



*ASIA-INVEST
MARKET PLACE MONITORING*

MARKET AND DESK RESEARCH IN MALAYSIA

WOOD SECTOR:

(TIMBER, FURNITURE, WOOD-WORKING MACHINERY)

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Introduction and background

Under the patronage of the European Union, Cestec (Centro Lombardo per lo Sviluppo Tecnologico e Produttivo delle Piccole e Medie Imprese) of Milan is seeking to promote links between Italian and Spanish companies and Malaysian companies in the specific field of wood industry.

As part of the initiative EATI Sdn Bhd and Dipiter Pte Ltd has been appointed as local consultants to carry out a market study and compile information on the Malaysian market for wooden products and woodworking machinery and technologies.

The objectives of this project are to provide the following information:

- background information on environment and supply of raw materials for wood industry;
- analysis on production in Malaysia of semi-finished and finished wooden products, giving specific attention to the sector of furniture;
- analysis on import and export trends in the Malaysian market for semi-finished and finished wooden products, giving focusing on the sector of furniture;
- analysis on production and imports in Malaysia of wood-working machinery;
- recommendations to Italian and Spanish companies willing to enter in business relations with local counterparts;

identify business opportunities for a selected group of Italian and Spanish companies looking for an agent, a distributor or a supplier in the Malaysian market.

This report is arranged as per the following sections:

- Overview of Malaysian economy
- Forestry resources and timber production
- Analysis of the market of wood industry
- Analysis of the market of furniture
- Analysis of the market of woodworking machinery
- General and specific information on the business environment,
- Business opportunities identified during the research on the field, through personal visits to local companies

- Conclusions and recommendations
- Annexed are lists, statistical figures and summarizing data

Summary Report

1. Economic Overview of Malaysia

Over the last decade, the Malaysian economy achieved an average annual growth rate of 7% with inflation kept below 4% per year. Gross domestic product (GDP) doubled from RM66 billion in 1988 to RM133 billion in 1999, while per capita income expanded from RM 5,100 to RM 11,833. This rapid economic growth has today placed Malaysia among the world's top 20 trading nations.

From a dependence on agriculture and primary commodities in the sixties, Malaysia's manufacturing sector now accounts for 34.4% or more than a third of GDP, while exports of manufactured goods make up over 80% of the country's total exports.

Over the past three decades, the manufacturing sector progressed from import-substitution and labour-intensive industries to export-oriented, high technology and capital-intensive industries. Today, Malaysia is one of the world's leading exporters of products manufactured from her natural resources of rubber, palm oil and timber; semiconductors and room air-conditioners.

The country's rapid industrialisation was the result of Malaysia opening herself early to foreign direct investments .

2. Forestry resources

Malaysia has traditionally been one of the greenest countries on earth and one of the major producing countries for timber.

The total area opened for harvesting in Peninsular Malaysia in 1998 was 0.11 million hectares, a decline of 17.7% as compared to 1997. Of this total, 51.7 (44.9%) thousand hectares were from Permanent Reserved Forest (PRF); 41.8 (36.4%) thousand hectares from Stateland Forest and 21.5 (18.7%) thousand hectares from Alienated Land.

The total number of selected licensed wood-based mills in Peninsular Malaysia in 1998 stood at 907. The sawmill and plywood/veneer industries consumed 4.51 (88.4% of total sawlogs production) million cubic metres and 1.02 (20.1%) million cubic metres respectively. Sawn

timber input in the moulding industry was 0.66 million cubic metres or 23.8% of the total sawn timber production. About 74.7% of the total production of sawn timber and 66.3% of the total production of plywood were domestically consumed.

Although dominated by primary processing activities such as veneer and plywood production, Malaysia's wood-based industry is heading towards greater downstream processing activities such as the manufacture of particleboard, mouldings, furniture and joinery.

3. The furniture industry

The production value in the wood based industry declined by 6,5% to RM 8,423.3 million in 1998 from RM 9,022.7 million in 1997 due to the decline in the production of plywood, hardboard and particleboard as well as wood planning, window and door and joinery products.

However, the production value of furniture and components increased by 16,9% to RM 2,124 million in 1998 from RM 1,864.4 million in 1997. This was due to the greater demand for Malaysian furniture and furniture parts and components in the international market as well as increase in the domestic sales of medium and low end Malaysian made furniture as more people become aware of its quality and competitive prices.

At the end of 1998, the average capacity utilisation of the manufacturing companies engaged in the wood based sector was 68.3%. The furniture sector employs more than 20,000 people. Since the sector is labour intensive in nature, a wide number of foreigners are employed in the sector.

In the past decade, the annual exports of Malaysian furniture rose from RM27 million to more than RM3 billion. It is forecast that the export will grow between 10 -15% from 1998 to the year 2000.

The Malaysian furniture industry is one of the country's largest export earners and crucial to the nation's growth. With over US\$1 billion in sales in 1998 to over 144 countries the Malaysian furniture industry produces world class products to compete on a global scale.

Malaysia is now ranked among the top exporting furniture nations in both the USA and Japan. The furniture makers of Malaysia can be assured that the increasing demand of locally produced furniture range determines that buyers are satisfied with the quality and value. The United States of America, Japan and Singapore are still Malaysia's main buyers with the United Kingdom, Australia and Taiwan gaining confidence prominently.

4. The market of woodworking machinery

The total market for the woodworking machinery in Malaysia can be estimated at about US\$500 millions in 1998, of which about 70 % is attributed to the import and 30 % to local production. The proportion of import and local production of machinery varies widely from sector to sector.

Logging & Sawmilling - Malaysia started production of machinery for this sector since about 50 years ago with technology transfer from foreign companies. Before local production started, import was mainly from Japan, such as Ishida, Hitachi, Hirota, etc., and sometimes from Taiwan & Korea.

Owing to certain disadvantages of the imported machinery (e.g. high wastage due to different way of operations, less versatile in machinery transportation), import has almost stopped. The import is further hampered by the high cost of foreign machinery compared with locally made machinery. Export of machinery in this field is still small, mainly to countries of the region like Indonesia, Thailand, etc.

Plywood & MDF - There is no local production of machinery yet in this sector and the supply is 100% imported which comes mainly from Taiwan, Japan, Germany.

Local machinery producers, until now, can only manufacture parts & components, but not the whole machinery. Many machinery producers or suppliers are making re-conditioning of used machinery from imported or local sources.

Down-stream Industry (Furniture, Moulding & Joinery Industries) - A complete range of machinery for Joining, Drilling, Boring, Planing, Sanding and Pressing is already produced in Malaysia, but import still accounts for the biggest part of the market with the main suppliers coming from Taiwan, China, Japan, Germany and Italy. Meantime, there is also a flourishing market in the 2nd hand machinery.

5 Business opportunities identified during the research

During the first phase of the project the staff of researchers of Dipiter contacted 53 local companies, of which 28 were met by Dipiter. Of the mentioned companies met, 7 companies were interested in classic furniture; 7 in modern furniture; 8 in export of wooden products; 6 in the woodworking machinery.

6 Conclusions and recommendations

The Malaysian production of wood and of products of the primary transformation of wood has decreased in the last two years. This decline in the production is due mainly to the weak demand from Asian log-consuming industries which were badly affected by the Asian financial crisis and to the slow down in logging activities, in line with the Government's conservation policy and commitment to "ITTO Year 2000 Objective" of sustainable forest management.

The Malaysian imports of furniture decreased from RM 262 million in 1996 to RM 121 million in 1998 (approx. -55%), as a consequence of the Asian financial crisis. During the years 1997 and 1998, the demand of Malaysian consumers strongly decreased and was more direct to the local and cheaper production rather than to the European high quality products.

There is a dire need to improve the level of technology of the Malaysian wood based industry. At the moment, many of the machines use by the Malaysian manufacturers were imported from Taiwan and have been in used for a long time. Furthermore, local machinery manufacturers are not meeting the needs of wood industry. However, the Malaysian imports of wood working machinery decreased from RM 962 million in 1996 to RM 671 million in 1998 (approx. -30%), as a consequence of the Asian financial crisis.

List of companies interviewed during the market survey - Dipiter

<i>Company Name</i>	<i>Local Contact</i>	<i>Date of Meeting/s</i>
I. Classic Furniture		
▪ <i>American Fine Furnishing</i>	Ms Joan (Sales)	12/10/99
▪ <i>Bee Collection</i>	Ms Janet (Manager)	6 - 9/12/1999
▪ <i>Benze</i>	Mrs Tan (Director)	12/10/99
▪ <i>De Ca</i>	Mr.Philip Chan (Manager)	6 - 9/12/1999
▪ <i>Janine</i>	Ms Foong	<ul style="list-style-type: none"> ▪ 6 - 9/12/1999 ▪ 12/10/99
▪ <i>Le Mercier's</i>	Ranyil S Dhillon (Showroom Manager)	6 - 9/12/1999
▪ <i>Rococo</i>	Mr.Lim (Director)	6 - 9/12/1999
▪ <i>Shellord</i>	Mr.Noorhisham Ishak (Sales Manager)	6 - 9/12/1999
▪ <i>Sinma Furnishing</i>	Mr.Tan (Managing Director)	10 - 11/12/1999
II Modern Furniture		
▪ <i>The Mines Furniture</i>	Mr Jason Hiew (Marketing Exec.)	6 - 9/12/1999
▪ <i>Casrter</i>	Mr Jolston (Marketing Exec.)	6 - 9/12/1999
▪ <i>Viviencia</i>	Ms Mary Lum (Asst Showrm Mgr)	6 - 9/12/1999
▪ <i>Hasro</i>	Mr. Husay (General Manager)	13/12/99

▪ <i>Teamwork Aura</i>	Mr.Awang Mohamed (Director)	▪ 6 - 9/12/1999 ▪ 13/12/99
III. Woodworking Machinery		
▪ <i>Ban Soon Machinery</i>	Mr.Siew Yuen Onn (Managing Director)	6 - 9/12/1999
▪ <i>Eng Dat Machinery</i>	Mr.Ooi Leong Kuan (Managing Director)	6 - 9/12/1999
▪ <i>Joosan Machinery</i>	Ms Angeline Tan (Manager)	6 - 9/12/1999
▪ <i>Kien Hiap Shing Machinery</i>	Mr.Albert Liew (Managing Director)	6 - 9/12/1999
▪ <i>Megacap</i>	Mr.Philip Yong (Managing Director)	6 - 9/12/1999
▪ <i>Sawell Knife</i>	Mr.Au Kok Yew (Marketing Manager)	6 - 9/12/1999
IV. Wood & Semi-Finished Products		
▪ <i>Costraco</i>	Mr.Leong Voon Chong (Marketing Manager)	6 - 9/12/1999
▪ <i>Mulpha Int'l</i>	Ms Angie Ng (Asst Manager)	6 - 9/12/1999
▪ <i>MGR</i>	Ms Emily Tan (Sales/Marketing Exec.)	10 - 11/12/1999
▪ <i>Reka Pintu</i>	Mr. Yap (Manager)	▪ 6 - 9/12/1999 ▪ 10 -11/12/1999
▪ <i>Joowood</i>	Ms Angeline Tan (Manager)	6 - 9/12/1999
▪ <i>Johore Timber</i>	Mr. Lim (Export Manager)	10 - 11/12/1999
▪ <i>Tik Huat</i>	Mr. Chris Tan (Director)	10 - 11/12/1999
<ul style="list-style-type: none"> • Date in Bold: Meeting • Others : By Telephone 		

Note 1 : Sometimes the meeting had to be followed by telephone contact due to the absence of the person-in-charge

Note 2 : All meetings had been prepared through previous tel/fax contact

List of meetings of Ccisea (C. E. Rocca) and Impiva (V. Ibanez)

<i>Comapny Name</i>	<i>Local Contact</i>	<i>Date of Meeting/s</i>
▪ <i>Malaysia Timber Council – MTC</i>	C. Huan	14-16/11/1999
▪ <i>Tomisho</i>	▪ Miss Yokei Lau ▪ Mr. Albert Tan	14-16/11/1999
▪ <i>Step Furniture</i>	Mr. A, Wong	14-16/11/1999
▪ <i>Janesis Collection</i>	Ms. Lee Yau Sin	14-16/11/1999
▪ <i>Federal Furniture</i>	Ms. C. Lee	14-16/11/1999
▪ <i>Kian</i>	Mr. E. Cm Au	14-16/11/1999
▪ <i>Konsortium PPKKBM</i>	Mr. A. Zabidi Rashid	14-16/11/1999

A - MARKET PLACE OVERVIEW

1. Economic Overview

1.1 Economic indicators

Over the last decade, the Malaysian economy achieved an average annual growth rate of 7% with inflation kept below 4% per year. Gross domestic product (GDP) doubled from RM66 billion in 1988 to RM133 billion in 1999, while per capita income expanded from RM 5,100 to RM 11,833. This rapid economic growth has today placed Malaysia among the world's top 20 trading nations.

KEY ECONOMIC INDICATORS		
<i>Indicator</i>	<i>1998</i>	<i>1999</i>
▪ Population	22.2 million	22.7 million
▪ GDP	RM131 billion	RM133 billion
▪ GDP growth	-6.7%	1.0%
▪ Per capita income	RM11,835	RM11,831
▪ Inflation rate	5.3%	<4.0%
▪ Labour force	8.9 million	-
▪ Unemployment	3.9%	4.5%
▪ Total exports	RM282.0 billion	RM277.6 billion
▪ Total imports	RM212.7 billion	RM220.5 billion
▪ Major exports	<ul style="list-style-type: none"> ▪ manufactured goods, ▪ palm oil, ▪ crude petroleum & LNG, ▪ sawlogs & sawntimber, ▪ rubber. 	
▪ Major imports	<ul style="list-style-type: none"> ▪ machinery, ▪ transport equipment, ▪ manufactured goods, ▪ chemicals, ▪ food. 	

