more opening in the Plaza Indonesia soon next year, is the representative of several office furniture brands, such as Matteo Grassi. But due to the crisis they stopped buying and converted the showroom temporarily for designer lamps, working with Artemide, Flos and many other brands. The owner, Mr. Wiwiek Darmawan, is also a main player in the Hotel project business but told us that these operations have stopped for almost 90% and many of the 1997 orders, to be delivered in 1998 have been either cancelled or not paid.

DECOROUS with a, now small, shop in the Jakarta Design Center has been working with Cassina, Saporiti, Leolux, Rolf Benz, Alias, Artex, Ciccotti, Capellini, Edra, Flou, Giorgetti, Interlubbke, Poltrona frau and many more. But all these brands were not exposed in the show room which has been much reduced and displayed mainly designer chairs. The managing director, Ms Asthara Nugroho showed some interest for our proposals and asked for the brochures, eventually for Hotel Projects to come.

For other contacts with furniture importers please refer to the attached list and comments:

## INDONESIAN FURNITURE IMPORTERS AND TRADERS

### Decorous

#### Showroom:

Gedung Pusat Desain, Lt  
Jl. Gatot Subroto Kav. 53  
Jakarta 10260  
Tel.: +62-21-5720380  
Fax.: +62-21-5495109

#### Office

Jl Raya Kebayoran Lama 10f  
Jakarta 12220  
Tel.: +62-21-7256248  
Fax.: +62-21-7256246  
e-mail: [elleen.rachman@warne.com](mailto:elleen.rachman@warne.com)  
[decourus@mail.prima.net.id](mailto:decourus@mail.prima.net.id)

Contact: Mrs Elleen Rachman, director

#### Brands:

Saporiti Italia, Giorgetti, Vitra, Ceccotti Collezioni, Cappellini, Kartell, Rolf Benz, Leolux, Thonet Vienna, Nemo, Cassina, Poltrona Frau, Flou, Fiam Italia, Alias, Artex, Ciccotti, Edra, Flou, Giorgetti, Interlubbke,

#### Information:

DECOROUS with a, now small, shop in the Jakarta Design Center has been working with many Italian and European Designers. But all this brands were not exposed in the show room which has been reduced and displayed mainly designer chairs. The managing director, Ms Asthara Nugroho showed some interest for our proposals and asked for the brochures, eventually for Hotel Projects to come.

Activity: hotel projects, restaurants, banks, residences, office buildings,  
interior design, high furniture segment  
70% of suppliers comes from Italy, 30% from Germany

## **TRINITY DESIGN & PRODUCT**

Jakarta Design Center  
4th Floor Sr 47-49  
Jakarta  
Tel.: +62-21-5304723  
Fax.: +62-21-5304723/24  
Fatmawati Furnicentre 2nd Floor No 232-233  
Jl. Fatmawati Raya N° 5  
Jakarta 12420  
Tel.: 72506371  
E-Mail: [Trinity@Centrim.Net.Id](mailto:Trinity@Centrim.Net.Id)

Contact: Wiwiek Darmawan

Brand: Matteo Grassi, Flos, Artemide

### Information

TRINITY with a big shop in the Jakarta Design Center and one more opening in the Plaza Indonesia soon next year, is the representative of several office furniture brands, such as Matteo Grassi. But due to the crisis they stopped buying and converted the showroom temporarily for designer lamps, working with Artemide, Flos and many other brands. The owner, Mr. Wiwiek Darmawan, is also a main player in the Hotel project business but told as that these operations have stopped for almost 90% and many of the 1997 orders, to be delivered in 1998 have been either cancelled or not paid. With the new political situation the interest is returning and

## **P.T. DA VINCI COLLECTION**

Jl. Tanah Abang II N° 89  
Jakarta  
Tel.: +62-21-3508989  
Fax.: +62-21-3505567

Show Room  
Jl. Fatmawati N° 28C  
Jakarta- Selatan  
Tel.: +62-21-7513145  
Hp: +62-816917845

Contact: Tony Phua A.K., Chairman  
Ardi Juanda  
Elen Enil

Brand : Da Vinci Collezioni ,

Information :

DA VINCI with two big showrooms in Jakarta (Jl Tanah Abang II and Jl Fatmawati) which has also show rooms in Kuala Lumpur and Singapore. Da Vinci is specialised in luxury and art furniture and designer lamps from Italy and Spain and has already many contacts with almost 50 suppliers. For the time being the Buying Manager of Da Vinci, Mr. Ardi Juanda, asked us to send our catalogues, but showed an evident lack of interest in new products.

Exclusive agent of Vidal Grau (Spain) for Singapore, Indonesia, Malaysia, Brunei, China.  
Other offices and showrooms in Singapore Malaysia, Brunei, China.

They have also an own brand Da Vinci collection which is proposed in the most important fairs.

In Italy they work since 15 years with a supplier for furniture “Asian taste” but Italian craftsmanship and design.



## **ROXY GLASS - PT. ROXY PRIMA INDOPRODUCTS**

### Office

Pusat Niaga Roxy Mas  
Jl. K.H. Hasyim Ashari Blok C 4/12 A  
Jakarta 10150  
Tel.. +62-21-6332468; 6309947, 6309979  
Fax.: +62-2163857409  
E-Mail: [Ptroxy@Uninet.Net.Id](mailto:Ptroxy@Uninet.Net.Id)  
Factory: Jatake - Tangerang

### Showroom

2nd Floor, Room N° 2SR08-09  
Jl Gatot Subroto 53- Slipi  
Jakarta 10260  
Tel.: +62-21-5742376, 5742377

Contact: Mrs Rokhati, Mrs Ningsih

Brand: Musterring International JDC, Roxy

### Information:

Activity, mainly trader of coloured glass doors and stained glass windows  
Exclusive agent for Musterring International (living rooms)  
All imported products come from Germany and Italy  
Occasionally, Export to rest of Asia, Australia  
Specialised in design and high quality

## **OA SYSTEMS -PT. SURYA TIMUR PRESTASI**

Showroom  
Pt Timur Jaya Pretasi  
Furniture Industries  
Jakarta Design Centre 1st Floor, SR-10  
Jl. Gatot Subroto 53,  
Jakarta 10260  
Tel.: +62-21-5720394  
Fax.: +62-21-5720395  
E-Mail: [Hpc@Tjpretasi.Com](mailto:Hpc@Tjpretasi.Com)

Pt. Surya Timur Prestasi  
Office Systems  
Jl Utara I Rt. 01/03 Kav. 10  
Jakarta 14460 Indonesia  
Tel.: +62-21-5415373  
Fax.: +62-21-5406405

Contact: Ir. Ria S. Mustafa, Operation Manager

Brand: High Point (own brand)

Information:

Activity:

producer of office furniture, computer desk, etc.

medium quality

export in other countries through agents

never imported but interested in some brand of high end office furniture for contracts

## **PT DUTA CUCINDO**

### Main Office:

Jl. Raya Kebayoran Lama 18C

Jakarta 12210

Tel.: +62-21-5322266; 5321983

Fax.. +62-21-5330559

### Show Room

Jakarta Design Center Lantai 2 Showroom 10

Jl. Jend Gatot Subroto Kav. 53

Jakarta 10260

Tel.: +62-21-5495115; 5720370

Fax.: +62-21-5495165

Contact: Ir. Iskandar Mandar

Brand: Duta Cucindo (own)

### Information

#### Activity:

Duta Cucindo is specialised in kitchen sets and interior design.

They are interested eventually in a joint venture with a leading company in Europe which has to bring know how and design capabilities in the JV.

Also interested in sales

**PT. ESTELIND MEGAH KREASI**

Jl. Sultan Iskandar Muda N° 25 C  
Arteri Pondok Indah - Jakarta 12240  
Tel.: +62-21-7293572/3  
Hp.: +62-816-483370  
Fax.: +62-21-7694458  
E-Mail: [Ghandama@Cbn.Net.Id](mailto:Ghandama@Cbn.Net.Id)

Contact: Willy Ghandama, Interior Designer

Information

Activity: Hotel projects, interior design, residences. Living and bed rooms. High quality, upper market.

Imports circa 70% of supply from Europe.

They do also export for projects, providing Indonesian products.

Interested in living rooms and sofas

**PT. PANAHA CAKRA MANDIRI**

Office

Jl Jelambar Utama Sakti IX /121  
Jakarta 11460  
Tel.. +62-21-5601066/ 5648632/33  
Fax.. +62-215661671  
Web: [Www.Artec.Co.Id](http://Www.Artec.Co.Id)  
E-Mail: [Artecom@Indosat.Net.Id](mailto:Artecom@Indosat.Net.Id)

Factory

Jl Raya Serang Km. 16.8  
Desa Telaga N° 7 Cikupa Tangerang  
Tel.: +62-21-5960042 - 5960043  
Fax.: +62-21-5960044

Show Room

Jl. Rs Fatmawati N° 52 B  
Jakarta 12430  
Tel.: +62-21-7514341/ 7514342  
Fax.: +62-21- 7514344

Contact: Mr Yanto, Manager, Mr Heru, Marketing

Brand: Artec, Aurora

Information

Products office furniture, interior design, kitchen sets  
Importer from New Zealand.  
Occasional sales also in Philippines, Macedonia e USA.

They have two show room and 2 agents.

Much interested in new products for the higher segment

## **KINDO GALLERY**

Jl Raya Duren Tiga 101  
Jakarta 12760  
Tel.. +62-21-7993853  
Fax.. +62-21-7982139

Contact: Mr Umar Setiabudi, manager, Mr Heru, marketing.

Brand: Kindo

Information:

La Kindo Gallery is a producer and trader for furniture and interior.

They are specialised in Hotel project, office buildings and residences.

Their furniture is produced locally in Indonesia and sold also to the United States (20% of total sales)

They are specialised in living rooms and kitchen with traditional design and medium quality.

They are interested to work with Italian importers for tables, chairs and kitchen sets

**PT. FEFCO KLASIK MEBEL**

Jakarta Design Center  
Jalan Gatot Subroto, 53  
4th Floor Sr 06-07  
Slipi Jakarta 10250  
Tel.: +62-21-5495118  
Fax.: +62-21-5495114

Contact: Mrs Vivi Azhar

Brand Fefco Fine Furniture

**Information**

La PT. FEFCO KLASIK MEBEL is a producer and trader of Chinese style furniture.  
The products are elegant and in local materials

In Indonesia they cover the requests of medium range products, but they are interested to integrate their products with European style furniture and accessories in order to meet the request of the higher level demand.

They are present in Singapore, China, Malaysia, Hungary and Great Britain, with show room and export world wide

For the time being they produce in third factories on their designs.

## **DIAMOND FURNITURE**

Showroom  
Kelapa Gading Pasar Mandiri  
Blok M 4E N° 37-38-43  
Tel.: +62-21- 4530120/4531748  
+62-21- 4530204

Contact Mr Iyong Kusnandar, Managing Director

Brand: Diamond Furniture

Information  
Diamond furniture

Is a trader for furniture (bed rooms, living rooms) middle-low segment of the market

Works also on projects such as hotels, residences doing interior design with the collaboration of a local furniture manufacturer.

Most of its sales are for the domestic market (10% export to USA and Japan)

Evaluation: ARIS is not suitable for the local market as there are many local producers, and much importance is given to the personal refining by local artists, standardised products have it very difficult.



**PT. VITO DHARMA INTERINDO**

Jl Srengsen Raya N° 31-32  
Jakarta Barsi  
Tel.: +62-21-5856993/5856994  
Fax.: +62-21-5866621  
Hp: +62-816743825/4

Contact: Mr. Harry C. Tjiau, Sales & Marketing Division  
Mrs Cristina Wijoyo

Brand: Vito

Information

La PT. VITO DHARMA INTERINDO is a producer of office furniture, bed rooms and kitchens

Its main activity are interior design for hotels and office buildings

They export also occasionally to Spain, Germany and Mauritius

Vito imports furniture fabrics mainly from Asia.

They are interested in European fabrics for furniture

## **AESTÈTICA INTERIOR FURNITURE**

Showroom  
Plaza Senayan Level 2  
Unit 260C  
Jl Asia Afrika No. 8  
Jakarta 10270  
Tel.: +62-21-5725124/5725128  
Fax.. 62-21-5725128  
E-Mail: [Jprabowo@Dnet.Net.Id](mailto:Jprabowo@Dnet.Net.Id)

Consultant  
Jl R.S. Fatmawati 20 Kav 108  
Cilandak Jakarta Selatan  
Tel.: +62-21-7654873  
+62-21-75900907

Contact: Mr John, N.S. Prabowo

Brand. Aestètica

Information

Aestètica interior furniture is a trader for classic and high quality products, with Indonesian design.

They use mainly mahogany, coated in different colours according to the customers taste

They are very much interested in the Italian market for both import and export.

## **LA FLO**

Plaza Senayan Lt.  
li Unit C- 255  
Jl Asia Afrika  
Jakarta 10270  
Tel.. +62-21-5725204/63858217

Contact. Mrs Katarina G.

Brand: Alessi Targetti, Brand Australiane, Brand Indonesian

### Information

La Flo operates to the higher middle class market with its showroom in plaza Senayan shopping center.

Its target clients appreciate very much European style furniture and accessories.

Products: living rooms, working desks, household products, lighting fixtures.

## **MEKAR FURNITURE**

JI Kh Hasym Ashari 73B -C  
Roxy Jakarta Pusat 10140  
Tel.. +62-21-6310435/6313445/6316578  
Fax.. +62-21-6315410  
E-Mail: [Mekar@Cbn.Net.Id](mailto:Mekar@Cbn.Net.Id)

Show Room  
JI Raya Kalimalang 25 A  
Jatibening Bekasi  
Tel.. +62-21-8649017  
Hp: +62-21827745

Information.

Mekar furniture is specialised in lighting, living room and bed room furniture

They handle mainly classic design and would like to be contacted by Italian suppliers in this field.

**PT. ROMANCE BEDDING & FURNITURE**

No 2 Jl Rawa Bebek Gedong Panjang  
Jakarta 144440  
Tel.: +62-21-6601393-6696870-6616712  
Fax.. 62-21-6601387-6695850  
E-Mail [Romance@Ibm.Net](mailto:Romance@Ibm.Net)

Factory  
Tangerang Jakarta Main Factory

Branch :Surabaya & Medan

Contact: Mrs Bella

Information  
Producer with 500 workers

Products: bed rooms (mainly beds), medium quality

Also contractor for Hotel projects, for this purpose they need suppliers from Italy to complete their offered range of products.

50% export (mainly Asia)

Import fabric from abroad (interested in Italian suppliers)

<i>Name</i>	<i>Contact</i>	<i>Address</i>	<i>Tel.</i>	<i>Fax</i>	<i>Comments</i>
AESTÈTICA INTERIOR FURNITURE	Mr John, N.S. Prabowo	Plaza Senayan Level 2 Unit 260C Jl Asia Afrika No. 8 Jakarta 10270	+62-21- 5725124/5 725128	62-21- 572512 8	Brand. Aestètica
ALITA FURNITURE	Ibrahim	Jl.R.S. Fatmawati No. 37 A- B Clpete Selatan - Jakarta	7656977 7691936	75017 69	Hotel Project
ARTEC	Armensia	Jl. Jelambar Utama Sakti IX/121 d/h. Jl. Jati I.121/D, Jelambar Jakarta 11460	5601066 5661671	56616 71	
ARTEC	Armensia	No. 52 B S.R. Fatmawati	5601066 5661671	56616 71	
DA VINCI COLLECTION	Ardi Juanda	jl Tanah Abang II no 89 Jakarta	3508989	35055 67	
DA VINCI COLLECTION	Ardi Juanda	jl Fatmawati no 28 c Jakarta selatan tel	7513145	35055 67	
DECOROUS	Elen Rachmad Asthara Nugroho	Jakarta Design Centre HSN 04 Jl. Jend. Gatot Subroto Kav. 53 jl Kebayoran Lama 10 F Jakarta Selatan 12220	5720380 5304548/ 45	54951 09 72562 46	Flou Cassina, Rossi di Albizzate
DIAMOND FURNITURE	Djono Kusnandar	Show Room Kelapa Gading Pasar Mandiri Blok M 4 E No. 37-38 & 43	4530204 4531748	45317 48	
DIAMOND FURNITURE	Mr Iyong Kusnandar, Managing Director	Kelapa Gading Pasar Mandiri Blok M 4E N° 37-38-43	+62-21- 4530120/4 531748	+62-21- 453020 4	Brand: Diamond Furniture
HAKKA FURNITURE	Hongo Wijoyo	Hotel Furniture/flour Jl. Raya Kelapa Lilin Blok M 4 E/45 Kelapa Gading Permai Jakarta 14240	4531749	45293 39	
KINDO GALLERY	Umar Setiabudi	Jl. Raya Durian 3 Jakarta Selatan	7940420	79408 88	Furniture and Interior Decoration
KINDO GALLERY	Mr Umar Setiabudi, manager, Mr Heru,	Jl Raya Durentiga 101 Jakata 12760	+62-21- 7993853	62-21- 798213 9	Brand: Kindo

	marketing				
LA FLO	Mrs Katarina G.	Plaza Senayan Lt. Ii Unit C- 255 Jl Asia Afrika Jakarta 10270	+62-21- 5725204/6 3858217		
MEBEL MERLIN	Nugroho (Lau Kian Hong)	Jl. Daan Mogot Green Garden 14/7 Jakarta 11520	5812460	58027 13	
MEKAR FURNITURE		Jl Kh Hasym Ashari 73B -C Roxy Jakarta Pusar 10140	62-21- 6310435/6 313445/63 16578	62-21- 631541 0	
OA SYSTEMS -PT. SURYA TIMUR PRESTASI	Ir. Ria S. Mustafa, Operation Manager	Pt Timur Jaya Pretasi Furniture Industries Jakarta Design Centre 1st Floor, SR-10 Jl. Gatot Subroto 53, Jakarta 10260	Tel.: +62- 21- 5720394	Fax.: +62-21- 572039 5	High Point (own brand)
PROFA	Bambang Sugianto	Jl.Daan Mogot Green Garden A 14/7 Jakarta 11520	5812458 5812459	58027 13	Bosco/Woo dmark pacific coast
PT ANUGRAH PRABOWO	Suprato Effendi	Jl. Cipinang Muara I No.75/No.21 G Jakarta 13430	8605390		
PT DUTA CUCINDO	Ir. Iskandar Mandar	Jl. Raya Kebayoran Lama 18C Jakarta 12210	62-21- 5322266; 5321983	62-21- 533055 9	Duta Cucindo (own)
PT VITO DHARMA INTERIOR	Bpk. Hari Jogio	Jl. Srengseng Raya No. 32/89 Kembangan, Jakarta Barat 11630	5856993/ 94 5866619/ 20	58666 21	
PT. ESTELIND MEGAH KREASI	Willy Ghandama, Interior Designer	Jl. Sultan Iskandar Muda N° 25 C Arteri Pondok Indah - Jakarta 12240	62-21- 7293572/3	62-21- 769445 8	
PT. FEFCO KLASIK MEBEL	Mrs Vivi Azhar	Jakarta Design Center Jalan Gatot Subroto, 53 4th Floor Sr 06-07 Slipi Jakarta 10250	+62-21- 5495118	+62-21- 549511 4	Brand Fefco Fine Furniture
PT. PANAH CAKRA MANDIRI	Mr Yanto, Manager, Mr Heru,	Jl Jelambar Utama Sakti IX /121 Jakarta 11460	62-21- 5601066/ 5648632/3	62- 215661 671	

	Marketing		3		
PT. ROMANCE BEDDING & FURNITURE		No 2 Jl Rawa Bebek Gedong Panjang Jakarta 144440	+62-21- 6601393- 6696870- 6616712	62-21- 660138 7- 669585 0	
PT. VITO DHARMA INTERINDO	Mr. Harry C. Tjiau, Sales & Marketing Division Mrs Cristina Wijoyo	Jl Srengsen Raya N° 31-32 Jakarta Barsi	62-21- 5856993/5 856994	62-21- 586662 1	
ROXY GLASS - PT. ROXY PRIMA INDOPRODUCTS	Mrs Rokhati, Mrs Ningsih	Pusat Niaga Roxy Mas Jl. K.H. Hasyim Ashari Blok C 4/12 A Jakarta 10150	62-21- 6332468; 6309947, 6309979	62- 216385 7409	Musterring International JDC, Roxy
SANSURYA	Sigan Prabowo	Jl. Dewi Sartika 292 Jakarta Timur	8009332 8009336	80916 57	Furniture & Interior
SHINDO FURNITURE	Sido Soeryadi	0816835071 Jl. Hasyim Ashari 75 Jakarta Pusat Roxy	6325470 6325756		082134082
TRINITY	Mr. Wiwiek Darmawan	Jakarta Design Centre 4 <sup>th</sup> floor Jl Jend Gatot Subroto kav 53 Jakarta 10260	5304723/ 24	53047 23	Matteo Grassi, Artemide, Flos, designer lamps, Hotel projects



## ***FURNITURE: IMPORT (FROM INDONESIA TO EUROPE)***

All Indonesian companies we met are interested to export their products to Europe and to supply half finished products. The main products offered are: Garden Furniture, Rattan Furniture and Office Furniture, there is also one company which makes Designer Furniture Replica.

The minimum order for all this companies is at least one full container.

Of special interest are the office furniture producers with prices below 100 USD for an executive working table with a good quality for example.

We have put a special emphasis on the area of Jepara next to Semarang which is the centre of furniture production of Indonesia, where we collected 11 company profiles of export oriented companies.

### Selection of promising product range from Jepara

The main advantages the Indonesian manufacturers can offer are the following:

- Extremely low labour cost
- Well educated workforce in the woodworking industry
- Relatively cheap raw material
- solid tropical wood
- great variety of tropical species

Having these advantages in mind and preparing the identification of Semarang-based furniture manufacturers in order to acquire European companies for potential co-operation the following criteria were decisive:

6. Furniture made out of solid tropical wood (Teak, Mahogany, Nyatoh)
7. Specific product lines such as
  - Teak garden furniture
  - Reproduction (Replica or certain styles)
  - Components such as turned, milled or moulded parts, handles, knobs etc.
8. Production of small series or single pieces
9. Attractive market prices
10. Possible local support in handling and checking the orders

## ***Identification of Semarang-based furniture***

With the above mentioned criteria a couple of companies were identified which also could fulfil the following managerial qualification:

5. A certain production capacity in order to guarantee a smooth handling (100 employees as minimum)
6. English speaking management, experienced in export and familiar with European business culture
7. Qualified workforce
8. Complete and correct company data such as
  - Production program
  - Sales figures broken down by main products and by main destinations (domestic and overseas countries)
  - Sales system and main customers
  - Participation of exhibitions with results
  - Ownership and management
  - Bank connection(s)
  - Number of employees

## Market possibilities

**Possibilities in co-operating with European partners** in the field of **marketing and production** can be seen in the following product ranges (ranked according to the chances of realisation):

6. Moulding for windows
7. Garden furniture made from Teak and Nyatoh
8. Indoor furniture made from various solid tropical species (e.g. Teak or Mahogany)
9. Wooden components to be supplied to European producers of solid furniture and kitchens
10. Flooring and panelling laminated with fancy or decorative veneer made from specific tropical species

## **Findings**

Most **prospective market fields** are seen in products such as

- components for furniture,
- mouldings for windows and
- garden furniture

where the demand on the European market is still growing with rates above 30-50 % p.a.

The majority of the selected companies **covers the above given product range** except the mouldings for windows.

According to the companies` profiles, brochures and photos as well as after discussions the consultant has held with some of the owners of the Indonesian manufacturers, most of the selected companies can **meet the market demand** regarding quality standard, tolerances, design, order handling and price level.

Concerning the **usage of certified wood** at the moment there are only two product segments

- garden furniture and
- mouldings

where a slowly growing market demand with slightly higher prices for certified wood can be seen. Regarding the usage of certified wood as a marketing tool there is still an information gap to apply for the *Chain of Custody certificate*. Companies are interested in these matters and ready to go for certification in their production units.

Company	<b><u>PT ROTAN HARAPAN</u></b>
Factory	Jl. Duku Setu Desa Bodasri No. 8 Cirebon 45155 - INDONESIA Tel. : 62-231-321836 Fax : 62-231-321836
Marketing Office	Jl. Kembang Murni II Lt/17 Kembangan Selatan Jakarta 11610 - INDONESIA Tel. : 62-21-582-8741/8742 Fax . : 62-21-582-8744
Contact Person	Mrs. Erny Ningsih Mr. William Sanjaya
Board Of Director	Mr. H. Djamina
Owned by	Private
Number of Employee	350 persons
Turnover	Export : USD. 1.800.000.-/year Domestic : None
Export Destination	Denmark, Belgium, Spain, Germany, Swedish, Rumania, Hungary, Saudi Arabia, Sri Lanka, Lebanon, Irlandia
Type of Business	Rattan Furniture Manufacturer
Important Products	Throne Dining Set +/- 1.200 sets/year Macao Living Set +/- 800 sets/year Barbados Living Set +/- 700 sets/year Singapore Living Set +/- 600 sets/year Helsinki Living Set +/- 500 sets/year Swivel Rocker Group +/- 500 sets/year Pilot/Bombay Chair +/- 20.000 sets/year Laundry Rack +/- 480 sets/year
Management Qualification	Production : Senior High School Marketing : Under Graduate (S1)
Sales System	Direct and through trading company

Company	<b><u>PT ALAM CALAMUS</u></b>
Factory	Jl. Otonom (Jl. Raya Serang Km. 15,5) Desa Talaga, Cikupa tanggerang Tel. : 62-21-596-0048 Fax : 62-21-596-0047
Marketing Office	Jl. Abdul Muis No. 36 Jakarta 10160 Tel. : 62-21-344-1651 Fax . : 62-21-344-1707
Contact Person	Ismail Chamdani
Board Of Director	Mrs. Goey Swan King
Owned by	Mr. Joseph Ignatius Chamdani
Number of Employee	300 persons
Turnover	USD. 1.500.000.-
Export Destination	Europe, Australia, Japan, Korea, Singapore, USA, South Africa
Type of Business	Furniture Manufacturer & Exporter Rattan : Wicker, Cane, Peel, Loom, Iron, Wood Combination
Important Products	Chair +/- 25.000 pcs/year
Management Qualification	Production : Bachelor of Science & arts Marketing : Master of ScienceS1)
Sales System	Direct importer / wholesaler Buying agent Trading Company

Company	<b><u>PT TRIMITRA FURNINDO</u></b>
Factory/Marketing office	Jl. Raya Serang Km. 18, Desa Bojong Cikupa Tangerang Tel. : 62-21-596-0933 Fax : 62-21-596-0514
Contact Person	Johny Huang
Board Of Director	Johny Huang/Mr. Hanardu Ali Warga
Owned by	Johny Huang & Hanardi Ali Warga
Number of Employee	50 staffs + 400 Workers
Turnover	USD. 12 millions
Export Destination	Europe,
Type of Business	Wooden Manufacturer
Important Products/ set year	Market umbrella +/- 200.000
Management Qualification	Production : University Marketing : University
Sales System	Direct and through trading

Company	<b><u>PT ARRISTIKA CIPTA KREASI</u></b>
Factory/Marketing office	Jl. Raya Narogong Km. 19 Cileungsi Bogor Tel. : 62-21-823-0371 Fax : 62-21-823-0316
Contact Person	Adnan Afiff
Board Of Director	Adnan Afiff & Ferry
Owned by	
Number of Employee	250
Turnover	
Export Destination	Europe, & Australia
Type of Business	Garden Furniture, Wooden Manufacturer
Important Products	Furniture +/- 20.000 pcs/year
Management Qualification	Production : Polytechnic Marketing : Sales Engineer
Sales System	Direct and through trading company

Company	<b><u>CV CITRA JEPARA FURNITURE</u></b>
Factory	Dk. Congol Karangjati, Klepu, Ungaran, Semarang - Indonesia Tel. : 62-24-923-456 Fax : 62-24-923-234
Marketing Office	Jl. Kedungmundu 98 Semarang 50273 -Indonesia Tel. : 62-24-416-100 Fax . : 62-24-415-119
Contact Person	1. Herry Setianto 2. B. Wahyu Suprpto
Board Of Director	Herry Setianto
Owned by	Herry Setianto
Number of Employee	400 persons
Turnover	Export : USD. 4.000.000.-
Export Destination	USA, Australia, Germany
Type of Business	Producer - Exporter
Important Products	Wooden Furniture
Management Qualification	Production : Master in degree Marketing : Master in degree
Sales System	Direct marketing



Company	<b><u>PT PURIARTHA JATI INDONESIA</u></b> d/h. PT ARTHARAMA SANGGHA
Factory	Jl. Amarta III, RT. 005 -03 Wonosari, Tahunan, Jepara, Jawa tengah Tel. : 62-0291-93028/ 081 1858539 Fax : 62-0291-93028
Marketing Office	Jl. Kemang Selatan VIII No. 28, Jakarta 12730 Jl. Kemang Selatan No. 3, Jakarta 12560 Tel. : 62-21. 7195320, 7195322, 7824182 Fax . : 62-21. 7195322, 7824182
Contact Person	Petrus Darwis, Eni T. Darwis
Board Of Director	Petrus Darwis, Ent T. Darwis, Julius S. Darwis
Owned by	Petrus Darwis
Number of Employee	200 persons
Turnover	Export : USD. 4.500.000.- Domestic : USD. 1.500.000.-
Export Destination	Europe, USA
Type of Business	Manufacturer, Exporter, Trading
Important Products	Outdoor, Repro Colonial +/- 12.000 sets / year Distressed Furniture
Management Qualification	Production : High School, Secondary School Marketing : University Graduate
Sales System	Direct
E-mail	Artstyle@puriartha.com
Homepage	www.puriartha.com

Company	<b><u>PT KURNIA JATI UTAMA INDONESIA</u></b>
Factory	Jl. Simongan No. 100 A Semarang - Jawa tengah - Indonesia Tel. : 62-24-605215/608951 Fax : 62-24-604343/608952
Marketing Office	Jl. Somongan No. 100 A Semarang - Jawa tengah - Indonesia Tel. : 62-24-605215/608951 Fax . : 62-24-604343/608952
Contact Person	Mr. Yohannes Hermawan/Mr. Petrus Chandra
Board Of Director	Hendro Prawiro Rahardjo
Owned by	Mr. Oerip Agusoeigito Mr. Hendro Prawiro Rahardjo
Number of Employee	900 persons
Turnover	Export : USD. 10.500.000.- Domestic : -
Export Destination	Amerika, Europe, ASIA
Type of Business	Manufacturer
Important Products	Folding Chair +/- 10.000 sets/year Disstressed Furniture
Management Qualification	Production : Marketing :
Sales System	Direct

Company	<b><u>PT DIAN MEBEL</u></b>
Factory	Jl. Industri XXIV/980 (LIK) Semarang - Jawa tengah - Indonesia Tel. : 62-24-582540 Fax :
Marketing Office	Dian Mebel, Jl. Depok No. 12 A, Semarang Tel. : 62-24-556796, 516878, 561883, 540882 Fax : 62-24-510414
Contact Person	Liem Thiam Tjiok
Board of Director	-
Owned by	Liem Thiam Tjik
Number of Employee	600/1000 persons
Turnover	Export : USD. 4.500.000- Domestic : 20 (Twenty) container
Export Destination	USA, Europe, Japan, Singapore, Malaysia, Australia
Type of Business	Manufacturer
Important Products	Replica Antique Furniture from Louis XIV to art Deco in Mahogany Colonial Style Furniture in Teak, Rattan Furniture, Chair, Table, Cabinet, Sideboard
Management Qualification	Production : Marketing :
Sales System	L/C at sight

Company	<b><u>PT CV RODA JATI</u></b>
Factory	Majapahit 514, Street Semarang - Jawa tengah – Indonesia Tel. : 62-24-711777 Fax : 62-24-714647
Marketing Office	Kartini 77 M, Street Semarang Tel. : 62-24-318877 Fax : 62-24-411118
Contact Person	1. Mr. Moelyono 2. Mr. Karono 3. Miss. Resvinta D
Board of Director	Mr. Moelyono
Owned byProducts	Mr. Moelyono
Number of Employee	256 persons
Turnover	Export : +/- 60 container 40' Domestic :
Export Destination	Germany, USA, Holland, Singapore, Japan, Australia
Type of Business	Wood Working, Industry
Important Products	Garden Furniture, Parquet, Door
Management Qualification	Production : Sarjana Marketing : Sarjana
Sales System	Trade, Wholesale Importer

Company	<b><u>PT WAHYU ISNA FURNIRAYA</u></b> Rattan and Wood Furniture
Factory	Jl. Lompobatang Barat III/20 Mojosongo Jebres Solo 57127 Desa Jamur, Trangsen, Gatak, Sukoharjo Tel. : 62-271-634598 Fax : 62-271-634598
Marketing Office	Jl. Jayawijaya No. 102, Mojosongo SOLO 57127 - Indonesia Tel. : 62-271-634598 Fax : 62-271-634598
Contact Person	1. Mr. Syukur Alhayat 2. Isnaini Nurhidayat
Board of Director	Mr. Syukur Alhayat
Owned by Products	Isnaini Nurhidahat & Syukur Alhayat
Number of Employee	7 Administration, 75 Interrelated Production
Turnover	Export : USD. 160.000 Domestic : USD. 5.000
Export Destination	England, Denmark, Germany, Holland, Australia, Hungary
Type of Business	Producer & Exporter Wood and Furniture
Important Products	Maestro Model Cane Furniture +/- 300 sets/year Pra Easy Model Cane Furniture +/- 375 sets/year Singapore Model Cane Furniture +/- 200 sets/year
Management Qualification	Production : 1 Diploma Marketing : 1 Diploma, 1 University Degree
Sales System	Direct Sales Trading Sales (middle buyer)

Company	<b><u>ALAM BARU FUNITURE</u></b>
Factory	Jl. P. Sarip No. 129 Jepara - Central Java Tel. : 62-291-91519 Fax : 62-291-91512
Marketing Office	Jl. K.H. Yasin No. 31 B Jepara - Central Java Tel. : 62-291-91512 / 91519 Fax : 62-291-91512
Contact Person	1. Mr. Helmy Turmudhi, SE (Manager) 2. Wawan Hadiyanto (Export Department)
Board of Director	Mr. Syukur Alhayat
Owned by Products	Isnaini Nurhidahat & Syukur Alhayat
Number of Employee	7 Administration, 75 Interrelated Production
Turnover	Export : USD. 160.000 Domestic : USD. 5.000
Export Destination	England, Denmark, Germany, Holland, Australia, Hungary
Type of Business	Producer & Exporter Wood and Furniture
Important Products	Maestro Model Cane Furniture +/- 300 sets/year Pra Easy Model Cane Furniture +/- 375 sets/year Singapore Model Cane Furniture +/- 200 sets/year
Management Qualification	Production : 1 Diploma Marketing : 1 Diploma, 1 University Degree
Sales System	Direct Sales Trading Sales (middle buyer)

## **INDONESIA: MACHINERY TRADERS AND IMPORTERS**

The market situation for wood machines is better than expected in Indonesia. Through the devaluation of the Indonesia rupiah many wood working companies expanded their exports increasing their production capacity. Therefore many orders have been placed despite the generalised crisis of the country.

Pt Alpha Utama, Pt Prima Harda Pacific, Pt Dainasint and PT Budi Gracindo have increased their sales in 1998 with reference to the year 1997.

In Indonesia exist circa 1.000 potential clients for woodworking machinery, most of them are very small workshops.

The majority of woodworking machinery sold in Indonesia comes from Taiwan, some from China and South Korea. European suppliers (mainly Italy and Germany) account for approximately 10% of total imports. The difference in Price from Taiwanese machinery to European machinery is up to five times, but obviously the European quality is much appreciated, especially for export production. Unfortunately for the local production the Taiwanese quality is judged sufficient and has therefore a good market.

The local production is focused on the most simple machinery and is of no threat to European Imports.

We have contacted 19 Machine Traders (see attached list) and proposed our European machine suppliers. All traders who we met were highly professional and knew already personally most of the firms we proposed. Many contacts have been done previously directly both in Europe as also in Indonesia on fairs or through cross-visits. We collected anyway the following interests from the Indonesian Traders:

## **PT DAINASINT**

Mr. Raswin Wijaya, director  
Mr. S Muliadi, sales

(3 branch offices, Jakarta, Medan, Surabaya, showroom, workshop, established 1981, representative for Maggi, Osama, Italtresse, Casati, Vitad, Pade, Champfond, Altek, Itsai, Loopers, etc.) is interested in, and asks for further documentation and direct contact with Italian companies.

PT Dainasint has its own workshop of 500 workers and could be an interesting JV partner for one of the Italian companies.

Eventually interested also for locks for furniture

## **PT PRIMA HARDA PACIFIC**

Mr Adi Krishnanda, president director

(Turn Over 97 10 Mio USD, 2 branches, Jakarta Surabaya)  
is interested in, and asks for further documentation and direct contact with Italian companies



## **PT ALPHA UTAMA**

Mr Simon Adyanto, branch manager  
Mr. Alexander S. Johan, vice branch manager

Office  
JI Gunung Sahari Raya No. 1  
Blok B-8  
Jakarta 10720  
Tel.: +62-21-6251125  
Fax.: +62-21-652920

(3 branch offices, Jakarta, Semarang, Surabaya (Head office), representing Baggi, Casadei, Carol, Italpresse, Sicar, Masterwood, Omga and many many Taiwanese companies, sales are 80% Taiwanese, 20% Italian machinery) Principal suppliers are Germany Italy and Taiwan.

Taiwan is much more competitive in this days of crisis, also Germany and Italy have a better quality. They Import circa 20% (value of sales) from Italy.

is interested in, and asks for further documentation and direct contact with Italian companies.

## **PT BUDI GRACINDO TAMA (EX COSTINDO)**

Mr. Hardjono Sigit, manager

JI Daan Mogot II N° 100 Z  
Jakarta 11510  
Tel.: +62-21-5640166/5640167/5640770  
Fax.: +62-21-5640770/5827372

(workshop, 16 people, 3 sales engineer, 2 technician, 20 years of experience, turn over 1997 1.6 Mio USD, 1998 3.3 Mio USD, 1999 good year)

is interested in, and asks for further documentation and direct contact with both Italian and Spanish companies.

**PT SURYA TIMURRMAS SAJATI**

Jl P Jayakarta 121/52  
Jakarta  
Tel.. +62-21-6491030/6491223/6265968  
Fax.: +62-216293294

Contact: Mr Muliadi Fetiawan

Activities:  
Pt Surya Timurmas Sajati is a trader of mainly European (Italy, Germany) wood working machinery

Always interested in new machinery

**HASTA PERKASA**

Office  
Graha Engineering  
Jl. Kyai Tapa  
216 Grorol  
Jakarta 11440  
Tel.: +62-21-5672005/ +62-21-5683559/63860078  
Fax.: +62-21-5663880/ 5660327

Contact Mr Ferry Antigunawan, Mr Irenia

Interested to receive brochures

## **MAKHMUR TECHNIK UD**

### Office

Komplek Perkantoran

Duta Merlin

Blok A N° 48

### Showroom

Jl Gajah Mada N° 3-5

Jakarta 10130

Tel.: +62-21-5417845/ 5417846

Hp.: +62-816861617

Fax.: +62-21-5447523

Contact: Mr Budi

### Activities

Makhmur Tehnik Ud is a trader of wood working machinery.

Principal suppliers: Italy, united Kingdom and Taiwan

Specialised in: cutting machine and Veneer machine

Very much interested in joint venture for local production with European know how

**PT WAYA INTAN**

Jl. P. Jayakarta N° 7  
Blok A- 17  
Jakarta 11110  
Tel.: +62-21-6253837/6253840/ 6253526  
Fax.: +62-21-6253837

Contact: Mr Rudy Chandra

Activities  
Pd Waya Intan trader of planning machinery.

Suppliers: only Taiwan (for price reasons)

**INDOPLYWOOD GROUP PT**

Komplek Perkantoran  
Duta Merlin Blok A N° 48  
Jl. Gaja Mada N° 3-5  
Jakarta 10130  
Tel.: +62-21-6338670/5580  
Fax.: +62-21-6337814

Contact. Mr Purnawidjaya Dana

Activities  
Indoplywood Group Pt produces plywood, furniture, container and imports machinery from Europe and Japan.