<ul style="list-style-type: none"> ▪ Major trading partners 	<ul style="list-style-type: none"> ▪ USA, ▪ Japan, ▪ Singapore, ▪ Taiwan, ▪ Korea, ▪ Hong Kong, ▪ Germany
<p><i>Source: Bank Negara Malaysia</i></p>	

1.2 Overview of Malaysia

From a dependence on agriculture and primary commodities in the sixties, Malaysia's manufacturing sector now accounts for 34.4% or more than a third of GDP, while exports of manufactured goods make up over 80% of the country's total exports.

Over the past three decades, the manufacturing sector progressed from import-substitution and labour-intensive industries to export-oriented, high technology and capital-intensive industries. Today, Malaysia is one of the world's leading exporters of products manufactured from her natural resources of rubber, palm oil and timber; semiconductors and room air-conditioners.

The country's rapid industrialisation was the result of Malaysia opening herself early to foreign direct investments (FDI). With the creation of a business-friendly environment, Malaysia has been one of the largest recipients of FDI among developing countries.

Proposed FDI in manufacturing projects approved during the last five years totalled RM62.1 billion or 48% of total proposed investments. In its World Competitiveness Report 1999, the International Institute for Management Development ranked Malaysia fourth among the non-OECD countries in terms of overall competitiveness.

Commodities - The agriculture, forestry and fishery sector remains an important sector of the Malaysian economy, contributing 12.3% to GDP and 10.5% to total exports in 1998. Malaysia is the world's largest producer and exporter of palm oil and accounts for more than half of global output and exports.

Malaysia's other major export commodities are rubber, timber, cocoa and pepper. In addition to earning foreign exchange, the availability of these commodities in Malaysia has also attracted various industries which manufacture products utilising these raw materials.

The oil and gas sector is Malaysia's top primary commodity export earner. Crude oil and liquefied natural gas (LNG) contributed 4.7% to the country's total export earnings in 1998. Proven reserves of crude oil amount to 3.9 billion barrels while that of natural gas total 79.8 trillion cubic feet. Malaysia's LNG complex in Bintulu, Sarawak will be the world's largest when its third plant is completed in 2001.

Service sector - Malaysia's services sector is the largest sector in the economy, contributing 48.8% to GDP and 47.5% to total employment in 1998. The government views the services sector as a catalyst for growth and encourages the development of the shipping and reinsurance industry, the tourism industry, education and health services, port facilities and air transportation capacity. Malaysia is also marketing herself as a regional centre for education excellence. The successful twinning programmes with foreign universities have made the country an attractive alternative for Asian students seeking secondary and tertiary English-based education.

Manufacturing sector - Three decades have passed since Malaysia started on her industrialisation drive by attracting foreign investors to locate their offshore manufacturing operations in the country. Initially a haven for labour-intensive industries, Malaysia is today increasingly successful in attracting investments in high technology, knowledge-intensive and capital-intensive projects.

Complementing her role as a manufacturing centre in the region, Malaysia's strategic location and excellent investment climate make her a logical choice for MNCs seeking to establish international procurement centres and operational headquarters.

The coming decade will be an exciting one for Malaysia's manufacturing sector as it goes into higher technology and higher value-added activities. Manufacturers seeking new business opportunities would be interested in the nation's industrial policy direction which is outlined in Malaysia's Second Industrial Master Plan (IMP2), 1996-2005.

The electrical and electronics industry - The electrical and electronics industry is the country's main industrial sector and accounts for about two-thirds of total manufactured exports. Malaysia is a leading exporter of semiconductors and room air-conditioners, while production and export of consumer electronic goods, telecommunication equipment, computers and computer peripherals have also expanded rapidly.

Over the years, Malaysia's electrical and electronics industry has developed significant capacity and skills in the manufacture of a wide range of electronic components and parts, electrical appliances and electronic goods. The industry's future thrust will include the establishment of more wafer fabrication facilities, the development of the information technology and multimedia industry, and a move into higher technologies.

The Palm Oil-based Industry- In the palm oil-based sector, Malaysia has emerged as the largest producer of oleochemicals in the ASEAN region and the second largest in the Asia Pacific after Japan. Rapid expansion is also expected in the production of downstream oleochemical products. In addition, the country's biomass and biotechnology sub-sectors are relatively untapped and have potential for development.

The Wood-based Industry - Although dominated by primary processing activities such as veneer and plywood production, Malaysia's wood-based industry is heading towards greater downstream processing activities such as the manufacture of particleboard, mouldings, furniture and joinery. The manufacture of wooden furniture and parts is especially encouraged with the objective of making the country a reputable centre for furniture production. In Malaysia, rubberwood is increasingly being used as a raw material for a variety of secondary and tertiary wood products.

The Rubber-based Industry - Besides rubber gloves, threads and catheters of which Malaysia is among the world's leading producers and exporters, the country's rubber products industry covers a broad spectrum which includes tyres, footwear, balloons, condoms, industrial rubber goods such as hoses and beltings, and general rubber products such as sheetings, mats and mud flaps.

There is much scope for the production of industrial products such as rubber bearings for seismic protection of buildings, and rubber and rubber-metal components for marine, transport and engineering applications.

The agro-based and food products industry - The agro-based and food products industry in Malaysia comprises the output of fish and fish products, livestock and livestock products, fruits and vegetables, and floriculture. Opportunities exist in aquaculture and the commercial cultivation and processing of fruits and vegetables.

The chemical industry - The chemical industry is gaining importance in Malaysia, the major sectors being petroleum products, petrochemicals, industrial chemicals and industrial gases. In recent years, Malaysia's petrochemicals sector has attracted large investments. The main products are plastic resins (polyethylene, polypropylene, polyvinyl chloride, polystyrene, etc.), methanol, urea, ammonia and purified terephthalic acid. The plastic resins sub-sector in turn has attracted a number of upstream projects to produce its monomers and other intermediates. There is also a trend towards the manufacture of various downstream petrochemical derivatives for the global market.

The transport equipment industry - The automotive industry is the largest sector in Malaysia's transport equipment industry. PROTON, the country's first national car project, dominates the domestic market for passenger cars. It also exports to more than 50 countries; the United Kingdom being the biggest export market. The manufacture of automotive component parts and accessories is gaining importance in Malaysia with output valued at RM2.0 billion in 1998. The production of key components such as engines and transmissions and their sub-components are potential areas for investment. Another significant sector is the aerospace industry whose main activities include the assembly of light aircraft, the manufacture of certain parts such as aircraft pylons and composite parts for light aircraft, the maintenance and repair of aircraft, as well as modification and conversion activities.

The machinery and equipment industry - Malaysia has a growing machinery and equipment industry producing various types of industrial machinery and equipment such as mechanical and hydraulic presses, industrial boilers, air-conditioning and refrigeration equipment, and material handling equipment such as lifts, elevators, conveyors and cranes. However, domestic demand is still largely met by imports which totalled RM 32.2 billion (the figure does not include the

electrical machinery) in 1997. Sectors with potential for development include the manufacture of machinery and equipment such as CNC machine tools, CNC plastic injection machines and factory automation equipment for local and export markets.

The textiles and apparel industry - The growth of Malaysia's textiles and apparel industry, another important contributor to the economy, accelerated in the early 1970s when the country embarked on export-oriented industrialisation. Today, the industry encompasses a wide range of integrated activities from polymerisation, spinning, texturising, dyeing and finishing of yarn to weaving, knitting, dyeing, printing and finishing of fabrics, as well as the manufacture of apparel and other made-up textile goods. The industry's future development will focus on the manufacture of high-value apparel, strengthening and expanding production of industrial and home textiles, the development of dyeing, printing and finishing facilities, as well as the production of Malaysian-branded apparel for the export market.

2. Natural resources

Wood and wood products	
▪ Companies in production	426 companies
▪ Employment	86.649 persons
▪ Capital investment	4.334,2 mil. RM
▪ % Share of GDP	3,2% (8.213,5 RM)
▪ % Share of manufacturing workforce	9,8%
▪ % Share of manufacturing output	3,7%

2.1 Forest resources

The total area opened for harvesting in Peninsular Malaysia in 1998 was 0.11 million hectares, a decline of 17.7% as compared to 1997. Of this total, 51.7 (44.9%) thousand hectares were from Permanent Reserved Forest (PRF); 41.8 (36.4%) thousand hectares from Stateland Forest and 21.5 (18.7%) thousand hectares from Alienated Land.

Production of sawn logs decreased from 7.38 million cubic metres in 1997 to 5.10 million cubic metres in 1998, showing a sharp fall of 30.9%. The decline was due mainly to weak demand from log-consuming industries such as sawmills and plywood/veneer mills which were badly affected by the Asian financial crisis. At the same time, the slow down in logging activities was in line with the Government's conservation policy and commitment to ITTO Year 2000 Objective of sustainable forest management. Production of small logs which accounted for 17.5% of the total sawn logs production registered a fall of 36.0%.

Top 5 species of sawlogs - 1998		
<i>Species</i>	<i>Volume (m³)</i>	<i>% of total production</i>
1. Red Meranti	923,551	18.1
2. Kedondong	484,954	9.5
3. Kelat	386,463	7.6
4. Medang	352,271	6.9
5. Dark Red Meranti	337,914	6.6

2.2 Forest Industry

The total number of selected licensed wood-based mills in Peninsular Malaysia in 1998 stood at 907.

Total investment in the selected wood-based industry in 1998 amounted to RM 1.54 billion, registering a decline of 23.0% as compared to 1997. The breakdown by industry were RM 0.72 billion in the sawmill industry; RM 0.44 billion in the plywood/ veneer industry and RM 0.38 billion in the moulding industry.

The sawmill and plywood/veneer industries consumed 4.51 (88.4% of total sawlogs production) million cubic metres and 1.02 (20.1%) million cubic metres respectively. Sawn timber input in the moulding industry was 0.66 million cubic metres or 23.8% of the total sawn timber production.

About 74.7% of the total production of sawn timber and 66.3% of the total production of plywood were domestically consumed. For sawn timber, the major domestic buyers were agents/dealers (41.6%) followed by timber merchants (21.7%) and the construction industry (16.0%). Meanwhile, for plywood, the major domestic consumers were agents/dealers (55.7%); followed by building contractors (13.3%) and furniture manufacturers (7.6%).

The selected wood-based industry in Peninsular Malaysia employed a total of 34,318 workers.

Production of major timber products from selected wood-based industry			
<i>Products</i>	<i>1998</i>	<i>1997</i>	<i>% change 98/97</i>
▪ Sawn Timber	2,795,587	4,138,605	- 32.5
▪ Plywood	548,707	834,589	- 34.3
▪ Mouldings*	321,948	354,602	- 9.2
▪ Veneer	108,799	220,721	- 50.7
▪ Blockboard ⁺	1,360	4,649	- 70.7
* = production by 149 moulding mills; + = production by 50 plywood/veneer mills			

2.3 International trade

2.3.1 Exports

Exports of major timber products by Malaysia amounted to RM 2.52 billion as compared to RM 2.28 billion in 1997, an increase of 10.4%. Export value of blockboard, plywood and mouldings dipped 58.4%, 13.4% and 0.5% against 1997's performances. For the other major timber products, the export value registered increases of between 4.1% - 161.5%.

In 1998, sawn timber exports captured 34.9% of the total export volume, followed by medium density fibreboard (30.8%) and plywood (11.0%). The same positions in 1997 but with a reduced share for sawn timber (40.0%) and plywood (12.8%).

In 1998, the average f.o.b. unit value of veneer (- 61.0%), plywood (- 5.5%) and blockboard (- 4.3%) recorded decreases as compared to 1997. For mouldings, the average f.o.b. unit value increased from RM 1,805.02 per cubic metre in 1997 to RM 2,039.73 per cubic metre in 1998, registering an increase of 13.0%, the highest among these eight major timber products.

Average fob unit value of major timber products, (rm/m³)			
<i>Products</i>	<i>1998</i>	<i>1997</i>	<i>% change 98/97</i>
▪ Sawn Timber	1,120.98	993.21	+ 12.9
▪ Dressed Timber	1,521.88	1,482.45	+ 2.7
▪ Plywood	1,118.27	1,183.13	- 5.5
▪ Veneer	1,590.94	4,079.54	- 61.0
▪ Mouldings	2,039.73	1,805.02	+ 13.0
▪ Blockboard	752.86	786.72	- 4.3
▪ MDF (<i>Medium Density Fibreboard</i>)	809.73	713.93	+ 0.1
▪ Chipboard	514.45	501.04	+ 2.7

Main Importer Countries			
<i>Product</i>	<i>Country</i>	<i>Value (RM)</i>	<i>%</i>
▪ Sawn timber	1. Netherlands	317.428.912	21,1
	2. Singapore	67.639.314	15,6
	3. Thailand	53.896.960	15,3
▪ Plywood	1. Singapore	94.404.797	33,5
	2. UK	62.184.047	19,6
	3. Japan	48.364.210	18,9
▪ Veneer	1. Singapore	2.884.283	3,5
	2. Japan	650.143	2,7
	3. Taiwan	153.101	2,2
▪ Mouldings	1. Hon Kong	48.760.668	18,0
	2. Japan	85.598.902	16,6
	3. Australia	57.720.937	14,9

▪ Fireboard	1. Hong Kong	86.249.894	18,0
	2. Taiwan	56.695.297	12,0
	3. Japan	50.053.509	8,9
▪ Chipboard	1. Hong Kong	25.447.059	22.3
	2. Taiwan	19.430.159	20.1
	3. South Korea	11.143.474	13.3

2.3.2 Imports

Imports of wood based products are very low compared to export. They cater mainly for specific needs of consumer of higher end furniture, and industries that require species of wood not found locally or for value added processing in Malaysia. The main sources of imports are USA, Indonesia and Myanmar.

Main imports				
	<i>1998</i> <i>(RM million)</i>	<i>1997</i> <i>(RM million)</i>	<i>Change</i> <i>(%)</i>	<i>199 Jan-March</i> <i>(RM Million)</i>
Plywood	16.8	24.6	-31.7	3.5
Sawn timber	238.2	153.8	54.9	52.3
Furniture and components	121.4	126.0	-3.7	23.4
Veneer	106.9	87.8	21.8	26.0
Timber mouldings	54.2	53.3	1.7	6.4
Other (including logs)	174.2	176.2	-1.1	66.1
Total	711.7	621.7	14.5	177.7

3. The furniture industry

Furniture	
▪ Companies in production	110 companies
▪ Employment	20.153 persons
▪ Capital investment	784,4 mil. RM
▪ % Share of GDP	0,8% (2.124 RM)
▪ % Share of manufacturing workforce	2,3%
▪ % Share of manufacturing output	1,0%

3.1 Furniture industry

The production value in the wood based industry declined by 6,5% to RM 8,423.3 million in 1998 from RM 9,022.7 million in 1997 due to the decline in the production of plywood, hardboard and particleboard as well as wood planning, window and door and joinery products.

However, the production value of furniture and components increased by 16,9% to RM 2,124 million in 1998 from RM 1,864.4 million in 1997. This was due to the greater demand for Malaysian furniture and furniture parts and components in the international market as well as increase in the domestic sales of medium and low end Malaysian made furniture as more people become aware of its quality and competitive prices.

At the end of 1998, the average capacity utilisation of the manufacturing companies engaged in the wood based sector was 68.3%. This data was at the same level as at December 1997 and indicated that in general the industry has not been adversely affected by the economic downturn. This was mainly attributed to the greater demand for high value added downstream products of furniture components in the export markets, which offset to some extent the decline in primary wood-based sub sector.

The furniture sector employs more than 20,000 people. Since the sector is labour intensive in nature, a wide number of foreigners are employed in the sector.

Production of wood based products			
	<i>1998</i>	<i>1997</i>	<i>Change</i>
	<i>(RM million)</i>	<i>(RM million)</i>	<i>%</i>
▪ Furniture and components	2,124.0	1,816.4	16.9
▪ Wood planning, window and door and joinery	960.5	929.8	-3.3
▪ Plywood, hardboard and particle board	5,347.8	6,276.5	-14.8
▪ Total	8,423.3	9,022.7	-6.5

3.2 International trade

3.2.1 Exports

In the past decade, the annual exports of Malaysian furniture rose from RM27 million to more than RM3 billion. It is forecast that the export will grow between 10 -15% from 1998 to the year 2000.

The Malaysian furniture industry is one of the country's largest export earners and crucial to the nation's growth. With over US\$1 billion in sales in 1998 to over 144 countries the Malaysian furniture industry produces world class products to compete on a global scale.

Rubberwood furniture has been the mainstay of Malaysian furniture exports. There is about 1.6 million hectares of rubberwood plantations in Malaysia. Almost 80% of exports in 1998 were from light hardwood "Hevea Brasiliensis", the botanical term for rubber-wood. Large scale planting and replanting of fast-growing rubber trees in more than 12.7 million hectares of forest reserves are being implemented to ensure ample and adequate supplies of raw materials.

The territory of Malaysia is still now for three-quarter to four-fifth covered by forest. Its forest resources allows for more growth, opportunities and accelerated development of the downstream industries.

Malaysia is now ranked among the top exporting furniture nations in both the USA and Japan. The furniture makers of Malaysia can be assured that the increasing demand of locally produced furniture range determines that buyers are satisfied with the quality and value.

The Malaysian furniture industry has over the past years kept its buyers well informed of its ability to supply and manufacture in the longest term as based on the nation's richness in natural resources and its continuous replanting of trees. Being aware of the very environmental friendly and forest reserve conscious world community, the Malaysian furniture industry has kept well within those limits.

The United States of America, Japan and Singapore are still Malaysia's main buyers with the United Kingdom, Australia and Taiwan gaining confidence prominently.

Exports of main wooden furniture 1998 (RM)	
▪ Upholstered Seats, with Wooden Frames	230,232,184
▪ Other Seat Other than Upholstered, with Wooden Frames	265,831,199
▪ Wooden Furniture of a Kind Used in Offices	159,807,720
▪ Wooden Furniture of a Kind Used in Kitchen	254,899,530
▪ Wooden Furniture of a Kind Used in the Bedroom	115,545,915
▪ Baby Walker of Wood	1,086,507
▪ Other Wooden Furniture	1,991,963,053
▪ Total Wooden Furniture	3,246,102,132
▪ % Change in value 99/98	28.3

Main Importers of Malaysian Wooden furniture		
<i>Area</i>	<i>RM</i>	<i>% change 97/98</i>
▪ European union	390,286,610	73.3
▪ West Asia	202,160,541	62.0
▪ Oceania/Pacific	207,213,511	45.9
▪ America	1,373,539,579	33.1
▪ Asia	692,289,033	2.8
▪ Asean	320,385,817	5.8
▪ Africa	34,331,838	139.1
▪ Europe others	25,895,203	54.9
▪ Total	3,246,102,132	28.3

Top 5 Importers Countries of Malaysian Wooden furniture		
<i>Country</i>	<i>RM</i>	<i>% change 97/98</i>
▪ UK	213,817,506	99.9
▪ USA	1,269,631,893	30.9
▪ Japan	508,989,196	9.0
▪ Singapore	279,163,589	8.8
▪ Australia	169,039,366	45.6

Exports of main wooden furniture Jan.-June 1999 (RM)	
▪ Upholstered Seats, with Wooden Frames	121,326,401
▪ Other Seat Other than Upholstered, with Wooden Frames	174,020,137
▪ Wooden Furniture of a Kind Used in Offices	79,754,155
▪ Wooden Furniture of a Kind Used in Kitchen	254,899,530
▪ Wooden Furniture of a Kind Used in the Bedroom	98,250,062
▪ Baby Walker of Wood	155,446
▪ Other Wooden Furniture	885,240,373
▪ Total Wooden Furniture	1,613,646,104
▪ % Change in value 99/98	10,6

3.2.2 Imports

Imports of wooden furniture and components (RM million)	
▪ 1990	87.2
▪ 1996	226.7
▪ 1997	126.0
▪ 1998	121.4

Imports of wood based products are very low compared to export. They cater mainly for specific needs of consumer of higher end furniture, and industries that require species of wood not found locally or for value added processing in Malaysia. The main sources of imports are USA, Indonesia and Myanmar.

Main imports				
	<i>1998</i> <i>(RM million)</i>	<i>1997</i> <i>(RM million)</i>	<i>Change</i> <i>(%)</i>	<i>199 Jan-March</i> <i>(RM Million)</i>
Plywood	16.8	24.6	-31.7	3.5
Sawn timber	238.2	153.8	54.9	52.3
Furniture and components	121.4	126.0	-3.7	23.4
Veneer	106.9	87.8	21.8	26.0
Timber mouldings	54.2	53.3	1.7	6.4
Other (including logs)	174.2	176.2	-1.1	66.1
Total	711.7	621.7	14.5	177.7

4. The wood working machinery industry

Interviews with Malaysian manufacturers reveals that most of them have invested considerably in machinery and equipment in the period 1990-1996 to cope with greater production in response to increase in demand from local and overseas markets. More than one third of the Malaysian manufacturer have invested over 1 million RM in machinery and equipment and about half have invested between RM1 million and RM 5 million. The average capital investment for factories with output of RM 1 – 10 million is RM 3.7 million. For factories with more than RM 10 million output, the average investment is RM 10.2 million.

Value of investment in wood working machines	
<i>Value of investment</i>	<i>% manufacturers</i>
RM 1 million<	32
RM 1 – 4.99 million	47
RM 5 – 10 million	11
>RM 10 million	10

Average investment in wood working machinery by size of output and per employee		
<i>Size of output</i>	<i>Average investment (RM million)</i>	<i>Average investment per employee (RM '000)</i>
RM 1-10 million	3.7	65.93
>10 million	10.2	40.81

The process of mechanization tends to be gradual and depends a great deal on the availability of financing.

The furniture industry requires a wide range of machinery depending on the type of furniture manufactured and the material used. In general, the manufacture of panel office furniture using

plywood, particleboard and fireboard is easier to automate than the manufacture of household furniture using solid wood.

On the whole, the Malaysian furniture producers continues to depend on a large number of skilled semi-skilled and unskilled workers to carry out many process. The typical factory uses range of independently stationed, special purpose machines each managed by a number of workers.

The process of automatisation has generated a high demand of unskilled manual labour, in particular for material handling.

Higher proportion of office furniture manufacturers uses CNC and automated machinery than household furniture manufacturers, which continue to rely more on semi-automated machines and manual labour.

Average percentage of work done by machines or labour (%)					
	<i>All manufacturers</i>	<i>Household furniture</i>	<i>Office furniture</i>	<i>Export oriented</i>	<i>Malaysian market oriented</i>
CNC machines	7.0	7.0	13.0	6.8	8.0
Automated machines	11.3	11.7	13.4	14.0	9.4
Semi- automated machines	32.5	32.4	25.4	34.9	30.8
Manual labour	49.2	49.0	48.2	44.4	51.9

There is a dire need to improve on the semi automated machinery used in the industry. Many were imported from Taiwan and have been in used for long time. Local machinery manufacturers are not meeting the needs of wood industry. They have substantially neglected the importance of manufacturing sector even though the market for machinery and parts is large. Unless local

machine makers can improve the quality of their products and design them to the requirements of furniture manufacturers,. Machinery for this sector will continue to be imported.

Import of wood working machines - RM		
	<i>1998</i>	<i>1999 (1-8)</i>
▪ Machines W/C can carry out different type of machining operations	15,400,782	21,306,967
▪ Sawing machines	50,151,680	15,525,084
▪ Planning, milling or moulding (by cutting) machines	71,115,355	25,191,516
▪ Grinding, sanding or polishing machines	52,471,933	31,929,368
▪ Bending or assembling machines	21,869,938	31,890,125
▪ Drilling or morticing machines	15,080,323	16,226,081
▪ Splitting slicing or paing machines	26,518,055	12,541,255
▪ Other machines	299,557,460	223,776,647
▪ Parts and accessories for working wood, cork, bone, hard rubber	118,841,115	88,291,255
<i>Source: Matrade</i>		

Export of wood working machines - RM		
	<i>1998</i>	<i>1999 (1-8)</i>
▪ Machines W/C can carry out different type of machining operations	885,944	389,658
▪ Sawing machines	2,775,563	1,157,033
▪ Planning, milling or moulding (by cutting) machines	3,578,611	1,192,138

▪ Grinding, sanding or polishing machines	3,911,332	1,531,091
▪ Bending or assembling machines	8,839,562	2,067,653
▪ Drilling or morticing machines	4,320,134	655,337
▪ Splitting slicing or paing machines	960,408	642,307
▪ Other machines	41,133,259	13,490,941
▪ Parts and accessories for working wood, cork, bone, hard rubber	13,539,967	9,295,517

Source: Matrade

B - FIELD RESEARCH

1. Wood and wood furniture Malaysian market

1.1 Characteristics of the Market

In the following pages we stressed the importance of the wood industry in Malaysia in general, and of the wooden furniture, in particular.

It is no more an infant industry but a grown-up industry. This point must be kept in mind while approaching the market as exporter, importer or local manufacturers.

The time when it was sufficient to show the catalogue of a producer, to arouse attention and interest of many importers, is over. Today, companies interested in the Malaysian market must adopt a highly professional approach and have a lot of patience in the search of the suitable partner(s). They must be ready to encounter a high percentage of refusals or just generic answers to their contacts.

Herewith a few statistical data based on our brief experience.

1. Contacts by e-mail

We sent out 53 e-mails detailing the purpose of the project and did not receive a single answer.

2. Contacts by Telephone

About 80% of the companies contacted refused a meeting and asked instead for a fax detailing the purpose of the meeting, subjects of discussion, catalogue etc.

A negligible percentage answered to such fax afterwards.

A few companies (e.g. Da Vinci) refused any contacts and also the supply of the company brochures because they have already too many suppliers.

In one case (Prima Export Corporation), we had even the unpleasant experience of being accused of spying on their “trade secrets”

These few data, just to stress that the companies interested in the Malaysian market must be prepared to spend time and efforts in order to achieve their objectives. If they are ready to do so, they can get rewarding results.

2. The market of wood products

Malaysia with its vast tropical forest resources, Malaysia is one of the largest producers & exporters of timbers. With 20.5 million tons of forest, the wood industry in Malaysia accounts for about 7% of the export earnings of the country (approximately US\$4 billion based on the present exchange rate of 1US\$ = M\$3.8).

In general, the industry is structured according to the type of production manufactured and the details are as follows (based on the data in 1998):

<u>Product</u>	<u>No. of Factories</u>
Sawmills	1193
Particle Board Mills	11
MDF Mills	9
Laminated Board Plants	41
Plywood and Veneer Mills	179
Mouldings Plants	344
Furniture Factories	2947
Kiln Drying Plants	259
Timber Preservation Plants	179

The export statistics for the different products, such as saw logs, sawn timber, plywood, veneer, mouldings, wood & rattan furniture are summarised in the attached table.

3. Furniture

With over US\$1 billion in sales in 1998 to over 144 countries, the Malaysian furniture industry (wooden, Rattan, Metal, Plastic) is one of the country's largest export earners.. The United States, Japan and United Kingdom and Australia are among the major importers.

Despite the recent economic downturn (97-99), the export of Malaysian furniture continued to grow, and the export of wooden furniture alone increased by about 30% in 1998 and should increase by another 10% in 1999 reaching almost US\$1 Billion.