Requests contacts with Italian and German machine producers

**ADITI DHINESHINDO PRIMA PT**

Jl Sunter Paradise Raya  
Blok f 21 n° C 40  
Jakarta 14350  
Tel.: +62-21-6451203/4  
Fax.: +62-21-6451202

Contact: Mr Pradeep Nathani

Activities  
Aditi Dhineshindo Prima PT produces wooden doors.

100% export to Asia and Europe.

Interested to buy machinery for their production, they would like to receive more information on Italian companies and machinery

**AKA SARANA PERTIWI PT**

Jl. Pejagalan  
L no 1 BE  
Jakarta 11240  
Tel.: +62-21-6914205/ 6913864  
Fax.: +62-21-6913603

Contact: Mr Anton Kamarga

Activities  
AKA SARANA PERTIWI PT is an importer for abrasive machinery, abrasive products (main product) and wood glues.

Main suppliers are: Europe America, Japan and China.

## MACHINERY: TRADERS AND IMPORTERS

company	address	tel	fax	brands
Aditi Dhineshi ndo Prima PT  Mr. Pradeep Nathani	Jl Sunter Paradise Raya Blok F 21 No C 40 Jakarta 14350	021- 645120.3/4	021- 6451202	interested to purchase woodworking machines for their own use. They produce doors, door frames, parquets, moulding and furniture components
Agung Jaya Machiner y & Technical Supply	Jl. Mangga Besar 183 No.23,24,25 Jakarta 13730	6495281 6251141	6251149 6590365 6908143	Heavy Duty log band mills- with auto feed carriage TM-1500B, TM-1300B, TM-1200B TM-510 Auto Planer, TM-610 Auto 3-D Planer TM-32 Shaper TM-52 Saw Grinder TM-280 Auto Thicknesser Multiripsaw Auto 2-side Planer Band saw 28", 36", 42" Sandvik uddeholm & assab- origin Sweden band saw blades Diagen TCT Finger joint & all - kind cutters, routers Diaman Origin England - precision planer knife & Tools Gomex & Sandvik origin Sweden TCT Circular Saw ede England Diamond Wheels
AKA Sarana Pertiwi PT  Mr. Anton Kamarga	Jl Pejagalan L no 1 BE Jakarta 11240	021- 6914205, 6913864	021- 6913603	Deals in Woodworking machines & accessories interested in sanding Mac for wood flooring, circular saw blades & planer knives for wood
CV AKS Jakarta	Jl. Muara Baru No.3 A-B-C, Jakarta Utara	6696060 6696061	662111 6621212	YT A-TCB-TT-TB-LS-CC (Table Bandsaw & Carriage) AKS 60 CLD-1 (Twin Side Bandsaw Grinder) Chang Iron, CCL, AN

				<p>Chang Iron 4-6 Spindle - Moulding Machine  Yu Shyang, GE  Tai Chan TC-1012 (panel saw)  JO Way, YF  OG-280 Multi Rip Saw  Lazzari,Griggio, Panel Saw  CK-24,TB24,Meber,Centauro, Scroll,Bandsaw  Stromab, Maggi, Radial Arm - Saw  MB-574  MB206 B  MP-442  TT-42MT-Table Bandsaw  KKK-AKS-NKK, Bandsaw  Blades SKS-51  TCT Circular Saw  Planer Knife  Deloro Stellite Alloy Rods  Power Press/PON  Bubut Besi  Polong Plat  Drilling/Bor</p>
Hasta Perkasa Graha Engineering	Jl. Kyai Tapa 216 Grorol Jakarta 11440	5672005 5683559 5601868 5663881	5660327 5663880	Keen Laser BM 1800 Model UP-A Model UP-AKS Model UP-M
Indoplywood Group PT Mr. Purnawidjaya Dana	Komplek Perkantoran Duta Merlin Blok A No 48 Jl Gajah Mada no 3-5 Jakarta 10130	021-6338670/5580	021-6337814	manufacturer of plywood and furniture, interested in in-laid veneer production machines
Makmur Teknik UD Mr. Budi Sutanto	jl Kresek Raya no 16 Duri Kosambi Jakarta Barat	021-5417845, 5417846	021-5447523	Reconditioning of wood working machine coy, interested in used wood working machines and its spare parts
Numero Uno (S) PTE LTD	Singapore	(65) 7494342	(65) 7492292	Automatic Wide Belt Cleaner Spare Part For Hot Press: * Press Cushion

				<ul style="list-style-type: none"> <li>* Caul Plate</li> <li>* Magnetic Cushion Sheet</li> <li>* Non-Ship Wire Mesh</li> </ul> Spare Parts for Plywood Machinery : <ul style="list-style-type: none"> <li>* Kitagawa</li> <li>* Hashimoto</li> <li>* Uroko</li> <li>* Meinan</li> <li>* Kikukawa</li> </ul> 8 Torwegge Particleboard Machinery : <ul style="list-style-type: none"> <li>* Bison</li> <li>* Maier</li> <li>* Pal</li> <li>* Dieffenbacher</li> </ul>
PD Waja Intan	Jl.P.Jayakarta No.7 Blok A-17 Jakarta 11110	6253837 6253840 6253526	6253837	Saw Blades 4-Side Planer & Moulder Planer Jointer Boring Gear Head Shaper Chisel Morticer 13" Planer/Moulder Router Bits Mortiser Chain Dust Collector Band Saw Jointer/Planer CT-1004/CT-130A
PT Alpha Utama Madiri	Jl. Gunung Sahari Raya No.1 Blok B-8 Jakarta 10720	6251125	6252920	MRS-350 Multiple Rip Saw FJ-12 Semi-Auto Flinger SRS-12 Straight Line Rip Saw FCH8-Hydraulic Copying-sanding Shapper with 8 heads TSG2T - Rouding Off Tenoner - with Two Tables MOD - Oscillating Mortiser-with Two Tables SYC 723E 4 side Moulder SV-32 Automatic Panel Saws-with high speed top pusher SA-1350 WS Wide Belt Sender
PT Dainasint PD Kariling	Jl. Pintu Air No. 33 Jakarta 10120	3804285	3848292	Marunaka/Dainaka Lazzari-Italy Formosa ALTEK



				<p>Vitap-Italy  Coyer  Shenko (Double Planer)  Shenko (5-6-7 Moulder  Pade S.A.S Italy  RYH LONG (Multi Rip Saw)  RYH LONG (Finger Joint)  Koon Tuoh (Finger Joint System)  Cham Fond  KUORONG  Koon Tuoh (Hyd Clamp Carrier)  DSI Spray Booth  DSI Dust Collector with Filter System  Hydraulic Hot Press UT6  DSI Runner &amp; Caster  DSI Knockdown fitting Hanger and handle  PVC Edge Bending</p>
<p>PT Dwi Budi Costindo   Mr. Hardjono Sigit</p>	<p>Jl. Daan Mogot II No. 100 Z Jakarta 11510</p>	<p>5640166  5640167  5640770  5640771  (081)6846369</p>	<p>5640770  5827372</p>	<p>- Renco Borgonovo Italy :  MOD SM 93 (Special Finishing/painting line for - Moulding, profile, wall panelling, picture frame)  - HIP Italy :  Wrapping machine using polyurethane, hot melt glue, solvent/PVAC Glue  - Giardina Italy :  Lacquer Coating/Painting with roller coater/curtain coater 1 UV dryer/auto spray for parquet flooring, furniture, door, table top and general moulding  - Costa Italy :  *Wide belt sander for veneer, wood N lacquer/painting  *Abrasive sander for plywood MDF  - STEMSAS Italy :  * Profile sander for moulding, housing component, door and windows, furniture + Picture frame/table top-flooring  - A. COSTA Italy :  * double end tenoner parquet</p>

				<p>machine 2 spindle multi rip saw  - MT Abrasivi - Italy :  * Sanding wheel for moulding-profile and painting/lacquer wood  - Mouldrup System :  * wood impregnation plant anti stain, anti borer chemical  woodworking machine, clamps, edge bending machine finger joint lines, handling equipment</p>
PT Prima Harda Pacific	Jl.P.Jayakarta 123/11 A Jakarta 10730	6008389 6007965 6007966 6012354	6008062	<p>Heavy duty wide belt sander  Tools &amp; Cutters  Four sides 6 Spindles GA 622  Automatic Multiblade  Finger Joint Plant  Automatic Double end Tenoner  Auto Double Surface Planner  Automatic Multiblade Sawing-Machine</p>
PT Sumber Inti Waja	Jl. P. Jayakarta 127 A	6280600	6399656	<p>SCM - Super Set  Solid Wood Line-Concept 2000  <b>BALESTRINI</b> (Tenoner, Mortizer, Shaper)  Sorbini (Panel Finishing)  Makor (Picture Frame, Moulding Finishing)  Amitec  (Slicer,Sanding,Vertical,Milling)  Sandya,Routonic,M2-M3  (Multiripsaws, Sanding, Circlesaw, Spindle Moulder, ETC)  SCM-Olimpic (Post Forming, Soft forming, Edgebanding, Double Edgebander)</p>
PT Surya Timurmas Sejati	Jl.P.Jayakarta 121/52 Jakarta	6491030 6491223 6265968 6294019	6293294	<p>Wood Working Machine Rattan - Processing Machine  Sharpening Machine * Saw Mill  * Saw and Tool</p>
PT Wing On Makmur	Jl. Karang Asem IV/1 Surabaya 601333	(031) 3815569 (031) 3814661 (031) 3815674	(031) 3814872	<p>Kusen, Pintu Panil, Pintu Lapis, Jendela, List profil, Lumberceling, Flooring, Moulding</p>

Rapi Cipta Indah PT Mr. Vinsen Martheo	perkantoran kota Grogol Permai Blok B/45 jl prof dr Latumen Jakarta 11460	021-564904.6/7	021-5668492	Interested to import furniture machinery for their own production,. They produce panel furniture, furniture for office and kitchen set
TEKNIN DO Panca Pratama PT Mr. Triono Man/ Erwin	Jl Daan Mogot 119 Blok C 10 Complex Akhiron Hero Jakarta Barat	021-5667240	5667240	specialised on woodworking cutting tools, fully CNC produce tungsten carbide solid profile cutters, corrugated round cutter block sn thin platter knives Rep of Hong Tat Lee Machinery trad Co Pte LTD Singapore

## **WOOD EXPORTERS**

LOG EXPORTS Indonesia's earnings from its log exports 1998 increased to US\$11.19 million from only US\$ 41,000 in 1997, following the lifting of the ban on the export of the commodity. The Central Bureau of Statistics (BPS) reported that timber topped the list of agricultural exports in terms of value last year. Under trade ministerial decrees, log could be exported provided its export does not threaten the country's forest conservation efforts.

The forestry and plantations minister has thus been authorized to set the quantity of log exports every year.

We have contacted the attached wood traders, who all are available for export, but ask for very precise specifications (type of wood, size of sawn timber, packaging, quantities) to make a spot quotation. Moreover all the traders can supply many varieties of wood. The prices of wood logs and swan timber vary from to day to day, so that it is impossible to get a price list.

Our suggestion is to establish a long term collaboration with one (or two) trader(s) to develop mutual trust and to become important for its turn over in order to get the best possible service. The policy to buy from many sources does not pay back in the long term because of quality problems.

Please find attached the list of traders with whom we established direct contacts and who are waiting for precise inquiries.

# **C – FINAL RESULTS**

## CONCLUSIONS AND RECCOMENDATION

### ***Indonesian furniture industry***

Indonesian furniture industry produces a variety of products such as cupboards, chairs, shelves, beds and tables. In their production process, medium and large scale furniture producers mostly use machinery and usually as integrated industry to the moulding, window / door frame and other wood working industries (export, standardised high quality products). Small scale producers mostly use labour intensive in their production process (handicraft products).

All furniture producers use various kinds of woods, like sawn timber, teak, ramin, mahogany, rubber wood, plywood, particle board and medium density fibre board (mdf).

The production of furniture from year to year always increases from 3,5 million meter cubic in 1993 to 4,1 million meter cubic in 1998, its growth 16.5%. In average each year it grows 2.7 %.

In 1994, Indonesia's wooden furniture dropped to 1 million meter cubic (-60%), then it grew again in 1995 and in 1996. In 1997 it rose by 1.3% at volume 1.6 million cubic meters despite the first signals of the monetary crisis. But in 1998, it declined to 1.5 million cubic meters due to the slow down of export and local demand affected by the monetary crisis. (particularly difficult in this period were the LC transfers and the export financing by the collapsing banking system.

Indonesia exports wooden furniture mostly to Japan, the United States of America and West Europe. The other export destination countries for Indonesia's wooden furniture are South Korea, Taiwan and Middle east Countries.

Major suppliers for Indonesian imported wooden furniture and its parts come from the United States of America, Italy, Spain, Japan, Taiwan and Australia. With the growth of the World's furniture imports, Indonesia's furniture exports have also continued increasing , in 1996 was 2.58% and in 1995 was 2.32% from the total value of the World's furniture imports (USD 41.5 billion in 1996 and USD 40.5 billion in 1995). The prospective buyers usually come to Indonesia by visiting the furniture production centers (Jepara, Ja-bo-ta-bek) or furniture exhibition centers, then placing orders with their specifications.

### ***Indonesian furniture market***

*Export of European furniture in Indonesia* - The Furniture sector is one of the most badly hit sectors by the monetary crisis of Indonesia. The operators estimate a contraction of 70% to 90% of the market in 1998 and 1999.

In the Jakarta Design Center, which has been the most important showcase of foreign furniture in Indonesia circa 60% to 70% of the shops has closed. The remaining shops don't buy merchandise from abroad since 1997 and converted their offer to local production or designer lamps.

The supply to Hotels from abroad has been frozen or cancelled since end of 1997 due to the crisis which hit most badly the construction sector. Most development projects have been stopped.

Most of the operators are pessimistic about the future and forecast to raise themselves again from the crisis not before 3-4 years.

But despite this, in memory of better times, the buyers and agents we met showed a certain interest in our proposed European companies and they are asking for documentation and price

lists. For the time being the Indonesian buyers-agents don't feel to commit to guarantee any collaboration and buy even the minimum quantities, but they agree to include those catalogues in their offer for future projects.

*Import of furniture from Indonesia* - All Indonesian companies we met are interested to export their products to Europe and to supply half finished products. The main products offered are: Garden Furniture, Rattan Furniture and Office Furniture, there is also one company which makes Designer Furniture Replica. The minimum order for all this companies is at least one full container.

Of special interest are the office furniture producers with prices below 100 USD for an executive working table with a good quality for example.

### ***Indonesian market of wood working machines***

The market situation for wood machines is better than expected in Indonesia. Through the devaluation of the Indonesia rupia many wood working companies expanded their exports increasing their production capacity. Therefore many orders have been placed despite the generalised crisis of the country.

Pt Alpha Utama, Pt Prima Harda Pacific, Pt Dainasint and PT Budi Gracindo have increased their sales in 1998 with reference to the year 1997.

In Indonesia exist circa 1.000 potential clients for woodworking machinery, most of them are very small workshops.

The majority of woodworking machinery sold in Indonesia comes from Taiwan, some from China and South Korea. European suppliers (mainly Italy and Germany) account for approximately 10% of total imports. The difference in Price from Taiwanese machinery to European machinery is up to five times, but obviously the European quality is much appreciated, especially for export production. Unfortunately for the local production the Taiwanese quality is judged sufficient and has therefore a good market.

The local production is focused on the most simple machinery and is of no threat to European Imports.

### ***Indonesian market of wood***

Log exports Indonesia's earnings from its log exports 1998 increased to US\$11.19 million from only US\$ 41,000 in 1997, following the lifting of the ban on the export of the commodity. The Central Bureau of Statistics (BPS) reported that timber topped the list of agricultural exports in terms of value last year. Under trade ministerial decrees, log could be exported provided its export does not threaten the country's forest conservation efforts.

The forestry and plantations minister has thus been authorized to set the quantity of log exports every year.

All the Indonesian traders can supply many varieties of wood. The prices of wood logs and swan timber vary from to day to day, so that it is impossible to get a price list.

Our suggestion is to establish a long term collaboration with one (or two) trader(s) to develop mutual trust and to become important for its turn over in order to get the best possible service.

The policy to buy from many sources does not pay back in the long term because of quality problems.



## **2. FOLLOW UP PROPOSALS**

### **2.1 Classic and modern furniture**

*Export in Indonesia* - The Furniture sector is one of the most badly hit sectors by the monetary crisis of Indonesia. The operators estimate a contraction of 70% to 90% of the import market of the European furniture supply of high quality in 1998 and 1999. Consequences of the Asian crisis are the following:

- In the Jakarta Design Center, which has been the most important showcase of foreign furniture in Indonesia circa 60% to 70% of the shops has closed.
- The supply to Hotels from abroad has been frozen or cancelled since end of 1997 due to the crisis which hit most badly the construction sector. Most development projects have been stopped.

The Indonesian market for high quality European furniture has still small dimension and it is not possible to forecast a rapid recovery in the short terms. However, the buyers and agents we met showed a certain interest in our proposed European companies and they are asking for documentation and price lists. For the time being the Indonesian buyers-agents don't feel to commit to guarantee any collaboration and buy even the minimum quantities, but they agree to include those catalogues in their offer for future projects. For the above mentioned reasons, it is recommendable a direct contact between the Italian and Spanish firms and the most interesting Indonesian met companies. The relations between the companies may also be developed during the main exhibitions organised in Indonesia and in the other Asean Countries. In particular, a contact with the three main Indonesian agents is basic.

*Import from Indonesia* - All Indonesian companies we met are interested to export their products to Europe and to supply half finished products. Possibilities in co-operating with European partners in the field of marketing and also of production can be seen in the following product :

- Garden furniture made from Teak and Nyatoh
- Indoor furniture made from various solid tropical species (e.g. Teak or Mahogany)
- Wooden components to be supplied to European producers of solid furniture and kitchens
- Flooring and panelling laminated with fancy or decorative veneer made from specific tropical species
- Moulding for windows

### **2.2 Woodworking Machinery**

The market situation for wood machines is better than expected in Indonesia. Through the devaluation of the Indonesia rupia many wood working companies expanded their exports increasing their production capacity. Therefore many orders have been placed despite the generalised crisis of the country.

In their production process, medium and large scale furniture producers mostly use machinery and usually as integrated industry to the moulding, window / door frame and other wood working

industries (export, standardised high quality products). Small scale producers mostly use labour intensive in their production process (handicraft products).

In Indonesia exist circa 1.000 potential clients for woodworking machinery, most of them are very small workshops.

The majority of woodworking machinery sold in Indonesia comes from Taiwan, some from China and South Korea. European suppliers (mainly Italy and Germany) account for approximately 10% of total imports. The difference in Price from Taiwanese machinery to European machinery is up to five times, but obviously the European quality is much appreciated, especially for export production. Unfortunately for the local production the Taiwanese quality is judged sufficient and has therefore a good market.

A direct contact with the companies met is basic.

### **2.3 Forestry products**

The Indonesian exporters are available for export a wide range of timbers and woods. In particular, they ask for very precise specifications (type of wood, size of sawn timber, packaging, quantities) to make a spot quotation. The prices of wood logs and swan timber vary from to day to day, so that it is impossible to get a price list.

Our suggestion is to establish a long term collaboration with one (or two) trader(s) to develop mutual trust and to become important for its turn over in order to get the best possible service. The policy to buy from many sources does not pay back in the long term because of quality problems.

Log exports Indonesia's earnings from its log exports 1998 increased to US\$11.19 million from only US\$ 41,000 in 1997, following the lifting of the ban on the export of the commodity. The Central Bureau of Statistics (BPS) reported that timber topped the list of agricultural exports in terms of value last year. Under trade ministerial decrees, log could be exported provided its export does not threaten the country's forest conservation efforts.

The forestry and plantations minister has thus been authorized to set the quantity of log exports every year.

# **D – ANNEXES**

# Development and prospect of plywood Industry in Indonesia

## *Introduction*

Plywood industry is one largest foreign exchange earners outside the oil/gas sector in the country. But lately the industry is facing problem over shortage in the supply of log raw material.