The main producers of furniture in Malaysia started mainly as OEM (Original Equipment Manufacturers) making products on behalf of their foreign buyers. A lot of investments was thus placed on manufacturing infrastructure to achieve high volume and consistent quality in the shortest possible time. Today, due to the increasing competition from lower cost furniture making countries, such as Indonesia, Thailand & the Philippines, the focus is shifting towards innovation in design with a certain number of local manufacturers reducing their dependence on contract manufacturing and developing their own brand and proprietary creations. In particular, the production of the Complete-Knock-Down (CKD) or Semi-Knock-Down furniture has grown and became a big exporter.

The development of the industry in this direction is strongly supported by the government which accorded priority to the development of the furniture industry devising major guidelines for its development in the First & Second Industrial Master Plan (1986-2005) namely sustaining raw material supply, intensifying R&D and increasing the level of automation. The set-up of the Malaysian Furniture Design Centre and the expansion of the MIFF (Malaysian International Furniture Fair) represent steps in the strengthening of the Industry.

The range of products manufactured is extremely wide in variety - Bedrooms, Dining, Living, Sofa, Occasional Furniture, Office Furniture, Outdoor Furniture, and in style - Classic , Country , Contemporary.

It has to be noted that 70% of the Malaysian furniture exports are made from Rubberwood (Hevea). This wood, a renewable plantation resource, is in abundant supply as Malaysia is the first producer of Rubber with 1.8 Million hectares of Hevea plantations. The rubberwood is

highly versatile and attractive for making various types of furniture. Extensive R&D has got many breakthroughs in the treatment, drying and joining properties of the wood for the furniture industry.

The import of the **Wooden Furniture** in Malaysia had a steady growth from 1988 to 1996 going from about **US\$3.5 Million in 1988** to about **US\$27 Million in 1996**. Due to the economic crisis in 1997 and, at the same time to the growth of the domestic production, the import is steadily dropping since 1997 and should reach only about US\$8 Million in 1999.

The import is mainly represented by high-end classic & contemporary furniture from Europe and medium-level Dutch Colonial Style from Indonesia.

The recovery of the economic situation, now in progress, could give new breath to the import of high end furniture from Europe. **This could be helped also by the reduction of the import duty on furniture and parts - from 30% previously to 10% starting from year 2000, as proposed in the Budget 2000.**

A. Classic Furniture

We could identify the following producers of Classic Furniture.

- A & M Pte Ltd
- Airegold Sdn Bhd
- Anali Sdn. Bhd.
- Asahi Mokuzai (M) Sdn. Bhd
- Asahi Wood Processing Co., Ltd.
- Brisk Force (M) Sdn. Bhd.
- Chip Hong Furniture
- Hing Fuat Furniture
- Hwi Chuan Enterprise Sdn Bhd
- Lian Guan Furniture
- LY Furniture Sdn. Bhd.
- Sinma Furnishing Sdn. Bhd.

- V.S. Furniture Sdn. Bhd.

As the interest of the companies participating in this project is mainly directed towards the importers of classic furniture, we only contacted some of the above companies by telephone to understand which kind of furniture they are producing. In general, the types of furniture manufactured are mainly for the medium to high-end consumers and follow the classic or country style.

High-end furniture market is still imported from Italy, Spain, England, USA and Australia. These importers, usually the retailers themselves, travel regularly to Europe & other parts of the world to attend exhibitions & fairs and establish direct contact with furniture suppliers worldwide.

This explain why they are quite reluctant to supply detailed information about the market and do not show much enthusiasm to meet new suppliers.

In spite of this, we succeeded in meeting some of them who are ready to meet suppliers from Italy and Spain.

Herewith the list of the companies that we contacted

- American Fine Furnishing Gallery Sdn Bhd (By Phone)
- Bee Collection Sdn Bhd
- Benze (M) Sdn Bhd (By Phone)
- De Ca Collection
- Janine
- Le Mercier's Sdn Bhd
- Rococo Sdn Bhd
- Shellord Sdn Bhd
- Sinma Furnishing Sdn. Bhd.

In addition to the above, there are also other importers of classic/traditional (refer to attached list).

2. Modern furniture

We group under modern furniture all kinds of furniture not classified under “Classic”, excluding Rattan Furniture, Office Furniture, Kitchen Furniture, & Outdoor Furniture.

This sector is dominated by the local producers and is represented by hundreds of companies of big, medium and small size producing all kinds of furniture in a wide variety of styles.

We attach a list of the main producers by type of product and the forms pertaining to the few that we interviewed. The import of furniture in this sector plays a small role and concerns mainly high-end designer furniture which are sold sometimes also by the same importers already mentioned under “Classic Furniture”.

Herewith the list of the companies that we met .

- Carster World Sdn Bhd
- DF Trading Sdn Bhd (Diethelm Furniture)
- Hasro Sdn Bhd
- The Mines Furniture (Asia) City Sdn Bhd (FCA)
- Vivencia
- Xtra Furniture Sdn Bhd

European manufacturers that wish to export their furniture must be able to produce unique designer furniture in order to compete with local furniture manufacturers who have become more & more proficient in terms of quality and design. In fact, most companies contacted seem more interested in exporting, rather than import.

Some of the importers mentioned under classic furniture are also importing high end modern furniture.

3. School Furniture

Since early 1990, the furniture for the government & statutory organisations, as well as schools, are supplied mainly by GUTHRIE FURNITURE SDN BHD (Address : CA 106, 4th Floor, City Sqaure Centre, 182 Jalan Tun Razak, 50400 Kuala Lumpur, Malaysia, Tel : (03) 2632020, Fax : (03) 2631899, Person(s) to Contact : Mr. Md Zaki Fadzil Maon (General Manager) / Mr. Saiful Anwar Abu Hasan (Export Manager)) which is a government-owned furniture supplier, although,

for small quantity, furniture manufacturers also supply directly to school (refer to the attached form for Hasro Sdn Bhd - school furniture manufacturer).

According to estimate, the school market is about M\$50 - M\$60 millions per year (equivalent to about US\$15 million per year @ 1US\$ = M\$3.8) and is controlled and managed by Guthrie Furniture. The set up of Guthrie Furniture by the Malaysian government is mainly to support the local Bumiputra (or Malay Malaysian) furniture factories and, each year, Guthrie Furniture will select and award the order to the furniture manufacturers under its umbrella. In practice there is no import of furniture in this sector.

Companies interested to supply this kind of furniture should consider to start local production or contract manufacturing through a bumiputra company (e.g. Hasro)

4. Trolleys

Airport trolleys to the new Kuala Lumpur International Airport (KLIA) have been supplied by a local company called **Teamwork Aura (M) Sdn Bhd**. The trolley parts are manufactured by Espresso-Deutschland Transportgeraete GmbH (Germany) and assembled by Teamwork Aura in Malaysia, under the license of Espresso which is well known in the region and also supplied the trolleys to Singapore Changi airport

The supply of airport trolleys in the region is made through tenders. In Malaysia, the tender are practically restricted to the Bumiputra (or Malay Malaysian) and Teamwork Aura seems to be the sole supplier due to its established contact . Presently, there is no tender in Malaysia but, there are on-going tenders for airport trolleys in the Philippines, Sri Lanka & Bangladesh.

The director, Mr. Awang Mohamed, is interested to meet and discuss any possibility of collaboration for future tenders. If the quality of the trlleys is comparable to that of Espresso and the price is lower, they can consider to assemble locally or to produce simple parts locally, in order to reduce the costs of production and trolley.

Herewith attached the detail of the meeting with Teamwork Aura.

LIST OF OTHER CLASSIC FURNITURE IMPORTERS

1. Da Vinci Collection Sdn Bhd (NOT INTERESTED)

168 Jalan Tunku Abdul Rahman, 50100 Kuala Lumpur, Selangor, Malaysia

Tel : (03) 2946333

Fax : (03) 2940687

2. Ikea

1 Utama Shopping Centre, Bandar Utama, Selangor, Malaysia

Tel : (03) 4427588

3. KL Furniture

The Mall, Lot 2.37, 2nd Floor, 100 Jalan Putra, 50350 Kuala Lumpur, Selangor, Malaysia

4. Wood Working Machinery

The total market for the woodworking machinery in Malaysia can be estimated at about US\$500 millions in 1998, of which about 70 % is attributed to the import and 30 % to local production. The proportion of import and local production of machinery varies widely from sector to sector.

There is presently no import duty for the import of woodworking machinery in Malaysia (HS code 846599000), but, a duty of 10% on the import of parts & components, plus 5 % of VAT.

1. Logging & Sawmilling

Malaysia started production of machinery for this sector since about 50 years ago with technology transfer from foreign companies. Before local production started, import was mainly from Japan, such as Ishida, Hitachi, Hirota, etc., and sometimes from Taiwan & Korea.

Owing to certain disadvantages of the imported machinery (e.g. high wastage due to different way of operations, less versatile in machinery transportation), import has almost stopped. The import is further hampered by the high cost of foreign machinery compared with locally made machinery.

The local machinery, after 50 years of development and modifications, is well accepted by the local market as the equipment manufactured is easily movable/transported, and with high output (or little wastage) as the logging industry is still a highly labour dependent operations. In addition, the equipment has also been well adapted to the local tree structure.

Export of machinery in this field is still small, mainly to countries of the region like Indonesia, Thailand, etc. However, with the support of the government policy, local production for both domestic & export market should have good future perspective.

2. Plywood & MDF

There is no local production of machinery yet in this sector and the supply is 100% imported which comes mainly from Taiwan, Japan, Germany.

Local machinery producers, until now, can only manufacture parts & components, but not the whole machinery. Many machinery producers or suppliers are making re-conditioning of used machinery from imported or local sources.

3. Down-stream Industry (Furniture, Moulding & Joinery Industries)

A complete range of machinery for Joining, Drilling, Boring, Planing, Sanding and Pressing is already produced in Malaysia, but import still accounts for the biggest part of the market with the main suppliers coming from Taiwan, China, Japan, Germany and Italy.

Local manufacturers and importers in this sector make up most of the member in the Malaysian Woodworking Machinery Association (MWMA). At the moment, there are 79 members, out of which 12 are producers and importers/agents of foreign machinery suppliers. In the list of the 12 local machinery manufacturers, however, there are also producers of parts and tooling for the woodworking industry (see attached list of producers).

We attach herewith the list of some of the Italian companies already present in the Malaysian market.

- Balestrini (Multi-spindle slot mortiser)
- Biesse (NC point to point working centre)
- Busellato (NC Point to Point centers for routing, profiling, grooving, sanding)
- Casadei (Edging Machines. Automatic Panel saws)
- Celaschi (Lines for production of doors. NC automatic lines for furniture & parquet)
- CMS (CNC machines for wood and panels)
- Comil
- Costa (Sanders)
- Friulimac (Trimming, Copying, Boring, Gluing)
- Gabbiani (Sizing lines for parquetery,plywood,chipboard,drawers)
- Giben (Panel Saws)
- Griggio
- Itaipresse
- Maggi
- Magnani

- Mariani
- Morbidelli (CNC boring and routing machining centre)
- OMGA (Cutting lines for defecting, optimising, finger jointing)
- ORMA (laminating composer)
- Primultini (Equipment for saw carriage)
- SCM (Automatic Panel saw)
- Selco (Panel sizing centres)
- Stefani (Tenoner and edge binder)
- Storti (Nailing lines)

Details of some of machinery manufacturers/importers we contacted are as per attached forms, which include

- BAN SOON MACHINERY TRADING CO.
- ENG DAT MACHINERY AND HARDWARE SDN BHD
- JOOSAN MACHINERY SDN BHD
- KIEN HIAP SHING ENGINEERING SDN BHD
- MEGACAP (M) SDN BHD
- SAWELL MACHINE KNIVES SDN BHD

Meantime, there is also a flourishing market in the 2nd hand machinery. An example of some offers is given in the attachment.

Even if the list of the members of the association does not include all the producers (particularly those in the Sawmilling & Plywood sectors) and importers, it is sufficient to give a general picture of the situation.

We are couriering to you a copy of the booklet of the association where you can also find details of the various machines imported and produced.