Industrialists blamed the problem on the government policy on lifting the ban on log exports. Many forest concessionaires (HPH holders) choose to export their logs rather than selling them to local consumers because of the rising value of the export earnings. As a result many plywood producers, which have no HPH of their own, are suffering.

## *Number of Plywood Factories*

Based on our survey Indonesia has 117 companies operating plywood factories spread in 17 provinces with a total annual production capacity of 10.237,5 million cu.m Most of the plywood factories are integrated with blockboard factories.

The number of plywood factories in the 1991-1997 period declined 0,13% annually on the average although rising in the earlier years of the period. In 1991, there were 118 factories, up to 121 in 1993 before falling to 117 in 1997. Some of the factories have been forced to stop operation manly because of the difficulty in obtaining log raw material. Another major reason is the high interest rate. Among the companies forced to stop operation are PT Hartaty Jaya Plywood, PT Agung Harapan, PT Nurtna Aneka Plywood and PT Song Jaya.

Some of the producing company have been merged into or with other companies such as PT Inka Raya Plywood in South Kalimantan merged with PT Hendratna Plywood, PT Sinar Barito Indah with PT Barito Pacific Timber to become PT Barito Pacific Timber unit Banjarmasin, PT Mongole Timber with PT Taliambu Pacific, PT Hutrindo Polaran with PT Tunggal Yudi Plywood etc.

See the following table.

**Table 1**  
Number of plywood factories 1991-1997

<b>Year</b>	<b>Number of plant</b>	<b>Growth (%)</b>
1991	118	--
1992	118	0
1993	121	2,54
1994	120	-0,83
1995	120	0
1996	117	-2,50
1997	117	0
<b>Average growth</b>		<b>-0,13</b>

Source: Dept. Of Forestry, processed



The factories are located in 17 provinces mostly in Kalimantan. East Kalimantan has the largest number of factories among the provinces. That province has 25 factories or 21,37% of the total number in the country with a total capacity of 2.037.083 cu.m. West Kalimantan has the second largest number of 18 factories with an annual capacity of 1.326.093 cu.m. South Kalimantan has the third largest number of 13 factories with an annual capacity of 1.117.201 cu. m.

Other major producers are Riau where there are 11 factories with an annual capacity of 863.216 cu.m. and Jambi which has 9 factories with an annual capacity of 629.740 cu.m.

**Table 2**  
**Sites of plywood factories 1997**

N.	Location	Factory (units)	Total Production capacity (cu.m)
1	Aceh	2	203.400
2	North Sumatera	4	315.000
3	West Sumatera	1	84.000
4	Riau	11	863.216
5	Jambi	9	629.740
6	South Sumatera	4	342.000
7	Lampung	1	77.500
8	West Java	1	71.428
9	Central Java	1	432.000
10	East Java	4	435.700
11	West Kalimantan	18	1.326.093
12	Central Kalimantan	6	467.680
13	South Kalimantan	13	1.117,205
14	East Kalimantan	25	2.037.083
15	South Sulawesi	2	94.810
16	Maluku	7	861.600
17	Irian Jaya	8	879.000
	Total	117	10.237.455

Source: Dept. Forestry

### **PRODUCTION CAPACITY OF PLYWOOD COMPANIES**

PT Kayu Lapis Indonesia (KLI) is the largest plywood producing company in the country, followed by PT Henrison Iriana, PT Artika Optima nti., PT Mangole Timber Producers and PT Duta Rendra Mulia.

PT KLI in Kendal, Central Java, has an annual capacity of 432.000 cu.m. and PT Henrison Iriana in Sorong, Irian Jaya, has an annual capacity of 240.000 cu.m.

Table 3

**Plywood producers in Indonesia, 1997**

<b>N. Name of company</b>	<b>Status</b>	<b>Plant Location</b>	<b>Prod.capacity (cu.m)</b>
<b>ACEH</b>			<b>203.400</b>
1 Gunung Raya Timber Industries	PMDN	Aceh Timur	131.400
2 Aceh Prima Plywood Industry	PMDN	Aceh Timur	72.000
<b>North Sumatera</b>			<b>315.000</b>
1 Tjipta Rimba Djaya	PMDN	Medan	150.000
2 Mujur Timber	PMDN	Sibolga	85.000
3 Asia Forestama Raya (d/H garudamas)	PMDN	Langkat	40.000
4 Sumatera Sinar Plyood (D/H)	PMDN	Labuhan Batu	40.000
<b>West Sumatera</b>			<b>84.000</b>
1 Rimba Sunkyong	<b>PMA</b>	<b>Padang</b>	<b>84.000</b>
<b>RIAU</b>			<b>863.216</b>
1 Korndo Abadi	<b>PMA</b>	<b>Bintang Timur</b>	<b>119.000</b>
2 Surya Dumai Industry	<b>PMDN</b>	<b>Bengkalis</b>	<b>140.000</b>
3 Panca Eka Bina Plywood Industry	<b>PMDN</b>	<b>Bengkalis</b>	<b>120.000</b>
4 Perawang Lumber Industry	<b>PMDN</b>	<b>Bengkalis</b>	<b>95.400</b>
5 Siak Raya Tmber	<b>PMDN</b>	<b>Bengkalis</b>	<b>120.000</b>
6 Sola Gratia Plywood	<b>PMDN</b>	<b>Pekanbaru</b>	<b>70.000</b>
7 Arjuna Perdana Mahkota Plywood	<b>PMDN</b>	<b>Bengkalis</b>	<b>40.000</b>
8 Asia Forestama Raya	<b>PMDN</b>	<b>Pekanbaru</b>	<b>40.000</b>
9 Kampari Wood Industries	<b>PMDN</b>	<b>Bengkalis</b>	<b>42.000</b>
10 Pertiwi Prima Plywood	<b>PMDN</b>	<b>Bangknang</b>	<b>40.816</b>
11 Nusantara Pasific Veneer	<b>PMDN</b>	<b>Kampar</b>	<b>36.000</b>

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JAMBI			
629.740			
<b>1 Tanjung Johor Wood Industry</b>	<b>PMDN</b>	<b>Batanghari</b>	<b>117.900</b>
<b>2 Mugi Triman Intercontinental</b>	<b>PMDN</b>	<b>Tj. Jabung</b>	<b>105.425</b>
<b>3 Nansari Prima Plywood</b>	<b>PMDN</b>	<b>Batanghari</b>	<b>117.750</b>
<b>4 Gaya Wahana Timber</b>	<b>PMDN</b>	<b>Batanghari</b>	<b>45.000</b>
<b>5 Putra Sumber Utama Timber</b>	<b>PMDN</b>	<b>Batanghari</b>	<b>60.000</b>
<b>6 Sumatera Timber Utama Damai</b>	<b>PMDN</b>	<b>Tj. Jabung</b>	<b>64.000</b>
<b>7 Loka Rahayu Plywood</b>	<b>PMDN</b>	<b>Batanghari</b>	<b>40.535</b>
<b>8 Dusun Aro Forest Plywood</b>	<b>PMA</b>	<b>Dusun Aro</b>	<b>39.130</b>
<b>9 Rimba Karya Indah Industry</b>	<b>PMDN</b>	<b>Batanghari</b>	<b>40.000</b>

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SOUTH SUMATERA			
342.000			
<b>1 Hutrindo Prajen Plywood Mfg Co</b>	<b>PMDN</b>	<b>Prajen</b>	
<b>120.000</b>			
<b>2 Indah Raya Widya Plywood Industries</b>	<b>PMDN</b>	<b>Palembang</b>	<b>60.000</b>
<b>3 Kurnia Musi Plywood Industrial Co</b>	<b>PMDN</b>	<b>Palembang</b>	<b>72.000</b>
<b>4 Sukses Sumatera Timber</b>	<b>PMDN</b>	<b>Muba</b>	<b>90.000</b>

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LAMPUNG			
77.500			
<b>1 Andatu Lestari Plywood</b>	<b>PMDN</b>	<b>B. Lampung</b>	<b>77.500</b>

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WEST JAVA			
71.428			
<b>1 Satya Raya Indah Woodbased Ind.</b>	<b>PMDN</b>	<b>Cilegon</b>	
<b>71.428</b>			

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CENTRAL JAVA			
432.000			
<b>1 Kayu Lapis Indonesia (KLI Group)</b>	<b>PMDN</b>	<b>Kendal</b>	
<b>432.000</b>			

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EAST JAVA			
435.700			
<b>1 Nusantara Plywood</b>	<b>PMA</b>	<b>Gresik</b>	<b>180.000</b>
<b>2 Kutai Timber Indonesia</b>	<b>PMA</b>	<b>Probolinggo</b>	<b>100.00</b>
<b>3 Sumber Mas Indah Plywood</b>	<b>PMDN</b>	<b>Gresik</b>	<b>100.000</b>
<b>4 Dharma Satya Nusantara</b>	<b>PMA</b>	<b>Surabaya</b>	<b>55.700</b>

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WEST KALIMANTAN		1.326.093	
<b>1 Barito Pacific Timber Pontianak</b> <b>107,100</b>	<b>PMDN</b>	<b>Pontianak</b>	
<b>2 Batasan</b>	<b>PMDN</b>	<b>Pontianak</b>	<b>96,000</b>
<b>3 Benua Indah</b>	<b>PMDN</b>	<b>Pontianak</b>	<b>88,650</b>
<b>4 Duta Rendra Mulia</b> <b>208,628</b>	<b>PMDN</b>	<b>Pontianak</b>	
<b>5 Erna Djuliawati</b>	<b>PMDN</b>	<b>Kapuas</b>	<b>134,000</b>
<b>6 Harjohn Timber Limited</b>	<b>PMDN</b>	<b>Pontianak</b>	<b>54,286</b>
<b>7 Hasil Deliberty Limited</b>	<b>PMDN</b>	<b>Pontianak</b>	<b>42,000</b>
<b>8 Ketapang Indah Plywood Industries</b>	<b>PMDN</b>	<b>Pontianak</b>	<b>86,000</b>
<b>9 Ketapang Indah Plywood IndustriesII</b>	<b>PMDN</b>	<b>Pontianak</b>	<b>24,000</b>
<b>10 Kurnia Kapuas Plywood Ind. Co</b> <b>24,000</b>	<b>PMDN</b>	<b>Pontianak</b>	
<b>11 Kurnia Kapuas Plywood Ind.II Co</b>	<b>PMDN</b>	<b>Pontianak</b>	<b>64,000</b>
<b>12 Sari Bumi Kusuma</b>	<b>PMDN</b>	<b>Pontianak</b>	<b>64,000</b>
<b>13 Suka Jaya Makmur</b>	<b>PMDN</b>	<b>Ketapang</b>	<b>81,429</b>
<b>14 Tri Ekasari (Unt Kuala Dua)</b>	<b>PMDN</b>	<b>Pontianak</b>	<b>24,000</b>
<b>15 Tri Ekasar (Unit Ketapang)</b>	<b>PMDN</b>	<b>Ketapang</b>	<b>58,000</b>
<b>16 Kawedar Wood Industry</b>	<b>Industry</b>	<b>Ketapang</b>	<b>50,000</b>
<b>17 Wana Bangun Agung</b>	<b>Industry</b>	<b>Pontianak</b>	<b>90,000</b>
<b>18 Rimba Ramin A &amp; B</b>	<b>PMDN</b>	<b>Pontianak</b>	<b>30,000</b>

CENTRAL KALIMANTAN		467,680	
<b>1 Antang Permai Plywood Industry</b> <b>41,660</b>	<b>PMDN</b>	<b>Kuala Kapuas</b>	
<b>2 Arut Bulik Timber Co Indonesia</b>	<b>PMA</b>	<b>Waringin Barat</b>	<b>40,000</b>
<b>3 Central Karda</b>	<b>Pertanian</b>	<b>Waringin Barat</b>	<b>60,000</b>
<b>4 Hutan Domas Raya</b>	<b>Kehutanan</b>	<b>Kapuas</b>	<b>76,020</b>
<b>5 Korindo Ariabma Sari</b>	<b>PMA</b>	<b>Waringin Barat</b>	<b>130,000</b>
<b>6 Meranti Mustika</b>	<b>PMDN</b>	<b>Waringin Timur</b>	<b>120,000</b>

SOUTH KALIMANTAN		1,117,205	
<b>1 Austral Byna</b>	<b>PMDN</b>	<b>Banjarmasin</b>	<b>104,950</b>
<b>2 Barito Pacific Lestari</b>	<b>PMDN</b>	<b>Barito Kuala</b>	<b>165,000</b>
<b>3 Basirih Industri Corp.</b>	<b>PMDN</b>	<b>Banjarmasin</b>	<b>35,700</b>
<b>4 Daya Sakti Unggul Corp.</b>	<b>PMDN</b>	<b>Barito Kuala</b>	<b>156,000</b>
<b>5 Gunung Meranti Raya Plywood</b>	<b>PMDN</b>	<b>Banjarmasin</b>	<b>69,000</b>
<b>6 Hendratna Plywood</b>	<b>PMDN</b>	<b>Banjarmasin</b>	<b>48,060</b>
<b>7 Karunia Wana Ika Wood Industrial</b>	<b>PMDN</b>	<b>Barito Kuala</b>	<b>60,000</b>
<b>8 Katan Prima Permai</b>	<b>PMDN</b>	<b>Barito Kuala</b>	<b>36,000</b>
<b>9 Kodeco Batulicin Plywood</b>	<b>PMDN</b>	<b>Kota Baru</b>	<b>120,000</b>
<b>10 Surya Satria Timur Corp.</b> <b>64,000</b>	<b>PMDN</b>	<b>Banjarmasin</b>	
<b>11 Tanjung Raya Plywood</b>	<b>PMDN</b>	<b>Barito Kuala</b>	<b>117,495</b>
<b>12 Tanjung Selatan Makmur Jaya</b>	<b>PMA</b>	<b>Banjarmasin</b>	<b>81,000</b>

<b>13 Wijaya Tri Utama Plywood Industry</b>	<b>PMDN</b>	<b>Banjarmasin</b>	<b>60,000</b>
<b>EAST KALIMANTAN</b>			<b>2,037,083</b>
<b>1 Sumalindo Lestari Jaya</b>	<b>Industry</b>	<b>Kutai</b>	<b>160,200</b>
<b>2 Kayu Alam Perkasa Raya</b>	<b>PMDN</b>	<b>Kutai</b>	
<b>96,000</b>			
<b>3 ITCI</b>	<b>PMDN</b>	<b>Balikpapan</b>	<b>120,000</b>
<b>4 Intraca Wood MFG</b>	<b>PMDN</b>	<b>Tarakan</b>	
<b>91,000</b>			
<b>5 Kayulapis Asli Murni</b>	<b>PMDN</b>	<b>Samarinda</b>	<b>118,393</b>
<b>6 Wana Rimba Kencana</b>	<b>Industry</b>	<b>Kutai</b>	<b>60,000</b>
<b>7 Inne Dongwha Dev. Co.</b>	<b>PMA</b>	<b>Balikpapan</b>	<b>90,000</b>
<b>8 Dwima Manunggal Raksa Wood Ind.</b>	<b>PMDN</b>	<b>Balikpapan</b>	<b>79,920</b>
<b>9 Kalhold Utama</b>	<b>PMDN</b>	<b>Samarinda</b>	<b>90,000</b>
<b>10 Sangkulirang Bhakti</b>	<b>PMDN</b>	<b>Samarinda</b>	<b>53,000</b>
<b>11 Kayan River Indah Plywood</b>	<b>PMDN</b>	<b>Samarinda</b>	<b>84,000</b>
<b>12 Santi Murni Plywood</b>	<b>PMA</b>	<b>Samarinda</b>	<b>90,000</b>
<b>13 Kalimanis Plywood Industries</b>	<b>PMDN</b>	<b>Samarinda</b>	<b>129,000</b>
<b>14 Tunggal Yudi Sawmill Plywood</b>	<b>PMDN</b>	<b>Samarinda</b>	
<b>127,000</b>			
<b>15 Tirta Mahakam Plywood Industry</b>	<b>PMA</b>	<b>Samarinda</b>	<b>102,840</b>
<b>16 Segara Timber Co</b>	<b>PMDN</b>	<b>Samarinda</b>	
<b>87,500</b>			
<b>17 Meranti Sakti Indah Plywood</b>	<b>PMDN</b>	<b>Kutai</b>	<b>32,000</b>
<b>18 Idec Abadi Wood Industries</b>	<b>PMA</b>	<b>Tarakan</b>	<b>71,000</b>
<b>19 Balikpapan Forest Industries</b>	<b>PMA</b>	<b>Balikpapan</b>	<b>76,000</b>
<b>20 East Borneo Permai Plywood Co</b>	<b>PMDN</b>	<b>Samarinda</b>	
<b>40,000</b>			
<b>21 Gani Mulia Sejahtera Industries</b>	<b>PMDN</b>	<b>Kutai</b>	
<b>38,000</b>			
<b>22 Melapi Timber (Indo Plywood Timber)</b>	<b>PMDN</b>	<b>Kutai</b>	
<b>24,000</b>			
<b>23 Dharma Wood Agung Inds</b>	<b>PMDN</b>	<b>Mahakam Hilir</b>	<b>36,000</b>
<b>24 Pasific Bontang Raya Wood Ind.</b>	<b>PMDN</b>	<b>Kutai</b>	
<b>48,000</b>			
<b>25 Dayak Besar Timber Corp.</b>	<b>PMDN</b>	<b>Samarinda</b>	<b>93,230</b>
<b>SULAWESI</b>			<b>94,810</b>
<b>1 Katingan Timber Company</b>	<b>PMA</b>	<b>Uj. Pandang</b>	<b>72,000</b>
<b>2 Panca Usaha Palopo Plywood</b>	<b>PMDN</b>	<b>Barowa, Lawu</b>	
<b>22,810</b>			
<b>MALUKU</b>			<b>861,600</b>
<b>1 Mangole Timber Producers</b>	<b>Industry</b>	<b>Maluku Tengah</b>	<b>216,000</b>
<b>2 Artika Optima Inti</b>	<b>PMDN</b>	<b>Maluku Tengah</b>	
<b>236,700</b>			

<b>3 Tunggal Agathis Indah Wood Ind</b> <b>154,800</b>	<b>PMDN</b>	<b>Halmahera</b>	
<b>4 Jati Dharma Indah Plywood Industry</b>	<b>PMDN</b>	<b>Ambon</b>	<b>68,600</b>
<b>5 Jati Cahaya Cemerlang Plywood Ind.</b>	<b>PMDN</b>	<b>Ambon</b>	<b>68,500</b>
<b>6 Waemibe Ply. Industry</b>	<b>Industry</b>	<b>Maluku Tengah</b>	<b>54,000</b>
<b>7 Taliabu Pasific F.I.</b> <b>63,000</b>	<b>PMDN</b>	<b>Maluku Tengah</b>	
<b>IRIAN JAYA</b>			<b>879,000</b>
<b>1 Agoda Rimba Irian</b> <b>49,000</b>	<b>PMDN</b>	<b>Manokwari</b>	
<b>2 Bade Makmur Orissa</b>	<b>PMDN</b>	<b>Merauke</b>	<b>100,000</b>
<b>3 Hanurata Coy Ltd</b>	<b>PMDN</b>	<b>Jayapura</b>	<b>60,000</b>
<b>4 Henrison Irian</b> <b>240,000</b>	<b>PMDN</b>	<b>Sorong</b>	
<b>5 Kodeco Mamberamo</b>	<b>PMDN</b>	<b>Yopen Wanpar</b>	<b>100,000</b>
<b>6 Prabu Alaska</b>	<b>PMDN</b>	<b>Fak-Fak</b>	<b>120,000</b>
<b>7 Rimba Kayu Arthamas</b>	<b>PMDN</b>	<b>Fak-Fak</b>	<b>100,000</b>
<b>8 Wapoga Mutiara Timber</b>	<b>PMDN</b>	<b>Siak</b>	<b>110,000</b>
<b>TOTAL</b>			<b>10,237,455</b>

Most of the plywood producers have their own forest concession (HPH) to guarantee them with log raw material. But there are some having no HPH. They relies on other companies for log. Some of them form cooperation with HPH companies.

### **PLYWOOD FACTORY PROJECT AND EXPANSION**

From 1995 until September 1998, BKPM granted licenses to 8 companies seeking to invest in plywood industry including for expansion units. Four of the 8 projects are for expansion units and the other four are planned by new producers. Two of the projects are owned by foreign investments.

The four new companies are PT Kodeco Mamberamo, PT Wapoga Mutiara industries, PT Seiki Seiri and PT Hanurata Mukti Lestari all with a total production capacity of 348.000 cu.m. of plywood and 16.000 cu.m. of blockboard. With the exception of PT Seiki Seria, the new companies have been operational.

The four producers seeking expansion are PT Raja Garuda Mas Panel, PT Meranti Mustika, PT Panca Eka Bina Plywood Industries and PT Bade Makmur Asia. But with the economic crisis the projects will likely be shelved.

### **PLYWOOD PRODUCTION**

Until 1993, the country's plywood production tended to rise from year to year from 9.123.500 cu.m. in 1991 to 9.874.000 cu.m. in 1992 and to 9.924.000 cu.m. in 1993. But in 1994, the production dropped to 9.367.400 cu.m. and in 1995 it fell again to 8.776.200 cu.m. The declining trend continued to 8.592.200 cu.m. in 1996 and to 8.074.600 cu.m. in 1997.

Table 4

**Plywood production in Indonesia 1991-1997**

<b>Year</b>	<b>Production</b> (cu.m)	<b>Growth</b> (%)
1991	9,123,500	--
1992	9,874,000	8.23
1993	9,924,000	0.51
1994	9,367,400	-5.61
1995	8,766,200	-6.42
1996	8,592,200	-1.98
1997	8,074,600	-6.02
Average growth		-1.88

Compiled from various sources

The monetary crisis has also affected the growth of the country's plywood industry. The production of PT Artika Optima Inti (AOI) plunged by 40%. The company executive P.D. Panggabean has said that producers had been forced to reduce production because of a decline in demand for Indonesian plywood in international market. Meanwhile, the price is declining.

The subsidiary of the Djajanti Group produces only around 180.000 tons of plywood a year, down from 260.000 tons on the average before the crisis. The selling price in international market was recorded at US\$ 200 per cu.m. in mid 1998 down from a peak of US\$ 550 in 1993.

The company has been forced to reduce the working days from 5,5 days a week from normally full seven days a week. But the company sought to keep its 5.000 workers. All efforts are made toward efficiency but it has managed not to lay off a single worker.

Panggabean sad that his company exports plywood up to 60% of its production to Japan and Europe and the rest to Middle East, Algeria, Australia, Korea and China.

Panggabean said his company faced no problem in raw material. It has HPHs in Irian Jaya and Kalimantan. Its HPH total 1,6 million hectares.

Meanwhile, Kusmanto, an executive of PT Bade Makmur Orissa told us that the price of plywood is good. The problem with his company is the scarcity in the supply of logs.

Mrs Conny, a marketing official of PT Arjuna Perdana Mahkota Plywood of the Sumalndo Group also said that the price of plywood is fairly good averaging US\$ 400 per cu.m. She even said his company production until November has even been old under contract. The problem is the scarcity of log raw material. Fortunately her company has HPH to guarantee log supply.

Sources at forestry and plantation ministry said that the country's plywood production fell in the first three months of 1998/1999 starting April to 679.185 cu.m. down from 1.307.405 cu.m. in the same period a year before.

The sources blamed the decline to the economic crisis and political instability in the country.

**Table 5**

**Plywood production, April-June 1998**

Months	Production (cu.m.)		Growth	
	1997	1998	cu.m	%
April	500,414	367,816	-132,598	-26.50
May	560,110	311,369	-248,741	-44.41
June	926,066	--	-926,066	-100.00
Total	1,986,590	679,185	-1,307,405	-65.81

Source: Directorate Gen. Of Forestry

The fall in the plywood production was caused by two factories external and internal.

Internal factors include the dwindling raw material and the heavy slump that hits the plywood market in the country following the property crash. The HTI projects aimed at coping with the problem caused by the shrinking natural forest to supply logs, have not been fully productive. HTs are expected to supply logs mainly for MDF, particle board and blockboard industries.

External factors include tight competition in international market as supply is growing faster than demand and discrimination against plywood from Indonesia such as Britain and Japan. The discrimination was linked to alleged human rights abuses in the country.

***Indonesia's Plywood Exports***

The country's exports of plywood has declined almost every year in the past 7 years. In earlier years exports rose substantially. Plywood exports dropped from 9.532.641 cu.m. in 1992 to 9.216.430 cu.m in 1993. The export volume fell again to 8.551.708 cu.m in 1994 and then to 7.769.266 cu.m. in 1995. In 1997 exports totaled only 6.931.953 cu.m.

The decline was caused by growing competition in international market. Malaysia, Brazil, Russia, New Zealand are among major competitors in plywood market especially in the Japanese market, yhe largest market in the world. South Korea and China have also become major buyers of plywood in the world.

Indonesia's exports of plywood to Japan and Korea are declining as a result of the crisis in the two countries.

Table 6

## Indonesia's plywood exports 1991-1997

Year	Volume		Value	
	Cu.m	%	US\$'000	%
1991	9,054,042	--	3,200,780	--
1992	9,532,641	5.29	3,230,215	0.92
1993	9,216,430	-3.32	3,962,167	22.66
1994	8,551,708	-7.21	3,516,596	-11.25
1995	7,769,266	-9.15	3,233,868	-8.04
1996	7,561,151	-2.68	3,330,584	2.99
1997	6,931,952	8.32	3,077,362	-7.60
Average growth		-4.23		-0.05

Source: BPS, Processed 1 ton = 1.7 cu.m.

Amid the sharp depreciation of the rupiah against the U.S. dollar, the forestry and plantation ministry has taken a number of drastic steps to boost exports such as instruction of state-owned forestry companies to sell logs in rupiah. The government has also abolished import duty on machines for timber processing industry.

#### *Plywood exports by types*

Plywood consists of seven types by tariff categories set by the finance ministry. They are HS 4412.11.000, HS 4412.12.100, HS 4412.12.900, HS 4412.19.100, HS 4412.19.900, HS 4412.13.000 and HS 4412.14.000.

The largest in export volume among the seven types is HS 4412.11.000. Exports of that type totaled 7.896.000 cu.m. valued at US\$ 3.396.744.000 in 1993, with countries of destination including Japan, South Korea, China, the United States and Taiwan.

**Table 7**  
Indonesia's exports of plywood by types 1997

HS No. / SITC	Product description	Volume kg	Value US\$
4412.13.000 /63431300	Plywood with at least one outer ply of tropical wood < 6 mm thickness	6,041,488	2,654,596
4412.14.000 /63431400	other plywood <6 mm thickness w/ at least one ply of nonconiferous	124,488	51,276
4412.19.100 /63439100	Plywood with outer ply of teak	17,821 3,720	11,916 2,713
4412.19.900 /63439900	Other plywood with outer ply of other woods	748,640	359,574
<b>Total</b>		<b>6,931,952</b>	<b>3,077,361</b>

Source: BPS, Processed,  
1 ton plywood = 1.7 cu.m.

***Plywood Exports by Countries of Destination***

In the 1993-1997 period, Japan was the largest buyer of plywood from Indonesia. In 1997, exports top that country totaled 2.862.021 cu.m. valued US\$ 1,24 billion, down from 3.202.700 cu.m. valued at US\$ 1,43 billion in 1996.

The United States was the second largest buyer to which exports totaled 661.820 cu.m. valued at US\$ 334,67 million in 1997.



Table 8

**Indonesia's exports of plywood by countries of destination  
1993-1997**

N.	Country	1993 Cu.m US\$'000	1994 Cu.m US\$'000	1995 Cu.m US\$'000	1996 Cu.m US\$'000	1997 Cu.m US\$'000
1	Japan 2,862,021  1,240,489	3,666,027  1,609,990	3,067,620  1,260,535	2,834,443  1,233,552	3,202,700  1,433,932	
2	USA	1,094,500 393,563	629,058 335,271	607,262 276,374	688,707 351,089	661,820 334,
3	Taiwan	532,896 215,301	890,960 325,493	644,990 225,428	530,061 200,420	516,173 191,425
4	China	979,193 453,439	693,736 365,322	791,525 337,034	475,779 218,119	445,660 200,075
5	Hong Kong	355,572 157,471	600,130 242,980	564,733 220,660	457,474 187,200	441,838 178,149
6	Republic of Korea	1,101,412 472,064	1,194,188 338,461	787,507 294,051	651,877 270,224	395,153 159,313
7	Belgium/ Luxembourg	194,447 94,330	178,373 88,517	252,500 117,263	219,982 102,618	226,537 163,645
8	Saudi Arabia	296,773 117,747	210,752 80,754	198,348 73,797	251,942 100,333	223,214 92,947
9	United Arab Emirates	156,863 67,465	241,109 99,797	179,983 71,017	196,800 81,676	213,315 99,182
10	United Kingdom	151,147 67,919	106,425 47,845	153,713 66,227	177,373 79,631	180,945 86,995
11	Egypt	79,229 34,463	84,502 35,759	87,300 32,621	66,469 23,635	119,500 42,010
12	R.F. Germany	76,954 38,022	80,431 37,717	94,662 44,322	87,922 40,968	78,406 39,467
13	Algeria	38,715 11,408	55,539 22,107	30,612 11,635	10,996 3,883	72,769 27,035
14	Netherlands	82,547 38,729	73,782 34,691	91,237 40,023	73,830 33,124	62,983 28,837
15	France	53,838 22,751	41,613 19,471	72,326 30,662	59,907 25,248	51,422 22,102
16	Singapore	74,969 32,489	48,188 19,289	47,140 17,726	36,096 15,413	39,776 19,741
17	Kuwait	39,364	49,243	30,003	50,855	38,155

		16,245	19,454	13,087	23,267	17,400
18	Australia	26,855	29,289	30,196	26,908	30,823
		15,072	16,751	15,943	14,361	17,146
19	Italy	9,607	22,022	33,411	32,380	29,369
		4,531	9,831	11,405	12,265	10,531
20	Yemen	9,797	5,541	0	6,024	23,665
		5,127	2,137	0	2,393	9,336
21	Jordan	10,359	16,399	16,784	21,707	21,831
		4,803	7,199	6,564	8,553	9,124
22	Malaysia	11,082	23,215	31,215	17,848	19,212
		4,937	11,274	15,271	7,770	8,973
23	Thailand	12,993	20,426	36,802	44,485	18,825
		6,503	11,347	16,059	17,722	8,241
24	Canada	22,848	16,654	10,122	17,431	15,822
		13,073	9,655	5,231	10,128	8,661
25	Denmark	17,880	14,578	20,629	20,161	15,499
		8,435	7,229	9,557	10,007	7,770
26	Qatar	5,021	9,578	8,930	7,921	14,794
		2,107	3,850	3,651	3,374	6,198
27	Turkey	9,257	8,111	16,775	12,890	12,843
		3,412	3,520	7,197	5,093	5,558
28	Mexico	59,071	24,800	2,927	8,486	12,024
		28,639	13,147	1,295	3,726	5,064
29	Lebanon	0	11,975	8,610	8,310	10,817
		0	5,083	3,349	3,330	4,246
30	Others	47,214	103,465	84,257	97,831	76,741
		22,132	42,111	32,866	41,082	33,036
	<b>GRAND TOTAL</b>	<b>9,216,430</b>	<b>8,551,708</b>	<b>7,769,266</b>	<b>7,561,152</b>	
	<b>6,931,952</b>	<b>3,962,167</b>	<b>3,516,597</b>	<b>3,233,867</b>	<b>3,330,584</b>	
	<b>3,077,362</b>					

Source: BPS, processed

### *Imports Insignificant*

Indonesia imports small quantity of plywood totaling 891 cu.m. valued at US\$ 1,593,000 in 1991, down to 668 cu.m. valued US\$ 429,000 in 1992 and to 24 cu.m. valued US\$ 43,000 in 1993.

In 1997 imports totaled 254 cu.m. valued at US\$ 605,000 after rising to 15,421 cu.m. valued at US\$ 3.05 million in 1995.

Table 9

#### **Indonesia's imports of plywood 1991-1997**

Year	Volume			Value	
	Tons	cu.m	%	US\$'000	%
1991	524	891	--	1,593	-
1992	393	668	-25.03	429	-73.07
1993	14	24	-96.41	43	-89.98
1994	532	904	3,666.67	655	31423.26
1995	9,071	15,421	1,605.86	3,049	1 365.50
1996	2,175	3,698	-76.02	928	-69.56
1997	150	254	-93.13	605	-34.81
Average			830.32		253.56

Source : BPS, Processed

### *Domestic Consumption of Plywood*

Plywood is used almost entirely in the construction sector including real estate, office building and shopping complexes, furniture industry etc. Users are not only large industrial companies but also small industries.

Plywood requirement in the country is expected to continue to rise in the coming years despite the current slump. Consumption could be assumed to be equivalent to production plus import minus export.

Table 10

#### **Plywood consumption in Indonesia 1991-1997**

Year	Production	Import	Export	Consumption	Growth
%					
1991	9,123,500	891	9,054,042	70,348	--
1992	9,874,000	668	9,532,641	342,027	386.19
1993	9,924,000	24	9,216,430	707,594	106.88
1994	9,367,400	904	8,551,708	816,596	15.40

1995	8,766,200	15,421	7,769,266	1,012,355	23.97
1996	8,592,200	3,698	7,561,151	1,034,747	2.21
1997	8,074,600	254	6,931,952	1,142,902	10.45
Average growth (%/year)					90.85

### *Consumption by Users Industries*

#### 1 Construction sector

There are three major consumers of plywood construction industry, furniture industry and other industry including transport, packaging, electronic and automotive industries.

The American Plywood Association (APA) said in advanced nations like the United States, new building construction accounts for 55,5% of plywood consumption, repair and remodeling for 27.2%, automotive industry for 1.4%, packaging, transport and other sectors for 15.9%.

In Germany construction industry (housing construction) accounts for 51% of its plywood consumption, furniture for 15%, transport for 9%, packaging for 5% and other sectors for 20%. In Japan the largest consumer is construction industry accounting for 55.4%, followed by furniture industry accounting for 30.2%, and other sectors for 14.4%.

Our survey shows that in Indonesia, the construction sector accounts for 57% of plywood consumption, furniture industry for 31% and other sectors for 12%.

Plywood is used mainly as the interior cover for walls, ceilings, room partitions, window shutters, door shutters, interior components, etc.

It is difficult to determine the composition of plywood in the sectors because of the difference in the thickness of the plywood needed in each sector. Wall and ceiling need one with a thickness from 4 to 6 mm; partition, window and door shutters need one with thickness from 9 to 15 mm; floors need thicker one from 18 to 25 mm.

The association of Indonesian construction industry (Gapensi) said that about 2.90 to 2.99 sq.m. of plywood for every sq.m. of construction. Plywood is needed mainly for concrete casting in the construction of office buildings, hotels and other multi-story buildings.

Plywood is needed not only in the construction of new buildings but also building renovations and expansion.

In 1997, plywood consumption for new construction totaled 228,009 cu.m. and the consumption for renovation was 423,445 cu.m. Renovation included renovation of houses, apartments, hotels, factory buildings, and public facilities.

Table 11

Plywood consumption in construction sector 1997 (cu.m.)

No.	Type of construction	1997
1	New buildings	228,009
2	Renovation	423,445
3	Housing	253,416
4	Office buildings	3,257
5	Shopping complexes	32,573
6	Apartments	651
7	Hotels	3,257
8	Factory buildings	78,174
9	Social/public facilities	52,116
<b>Construction</b>		<b>651,454</b>

## 2 Furniture Industry

The country needs large quantity of plywood for furniture industry as indicated by large production of furniture in the country.

The materials for wooden furniture include solid wood, plywood, particle board, metal etc. there are also furniture products made of a combination of different materials including plastic, metal and plywood or particle boards.

Wooden furniture include writing table, dining table, guest room table, wardrobes, book shelf, seats, etc.

The country's production of wooden furniture in 1991-1997 fluctuated. In 1991, production totaled 2,411,500 cu.m. up to 2,533,200 cu.m. in 1993. In 1995, the production fell to 1,071,500 cu.m. and in 1997 it was 1,099,400 cu.m.

Table 12

**Indonesian production of wooden furniture  
(including small industries) 1991-1997\***

Year	Volume (cu.m.)	Growth (%)
------	----------------	------------

1991	2,411,500	--
1992	2,367,500	-1.82
1993	2,533,200	6.99
1994	1,012,500	-60.03
1995	1,071,500	5.83
1996	1,241,400	15.86
1997	1,099,400	-11.44

• Provisional figures  
Source: Presidential Reports, 1998

A number of furniture producers including PT Master Elcom Nusantara (Peterwood) and PT Padema Agung Pratama (Morres) told us that plywood accounts for 30% - 40% of the basic materials. Other basic materials include sawntimber, woodworking and particleboards. Based on the estimate, plywood consumption for furniture industry totaled 354,300 cu.m. in 1997.

### 3 Other sectors

Other sectors using plywood are mainly home industries like toy industry, wood packaging industry, decorative/bill boards, dash board etc.

The consumption in each of the sectors is small but increasing. The survey showed that other sectors accounted for 12% or 137,148 cu.m. of the total consumption of plywood in the country in 1997.

Table 13

#### Plywood consumption by sectors 1997

User sectors	(cu.m)	(%)
Construction	651,454	57.0
-New buildings	205,722	18.0
-Renovation	445,732	39.0
Furniture	354,300	31.0
Others	137,148	12.0
Domestic consumption	1,142,902	100.0

### *Distribution systems*

Plywood marketing in the country is not regulated by the government. Producers are free to sell their products on the domestic market or abroad.

Producers usually have sales agents to handle sales to consumers including building contractors and furniture producers.

Distribution system in export market

Exports are coordinated by an association named by the government. The association has agents abroad such as Fendi Indah Ltd for Middle East, Fendi Wood Ltd for Asean and Europe, Plywood Indah Ltd for Hong Kong, Taiwan and China and Nippindo for Japan.

### ***Price Developments***

The price of plywood in Indonesia in 1994-1997 rose sharply. The price was Rp 9,000 for plywood measuring 4'x8'x3 mm (4 feet x 8 feet x 3 mm) in 1995. The price rose to Rp 10,000 in 1996 and to Rp 12,000 in 1997. In October 1998 it was Rp 28,000. The price of one measuring 4' x 8' x 12 mm rose from Rp 30,000 in 1995 to Rp 41,000 in 1996 and to Rp 55,000 in October 1998. The steep rise in 1997 and 1998 was caused by the monetary crisis. The crisis caused an increase in the log and adhesive prices in rupiah.

In the world market the prices of plywood in the past three years have fluctuated. In 1996 the price was US\$ 497 per cu.m. Early 1997 the price was recorded at US\$ 507 per cu.m. The price fell to US\$ 469 late in 1997 and to US\$ 400 in October 1998 because of the slump both in international and domestic markets.

**Table 14**

#### **Plywood prices, October 1998**

Description	Price
Local market, Size:	
3' x 7' x 3mm	Rp. 18,000/sheet
4' x 8' x 12mm	Rp. 55,000/sheet
Export market:	
Early 1997	US\$ 507/cu.m.
End 1997	US\$ 469/cu.m.
October 1998	US\$ 400/cu.m.

### ***Government Policies***

#### **1 Investment policy**

The government restricted investment in the plywood industry several years ago. The restriction was prompted by marketing problem and difficulty in log raw material procurement.

The restriction was outlined in a the Investment Negative List (DNI) issued on June 4 1996, known as June Package. Under the regulation, plywood industry was closed to new investment in all areas with the exception of Irian Jaya and East Timor. Blockboard, particle board and Medium

Density Fibreboard (MDF) industries integrated with other timber processing industry were, however, open for new investment.

Irian Jaya is open for new plywood investment as that region still has large productive forests not yet exploited. Productive forests cover 75% of the land territory of Irian Jaya. The problem in that region is inadequate infrastructure and difficult terrain.

## 2 Plywood Exports

Under an agreement with the International Monetary Fund (IMF) the government issued a set of new regulations to remove hindrances and causes of high cost, etc. The new regulations are seen only as an early step. Follow-up regulations are expected to come.