LIST OF LOCAL WOODWORKING MACHINERY PRODUCERS

1. Ban Soon Machinery Trading Co.

No. 18 Jalan Taming Tiga, Taming Jaya Industrial Park, Off Jalan Balakong, 43300 Selangor, Malaysia

Tel : (03) 961 5313

Fax : (03) 9614061

Person(s) to Contact : Mr. Siew Yuen Onn (Managing Director)

2. Chin Meng Engineering Works

No. 69, Jalan 2/5, Bandar Baru Selayang, 68100 Batu Caves, Selangor, Malaysia

Tel : (03) 6176288

Fax : (03) 6176288

Person(s) to Contact : Mr. Chia Mia Hoo (Managing Director)

3. Goldinjaya Engineering Trading and Services Sdn Bhd

K82 Kawasan Perindustrian, Tanjung Agas, 84000 Muar, Johor, Malaysia

Tel : (06) 9515633, 9532378

Fax : (06) 9520968

Person(s) to Contact : Mr. Sin See Hiong / Mr. Ng Jui Keng (Directors)

4. Kaoyang & Sons Trading Sdn Bhd

30 Jalan Balam, Off Jalan Ipoh, 51100 Kuala Lumpur, Selangor, Malaysia

Tel : (03) 4437361, 4434268

Fax : (03) 4437910

Person(s) to Contact : Mr. Simon Koh (Managing Director)

5. Kien Hiap Shing Engineering Sdn Bhd

PT 1284 Kawasan Perindustrian Taman Melur, Batang Benar, 71807 Nilai, Negri Sembilan, Malaysia

Tel : (06) 9515633, 9532378

Fax : (06) 9520968

Person(s) to Contact : Mr. Liew Kien Fatt (Managing Director)

6. Lignar Engineering Sdn Bhd

Plo 48, Jalan Perindustrian 6, Senai Industrial Estate, 81400 Senai, Johor, Malaysia

Tel : (07) 5992828

Fax : (07) 5992812

Person(s) to Contact : Mr. W. J. Tan (Manager)

7. Kaoyang & Sons Trading Sdn Bhd

30 Jalan Balam, Off Jalan Ipoh, 51100 Kuala Lumpur, Selangor, Malaysia

Tel : (03) 4437361, 4434268

Fax : (03) 4437910

Person(s) to Contact : Mr. Simon Koh (Managing Director)

8. Liu Shin Cutters (M) Sdn Bhd

Meng Kiong Saw & Knife Service Sdn Bhd

Tel : (03) 7837535

Fax : (03) 7814825

Person(s) to Contact : Mr. Liau Meng Kiong (Managing Director)

9. Sawell Machine Knives Sdn Bhd

Lot 10 Jalan 16/11 Kawasan Perindustrian Miel, 40000 Shah Alam, Selangor, Malaysia

Tel : (03) 5500735

Fax : (03) 5500723

Person(s) to Contact : Mr. Au Koh Yew (Marketing Manager)

10. Soon Lee Machinery Trading Sdn Bhd

54 Lengkok Rishah 2, Kawasan Perindustrian Silibin, 30100 Ipoh, Perak, Malaysia

Tel : (05) 5267281, 5267287

Fax : (05) 5267287

Person(s) to Contact : Mr. Siew Yuen San (Managing Director)

11. Sykt. Kejenteraan Timur-Delta (M) Sdn Bhd

48 Lorong Perak 18, Sri Mergong, Taman Industri Ringan, 05150 Alor Setar, Kedah, Malaysia

Tel : (04) 7307841

Fax : (05) 7307851

Person(s) to Contact : Mr. Chan Yong Seng (Managing Director)

12. Thean Foong Engineering Co

Lot 14855, 1 - 1 1/2 Mile, Tanjung Rambutan Road, 31200 Chemor, Perak, Malaysia

Tel : (05) 2012171, 2014981

Fax : (05) 2011893

Person(s) to Contact : Mr. Leong Sek Seng (Manger)

EXAMPLES OF SALES OF 2ND HAND MACHINERY IN MALAYSIA

(A) USED VENEER/PLYWOOD MACHINERY

- 1) Used knife grinder 9'
- 2) Used V21 TAIHEI 9' hyd. single spindle lathe complete with std accessories
- 3) Used UROKO 9' screw type single spindle with motor
- 4) Used auto clipper 9, (Reserved)
- 5) Used 3-deck UROKO roller dryer x 9HS - 1 CS (SOLD)
- 6) Used 1{ILD)EBRAND type 'Z' wire mesh dryer with 4M wide (SOLD)
- 7) Used locally made 2-deck continuous dryer (SOLD)
- 8) Used upstroke 4' x 8' cold press TAIHEI (1 set - Reserved)
- 9) Used MEIKI 4' x 8' x 5~opening hot press with auto loader and unloader
- 10) Used hot press TAIHEI 15-decks 4' x 8'
- 11) Used locally made hot press 5-decks 3' x 7' for doors
- 12) Used locally made Taiwan-made 4' x 8' double saw
- 13) Used wide belt sander 3-head MEINAN
- 14) Used 4 side planner WEINIG type Unimat I 7A 6 spindles
- 15) Used 4 side planner GUBISCH type BSI7O/4 6 spindles
- 16) Used 4 side planner A.COSTA 5 spindles table 10"
- 17) Used Double End Tenoner TORWEGGE 4m. length
- 18) Used Double End Tenoner BOONCHAI 2m. length
- 19) Many others

(B) USED MACHINERY

1. Used complete Raute 5' line available soon (with lathe & dryer) US\$350,000 FOB.
2. Used 9' Minami 2-side glue spreader c/w all accessories & 2 spare rubber rolls. (SOLD)
3. Used 10' Uroko 2-side glue spreader with take-out conveyor & 2 spare rubber rolls and accessories. US\$29,900
4. Used Taihei 4' x 8' 34-openings hot press c/w auto loader & unloader US\$260,000

5. Used Taihei 4' x 8' upstroke cold press US\$29,800 per set
6. Used Interwood 4' x 8' i~peninp hot press US\$23,000
7. Used Friz 4.5' x 9' x 7-openings Hot Press (**SOLD**)
8. Used 8' auto clipper US\$8,000
9. Used 4' auto clipper US\$6,000
- 10 Used Kuper gluert bread splicer US\$
11. Used hot melt spot welder US\$
12. Used veneer chipper US\$
13. Locally made used 4' x 8' double saw (also good for 3' x 6' and 3' x 7') US\$12,000
14. Used Cambio 26" ring debarker US\$6,800
15. Used Minami 4' veneer edge gluer, comprising front & back clipper and 4' x 8' auto stacker US\$10,000 per set
16. Used Minami auto clipper 4' US\$3,800
17. Used Timesavers 1-head 4' wide belt sander TOP1S2V with 100HP motor US\$9,900
18. Used Minami 2-head wide belt 4' sander with motors US\$8,900
19. Used I-head 4' wide belt bottom sander US\$2,800
20. A full range of other veneer & plywood machines available from us
21. Portable Makita finishing sanders MDL9045B

(C) EX-STOCK KUALA LUMPUR

1. China-made spindleless 4' veneer lathes Model BQ1813B
2. China-made 9' knife grinder Model 2M6930
3. China-made 24ide 18" planer MB206D
4. Locally made 30" vertical handsaw machine c/w all std accessories and motor

(D) NEW SPARE PARTS EX-STOCK KUALA LUMPUR

1. Irvington-Moore dry kiln parts, Capillary tubing for KD, IC function cards, Grinding wheels, V-belts, etc.

(E) OTHERS

1. Complete **new** particle board plants with capacity 50 M³/day to 100 M³/day at affordable prices from China, as well as 2nd hand MDF and particle board plants from USA/Europe.
2. Supply other panel making machines and spare parts to suit your requirements.

5. Sawn Timbers, Plywood, Veneer, & Mouldings

The importance of the sector has already been outlined in the general information about wood.

The domestic market, mainly in Peninsular (West) Malaysia, remains important for the primary processed timber products where the construction sector is one of the major end-users.

Due to the economic crisis which affected Malaysia from end 97 to 99, construction sector declined by 24% in 98. In 1998, domestic consumption of sawn timbers was about 2.0 million m³ and Plywood about 357,000 m³, with a decline on 97 data of 34.2% and 34.3% respectively.

Situation of the export market for various wood and wood products is as follows :

- Sawn timbers export reached 3.0 million m³ in 97 and declined to 2.7 millions m³ in 98;
- Plywood export reached 3.8 million m³ in 97 and declined to 3.6 millions m³ in 98;
- veneer export reached 746,000 m³ in 97 and declined to 730,000 m³ in 98.
- Mouldings export reached M\$782 million in 97 and declined to M\$745 millions in 98. The comparison in US\$ for moulding export would show a steeper decline due to the devaluation of the M\$ in 1998.

A wide variety of tropical wood is available in Malaysia. They include

- Heavy Hard Wood (800-1120 KG/M³ density) like Chengal, Balau, etc
- Medium Hard Wood (720-880 KG/M³ density) like Keruing, Mempening, Nyalin, etc
- Light Hard Woods (400-720 KG/M³ density) like Meranti, Ramin, Nyatoh, Rubberwood, KSK Kempas, Menkulang, Durian, etc

An **export duty** of 15 % is applied on the saw logs and veneer logs while **import duty** between 0% and 40 % are applied on the other wood products.

The following companies have been contacted :

- Costraco Sdn Bhd
- Mulpha International Bhd
- MGR Corporation Berhad

- Reka Pintu Sdn Bhd
- Joowood Sdn Bhd
- Johor Timber Industry Sdn Bhd
- Tik Huat Industries Sdn Bhd

LIST OF MALAYSIAN FURNITURE & WOODWORKING MACHINERY FAIRS

1. MALAYSIAN INTERNATIONAL FURNITURE FAIR (MIFF)

(Yearly Event)

Organiser : MIFF Sdn Bhd

Lot 19A, 19 Floor, Menara PGRM, 8 Jalan Pudu Ulu, Cheras, 56100 Kuala Lumpur

Tel : (03) 9822888 Fax : (03) 9861551

Email : info@miff.com.my

MIFF 2000 7 - 11 March 2000, Putra World Trade Centre, Kuala Lumpur, Malaysia (Sixth Event)

2. MALAYSIAN FURNITURE EXHIBITION (MAFEX)

Organiser : IDEC Sdn Bhd

Tel : (03) 9495555

Email : info@miff.com.my

3. WOODTECH 99 (Bi-annually Event)

Organiser : Trade-Link Exhibition Services Sdn Bhd

Lot 12A, 1st Floor, Jalan SS12/1B, 47500 Subang Jaya, Selangor, Malaysia

Tel : (03) 7356086 Fax : (03) 7356199

Email : tles@po.jaring.my

Web : www.tradelink.com.my/tradelink

Next Event : Woodtech 2002 (To be confirmed)

6. Report on the companies contacted

6.1 Classic furniture

AMERICAN FINE FURNISHING SDN BHD

ADDRESS	LOT 3.3, 3RD FLOOR, BANGSAR SHOPPING CENTRE 285 JALAN MAAROF, BUKIT BANDAR RAYA 59000 KUALA LUMPUR, SELANGOR
TELEPHONE	03-2821233
FAX	03-2820818
CONTACT	MR.RICHARD LEE / MS JOAN
PRODUCTS	LIVING, DINING, BEDROOM SET, DECORATIVE CRAFTS, ACCESSORIES & COLLECTIBLE
BRANDS	<ul style="list-style-type: none">▪ BAKER (USA)▪ HEN REDON (USA)
REMARKS	IN GENERAL INTERESTED TO MEET NEW SUPPLIERS
BROCHURE	NOT AVAILABLE

BEE COLLECTION SDN BHD

ADDRESS	JLN DULANG, OFF JLN. BALAKONG, THE MINES RESORT CITY 43300 SERI KEMBANGAN, SELANGOR
TELEPHONE	03-9425184, 9450722
FAX	03-9425197
CONTACT	MR.LIM / MS JANET
PRODUCTS	LIVING, DINING, BEDROOM SET, DECORATIVE CRAFTS , ACCESSORIES & COLLECTIBLE
BRANDS	<ul style="list-style-type: none">▪ KARGES (USA) - OCCASIONAL FURNITURE▪ JOHN WIDDICOMB (UK) - BEDROOM/DINING SET, & OCCASIONAL FURNITURE▪ F.LLI PISTOLESI (ITALY) - BEDROOM/DINING SET & OCCASIONAL FURNITURE▪ CENTURY▪ CHAPMAN(DECORATIVE ACCESSORIES)
REMARKS	FORMERLY KNOWN AS BEVERLY HILLS COLLECTION SDN BHD OR PROVASI COLLECTION SDN BHD. IN GENERAL INTERESTED TO MEET NEW SUPPLIERS
BROCHURE	ENCLOSED

BENZE (M) SDN BHD

ADDRESS	P26 & 28, 3RD FLOOR KL PLAZA, KUALA LUMPUR
TELEPHONE	03-2418320
FAX	03-2485331
CONTACT	MR.TAN / MRS TAN
PRODUCTS	LIVING, DINING, & BEDROOM SET
BRANDS	ITALY & SPAIN
REMARKS	IN GENERAL INTERESTED TO MEET NEW SUPPLIERS
BROCHURE	NOT AVAILABLE

DE-CA COLLECTION SDN BHD

ADDRESS	LOT NO. G-55 GROUND FLOOR, PLAZA AMPANG JALAN TUN RAZAK, 50400 KUALA LUMPUR, SELANGOR, MALAYSIA
TELEPHONE	03-2430560
FAX	03-2483301
CONTACT	MR. PHILIP CHAN (SALES EXECUTIVE)
TURNOVER	-
ACTIVITY	IMPORTER & RETAILER OF CLASSIC TEAK, ROSE & MAHOGANY FURNITURE
BRAND(S)	INDONESIAN TEAK & MAHOGANY FURNITURE (CLASSIC & TRADITIONAL ITALIAN STYLE)
REMARKS	NOT MUCH INTERESTED TO MEET NEW SUPPLIERS WE SHOULD BE ABLE TO ARRANGE A MEETING IF SOME COMPANIES WANT TO MEET THEM
BROCHURE	ENCLOSED

JANINE SDN BHD

ADDRESS	<ul style="list-style-type: none">▪ M49-51, M72-78, F26-29 PLAZA AMPANG, JALAN TUN RAZAK, 50400 KUALA LUMPUR, SELANGOR, MALAYSIA▪ NO.91 LORONG MAMANDA 1, AMPANG POINT, TAMAN DATO' AHMAD, RAZALI, 4 1/2 MILE, JALAN AMPANG, 68000 AMPANG, SELANGOR
TELEPHONE	03-2482840, 2426629, 03-4514752
FAX	03-2418479, 03-4514753
CONTACT	<ul style="list-style-type: none">▪ MS KARINA MERICAN (DIRECTOR)▪ MS FOONG (SALES)
TURNOVER	-
ACTIVITY	IMPORTER & RETAILER OF CLASSIC FURNITURE, & ACCESSORIES DESIGNER & CONTRACTOR FOR HOME DECORATION
BRAND(S)	ANTICO (SPAIN), ROSELLO (SPAIN), INDONESIAN & BURMESE TEAK & MAHOGANY FURNITURE
REMARKS	INTERESTED IN ESTABLISHING CONTACTS WITH ITALIAN & SPANISH FURNITURE PRODUCERS
BROCHURE	ENCLOSED

LE MERCIER'S SDN BHD

ADDRESS	MEZZANINE FLOOR, MENARA TAN & TAN, 207 JALAN TUN RAZAK, 50400 KUALA LUMPUR, SELANGOR
TELEPHONE	03-2637031, 2637071
FAX	03-2637072
CONTACT	<ul style="list-style-type: none">▪ DATO LYNETTE (SINGAPORE) - MANAGING DIRECTOR▪ MR. RANYIL S. DHILLON - SHOWROOM MANAGER (MALAYSIA SHOWROOM)
TURNOVER	10 MILLIONS M\$
ACTIVITY	DIRECT IMPORTER & RETAILERS OF ITALIAN CLASSIC, CONTEMPORARY, NEO-CLASSIC, TRADITIONAL, ARTS & CRAFT ACCESSORIES & COLLECTION, ELECTRICAL LIGHTINGS, SUPPLIER OF HIGH-END FURNITURE & ACCESSORIES TO HOTELS & PRIVATE HOMES
BRAND(S)	<ul style="list-style-type: none">▪ ANGELO CAPPELLINI (ITALY) - CLASSIC & NEO-CLASSIC FURNITURE▪ HYPNOS (UK) - BEDS▪ FABIO POZZOLLI (ITALY) - CLASSIC & ANTIQUE REPLICAS▪ CHELLINI & GIOVANNI (ITALY) - OCCASIONAL CLASSIC & REPRODUCTION PIECES▪ FRANCESCO ELLI (ITALY) - REPRODUCTION OF CLASSIC & TRADITIONAL▪ COLOMBO MOBILI (ITALY) - CLASSIC OCCASIONAL FURNITURE▪ CREACIONES GIMENEZ (SPAIN) -CLASSIC & NEO-CLASSIC FURNITURE▪ FRANCESCO MERONI (ITALY) - REPRODUCTION OF CLASSIC

	<p>FURNITURE</p> <ul style="list-style-type: none"> ▪ MARINER BRILLIANCE (SPAIN) - CLASSIC & NEO-CLASSIC FURNITURE ▪ MARIANI (ITALY) - CONTEMPORARY SOFA ▪ GIORGIO SAPORITI (ITALY) - CONTEMPORARY SOFA ▪ McCANN (AUSTRALIA) - CONTEMPORARY LEATHER SOFA ▪ ETC...
REMARKS	<p>ESTABLISHED ABOUT 20 YEARS AGO AND PRESENTLY HAS 2 SHOWROOMS IN SINGAPORE & 1 IN MALAYSIA HAVING A LOT OF SUPPLIERS ONLY INTERESTED TO MEET PRDUCER OF UNIQUE FURNITURE</p>
BROCHURE	<p>ENCLOSED</p>

ROCOCO SDN BHD

ADDRESS	NO. 45-1 GROUND FLOOR, JALAN SS 23/15 TAMAN SEA 47400 PETALING JAYA, SELANGOR, MALAYSIA
TELEPHONE	03-7061128
FAX	03-7061380
CONTACT	MR. LIM CHEE KIAN (DIRECTOR)
TURNOVER	-
ACTIVITY	DIRECT IMPORTER & RETAILER OF CLASSIC FURNITURE REPLICAS
PRODUCTS	LIVING, DINING, BEDROOM, OCCASIONAL FURNITURE, PICTURE FRAMES
BRAND(S)	REPRODUCTION FURNITURE FROM USA, SPAIN & HOLLAND PICTURE FRAMES FROM UK, USA & SPAIN MODERN SOFA FROM USA
REMARKS	ESTABLISHED ABOUT 4 YERAS AGO AND MAKING DIRECT RETAILING OF CLASSIC REPRODUCTION FURNITURE CONSIDERING THE DIFFICULT PRESENT MARKET SITUATION HE IS NOT INTERESTED TO MEET NEW SUPPLIERS FOR THE TIME BEING
BROCHURE	NOT-AVAILABLE

6.2 Modern furniture

CARSTER WORLD SDN BHD

ADDRESS	2-35 LOT NO. L3-35, JALAN DULANG, THE MINES RESORT CITY, 43300 SERI KEMBANGAN, SELANGOR, MALAYSIA
TELEPHONE	03-9457858, 9455878
FAX	03-9459868
CONTACT	<ul style="list-style-type: none">▪ MR. KENN WONG (MANAGING DIRECTOR)▪ MR.JOLSTON
TURNOVER	-
ACTIVITY	RETAILER & EXPORTER OF LOW- TO MEDIUM-END CONTEMPORARY & COUNTRY FURNITURE. IMPORTER OF TEAK & RATTAN FURNITURE FROM INDONESIA (COUNTRY- STYLE). IMPORTER OF PINE FURNITURE FROM AUSTRALIA. IMPORTER OF DECORATIVE ACCESSORIES & HANDICRAFTS FROM OVERSEAS
BRAND(S)	<ul style="list-style-type: none">▪ LOCAL LIVING / DINING / BEDROOM FURNITURE▪ LOCAL LEATHER & FABRIC SOFA

DF TRADING SDN BHD

ADDRESS	LOT 74 JALAN UNIVERSITI, 46200 PETALING JAYA, SELANGOR, MALAYSIA
TELEPHONE	03-7566118 (SHOWROOM)
FAX	03-7561603 (SHOWROOM)
CONTACT	<ul style="list-style-type: none">▪ MR. LIM KAM SENG (GENERAL MANAGER)▪ MS IRENE LEE (SALES / PRODUCT MANAGER)
TURNOVER	-
ACTIVITY	MANUFACTURER, CONTRACTOR & EXPORTER OF OFFICE SYSTEM , FURNITURE; RETAILER OF MODERN FURNITURE
BRAND(S)	PREVIOUSLY AGENT OF CASSINA (ITALY), & UK CLASSIC FURNITURERS, MODERN SOFA FROM AUSTRALIA
REMARKS	THE COMPANY BELONGS TO DIETHELM GROUP (HEAD OFF. IN SINGAPORE). THE FURNITURE BUSINESS STARTED IN 1943 AND TODAY, IT HAS 4 FACTORIES MANUFACTURING OFFICE SYSTEM FURNITURE, INCLUDING TABLES & CHAIRS. PRESENTLY EXPORTING ITS OFFICE FURNITURE OVERSEAS. IMPORTED FURNITURE, SUCH AS THOSE FOR THE LIVING ROOM ARE SOLD MAINLY TO THE DOMESTIC MARKET. INTERESTED TO EXPLORE FURTHER THE IMPORT BUSINESS SECTOR (DUE TO THE DROP OF IMPORT DUTY FROM JAN. 2000)
CATALOGUE	ENCLOSED

HASRO SDN BHD

ADDRESS	LOT 385 BUKIT RAMBAI INDUSTRIAL AREA 75250 MELAKA, MALAYSIA
TELEPHONE	06-3514613, 3515549
FAX	06-3513531
EMAIL	hasro@pc.jaring.my
CONTACT	<ul style="list-style-type: none"> ▪ MR. ABU HUZAIFAH BIN HASHIM (EXECUTIVE DIRECTOR) ▪ MR. HUSAY (GENERAL MANAGER)
TURNOVER	M\$6 MILLION
EMPLOYEE	100
ACTIVITY	MANUFACTURER OF CHILDREN & SCHOOL FURNITURE
BRAND(S)	LOCAL-MADE DESKS/CHAIRS/SHELVES FOR CHILDREN & SCHOOL
REMARKS	SUPPLY FURNITURE TO SCHOOLS DIRECTLY OR THROUGH GUTHRIE FURNITURE SISTER COMPANY - HASRO FURNITURE GALLERY (NO.14-16 TAMAN 3/2, TAMAN BALKIS, JALAN MALIM, 73250 MELAKA, MALAYSIA, TEL: (06) 3362951/52) IS RETAILING CLASSIC FURNITURE IN DUTCH COLONIAL STYLE PURCHASED BY ITS OWN FACTORY IN INDONESIA & GARDEN FURNITURE
CATALOGUE	NOT AVAILABLE. REFER TO WEB SITE http://www.jaring.my/hasro

TEAMWORK AURA (M) SDN BHD

ADDRESS	2779B 1ST FLOOR, JALAN CHANGKAT PERMATA TAMAN PERMATA. 53330 ULU KELANG, SELANGOR, MALAYSIA
TELEPHONE	03-4058662
FAX	03-4058661
CONTACT	MR. AWANG MOHAMED (DIRECTOR)
TURNOVER	IRREGULAR - DEPENDING ON THE TENDERS-
ACTIVITY	ASSEMBLER & SUPPLIER OF AIRPORT TROLLEY
BRAND(S)	EXPRESSO (GERMANY)
REMARKS	THE COMPANY BELONGS TO IMAR ARCHITECT WHICH IS A BIG COMPANY INVOLVING IN THE BUILDING INDUSTRY(E.G. ISLAMIC UNIVERSITY IN KELANTAN) AND IS QUITE ACTIVE IN THE SUPPLY OF GOVERNMENT TENDERS. IMAR GROUP IS PRESENTLY SUPPLYING THE AIRPORT TROLLEYS, RUBBER FLOORING TILES AND TELEPHONE BOOTH TO KLIA, MALAYSIA. MR. AWANG IS INTERESTED TO MEET AND DISCUSS THE POSSIBILITY OF MAKING ASSEMBLING OR LOCAL PRODUCTION OF PARTS IN MALAYSIA PROVIDED THAT THE QUALITY IS COMPARABLE TO THE ONE OF EXPRESSO AND THE PRICE IS LOWER.
CATALOGUE	NOT AVAILABLE.

THE MINES FURNITURE CITY (ASIA) SDN BHD

ADDRESS	LEVEL 2, MINES EXHIBITION CENTRE, JALAN DULANG, THE MINES RESORT CITY, 4330 SERI KEMBANGAN, SELANGOR, MALAYSIA
TELEPHONE	03-89413333
FAX	03-89410148
CONTACT	<ul style="list-style-type: none"> ▪ MR. KENN WONG (MANAGING DIRECTOR) ▪ MR. JASON HIEW (MARKETING DEPT.)
TURNOVER	-
ACTIVITY	WHOLESALE & EXPORTER OF MEDIUM- TO HIGH-END CONTEMPORARY & COUNTRY FURNITURE (MADE OF RUBBERWOOD/PINE/TEAK WOOD). DESIGNER & CONTRACTOR FOR HOTELS & RESIDENCE
BRAND(S)	LOCAL LIVING / DINING / BEDROOM FURNITURE
REMARKS	CONTRACT LOCAL FURNITURE MANUFACTURERS TO PRODUCE FURNITURE ACCORDING TO ITS DESIGNS. 70% OF ITS TURNOVER IS FOR EXPORT, E.G. EUROPE, AUSTRALIA, USA, ETC. INTERESTED IN IMPORTING FROM EUROPE
CATALOGUE	NOT-AVAILABLE

VIVENCIA SDN BHD

ADDRESS (SHOWROOM)	NO. 7 & 9, JALAN 23/15, TAMAN SEA, 47301 PETALING JAYA SELANGOR, MALAYSIA
ADDRESS (H.O.)	NO. 18-2, JALAN UTARA, OFF JALAN IMBI 55100 KUALA LUMPUR, SELANGOR
TELEPHONE	03-7037155 (SHOWROOM), 03-2431078 (HO)
FAX	03-7031755 (SHOWRROM), 03-2441080 (HO)
CONTACT	<ul style="list-style-type: none"> ▪ MR. BENNY POH (MANAGING DIRECTOR) ▪ MR. IVY LEE (GENERAL MANAGER) ▪ MR. POH SENG LIAM ▪ MS MARY LUM (ASST. SHOWROOM MANAGER)
TURNOVER	-
ACTIVITY	RETAILING & SMALL VOLUME EXPORT CENTRE IMPORTER OF DECORATIVE ACCESSORIES E.G. FLOWERS, TABLE LAMPS, CANDLES, CRYSTAL, ETC
PRODUCTS	LIVING, DINING, BEDROOM, OCCASIONAL FURNITURE & SOFA
BRAND(S)	WOODEN FURNITURE - BOUDOIR COUNTRY / JAPANESE CORNER / MOMENTO / STIFFEL / SPENCER / SERIES, ETC. SOFA - SJI SOFA, THE RECLINER SOFA SERIES
REMARKS	BELONGING TO THE SJI GROUP OF COMPANIES WHICH OWNS ALSO SJI INDUSTRIES : WOODEN FURNITURE MANUFACTURING LODGE FURNITURE INDUSTRIES : WOODEN FURNITURE

MANUFACTURING

SJI CONTRACTS : INTERIOR DESIGN CONTRACTOR

GROUP COMPANY ESTABLISHED ABOUT 10 YEARS AGO AND EXPORTING FURNITURE MANUFACTURED BY ITS OWN COMPANIES PRESENT TURNOVER INCLUDES 90% EXPORT & 10% DOMESTIC MARKET CURRENTLY EXPORTING TO USA, CANADA, KOREA, JAPAN, AUSTRALIA, GREECE & EUROPE INTERESTED IN EXPORTING TO EUROPE INTERESTED IN CONTRACT MANUFACTURING

CATALOGUE

ENCLOSED

DIETHELM FURNITURE TRADING SDN BHD

ADDRESS	LOT 74 JALAN UNIVERSITI 46200 PETALING JAYA, SELANGOR, MALAYSIA
TELEPHONE	03-7566118 (SHOWROOM)
FAX	03-7561603 (SHOWROOM)
CONTACT	MR. L.S.KIN (SALES MANAGER)
TURNOVER	-
ACTIVITY	IMPORTER & RETAILER OF LIFE-STYLE CONTEMPORARY FURNITURE (ABOUT 70 - 80% HOME FURNITURE & 20% OFFICE FURNITURE)
BRAND(S)	AGENT OF CASSINA (ITALY), LEMA (ITALY), & FIAM (ITALY) KARTELL (AUSTRALIA) ETC...
REMARKS	IT IS A SINGAPOREAN COMPANY WITH A BRANCH IN MALAYSIA AND REPRESENTS SEVERAL ITALIAN MODERN FURNITURE MANUFACTURERS IN SINGAPORE & MALAYSIA. INTERESTED IN EXPANDING ITS RANGE OF MODERN FURNITURE FROM ITALY & SPAIN AND DIRECT CONTACT CAN BE MADE WITH THE MALAYSIAN BRANCH.
CATALOGUE	ENCLOSED

6.3 Wood

COSTRACO SDN BHD

ADDRESS	2ND FLOOR, BANGUNAN UNIVERSAL, 44 JALAN PENCHALA, 46050 PETALING JAYA, SELANGOR, MALAYSIA
TELEPHONE	03-7916133
FAX	03-7919235, 7918708
EMAIL	engdat@tm.net.my
CONTACT	MR. LEONG VOON CHONG (MARKETING MANAGER)
TURNOVER	130 MILLION M\$ (100% EXPORT)
ACTIVITY	EXPORTER OF ROUGH SAWNTIMBER & PLYWOOD
BRAND(S)	TYPES OF WOOD EXPORTED <ul style="list-style-type: none">▪ MERANTI▪ MERBAU▪ KERUING▪ YELLOW BALAU, ETC...
REMARKS	BELONGING TO MINHO GROUP (LISTED COMPANY) WHO OWNS THE FOLLOWING FACTORIES <ul style="list-style-type: none">▪ SYARIKAT VINCO TIMBER INDS. : CCA & BORON TREATMENT▪ LIONVEST CORP (PAHANG) : EXPORT QUALITY PLYWOOD (BRITISH & JPIC STANDARDS), LOCAL GRADES - SB & BB/CC,▪ VICTORY ENTERPRISE : MOULDING PRODUCTS, FINGER- JOINTED, & LAMINATED PRODUCTS, FLOORING, ETC...