Regulations toward economic reform were issued in January 1998 including the setting up of the Finance and Economic Resilience Council through a presidential decree N. 17/1998 and n. 18/1998. The president agree with the council and named an Expert Team to control the implementation of the program for economic and financial reform and restructuring.

The industry and trade minister was instructed to lift the restrictions on plywood trade including the regulations on marketing levies, fee, production volume, market share and marketing areas for plywood.

The industry and trade minister then issued a set of regulations toward reform as follows:

- 1.
- Decision n. 26/1/1998 removing restrictions on plywood exports
2. Decision n. 27/1/1998 abolishing joint marketing group for plywood
3. Decision n. 28/1/1998 on plywood exports
4. Decision n. 29/1/1998 abolishing plywood export share
5. Decision n. 30/1/1998 abolishing sawn timber and processed timber export regulation
6. Decision n. 31/1/1998 abolishing joint marketing group for sawn timber and processed timber
7. Decision n. 32/1/1998 on sawn timber and processed timber export regulations.

Since February 1998, producers or exporters are fully in charge of the exports of their plywood.

### ***Log production***

The raw material for plywood is log. The Types of wood used for plywood production are Meranti, Jalutung and other types of wood. The plywood industry is still heavily dependent on natural forest for log supply. Industrial timber estate (HTI) projects, which have been developed for several years, have been intended mainly to provide the raw material for pulp. No HTI project has been productive to supply logs for plywood factories. Plywood need logs with wider diameter.

Plywood has remained the largest export earner although log supply for the industry has been restricted from natural forests.



The declining trend in the production of plywood is in contrary with the policy of the government that tends to rely on plywood industry for a larger contribution to the country's foreign exchange income.

A tree in natural forest is normally ready for felling when it reaches the age of 50 years. A tree grown in the HTI project is ready for harvest after 8 years. Tropical area is suitable for HTI development.

The country's production of logs fluctuated in the 1986-1996 period. In 1986 log production was recorded at 14,5 million cu.m. The production doubled to 27,6 million cu.m. in 1988. But in 1997 it was recorded at only 24,3 million cu.m.

Table 15

**Log production 1991-1997**

Year	Production (cu.m)	Growth (%)
1991	26,127,874	--
1992	23,809,761	-8.87
1993	26,049,496	9.41
1994	26,848,010	3.06
1995	25,067,403	-6.63
1996	25,678,912	2.44
1997*	24,391,792	--

\* Provisional figures  
Source: Department of Forestry

**Projected Domestic Market**

Plywood market in the country is expected to remain in the doldrums in the coming several years because of the protracted economic crisis and high interest rate. The crisis has resulted in the property crash. The property industry has been the largest consumer of plywood.

The country's consumption of plywood has risen 31% annually on the average in the past 5 years. The consumption still rose substantially in 1997 despite the crisis that began to jolt the country's economic in the second half of the year. But in 1998, consumption is predicted to shrink by 40% in 1998, before it is expected to rise again 8% in 1999, 10% in 2000, 15% in 2001 and 20% in 2002.

Table 17

**Projected consumption of plywood in Indonesia 1998-2002**

Year	Volume (cu.m)
1998	685,741
1999	740,600
2000	814,661
2001	936,860
2002	1,124,232

**Projected Exports**

The monetary crisis that has jolted the country not only economically but also politically, has badly battered the country's industry. The crisis is part of the regional woes that have hit a number of countries in this region.

Considering the regional crisis, the country's exports of plywood are predicted to fall again in 1998. Japan and South Korea, two largest markets of Indonesian plywood are also scrambling to wriggle out of the regional crisis. Therefore, Indonesian exports of plywood to Asian region is predicted to shrink by 20% in 1998. The declining trend is feared to continue in the next several years though smaller in rate. In 2002, the exports are estimated to still fall by 2,5%.

The United States is also suffering because of the regional crisis. This region is major market for the US manufactured goods. With the crisis and weak buying power of the people in this region, imports from United States are expected to fall. This in turn will affect US imports of plywood from Indonesia.

Exports to Europe has long been overshadowed by ecolabelling rule. Environmentalists in Europe have launched campaigns against import of tropical wood products from Indonesia for alleged arbitrary felling of trees. Therefore, plywood exports to that region are predicted to fall by 5% in 1998 and 2,5% annually in the next several years.

China, another major market for Indonesian plywood, has, however, managed to stave off the regional crisis. China has enjoyed a period of strong growth over the past several years making it a more potential market for goods from other countries. That country has recorded an annual growth of almost 10% annually. Therefore, exports to China, though declining, are expected to remain substantial with a fall of only 2% in 1998. Exports to other regions like Africa and Middle East are also expected to fall this year.

**Table 18**  
**Projected exports of plywood from Indonesia 1998-2002**

Region	Export 1997	Projected export (cu.m)				
	(cu.m) 1998	1999	2000	2001	2002	
Asia *	5,166,430	3,874,823	3,777,952	3,683,503	3,591,416	
	3,501,630					
USA**	647,377	582,639	568,073	553,871	540,025	526,524
Europe	628,014	596,613	581,698	567,155	552,976	539,152
China	436,187	427,463	418,914	410,535	402,325	394,278
Others	53,944	52,866	51,808	50,772	49,757	48,761
Total	6,931,952	5,534,403	5,398,45	5,265,837	5,136,498	
	5,010,346					

\* not including China

\*\* including Canada



## Conclusion

Plywood producers are facing different problems. The extent of the same problem is also not the same. PT Artika Optima Inti said it was forced to reduce production by 35%-40% because of the slump in the world market.

PT Bade Makmur Orisaa said it has no marketing problem. Company marketing official Kusmanto said its main problem is scarcity in the supply of log raw material. PT Arjuna Perdana Mahkota Plywood complain about the same problem saying that it could still sell plywood at a good price of US\$ 400 per cu.m. but it has problem in obtaining logs to maintain exports. Industrialists generally agreed that the government policy of lifting the log export ban was the main culprit causing the problem. Many HPH holders choose to export their logs rather than selling them to local consumers because of the soaring value of the US dollar against rupiah. Shortage in the supply of logs has forced a number of plywood factories to stop operation, they said.

Dwindling capacity of natural forests in producing logs is threatening the plywood industry especially as HTI projects have been developed only to provide the raw material for pulp industry. The eco-labeling rule to be imposed in the country will also restrict development of plywood industry. The forestry and plantation ministry said under the eco-labeling rule the production of logs from natural forest would be reduced. In Repelita V, log production from natural forests totaled 31,5 million cu.m. The production is to be reduced to 22 million cu.m in Repelita VI, to 18 million cu.m. in Repelita VII. The measure will continue until log supply is no longer dependent on natural forests.

HTI projects will be expanded to take over the function of natural forest as the main sources of logs. Based on a report of the forestry and plantation ministry, in Repelita VI, HTI will turn out 2,5 million cu.m. of logs. The production is expected to rise to 5,7 million cu.m. by the end of the Repelita.

FAO said, the prospects for plywood industry are still good as indicated by trend in the past 5 years. The world's imports of plywood have continued to rise in the past 5 years from 16,485,000 cu.m. in 1992 to 17,198,000 cu.m. in 1993, to 17,750,000 cu.m. in 1994, and to 18,152,000 cu.m. in 1996. Major importers of plywood in the world include Japan, China, South Korea, the United States, and Germany and the Netherlands. Indonesia supplies one third of the world's requirement of plywood. In 1997, the country's exports of plywood totaled 6,932,000 cu.m.

Company	Contact	Address	Code Pos	City	Telp.	Fax	Products
Acc Furniture	Rudy Sasatrawijaya	Jl P. Jayakarta no 2	11110	Jakarta	6598355/56/57/58	6498744	Wooden furniture, local
PT Adab Alam Electronic	Ny. Ong Siok In	Jl. Cideng Barat Bo. 31-AA	10160	Jakarta	3362292	362552	Sofa Bed, Ekspor
PT Airland Hilman Abadi	Panjong	Jl.Hayam Wuruk No.125 I-J	11180	Jakarta	6408880 / 625888	6399425	Bedding & Accessories
PT Alam Calamus	Drs. J.I. Chandani	Jl.Abdul Muis No. 36	10180	Jakarta	3441861 / 3811050	3441707 / 7205887	Wooden Reproduction, Basketry Wicker, Webbing, Ekspor
PT Aneka Tusma	Enny Nuraeni	Jl. Tanah Abang I No. 9 C	10160	Jakarta	3806811	3805641	Cushion Cover, House Hold Item, Bed Cover, Ekspor
PT Archigramma	Djunaidi Setiawan	Jl. Pengangsaan II, Km 3 Cakung	14250	Jakarta	4604343	4604344	Office Furniture, Ekspor
PT Aromana Sejatiwood Ind	Chaidithe	Jl. Narogong Raya Km. 13 Ds.Cikiwul,Kec.Bantar Gebang		Bekasi	8250761 / 8250765	8250524	Outdoor & Indoorfurn, Ekspor
PT Arjuna Maha Sentosa	Sukendro Halim	Jl.Kapuk Kencana No.9		Jakarta	5412780 / 5404892 / 5404893	5404945 / 5600818	Solid, Metal, Panel, PU Furniture Ekspor
PT Artem Internusa	DR. Boedi Mranata	Jl. Raya Narogong Km. 12,5 Pangk.2, Bantar Gebang		Bekasi	8250035 / 8260532-3	8250034	Wooden Furniture (Wood Carving)
PT Artistika Catur Ganda	Dra. Yati Ruswyati	Wijaya Grand Centre Blok G-42 Jl.Wijaya II, Kebayoran Baru		Jakarta	7202959 / 7206603	7246222	Wooden Furniture (Semi Classic)
PT Arsinco	Ir. Hartono	Jl. Utan Kayu Raya No. 65-D Komp. Kehakiman		Jakarta	8567626 / 8567628	8567628	Rattan Furniture & Rattan Basket, Ekspor
PT Balok Maswoodbased Industries	Andy Aryananda	Jl.ABdul Muis No. 36 T	10160	Jakarta	3845535 / 3504492	3504991	Wooden Furniture, Ekspor

PT Bika Parama Cipta	Kim Pil Su	Gd. Time Square, Lt. 15 F		Jakarta	7393799 / 7246341		Wooden Furniture, Lokal
PT Bostinco	Dipl.Ing.GT Onggowasito	Jl.Tanah Abang II/7	10160	Jakarta	3641213 / 3861973	3805932	Office Furniture (metal),Ekspor
PT Bumi Indah Raya	Lukman Priosoetanto	Jl. Teluk Betung No. 43	10230	Jakarta	3101189 / 3102051		Wooden Bed, Table Top, Office Furniture, Ekspor
PT Cahaya Sakti Furintraco	A.U. Bintoro	Jl. Pajajaran No. 38		Bogor	(0251) 342552	(0251)3163 1	Knock Down Furniture, Ekspor
CV Darafati	Ichwan Seswanto, SE	Jl.Raya Bekasi Timur No.7	13250	Jakarta	4895550	4895550	Wooden Furniture, Kusen, Pintu, Ekspor
PT Delta Santawood	H.R. Sumampouw	Komp.PT KBN Blok II- A,Kav.4	14120	Jakarta	4405405	4405412	Wooden Furniture, Ekspor
CV Djati Unggul	Eko Soegeng Prasetyo	Jl. Raya Bekasi KM. 18		Jakarta	4613774- 5/4619011	4619032	Wooden Furniture, Kichen Set, Kusen, Pintu, Jendela, Lokal
PT Domusindo Perdana	Njoto Suhardjojo	Wisma BSO Lt.9,Jl.Abdul Muis/40		Jakarta	3505380	3505381	Baby Crib, Bed Series, Kichen Cabinet, Doors, Ekspor
PT Duta Abadi Primantara	Hendry Setiawan	Jl.K.H. Hasyim Ashari No.34- A	10160	Jakarta	3862494 / 3862495	3452606	Spring Bed, Ekspor
PT Duta Rendra Mulya	Sunardi Winarto	Perkantoran Duta Merlin B- A/46 Jl.Gajah Mada No. 3-5	10130	Jakarta	6338670- 75/6311220	6337814	Wooden Furniture, Door & Wood Panel, Ekspor
PT Dwipapuri Asri	Ir.Yani Enggalhardjo	Jl.Kemang	13150	Jakarta	8508342 / 8566748	8508361	Solid Wood, Panel, Ekspor
PT Elite Permai Metal Works	Ir. Yoseph Fontanius	Jakarta Design Centre Lt. IV  SR. 42-45		Jakarta	5495160-64	5495159	Metal, Panel Furniture
PT Eternal Panelindo Persad	Djoni Susanto	Jl. Kapuk Kamal Raya No. 32	14460	Jakarta	6198389 / 6198392	6198392	Metal Furniture,Filing Cabinet, Box Station
PT Excelsior Furniture	Pieter Kurniadi	Jl.Taman Radio Dalam VI No.4		Jakarta	7223275 / 7223276		Wooden Furniture, Ekspor
CV Expresh Indonesia	Poppy Martakusumah	Jl.Raya Pondok Gede No.8		Jakarta	8095504 / 8011765		Rattan Furniture, Woodworking,

								Ekspor
PT Fairco Agung Kencana	Bobby Kandiawan	Gedung Mitramas, Lt.5 Jl.Sunter Permai Raya Blk- A1/1	14360	Jakarta	6408788 / 6408789	6408750/ 6408755		Cane,Wicker,Basket, Wooden Chair Panel Furniture,Cabinets, Ekspor
PT First Nabel Supply	Eddy O.M.Boekoesoe	Jl.Raya Jakarta Bogor KM.29 Gandaria Pekayon		Jakarta	8711076 / 87102221	8711076/ 8010907		Wooden Furniture, Ekspor
CV Foo Phing	Tjandrawati Tjahya	Jl. Benda Raya No. 10		Jakarta	7817411 / 7817412	7817412		Rattan Furniture & Accessories, Ekspor
PT Furindo Abadi Woodwor- king Industry	Liang Kim	Jl.Pasar Kemis KM.5, Ds.Keroncong,Kec.Jatiuwun g	15134	Tangge rang	4535915-17	4535917		Wooden Furniture,Knock Down Furniture, Lokal
PT Furindo Elok	Tonny Latip Dhywantara	Jl.Dwikora Raya,Halim		Jakarta	8095281 / 8098282	8008280		Wooden Furniture
PT Furindo Kencana	Ir.Budi Secahusada Ir.Didik Kurniadji	Jl.Raya Bekasi Km..21 Plgadung	13920	Jakarta	4602922	4601344		Wooden Furniture, Ekspor
PT Gloria Satya Kencana	Stevanus Tianadi	Furnicenter Lt.3,No.332-333 Jl.R.S.Fatmawati Kav.5		Jakarta	7506415	7506415		Sofa Set,Office Furniture
PT Grand Graha Utama,LTD	Robert I.A. Manan	Jl.Kalisabi I Km.4,Cibodas	15001	Tange rang	5524348	5525044		Panel Furniture, Ekspor
PT Hadinata Brother & Co	Ariono Hadinata,BSc	Jl.Matraman Raya No.79		Jakarta	8502652 / 8583310	8564289		Wooden Furniture & Rattan Furniture, Ekspor
PT Haras Adidharma	Ir. Rudy Wongso	Jl.Toapekong No.15,Keb.Lama		Jakarta	7201839 / 7392354	7236589		Wooden Furniture
PT Harfit International	Hendrono	Jl.Rawaterate II No. 4 Kawasan Indutri Pulugadung		Jakarta	4602928 / 4602929	4605823		Wooden Furniture, Knock Down Furniture, Ekspor



PT Hasta Anugrah Sejati	Mulyawan Wirianata	Jl.K.H.Royani I/19-20,Kar-Bela		Jakarta	5254068 / 5251529	5207766	Wooden Furniture & Woodworking
PT Huada Permata Int,LTD	Benny Samudra	Jl.Gunung Sahari raya No. 13 Komp.Gunung Sahari Indah B-C/1		Jakarta	6458587	6402566	Kitchen & Household,Lokal
PT Indoayu Kreasi	Tjoe Susanti Tunggono	Jakarta Design Centre Lt.3 SR-10A Jl.Jend.Gatot Subroto Kav. 53	10260	Jakarta	5720522	5720522	Bevel, Grafir, Kaca,Sand Blasting
PT Indo Fajar Senatamq	Effendy Noer	Jl.Kwitang Raya/ 8 Gd.Senatama		Jakarta	3927980	3927977	Wooden Furniture
PT Indogift Chuenher Indah	Frankie W.H. Tilaar	Kawasan Industri Indosement OCIE Bl.B 8-13,Citeureup,Bogor		Bogor	874126	8753635	Kichen Ware, Picture Frame, Wooden Furn, Ekspor
PT Indomini Antique Serasi	Drs. Irwan Syamsudin	Jl.Kampung Utan No.68,Ciputat		Jakarta	7490513	7490513	Wooden Furniture, Ekspor
PT Inhutani		Jl.Raya Bekasi Km. 28,pondok ungu		Bekasi	8842670	8854931	Wood Product, Ekspor
PT Inronas Kencana	Jeffrey B Mihardja	JlRaya Penggilingan No. 12 A		Jakarta	4600690 / 4608713-4	4601758	Rattan Furniture, Rattan Basket & Lamp Shade, Ekspor
PT Jatra Tunggal Hannesta	John Harun	Puri Kencana,Rukan Puri Niaga Blok K7 No.1 W	11610	Jakarta	5810808	5817830	Wooden & Rattan Furniture,Replika Antiqua, Ekspor
CV JAYA	Willy Wonoto	Jl.Kapuk Mangga Ubi No. 40	11720	Jakarta	6196013 / 6192661	6196021	Rattan Furniture, Ekspor
PT Kaliraya Megah	E. Rachmant Rochany	Jl.P.Jayakarta 46 Blok C 5-6		Jakarta	6396565 / 6396767	639636	Rel Gorden, Venetion & Vertical Blind
PT Kapuk Molek	Kalim	Jl.Kapuk Kamal No. 36	14470	Jakarta	5551343 / 5551648	5551775	Furniture Besi
PT Karya Bisa	Soeprapto Effendi	Jl.Andara No. 28,Pondok Labu		Jakarta	7502122	7656661	Wooden Furniture
PT Karya Mega Kencana	Juniardi Jusuf	Jl. Kemukus 32, Blok A No.20-21		Jakarta	6908755	6909236	Wooden Furniture
PT Kea Wood Industries	Sutrisno	Jl.Ir. Juanda IV No.2 ABC 3-A	10120	Jakarta	3807612-6-7,76	3807450	Moulding, Furniture, Doors

PT Kenco Furniture Factory	Patric Hermandinanto	Jl. Raya Serang KM 6,Jatake		Tange- rang	5520540-1-2	5520539	Wooden Furniture, Ekspor
PT Kesathi Andara	Dip.Ing.Heru Setiawan	Jl.Kyai Maja No. 17 Keb.Baru	12130	Jakarta	7250246 / 7398099	7261029	Wooden Furniture, Ekspor
PT Kiani Furnimetal	Soebagio Siebowo	Jl. Raya Cibitung Km. 45-1	17520	Bekasi	8903420 / 8903421	8903422	Office Chairs, Worksations,Ekspor
PT Kiani Kreasi	Soebagio Siebowo	Jl. Aditiawarman No. 51	12160	Jakarta	7206441 / 7205615	7394246	Rattan Cane & Wicker Metal Furniture, ekspor
PT Manau Arum	Tony Sukandar	Jl.Cempaka Putih Timur 24/40	10510	Jakarta	4208025 / 4244658	4208024	Rattan basket, Ekspor
CV Mande Handicraft	Boy V. Zein	Jl.Pejompongan dalam No. 1	10210	Jakarta	5708681 / 5736370	573637	Wicker, basket, Wooden, Rattan Furniture, Ekspor
PT Marspec	Ivonne R. Gobel	Jl. Bisma Raya Blok A No. 60		Jakarta	082 1025248	5857230	Cricket Bad Handles, Ekspor
PT Masindo Karya Utama	William Massie	Jl. Keadilan Raya No. 1		Jakarta	6247058 / 6247155	6497194	Sofa, Kulit, Spring Bed, Mattras, Ekspor
PT Mega Eltra	Ir. Dedi Khrisna	Jl. Menteng Raya No. 27		Jakarta	3909018 - 21	3102937/ 3909326	Wicker Furniture, Wrought iron, Ekspor
PT Merdi Mahayana	Rachman Utan	Jl.H.R. Rasuna Said Kav.B 29	12910	Jakarta	5200125 / 5220409	5222211	Bunk Bed
PT Muif Usakindo Putra	Ir. Umar Setiabudi	Jl. Raya Buncit No. 82	12790	Jakarta	7940420 / 7940422	7940888	Wooden Furniture, Ekspor
PT Multi Royaltindo Citra	Nana Nirmala Muntu	Jl. Wijaya Timur No. 5 B	12170	Jakarta	7226626-27	7261087	Wooden Furniture, Ekspor
PT Nancy Citra Fantasi	Nancy kindangen, SH	Jl.K.H.Mahmudi No. 33,Pancoran		Jakarta	7981494	7992802	Rattan Basket, Ekspor
PT Nusantara Nusa Megah	Darmawan Susingghih	Kelapa Gading Selatan Blok AJ No. 22 Serpong Tangerang		Tange rang	5467502	5467154	Matteass, Spring Bed
Nobel Furniture	Dani Pribadi	Jl. Lindung I No.8, Rawamangun	13220	Jakarta	4891519 / 4895540	4703330	Wooden Furniture, Ekspor