SOURCE PRODUCTS FROM DIFFERENT LOCAL PRODUCERS (AS SUPPLY FROM PARENT COMPANY - MINHO GROUP IS NOT SUFFICIENT).

PRESENTLY EXPORTING HIGH-END WOOD TO EUROPE, USA, & AUSTRALIA (SMALL %). EXPORTED SOME QUANTITY OF RAMNI TO ITALY PREVIOUSLY BUT STOPPED (DUE TO PRICE DROP)

PRESENT QUOTATION FOR MERANTI WOOD (SUBJECT TO RE-CONFIRMATION)

- 2"x6" & WIDER : US\$560/M3 FOB MALAYSIAN PORT
- 2 1/2 THICKNESS : US\$575/M3 FOB
- 3"x6" & WIDER : US\$600/M3 FOB

CATALOGUE

ENCLOSED

MULPHA INTERNATIONAL BHD

ADDRESS	17 JALAN SEMANGAT 46100 PETALING JAYA, SELANGOR, MALAYSIA
TELEPHONE	03-7556494, 7556627
FAX	03-7559067
EMAIL	mibinter@mulpha.com.my
CONTACT	<ul style="list-style-type: none"> ▪ MR. GEORGE TAN (SENIOR MANAGER - INT'L OPERTAIONS DIV) ▪ MS ANGIE NG (ASST. MANAGER - INT'L OPERTAIONS DIV)
TURNOVER	655.9 MILLION M\$ (GROUP TURNOVER)
ACTIVITY	TRADER OF RAILWAY SLEEPER, SAWNTIMBER, MOULDINGS, CHIPBOARD & D-I-Y FURNITURE
BRAND(S)	-
REMARKS	<p>BELONGING TO MULPHA GROUP (LISTED COMPANY) WHO ARE INVOLVED IN THE FOLLOWING ACTIVITIES</p> <ul style="list-style-type: none"> ▪ CONTRUCTION & BUILDING INDUSTRY ▪ PROPERTY DEVELOPMENT & INVESTMENT ▪ HOTEL OWNERSHIP & OPERATIONS ▪ PALM OIL KERNEL, ETC... ▪ SOURCE PRODUCTS FROM VARIOUS LOCAL PRODUCERS OF WOOD & WOODEN PRODUCTS PRESENTLY EXPORTING TO JAPAN, MIDDLE EAST, CHINA, SUDAN, ETC... <p>INTERESTED IN ESTABLISHING CONTACTS WITH EUROPEAN IMPORTERS</p>

CATALOGUE

ENCLOSED

MGR CORPORATION BERHAD

ADDRESS	GROUND FLOOR, WISMA AMAN, MILE 1 1/2, JALAN TUARAN 88400 KOTA KINABALU, SABAH
TELEPHONE	088-239006/7/8
FAX	088-230063
CONTACT	<ul style="list-style-type: none"> ▪ MR. TOH CHAI SING (DIRECTOR) ▪ MS. EMILY TAN (SALES/MARKETING OF SAWN TIMBER)
TURNOVER	102 MILLION M\$ (30 - 40% LOCAL MARKET & 60 - 70% EXPORT MARKET)
ACTIVITY	MANUFACTURER & EXPORTER OF TIMBER LOGGIN, SAWNTIMBER MOULDED TIMBER & PLYWOOD
BRAND(S)	-
REMARKS	PUBLIC LISTED COMPANY WHO OWNS FACTORIES IN TIMBER LOGGIN, SAWN TIMBER (AIR-DRIED/KILN DRIED), PLYWOOD, VENEER, BLOCKBOARD, AS WELL AS DOOR & WINDOW PRODUCTS PRESENTLY EXPORTING SAWN TIMBER (ONLY RED MERANTI) MAINLY TO KOREA & EUROPE (NOT ITALY); PLYWOOD (TYPES 4"x8" IN 3mm or 3.6mm THICKNESS) EXPORTED MAINLY TO CHINA; VENEER (IN MIXED HARDWOOD) TO HONG KONG/CHINA; WHILE SOLID DOORS (IN OTHER MEDIUM SOLID HARDWOOD) TO WEST MALAYSIA. PRESENT PRICE OF RED MERANTI (2"x6" & WIDER) IS US\$2950/MT FOB KOTA KINABARU PORT (SUBJECT TO RE-CONFIRMATION)

CATALOGUE | ENCLOSED

JOOWOOD SDN BHD

ADDRESS	AS-76 SALAK SOUTH GARDEN 57100 KUALA LUMPUR, SELANGOR, MALAYSIA
TELEPHONE	03-7823823, 7823932
FAX	03-7814119
EMAIL	joosan@hotmail.com
CONTACT	MR. TAN JOO SAN (MANAGING DIRECTOR) MS. ANGELINE TAN (MANAGER)
TURNOVER	M\$2 MILLION
ACTIVITY	MANUFACTURER OFMR-GLUED PLYWOOD
BRAND(S)	-
REMARKS	ESTABLISHED IN 1976 TO RECONDITION & RESELL USED MACHINERY FOR THE PLYWOOD INDUSTRY (JOOSAN MACHINERY SDN BHD) AND LATER PRODUCED MR-GLUED PLYWOOD. PRESENT CAPACITY OF PLYWOOD : ABOUT 1000 PCS/DAY OF 3mm AND 200 - 300 PCS/DAY FOR THICKER PLYWOOD. PRICES FOR 3mm AND 9mm (4"x8" DIMENSION) ARE M\$12 AND M\$28 EX-MILLS RESPECTIVELY
CATALOGUE	NOT AVAILABLE. REFER TO WEB SITE http://www.asiapacific.com.my/joosan

JOHORE TIMBER INDUSTRY

ADDRESS (HEAD OFF.)	3 KM, JALAN SEGAMAT, 85300 LABIS, JOHOR, MALAYSIA
ADDRESS (BRANCH OFF.)	14 JALAN TSB2, SUNGEI BULOH INDUSTRIAL PARK, SG. BULOH 47000 SELANGOR, MALAYSIA
TELEPHONE	07-9251277 (JOHOR), 03-6573033, 6569027 (SG.BULOH)
FAX	07-9252900 (JOHOR), 03-6579193 (SG.BULOH)
CONTACT	MR.LAM (EXPORT MANAGER) - HP No.012-2786783
TURNOVER	-
ACTIVITY	MANUFACTURER OFSAWN TIMBERS & MOULDED DOORS
BRAND(S)	-
REMARKS	ESTABLISHED IN 1965 AND HAS 2 SAW MILLS & 1 FACTORY PRODUCING MOULDING & DOORS, WITH A CAPACITY OF MORE THAN 70,000 M3/YEAR OF SAWN TIMBER AND 1500 M3/Y WOOD BUILDING MATERIALS, AND 3000 M3/Y KELN DRYING PLANT PRODUCING WINDOWS/DOOR JAMBS, PROFILE MOULDINGS, LAMINATED SCANTLINGS FROM WOOD LIKE MERANTI, RAMIN, NYATOH, KAMPAS, MENG KULANG, DURIAN, AND KSK (ASIAN OAK). ALSO EXPORTED FINGER JOINTS, LAMINATED BOARDS AND SAWN TIMBERS INTERESTED TO EXPORT THEIR PRODUCTS TO ITALY & SPAIN
CATALOGUE	ENCLOSED

TIK HUAT INDUSTRIES SDN BHD

ADDRESS	NO.11 JALAN 17/45, 46400 PETALING JAYA, SELANGOR, MALAYSIA
TELEPHONE	03-7558863, 7566369
FAX	03-7571256
CONTACT	MR. CHRIS TAN (DIRECTOR)
TURNOVER	-
ACTIVITY	MANUFACTURER & EXPORTER OF VENEER WRAPPED PROFILES
BRAND(S)	-
REMARKS	<p>PRODUCING GENERAL MOULDING PROFILES FOR VENEER WRAPPED PRODUCTS AND THE TYPES OF VENEER USED INCLUDE RED OAK, MAPLE CHERRY, ST. BEECH WOOD, ETC.</p> <p>KILN DRYING PLANT PRESENTLY EXPORTING ITS PRODUCTS TO USA, CANADA, JAPAN & OTHER ASIA COUNTRIES.</p> <p>EXPORTED PROFILES E.G.10mm x 7mm, AGATHIS, KOTO, ANIGRE AND OTHER GENERAL VENEER PROFILES, BUT STOPPED DUE TO LOW PRICES IN EUROPE.</p> <p>INTERESTED TO ESTABLISH CONTACTS WITH ITALIAN/SPANISH BUYERS AND ASKED TO HAVE PRICE INDICATION FOR EUROPEAN MARKET.</p>
CATALOGUE	ENCLOSED

SABAH FOREST INDUSTRIES SDN BHD

ADDRESS	NO.10 JALAN JETI,KOMPLEK SFI,W.D.T. 31 89859 SIPITANG SABAH, MALAYSIA
TELEPHONE	087-801018
FAX	087-801381
CONTACT	MR. ER KIAN CHOW
EMPLOYEE	1500
TURNOVER	-
ACTIVITY	INTEGRATED TIMBER COMPLEXCONSISTING OF SAWMILL,5LINES PLYWOOD MILL,KILN DRYERSAND TIMBER PRESERVATION PLANT ALSO PRODUCING PRINTING PAPER
BRAND(S)	-
REMARKS	SAW MILL CAPACITYIS 100,000 M3/Y AND PLYWOOD120,000M3/Y ONLY CONTACTED BY PHONE . WE SHOULD RECEIVE THE BROCHURE BY MAIL. NOBODY WAS AVAILABLE TO GIVE FURTHER INFORMATION
CATALOGUE	ENCLOSED

6.4 Machinery

SAWELL MACHINE KNIVES SDN BHD

ADDRESS	LOT 10 JALAN 16/11 KAWASAN PERINDUSTRIAN MIEL 40000 SHAH ALAM, SELANGOR, MALAYSIA
TELEPHONE	03-5500735
FAX	03-5500723
EMAIL	smk@smktool.po.my
CONTACT	<ul style="list-style-type: none">▪ MR. TAN LIP KEE (MANAGING DIRECTOR)▪ MR. AU KOK YEW (MARKETING MANAGER)
TURNOVER	-
ACTIVITY	MANUFACTURER & EXPORTER OF CUTTERS, KNIVES & TOOLINGS FOR THE WOODWORKING, PAPER & ENGINEERING INDUSTRIES
BRAND(S)	SMK (LOCAL-MADE) - TUNGSTEN CARBIDE TIPPED (TCT) TOOLINGS/KNIVES
REMARKS	ESTABLISHED ABOUT 25 YEARS AGO AND NOW BECOMES THE WORLD'S THIRD LARGEST TCT TOOLINGS. PRESENTLY EXPORTING TO JAPAN, SEA & SOMETIMES EUROPE INTERESTED TO EXPORT ITS TOOLINGS TO ITALY & SPAIN
CATALOGUE	ENCLOSED

BAN SOON MACHINERY TRADING CO.