CV Odin Utama (Monato)	Moenir Tahir	Furnicentre Building Lt.4 No.420 Jl.R.S.Fatmawati No.5		Jakarta	7506466		Wooden Furniture, Ekspor
PT Palapa Utama	Christy K. Wiyanta	Jl.Bojong Indah No.5,Rawabuaya	11740	Jakarta	6193280 / 5401236	6193156	Knock Down Furniture, Ekspor
PT Panah cakra Mandiri	Armen Syah	Jl. Jelembar Utama Sakti IX/21	11460	Jakarta	5601066 / 5661671	566167	Wooden Furniture (Wooden Carving), Ekspor
PT Panca Putra Furniture	Alwi Koty	Jl.K.H.Hasyim Ashari No. 75 A		Jakarta	3841463 / 3842080	3842080	Wooden Furniture, Kichen Set Ekspor
PT Panel Asri Perkasa	Ir.Satriadi Benggawan, MBA	Jl. Sultan Iskandar Muda No. 10 A	12240	Jakarta	7222983 / 7252157	7210733	Kichen Set, Office Furniture,Ekspor
PT Payon Agung Lestari	Suhanto Tjan	Jl. Daan Mogot No. 57	11450	Jakarta	5670668 / 5670557	5670668	Rattan Furniture, Wooden Picture Frame, Moulding, Ekspor
PT Pagoda Makmur	Arif Suwandi	Jl.Pinangsia Raya (Glodok Plaza) Blok B/5		Jakarta	6296566 / 6296567/ 6001667	6252246	Office Furniture
PT Pendopo Rimba Timber Ind.	Marzuki Arifin, SE	Jl. Pegangsaan Dua No. 44,Koja		Jakarta	4603193 / 4603194	4603193	Wooden Chair, Kichen Set,Outdoor, Panel Furniture, Cabinet, Ekspor
PT Penjalindo Nusantara	B.R. Soedarta	Jl. Raya Tipar Cakung M-1	14140	Jakarta	4402001 / 4402021	4402022	Rattan Furniture, Ekspor
PT Polymetal Industri	Eka Wiranata	Jl. Suryopranoto, Harmoni Plaza Blok B 46-47		Jakarta	6320984 / 6330180	6330483	Office Furniture, Vickers, Comforto & Wilkhahn, Lokal
PT Presisi Primantara	Muchyi Masyhuri	Jl.Pancoran Indah I,Kom.ligamas		Jakarta	7971366	7971366	Wooden Furniture
PT Profalestari Indah	Bambang	Jl.Daan Mogot Green Garden A 14/7		Jakarta	5819581-82/ 5812458-59	5802713	Wooden Furniture, Semi Antik, Ekspor

PT Rattanesia Sakti Kencana	Shingiarta Layhadi	Jl.K.H.Zainul Arifin No.33-1	10130	Jakarta	375166/3506054-5	372166	Rattan Furniture, Basket, Ekspor
CV Ratindo	Detin Susanto	Jl. Petojo Selatan I/35	10160	Jakarta	3843553 / 3840645	3810558	Rattan Furniture, Wicker Furniture Webbing, Ekspor
Ratnasana Kuningan Ind	Ny. Widayati S Slamet	Jl. Kayuputih Utara VI-E/18	13260	Jakarta	4805767 / 4715171	4898360	Metal & Railling Furniture, Metal Fuxtures, Ekspor
PT Rattindo Bhakti Indus.	Valentina Hedinata, BSC	Jl. Bangka Raya No.2, Kemang	12730	Jakarta	7197016 / 7507770		Rattan Furniture, Case Goods, Webbing, Ekspor
PT Romance Bedding & Furniture	Eddy Pantow	Jl. Rawa Bebek No. 2 Gedong Panjang		Jakarta	6601393 / 6696870/ 6616712	6601387/ 6695850	Spring Bed, Ekspor
PT Rotindo Permata Agung	Rudy Setiaan	Jl. Tomang Raya No. 15		Jakarta	5601078 / 5601079	5601935	Wooden & Rattan Furn, Ekspor
PT Sabrinatricia Lestarind	Jonas Hutasoit	Desa Suka Bakti Curug		Tange rang	5981131-32	5981134	Wooden Furniture, Ekspor
PT Sampit	Sjoekoer Lays	Jl. Hayam Wuruk 5/B-2		Jakarta	3811247 / 3843112	3446093	Seat&Back, Cushion, Sabrina, Bantal Jepang, Ekspor
PT Sanweei Indo. Rattan	Su Lien Chang	Jl. Mandala No.6 Tomang		Jakarta	5601714 / 5601715	5671275	Rattan Furniture & Sofa, Ekspor
PT Saptakarsa Prima	Gunawan Wijaya	Jl.K.H.Hasyim Ashari No.148 Roxi Mas Blok D2/17		Jakarta	3856160-60	3856161	Office Chairs
PT Sarana Intrindo Mandiri	Budi Oei Tjin Gwan Dipl.Ing.	Jl. Bendungan Hilir Raya Blok G II/10 A	10210	Jakarta	5702550 / 5702548	5711806	Office Furniture
PT Sarana Loka Almika	Iskandar Zulkarnain	Jl. Tebet timur Dalam Raya/42		Jakarta	8307048/8307049	8295036	Wooden Furniture, Ekspor
PT Sari Jati Furniture Tricom	Ivan Margono	Jl. Raya Narogong Km 7		Bekasi	8250594-5/	8250602	Wooden Furniture & Sofa Set,

		Gg. Manggis VI			8250601-02		Ekspor
PT Satya Raya Indah	H. Andi Tabusalla	Wisma Barito Pacific Lt.6	11410	Jakarta	5707099 / 5487112	5482503	Wood Carpet, Flush door, Flush Panel, Kitchen Set, Ekspor
Woodbas		Jl.S.Parman Kav. 62-63					
PT Scenario Citra Saga	J. Nocilai	Jl. Pabuaran III Blok W-4	13930	Jakarta	4603644-45	4603645	Rattan & Granite Furn, Ekspor
PT Shahjaya Prima	Drs. Sjachbudin	Jl. Ciputat Raya No. 2-3	15419	Jakarta	7492563 / 7401038/ 7490695	7492563/ 7401038	Rattan Furniture, Rattan Basketry, Ekspor
	Joesoef						
PT Sigma Bayu	Setiawan Basuki	Jl. Gelong Baru Barat Vi No.2-A		Jakarta	5670282/5656741	5670282	Wooden Furniture, Ekspor
PT Sinar Wijaya Makmur	Muhammad Erry	Wijaya Grand Centre Blok F No.8	12160	Jakarta	7202955/7206877 / 7209644	7209642/ 7510447	Rattan Furniture, Ekspor
Sejahtera		Jl. Wijaya II					
PD Singgang jati	A.S.Soebiantoro	J.P.Revolusi,Komp.Pacul Mas Kp.Kapiten No. 50	13470	Jakarta	8615271 / 8613162/ 8613148	8613164	Furniture & Interior
PT Singgasana Prajaraya	Mawar Ina	Jl.Mandala Timur No.568,Tomang		Jakarta			Wooden Furniture
PT Sinka Dinamika	Chaterina Kasim	Jl.Jatibaru No.4		Jakarta	3447220	3860107/ 3448937	Wooden Furniture, Rattan Furniture & Moulding, Ekspor
PT Skala Prima	Ir. Jud Rusiani	Jl.Pancoran Indah I, Komp.Ligamas Indah Kav.9		Jakarta	7971366	7971366	Wooden Furniture
PT Song Jaya	Herman Ganda	Jl.Hayam Wuruk No. 120 E	11160	Jakarta	6290060/6248590	6296505	Wooden Furniture, Ekspor
PT South East Rattan	Patrick Iskak	Jl.Penjernihan I No. 40		Jakarta	5704377	5708228	Wicker Furniture, Rattan Access & Basketware, Ekspor
PT Sri Tokai Indonesia	Bambang Pryambodo	Jl.Pulogadung No. 19 Kawasan Industri Pulogadung	13013	Jakarta	4601849/4600093	4613578	Wooden Furniture, Ekspor

PT Stephalux Rattan Furn.	Constance Anwar	Jl.Pemuda No. 71,Rawamangun		Jakarta	4756880	4895623	Rattan Furniture & Wicker Furniture,Ekspor
PT Sumaputra Anindya Rattan	Darmadi	Jl.Mangga Dua Dalam Blok J No.5-6,Kompel.Duta Pertiwi	10730	Jakarta	6128233	6128191	Rattan Furniture, Ekspor
PD Sumatera Jaya	Anwar Chandra	Jl.Daan Mogot No.57,Grogol	11540	Jakarta	5670668/5670557	5670668	Rattan Furniture,Wooden Factice Frama Moulding,Ekspor
PT Sunindo Adipersada	Tati Oetojo	Perkantoran Sunrise Garden Jl.Surya Utama Blok X/1-7	11520	Jakarta	5803327		Boneka Gift Item.Ekspor
PT Superpcky Industry	Josef Susilo	Jl.Latumeten,Komp.Perkantoran Kota Grogol Permai,Blok B-45	11460	Jakarta	5665405/5665406	5668492	Rattan Furniture,Sofa Swivel Rocker Etagere Spring Bed, Ekspor
PT Suryaragam Prima	Johannes Sutjiamin	TOTO Building 4th Flr Jl.Tomang Raya No.16-18		Jakarta	5681355/5681356	5681350/ 5681351	Marbilite&System Kichen,Ekspor
PT Sweet Room	Yosa Johan	Jl.Majapahit Raya 34/2	10110	Jakarta	373383/3843467	3847362	Bed Set,Sofa Dining Cabinet,Meja Kantor, Ekspor
PT Talenta Anugerah Pratama	Bintoro Rahardjo	Jl. Tunjung Raya No. 4,Tomang	11430	Jakarta	5666432-3/5603419		MDF Door,Fhush Panel,Ekspor
PT Tamba/Ratco Rattan Furn	Taslim Muliawan	ASIA MOTOR,Jl.Daan Mogot KM 11 No. 37		Jakarta	5417138/5417238 / 6198670	5417328	Rattan Furniture
CV Tanamas Industry & CO	Sebastian Tanamas	Jl.Tomang Ancak Raya No.10	11430	Jakarta	5601862/5671761	560187	Swivel Rocker,Dining Chair, Papasan,Lounge Chair,Terrace Chair, Ekspor
PT Tanditama Mandiri	Damli Tandi	Jl.Kemiri No.8 Pondok Gede Udik		Tange	7490970/7490980	7490971	Bedroom set, Spring Bed

		Pamulang,Ciputat,Tangerang		rang			
PT Tiara Cipta Ekatama	Yacob Jayaputra	Jl.Gading Indah VI Blok NF IV/43 Kelapa Gading Permai	14240	Jakarta	4501674	4529323	Rattan Furniture,Ekspor
PT Timur Jaya Prestasi	Samsul Saujana	Jl. Kapuk Utara I Kav. 10		Jakarta	6197118/6197119	6197095	Wooden Furniture(office Furniture), Ekspor
PT Togeni Arum Jaya	Tony Sukandar	Jl. Cempaka Putih Timur 24/40	10510	Jakarta	4208025/4244658	4208024	Rattan Furniture,Basketware Furniture, Ekspor
PT Tropicana Decoration	Suworyono Indra	Jl.Otista Raya No.37-A		Jakarta	8193319/8191511	8191461	Solid Brass Bed
PT Tunngullaras	Dr. Ichwan Wahyudi	Jl.H.Agus Salim,Desa karang Setia, Bekasi		Bekasi	8810684	8810683	Wooden Furniture,KD Furniture Panel, Ekspor
CV Unggul	Bambang Harijono	Jl.R.S.Fatmawati No. 55 E		Jakarta	7695779	7542956	Wrought Iron, Outdoor Handicraft, Ekspor
PT Utama Raya Industry	Winarto Tedjakusuma	Jl. Pramuka Kav.72		Jakarta	4255640	4213748	Metal furniture
PT Usada Baebunta Sembada	Ir. Doddy Parjoko	Wijaya Graha Puri, Blok H - 33 Jl. Wijaya II	12160	Jakarta	7206685	7202610	Rattan Furniture, Eskpor
PT Varia Megah Hatulistiwa	Drs. Achmad Sukapradja	Jl. Raya Bogor KM.21 Mo.32-A Kel. Rambutan	13830	Jakarta	8410978	8410978	Wicker Rattan Furniture, Ekspor
PT Victor Indah Prima	Yos S Theosabrata	Jl. Jembatan Baru, Rawabuaya/36 Cengkareng	11740	Jakarta	6196870 / 6196871/ 5415511	6196855/ 6196886	Audio, Vidio Cabinet,Office Furn, Ekspor
PT Wijaya Karya	Ir. Tonny Warsono	Jl.Gatot Subroto Kav.72 Wisma Aldiron Dirgantara		Jakarta	7949270 / 7902545	7994784	Indoor & Outdoor,Ekspor
PT Wintrad Jaya	Surya Kurniawan	Jl.Penggilingan,Cakung		Jakarta	4609226/4602234	4609227	Wooden Furniture, Ekspor

PT Yeh Brothers Wood Works	Ching Keok Chai	Jl.Raya Ciawi,Sukabumi KM.2,5 No. 88, Ciawi, Bogor	Bogor	(0251)240431-36	241498	Bunk Bed,Cupboard,Table Seats Ekspor
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## ANNEX 2: WOOD TRADERS

Name	Address	Telp.	Fax	Executive	Activies	Line of Business
Abadi Indorona PT	Intercom Plaza Blk. E-9 Taman Kebon Jeruk Jl. Meruya Ilir Jakarta 11630	5853310 5304685 5306612	5845500	Mr. Boedi Prastia (Presiden Director) Mr. Eddy Budiono (Director)	Trading	Wood Working
Albasi Parahyangan PT	Jl. Cipaganti No. 136 Bandung	(022) 231733 (022) 2038151		Mr. Iwan Irawan Yohan (Director)	Trading, Exportir	Wood & Wood product
Ameise Bersaudara CV	Jl. Raya Condet No. 34 Jakarta Timur	8097019 8011711	8011711	Mr. Abubakar Jupri (Director) Mr. Muhammad Jupri (Vice Director)		Building Material
Aneka Sarana Buana Mas PT	Jl. M. Ramdhan No. 115 Bandung	(022) 5200066	(022) 5202582	Mr. Oeoen Budiman T (Director)	Trading	Wood & Wood Product
Anugerah Palmas Bersama PT	Jl. Lontar Atas No. 136 Tanah Abang-Jakarta	3910907 3910908	3146673	Mr. Zulfikar (Dirctor) Mr. Helmy Jacob (Vice Director)	Trading, Service	Mechanical and electrical contractor, Corrugated cardboard, Wood Product
Aspac Trading PT	Aspac Center 10th, Flr Jl. HR Rasuna Said Kav.X- 2/4 Jakarta 12950	5228211	5228185	Mr. Darmawijaya Suria (Director)	Trading	Footwear, Wood and Wood Product
Ataka Lumber Co Ltd (Representative)	Wisma Antara 11th Flr Jl.Medan Merdeka Selatan No. 17, Jakarat 10110	3845350	3845402	Mr. T. Ono (Chief Representative Office)	Service, Trading	TradeCommission, Trade promotion institute, Representative office, Wood & wood product, plywood, rattan, veneer, Pulp and paper
Bade Makmur Orissa PT	Eka Life Bld, 12th Flr Jl.MT Haryono Kav. 62 Jakarta 12780	7975959	7976401	Mr. Rusli Lahist (Presiden Director) Mr. Andy Wermas (Director)	Trading	Wood and Wood Product
Barito Pasific Group PT	Wisma Barito Pacific Tower	5306711	5306680	Mr. Joso Abdullah	Manufacturing,	Timber Sawing,

	B, Jl. S> Parman Kav, 62-63 Jakarta 11410			Gotama (Presien Director) Mr.H.N. Sumual (Director)	Exporter, Import	Sawn, Planed, Peeled, cut and impregnated wood and wood product
Baskara CV	Jl. Mangga Besar VI Utara No. 18, Jakarta 11150 Jl. Kapasan 59, Surabaya	6390304 6396483 6390340 (031) 318780 (031) 316307 (031) 311289	6297946 6495010	Mr. Irwin, S.A. (Dirctor) Mr. Halim Handoko (Vice Director) Surabaya : Mr. Jingga Darmakusuma	Export Trading	Rubber Surabaya : Food Product, Wood and wood product
Basuimex PT	Jl. Melawai II No. 10 Jakarta 12160	7221240 7262477	7262477	Mr. Sumpno Bayuadji (Presiden Director) Mr. Drs. Ersy Nuzul Firman (Operational Director)	Import, Export, Trading	General Importer, exporter, General merchant Trading, timber and wood and wood product
Bina Persada Bahari PT	Jl. Perjuangan Kampung Teluk buyung Bekasi 17142	8841461 8894952	8841226	Mrs. Yuliawati Effendi (Director)	Distributor, Exporter, Importer	Wood and wood Product, General exporter/importer
Birumas Abadi PT	Jl. Ancolbarat II/1 Jakarta Utara	6909555 6910150 6910151 6910152	6910153	Mr. Effensi S (Director)	Trading Agent	Claining Equipment, Chemical, Wood and Wood product
Budi Daya Perkasa PT	Jl. Jembatan III No. 36 AT- AU,Jakarta Utara	6603226 6603227	6614082	Mr. Teo Hamid (Director)	Exportir Trading	Wood and wood product, Timber and log.
Cipta Adiguna Sejahtera PT	Jl. Patimura No. 5 Blk I Semarang	(024) 555351 (024) 551716	(024) 551831	Mr. Sony Utama Budi (Director)	Distributor	Wood and wood product
Duasekawan Mandiri PT	Jl. Lodan No. 32 Jakarta Utara	6904597 6928505	6910018	Mr. Hartono T (Director)	Trading	Wood and wood product
Giri Wono Sejati PT	Jl. Cepu 9/11 Surabaya	(031) 5315465 (031) 5345361	(031) 5467970	Mr. F. Mulyani Wiryasaputra	Manufacturing, Trading Exportir	Timber Sawmill, Wood working General, Merchant and trading
Gita Persada Putra Pratama PT	Jl. Peta Barat No. 17, Kalideres,Jakarta 11830	5442130,5401660 5442131,5401660	5401657	Me. Eddy Hermansyah (Director)	Trading, Distributor	Lubricating oil, Wood and wood product
Greges Jaya PT	Jl. Demak 97, Surabaya	(031) 5314641	(031) 5311257	Mr. H.M. Rahardjo	Manufacturing, Exporter	Integrated wood industry, sawmill,

						woodworking, drykiln, wood treatment, moulding, wood processing
Harjohn Timber limited PT (Jakarta Branch)	Jl. Balikpapan Raya No. 14, Jakarta 10130	3459421	361675	Mr. Posuwandi (President Director) Mr. Budjuwono Handjaja (Vice President Director)	Manufacturing, Producer, Exporter	Timber sawing, Plywood, Logging
Hasil Karya Bersama PT	Jl. Tanjung Batu No.15/2-C, Surabaya	(031) 337246 (031) 342334 (031) 342332	(031) 337246	Mrs. Lusi Emisinda (director)	Distributor, Trading	Wood particle board, Plywood
Hasil Karya Utama PT	Jl. Kalianak No. 55 Surabaya	(031) 710456		Mr. Bambang	Trading	Wood and wood product
Ho Chang Wood Product Industry Co Ltd PT	Desa Bojong Nangka, Kec. Legok, Tangerang	5470182,5470183	5470185	Mr. Kartinono Limarto (President Director) Mr. Wang Kuo Chen (Director)	Trading, Manufacturing	Milled, pressed, bent and glued wooden product (wood working) Solid timber door
Hutrindo Prajen Plywood PT (Palembang Branch)	Jl. Pasar Ilir No. 174 Palembang	(0711) 364490	(0711) 356564	K.T. Yo	Manufacturing, Trading	Plywood Industry
Ideal CV	Jl. Deles Lebar No. 11 Surabaya	(031) 5931013	(031) 5320538	Mr. Windo Santkoko (Director)	Manufacturing	Rubber Roller
Indo Jati CV	Jl. Adisucipto, Solo	(0271) 713637 (0271) 715107 (0271) 715915	(0271) 715876	Mr. Andhy Pratiknyo (director)	Manufacturing, Trading	Furniture, Sawn, Planed, peeled, cut and impregnated wood
Indo Plywood Group PT	Duta Merlin Complex Blk. A/48 Jl. Gajah Mada No,3-5 Jakarta Pusat	6338670	6337814	Mr. Anthony Salim (director)	Trading, Distributor, agent	plywood
Inhutani III PT	Manggala Wanabakti 14th Flr, Blk VII Jl.Gatot Subroto, Jakarta 10270	5700304,5737091 5721322	5704630	Mr.Ir.Kadar Slamet (Preident Dirctor) Mr.Ir. Hary Santjoko (Director)	Manufacturing, Trading, Exporter	Timber and log. Wood cuting, sawn wood, barked wood, veneer, Timber sawing
Inne Donghwa Development Co Ltd PT	Jl.RE .Martadinata RT.39/20,Balikpapan PX BOX 69	(0542) 24811	(0542) 23432		Manufacturing	Timber and log. Plywood
Istana Profile	Jl. Jend. Sudirman No. 174	(024) 605374		Mr. Achmad	Trading	Wood and wood

	Semarang			Tarmidji		product
Jati Agung Arsitama PT	Jl. Gading Kidul No. 25, Surakarta	(0271) 636789 (0271) 47959	(0271) 52989	Mr. David Soetarno (President Director) Mrs. Maria Anna Tartyanti (Director)	Service, Trading, Manufacturing	General Engineering and contracting, wood product, Furniture
Jati Mas PT	Jl.K.H.Mas Mansyur 71 Pekalongan	(0285) 22959		Mr.H. Djumhan Mulyo, BA(Owner)	Trading	Wood and Wood Product
Jati Utama, Perusahaan Kayu	Jl. Pahlawan Revolusi No. 11-A,Jakarta Timur	8611909	8611909	Mr. Gunawan (Director)	Trading	Wooden goods
Kalindo Adi Sakti PT	Jl. Kapten Darmo Sugondo No. 232, Gresik	(031) 982074 (031) 981446	(031) 982686	Mr. Jossi (Director)	Exporter	Wood and wood product
Kamelindo Sejahtera PT	Jl. Kalimas Timur 216, Surabaya	(031) 338837	(031) 338837		Trading, Exporter	Wood and Wood Product
Kanematsu Trading Co	Wisma Standard Chartered Bank Jl.Jend.Sudirman Kav. 33-A, Jakarta 10220	5721239,5721230	5721240,5721241	Mr. Makoto Tada (General Trading)	Trading, Exporter, Importer	Representative office, Machinery and industrial equipment, Plywood, Chemical, Food product, Pulp and paper, Textile
Kartika Pulau Mas CV	Jl. Veteran No. 251, Solo	(0271) 711831		Mr. Mangun Sudjono	Trading	Wood and Wood Product
Karya Alam Prima PT	Jl. Kalianak 55 (Belakang) Surabaya	(031) 26805 (031) 24027 (031) 24028	(031) 333856	Mr. Arbain	Trading	Wood and Wood Product
Karya Bersama Sawmill PT	Jl. Gresik No. 64, Surabaya	(031) 3551811	(01) 355773	Mr. Mende Sulinadi (Director)	Exporter	Wood Product
Katingan Timber Company PT	Nusantara Bld, 14th Flr Jl.MH.Thamrin No.59 Jakarta Pusat	3140086,336562	326269	Mr. Masao Sunami (President Diretor) Mr. Y. Kato (Financial Director)	Manufacturing, Trading, Exporter	Timber and log. Plywood
Kawan Kita CV	GOLDen Ville Office Centre No. 88-BE Jl. Daan Mogot II, Jakarta Barat	5683231,5686206	5686206	Mr. Christiadi T,SE (Director)	Distributor, Trading	Wood and Wood Product
Kawasho Corporation	Wisma 46 Kota BNI 7th Flr Jl.Jend.Sudirman Kav. 1 Jakarta Pusat	5746506	5746509	Mr. S. Hara (Chief Representative Office)	Service, Trading	Representative Office, Wood and Wood Product, Steel, Machinery and Indutry equipment
Kayu Agung CV	Jl. Lodan No. 23	6925360,6925305	9625360	Mr. Soesanto Hidayat	Trading	Wood and Wood

	Jakarta Utara			(Director) Mrs. Emmy Hidayat (Director)		Product
Kayu Lapis Indonesia PT	Idola Tunggal Comp. Jl. S. Parman Kav. 67 Jakarta 11410	5306448	5306458	Mr. AGus Susanto (President Director) Mr. Gunawan Vice President Direcort)	Trading	Plywood
Kinibalu Kayu Jatikalimantan	Jl. Kusumanegara No.117 Yogyakarta	(0274) 514201	(0274) 514201	Mr. Setiawan	Supplier, Trading	Wood and Wood Product
Kondang Murah	Jl. Tanjunganom No. 18-20 Solo	(0271) 636363 (0271) 46877 (0271) 63255 (0271) 43021	(0271) 714447	Mrs. Dra. Budiati	Trading	Wood and wood Product
Kurnia Karya Agung Sejati PT	Jl.Cipinang Muara II/6 Jakarta Timur	8611280	5410615	Mr. Yoppy Budiarto (director)	Trading	Wood and wood Product
Labafurni Grahaprima PT	Jl. Panjang No.3, Kedoya Kebun Jeruk,Jakarta 11530	5331433	5331440	Mr.Arsikin Wijaya (Director) Mr. Krisman (Vice Director)	Exporter	Wood and Wood product
Limbang Ganeca PT (Jakarta)	Idola Blg, Jl. Letjen S. Parman Kav. 67 Jakarta 11440	4213187,4213188 4210001	4213191	Ir. Rama Royani (Presient Director) Mr. Andy Wiguna (Director)	Trading Distributor	Air Conditioner
Makmur Central Abadi PT	Jl. Baru Ancol Selatan No. 54-A, Sunter Podomoro Jakarta Utara	687768,687808 687428	687430	Mr. Faat Tanoto )Director)	Sipplier, Trading	Wood Product
Malar Jaya,Perusahaan Kayu	Jl. Raya Bekasi KM. 27 Jakarta Timur	4603390,4602487	4605618	Mr.M.Harun Nayasin (OPERational Manager)	Manufacturing, Trading	Wood and Wood product
Manunggal Sempurna PT	Hayam Wuruk Plaza Tower 8th Flr, Jl. Hayam Wuruk No. 108 Jakarta 11160	6498211,6280692	6252204	Ir. Akie Setiawan (President Director)	Trading, Exporter, Importer	Ceramic, Wood Product
Mareno Raya Duaribu PT	Sumarecon Plaza 5th Flr Jl. Perintis Kemerdekaan Jakarta Timur	4714513,4714579	4714580	Mrs. Endang Dwi Widayanti (Director0	Exporter	Wood and Wood Product
Mas Kumambang PT	Jl. Melawai VII No. 3 Jakarta Selatan	7202317,7250401	7262829	Mr. Soedibyo (Director)	Trading	Wood cutting, Sawn
Mitra Jaya PT	Glodok Jaya Compl. 2nd Fl. Blk. C1-C3	6281587,6596101	6596101	Mr. Hendra Pramudia (Owner)	Trading	Abrasive Product

	Jakarta 11180					
Mountrado Jaya PT	Jl.K.H.Hasyim Ashari No.2 Jakarta Pusat	6345106	3844304,63337 80	Ir. Susanto (President Director) Mr. Y. Yopie Ayal (Vice President Director)	Manufacturing, Trading, Exporter	Timber Log. and Sawmill
Mudjur Timber PT	Jl. Kol. Sugiono No.1 D-E Medan PO Box 59	(061) 324211 (061) 324099 (061) 531688	(061) 538596	Mr. Hassan (Director) Mr. Adlin Lis	Manufacturing	Plywood, Timber Sawmill
Multi Jaya Podomoro PT	Jl. Danau SUnter Barat Blk. A1/2, Sunter Podomoro Jakarta Utara	686014	687833	Mr. Taslim (Director)	Trading	Wood and Wood Product
Mutiara Indah CV	Jl. Kapuk Kamal, Kampung Rawa Melati No. 39 Jakarta Barat	5551659,5553722	5553721	Mr. Liman	Supplier, Trading	Wood and wood Product
Naga Kencana Perkara PT	Jl. Kemandoran VIII/11-A Palmerah Barat Jakarta Selatan	5483391,5303289	5480648	Mr. Simon Alifai (President Director)	Manufacturing, Exporter, Trading	Milled, Pressed, bent and glued wooden product (wood working)
Nusa Pribumi PT	Jl. PH Hasan Mustopa No. 27, Bandung	(022) 704593 (022) 7104817	(0220 7104816	Mr. I.B.Tarigan (Director)	Trading	Wood Product
Nusa Sentosa Lestari PT	Jl. karang Bolong Raya Blk. 12 No. 29, Ancol Jakarta Barat	6910935 6923630 6930769	6927496	Mr. Paulis Amin Djohan (Director) Mr. Lori (Director)	Trading	Wood and Wood Product
Pacific Indah CV	Jl. Empu Tantular No. 82 Semarang	(024) 541015 (024) 518282	(0240 447766	Mr. Srihariono (Director)	Trading, Service	Timber sawing
Panca Logam CV	Semut Indah Shopping Comp. Blok. A12-14, Jl. Semut Kali, Surabaya	(031) 3551096 (031) 3551548 (031) 23996 (031) 22518 (031) 317275 (031) 312779	(031) 330633	Mr. Franky Sinatra (Director)	Supplier	Plywood
Panca Usaha Palopo Plywood PT (ujung Pandang Branch)	Jl. Gunung Lompobatang No. 66 (90) Ujung Pandang	(0411) 313776 (0411) 315730	(0411) 315730	Mrs. Elisabeth Oyong (Branch Manager)	Manufacturing, Exporter	Plywood, Sawn Timber, Pressed Moulded Wooden
Perhutani, Perum (unit II)	Jl. Genteng Kali No. 49 Surabaya 60275	(031) 5343851-2-3- 4	(031) 5311784	Mr. Ir. Bambang Sardjito	Manufacturing, Exporting	Forestry service, Timber sawing
Perhutani, Perum (unit III)	Jl. Soekarmo Hatta No. 628 Km.14, Bandung	(022) 7802971	(022) 7802972	Mr. Ir. Priyono	Manufacturing, Exporter	Forestry service, Timber sawing
Plywood Indonesia BPB 3	manggala Wanabhakti 9th	5738551,5700230	5703317	M. Suharsono	Trading,	Wood and wood

	Flr, Blk IV Wing C Jl. Gatot Subroto, Jakarta Selatan			Kramadibrata (Director) Mr. Utoro K.W. (Director)	Exporter	Product, plywood, Trade promotion centre
Prakarsa Putra Perkasa PT	Jl. Jatinegara Timur No. 54 Jakarta Timur	8196335,8199577 8199578	8196345	Mr. Alfian Rusli (Director)	Trading, Distributor	Plywood
PT Catur Sentosa Adiprana (Surabaya Branch)	Jl. Pucang Anom Timur 17, Surabaya	(031) 5680411 (031) 5680412	(031) 5670686	Mr. Agus Rinaldi (branch Manager)	Trading	Building Material plywood, Ceramic, Tile paint
Pumar Cold PT	Jl. Muara Baru Ujung Kav. 5-8 Blk. M, Pelabuhan Perikanan, Jakarta Utara	6603822	6603824	Mr. Soeyadi Agus (PResident Director)	Manufacturing, Distributor, Trading	Cold Storage room, wood and wood product, Shrimp, farming
Putra Buana Indonesia Wood Industri PT	Jl. Siliwangi No. 346 Semarang	(024) 4609789		Mr. Suryono (Director) Mr. Theo Teguh Putra (manager)	Manufacturing, Trading	Sawn,,planed, peeled, cut and impregnated wood, Window,
Ratu Agradi PT	Jl. Mitra Sunter Boulevard Blk. B/31, Sunter Jakarta Utara	6508021	6509238	Mr. Hendra Hadiwijaya (Director)	Distributor	Wood and Wood Product
Ratu Amal PT	Jl. Baruna II No. 2-A Sunda Kelapa Jakarta Utara	6907461 6901636		Mr. Yasin (Director)	Service, Trading, Supplier	Marine Cargo, Wood and wood product
Ratu Miri PT	Jl. Jend. A. Yani KM. 4,5 No. 8 Banjarmasin	(0511) 255681 (0511) 255682 (0511) 255683	(0511) 255686	Mr. Tobing Mahatani (President Director) Mr. Ping Astono Mahatani (Director)	Manufacturing	Wood and wood product, Plywood
Ratu Miri PT (Representative Office)	Jl. Kebun Kacang Raya N3161322o. 24-25, Jakarta 10240	322658,335395	3161322	Mr. Tobing Mahatani (President Director) Mr. Ping Astono Mahatani (Director)	Manufacturing, Exporter, Trading	Wood and wood product, Plywood
Rimba Barito PT	Jl. Wates Kadipiro Baru No. 55 A, Yogyakarta	(0274) 562868 (0274) 515628	(0274) 562557		Manufacturing, Trading	Wood Working
Roda Jati/Indo Kayu	Jl. Wates Km. 3, Kadipiro Yogyakarta	(0274) 387877	(0274) 388369	Kartika	Trading	Wood Product
Rodial Eron PT	Jl. Gajah Mada No. 12 K-N Jakarta Pusat	6335909,6343546 6331526	6343927	Mr. E. Tando (President Director) Mr. Aldrin Tando (Vice President Director)	Trading, Supplier, Manufacturing, Service	Building contractor, General mechant and Trading, Timber Sawmill, Rattan, Cane bamboo ware

S. Hardjono CV						
Sahabat Citra Wibawa PT	Jl. Sunter Barat Blk. A-1 No. 4-5, Sunter Podomoro Jakarta Utara	687299	6459459	Mr. Harifin Wibawa (President Director) Mr. Tony Hartanto (Director)	Trading	Wood and Wood Product
Sampit PT	Jl. Ketapang Hilir No. 169 Sampit Kalimantan Tengah	(0531) 21104 (0531) 21169	(0531) 23322	Mr. Salim Lays (President Director) Mr. Soegiti Laysa (Director)	Manufacturing, Exporter	Rattan
Sari Panah PT	Jl. Tidar No. 310 Surabaya	(031) 5345131		Mr. Wirjono	Trading	Nail, Wood and wood product
Sariperimndo Murni PT	Wisma SIER 3rd Flr Jl. Raya Rungkut Industri No. 10 Surabaya	(031) 8494870 (031) 8494871 (031) 8494872	(031) 8438930	Mr. Soebagio Soebowo (President Director)	Trading	Rattan, Cane
Satya Raya Indah Woodbased Industries PT	Wisma Bank Pacific Jl. S> Parman Kav. 62-63 Jakarta Barat	5308918,5487112	5482503	Mr. H. Andi Tabusalla (President Director) Mr. Mike Lee (Director)	Manufacturing, Trading	Plywood
Segara Timber Co Ltd PT	Jl. Gajah Mada No. 19 Samarinda PO Box 38	(0541) 41292	(0541) 41371	Mr. J. Rachmat Timotius (President Director)	Manufacturing, Exporter	Plywood, Blockboard, laminated, Timber sawmill
Shinchang LTD	Wisma Nusantara 14th Flr Jl.MH.Thamrin No. 59 jakarta Pusat	3144072,327306	3144073	Mr. Kim Kwan Doo (Director)	Trading, Service	Plywood, Rattan, Wood Particle board, Representative Office
Sinar Irama PT	Jl. Pelabuhan Kalibaru No. 14 Jakarta 14110	4401673		Mr. Hasyim Baharmi (director)	Trading	Wood and wooden product
Sinar Mutiara Perusahaan Ubin	Jl. Moh. Yamin No. 3A Brebes	(0283) 72086		Mr. Syamsuri	Trading, Manufacturing	Wood and wooden product, Concrete, Tile
Soda Nikka Co Ltd	Central Plaza 3rd Flr Jl. Jend. Sudirman Kav.7-8 Jakarta Pusat	5201464,5207990	5201396	Mr.S.Yuhara (Director)	Trading	Basic chemical for pharmaceutical industry, Wood Product
Sumber Jati	Jl. Pandegiling No. 314/I Surabaya	(031) 5315227 (031) 5317201 (031) 5346314		Mr. Soemardi Widagdo	Service	General Engineering and contracting
Superindo Cahaya Mandiri PT	Ketapang Indah Comp. Blk. B1/12-A,	6347101,6338868 6347103,6347104,	6344347	Mr. Wolly Cahyo (Director)	Importer, Exporter,	Wood and Wood Product, Health Food,



	Jl. KH.Zainul Arifin, Jakarta 11140	6338867			Trading	Pharmaceutical
Surya Dumai Indutri Tbk, PT (Pekanbaru)	Jl. Gatot Subroto No. 5 Pekanbaru	(0761) 33322 (0761) 37588	(0761) 32769	Mr. Drs. Heru Subagio (Director)	Manufacturing, Trading	Veneer, Plywood, Blockboard
Tanjung Selatan Makmur Jaya PT	Menara Global 19th Flr Jl. Gatot Subroto Kav. 27 jakarta 12950	5270577	5270578,52705 79	Mr.Drs.H.Ahmad Bakrie (President Director) Mr. Pohan Budiman (Director)	Manufacturing, Trading	Plywood
Tanjung Selatan Makmur Jaya PT (Banjarmasin)	Jl. Brigjen H. Hassan Basri RT.14 No. 48 Kec. Banjar Utara Banjarmasin 70125	(0511) 69828	(0511) 69831		Manufacturing	Plywood
Tri Tunggal Eboni Corporation PT	Jl. Gajah Mada No. 156 N Jakarta Barat	6296845,6295373	6594891	Mr. Murni Harianto (President Director) Mr. Kasudjono Harianto (Director)	Trading,Exporte r, Manufacturing	Timber Sawmill
Trisakti Utama Indah PT	Jl. Gajah Mada No. 156N Jakarta barat	6296845,6295373	6594891	Mr. Murni Harianto (Director) Mr. Feri Tenggara (General Manager)	Trading	Wood and Wood Product
Trisandi Multi PT	Jl. P. Jayakarta No. 131- A/27, Jakarta Pusat	6494881,6498181 6012145	6396979	Mrs. Erna Fiyanni (Director) Mr. Effendi (Manager)	Trading, Exporter	Wood and Wood Product
Veneer Product Indonesia PT (Denpasar Branch)	Jl. Raya Sesetan No. 214 Denpasar	(0361) 720679	(0361) 720679	Mr. Nanang Buntoro (Branch Manager)	Supplier	Wood Cutting, Sawn goods, Barked goods, Veneer

# **5 – THE EXTERNAL CONSULTANT**