ADDRESS	18 JALAN TAMING TIGA, TANMING JAYA INDUSTRIAL PARK OFF JALAN BALAKONG, 43300 SELANGOR, MALAYSIA
TELEPHONE	03-9615313, 9616710
FAX	03-9614061
CONTACT	MR. SIEW YUEN ONN (MANAGING DIRECTOR)
TURNOVER	APPROX. 3 MILLION M\$
ACTIVITY	MANUFACTURER & IMPORTER OF WOODWORKING MACHINERY FOR THE FURNITURE INDUSTRY RE-CONDITIONING & RE-SELLING OF USED MACHINERY
BRAND(S)	<ul style="list-style-type: none"> ▪ LOCAL-MADE BORING, SAW, MOULDER, SANDER MACHINES, ETC. ▪ SICAR (ITALY) - SAW, SANDING, MOULDER & CUTTING MACHINES ▪ SKI (TAIWAN) - PLANER, JOINTER, CHISE, ETC. ▪ GLORY SUN (TAIWAN) - SANDING MACHINES ▪ SAN JUI (TAIWAN) - GRINDER
REMARKS	<p>NEW TREASURER OF MWMA SUBSIDIARY - SOON LEE MACHINERY TRADING S/B (IPOH, MALAYSIA) ABOUT 30% OF TURNOVER IS FROM SALES OF ITS OWN MACHINERY & 70% FROM IMPORTED SOURCE. INTERESTED IN ESTABLISHING CONTACTS WITH ITALY/SPAIN FOR ANY POSSIBLE COLLABORATION</p>
CATALOGUE	REFER TO MWMA DIRECTORY (PG. 136 - 141)

ENG DAT MACHINERY AND HARDWARE SDN BHD

ADDRESS	60 JALAN 28, SALAK SOUTH BARU 57100 KUALA LUMPUR, SELANGOR, MALAYSIA
TELEPHONE	03-7814109, 7812279, 7810692
FAX	03-7814731
EMAIL	engdat@tm.net.my
CONTACT	MR. OOI LEONG KUAN (MANAGING DIRECTOR)
TURNOVER	-
ACTIVITY	IMPORTER & DISTRIBUTOR OF WOODWORKING MACHINERY THE FURNITURE INDUSTRY BUYING & SELLING USED & RE-CONDITIONED MACHINERY STOCKIST OF MACHINERY PARTS & ACCESSORIES
BRAND(S)	<ul style="list-style-type: none"> ▪ MAXMATIC (TAIWAN) - BENDING, POST FORMING MACHINE, TRIMMER, ETC... ▪ TCT (TAIWAN) - CUTTERS, ROUTER BITS, ETC... ▪ YOLETS (TAIWAN) - BELT SANDER ▪ WOODMASTER (TAIWAN); AMPLE (TAIWAN); ▪ SYWWM (TAIWAN), ▪ NOVAMAC (ITALY); ▪ MAGGI (ITALY); ▪ GRIGGIO (ITALY), ETC...
REMARKS	SUBSIDIARY - REGIONAL MACHINERY AND TOOLS SDN BHD RE-CONDITIONING & REPAIRING OF USED MACHINERY
CATALOGUE	REFER TO MWMA DIRECTORY (PG. 154 - 157)

JOOSAN MACHINERY SDN BHD

ADDRESS	AS-76 SALAK SOUTH GARDEN 57100 KUALA LUMPUR, SELANGOR, MALAYSIA
TELEPHONE	03-7823823, 7823932
FAX	03-7814119
CONTACT	<ul style="list-style-type: none"> ▪ MR. TAN JOO SAN (MANAGING DIRECTOR) ▪ MS ANGELINE TAN (MANAGER)
TURNOVER	APPROX. 2 MILLION M\$
ACTIVITY	IMPORTER AND EXPORTER OF USED WOODWORKING MACHINERY & PARTS TO THE PLYWOOD INDUSTRY OUTSIDE MALAYSIA RE-CONDITIONING & RE-SELLING OF USED MACHINERY SUPPLY OF MACHINERY PARTS TO LOCAL PLYWOOD INDUSTRY PREVIOUSLY IMPORTER OF WOODWORKING MACHINERY FOR THE FURNITURE INDUSTRY (STOPPED IN 1983)
BRAND(S)	SUPPLY OF USED MACHINERY FROM LOCAL & OVERSEAS SOURCES
REMARKS	ESTABLISHED IN 1976 & INVOLVED IN THE TRADING OF USED MACHINERY FOR THE PLYWOOD INDUSTRY OWN FACTORY PRODUCING MR-GLUED PLYWOOD FOR LOCAL & EXPORT MARKET INTERESTED TO ESTABLISH CONTACTS WITH SUPPLIERS OF MACHINERY
CATALOGUE	REFER TO MWMA DIRECTORY (PG. 136 - 141)

KIEN HIAP SHING ENGINEERING SDN BHD

ADDRESS	PT 1284 KAWASAN PERINDUSTRIAN, TAMAN MELUR BATANG BENAR, P.O. BOX 61 71807 NILAI, SELANGOR, MALAYSIA
TELEPHONE	06-7994840
FAX	06-7994837, 7994839
EMAIL	tiger@pc.jaring.my
CONTACT	MR. ABLERT LIEW KIEN FATT (MANAGING DIRECTOR)
TURNOVER	APPROX. 4 - 5 MILLION M\$
ACTIVITY	MANUFACTURER & IMPORTER OF WOODWORKING MACHINERY FOR THE FURNITURE INDUSTRY
BRAND(S)	<ul style="list-style-type: none"> ▪ WEE KANG (LOCAL) - BORING, ROUTING, PROFILE SHAPER, PANEL LAMINATING LINE, FINGER JOINT PRESS, LAMINATING COMPOSER, ETC ▪ RYH LONG WOODWORKING (TAIWAN) - FINGER JOINT PRESS/SHAPER, ETC ▪ SHUN KUANG (TAIWAN) - PLANNER / MOULDER ▪ KUO RONG (TAIWAN) - PRESSERS (EXTERNAL LINE & ROUTES) ▪ JYNG SHYH (TAIWAN) - BELT SANDER FOR LACQUERED PANEL
REMARKS	NEW PRESIDENT OF MWMA ABOUT 70% OF TURNOVER IS FROM SALES OF ITS OWN MACHINERY & 30% FROM IMPORTED SOURCE INTERESTED IN ESTABLISHING CONTACTS WITH ITALY/SPAIN FOR ANY POSSIBLE COLLABORATION

CATALOGUE

REFER TO MWMA DIRECTORY (PG. 142 - 147)

MEGACAP (M) SDN BHD

ADDRESS	LOT 7793 PT 438 BUKIT CHERKAH, OFF 7 KM JALAN BATU TIGA 40150 SHAH ALAM, SELANGOR, MALAYSIA
TELEPHONE	03-7475990, 7475991
FAX	03-7475992
CONTACT	MR. PHILIP YONG (MANAGING DIRECTOR)
TURNOVER	APPROX. 2 MILLION M\$
ACTIVITY	IMPORTER & INSTALLER OF WOODWORKING MACHINERY FOR THE FURNITURE INDUSTRY
BRAND(S)	CORAL (ITALY) - EXHAUST FAN LOCAL-MADE DUST COLLECTORS, FILTERING UNITS, CARTRIDGE FILTERS, DUCTWORK, SPRAY BOOTHS, CYCLONES, SILOS, ETC.,
REMARKS	INTERESTED IN ESTABLISHING CONTACTS WITH ITALY/SPAIN FOR ANY
CATALOGUE	NOT AVAILABLE

C – FINAL RESULTS

1. Conclusions and recommendation

1.1 Main results of the research

On the basis of the figures, the information and the data collected and on the direct contacts with the local operators, the main features of the Malaysian wood based industry are the following:

1. Wood and wood products. The Malaysian production of wood and of products of the primary transformation of wood has decreased in the last two years. This decline in the production is due mainly to the following reasons:

- The weak demand from Asian log-consuming industries which were badly affected by the Asian financial crisis.
- The slow down in logging activities, in line with the Government's conservation policy and commitment to "ITTO Year 2000 Objective" of sustainable forest management.

On the whole, the local operators in the wood markets reveals some difficulties in the export in Europe of timbers and the related products, which have their main markets in Asia. However, Malaysia is still one of the more important exporter among Asian Countries and a recovery of the production in the rare woods is forecast.

2. Furniture. The Malaysian imports of furniture decreased from RM 262 million in 1996 to RM 121 million in 1998 (approx. -55%), as a consequence of the Asian financial crisis. During the years 1997 and 1998, the demand of Malaysian consumers strongly decreased and was more direct to the local and cheaper production rather than to the European high quality products. At the moment, the majority of the imported furniture in Malaysia is represented by low quality products from Indonesia and Myanmar. The Malaysian market for high quality Italian and Spanish furniture has still small dimension and it is not possible to forecast a rapid recovery in the short terms.

3. Wood working machinery. There is a dire need to improve the level of technology of the Malaysian wood based industry. At the moment, many of the machines use by the Malaysian manufacturers were imported from Taiwan and have been in used for a long time.

Furthermore, local machinery manufacturers are not meeting the needs of wood industry. However, the Malaysian imports of wood working machinery decreased from RM 962 million in 1996 to RM 671 million in 1998 (approx. -30%), as a consequence of the Asian financial crisis. In consideration of the needs of the local industry of updated technology and of the recovery in 1999 of the main Asian economies, including Malaysia, it is forecast a growth of the demand of wood working machinery for year 2000 and beyond.

1.2. Consideration on the main sectors

1.2.1 Furniture

With over US\$1 billion in sales in 1998 to over 144 countries, the Malaysian furniture industry (wooden, Rattan, Metal, Plastic) is one of the country's largest export earners. The United States, Japan and United Kingdom and Australia are among the major importers.

Despite the recent economic downturn (97-99), the export of Malaysian furniture continued to grow, and the export of wooden furniture alone increased by about 30% in 1998 and should increase by another 10% in 1999 reaching almost US\$1 Billion.

A lot of investments was thus placed on manufacturing infrastructure to achieve high volume and consistent quality in the shortest possible time. Today, due to the increasing competition from lower cost furniture making countries, such as Indonesia, Thailand & the Philippines, the focus is shifting towards innovation in design with a certain number of local manufacturers reducing their dependence on contract manufacturing and developing their own brand and proprietary creations. In particular, the production of the Complete-Knock-Down (CKD) or Semi-Knock-Down furniture has grown and became a big exporter.

The development of the industry in this direction is strongly supported by the government which accorded priority to the development of the furniture industry devising major guidelines for its development in the First & Second Industrial Master Plan (1986-2005) namely sustaining raw material supply, intensifying R&D and increasing the level of automation. The set-up of the Malaysian Furniture Design Centre and the expansion of the MIFF (Malaysian International Furniture Fair) represent steps in the strengthening of the Industry.

The range of products manufactured is extremely wide in variety - Bedrooms, Dining, Living, Sofa, Occasional Furniture, Office Furniture, Outdoor Furniture, and in style - Classic , Country , Contemporary.

It has to be noted that 70% of the Malaysian furniture exports are made from Rubberwood (Hevea). This wood, a renewable plantation resource, is in abundant supply as Malaysia is the first producer of Rubber with 1.8 Million hectares of Hevea plantations. The rubberwood is highly versatile and attractive for making various types of furniture. Extensive R&D has got many breakthroughs in the treatment, drying and joining properties of the wood for the furniture industry.

The import of the **Wooden Furniture** in Malaysia had a steady growth from 1988 to 1996 going from about **US\$3.5 Million in 1988** to about **US\$27 Million in 1996**. Due to the economic crisis in 1997 and, at the same time to the growth of the domestic production, the import is steadily dropping since 1997 and should reach only about US\$8 Million in 1999.

The import is mainly represented by high-end classic & contemporary furniture from Europe and medium-level Dutch Colonial Style from Indonesia.

The recovery of the economic situation, now in progress, could give new breath to the import of high end furniture from Europe. This could be helped also by the reduction of the import duty on furniture and parts - from 30% previously to 10% starting from year 2000, as proposed in the Budget 2000

High-end furniture market is still imported from Italy, Spain, England, USA and Australia. These importers, usually the retailers themselves, travel regularly to Europe & other parts of the world to attend exhibitions & fairs and establish direct contact with furniture suppliers worldwide.

This explain why they are quite reluctant to supply detailed information about the market and do not show much enthusiasm to meet new suppliers.

1.2.2 Wood Working Machinery

The total market for the woodworking machinery in Malaysia can be estimated at about US\$500 millions in 1998, of which about 70 % is attributed to the import and 30 % to local production. The proportion of import and local production of machinery varies widely from sector to sector. There is presently no import duty for the import of woodworking machinery in Malaysia (HS code 846599000), but, a duty of 10% on the import of parts & components, plus 5 % of VAT.

Malaysia started production of machinery for this sector since about 50 years ago with technology transfer from foreign companies. Before local production started, import was mainly from Japan, such as Ishida, Hitachi, Hirota, etc., and sometimes from Taiwan & Korea.

Owing to certain disadvantages of the imported machinery (e.g. high wastage due to different way of operations, less versatile in machinery transportation), import has almost stopped. The import is further hampered by the high cost of foreign machinery compared with locally made machinery.

The local machinery, after 50 years of development and modifications, is well accepted by the local market as the equipment manufactured is easily movable/transported, and with high output (or little wastage) as the logging industry is still a highly labour dependent operations. In addition, the equipment has also been well adapted to the local tree structure.

Export of machinery in this field is still small, mainly to countries of the region like Indonesia, Thailand, etc. However, with the support of the government policy, local production for both domestic & export market should have good future perspective.

There is no local production of machinery yet in the sector of plywood and MDF and the supply is 100% imported which comes mainly from Taiwan, Japan, Germany.

Local machinery producers, until now, can only manufacture parts & components, but not the whole machinery. Many machinery producers or suppliers are making re-conditioning of used machinery from imported or local sources.

A complete range of machinery for Joining, Drilling, Boring, Planing, Sanding and Pressing is already produced in Malaysia, but import still accounts for the biggest part of the market with the main suppliers coming from Taiwan, China, Japan, Germany and Italy.

Local manufacturers and importers in this sector make up most of the member in the Malaysian Woodworking Machinery Association (MWMA). At the moment, there are 79 members, out of which 12 are producers and importers/agents of foreign machinery suppliers. In the list of the 12 local machinery manufacturers, however, there are also producers of parts and tooling for the woodworking industry (see attached list of producers).

1.2.3 Sawn Timbers, Plywood, Veneer, & Mouldings

The importance of the sector has already been outlined in the general information about wood.

The domestic market, mainly in Peninsular (West) Malaysia, remains important for the primary processed timber products where the construction sector is one of the major end-users.

Due to the economic crisis which affected Malaysia from end 97 to 99, construction sector declined by 24% in 98. In 1998, domestic consumption of sawn timbers was about 2.0 million m³ and Plywood about 357,000 m³, with a decline on 97 data of 34.2% and 34.3% respectively.

Situation of the export market for various wood and wood products is as follows :

Sawn timbers export reached 3.0 million m³ in 97 and declined to 2.7 millions m³ in 98;

Plywood export reached 3.8 million m³ in 97 and declined to 3.6 millions m³ in 98;

vener export reached 746,000 m³ in 97 and declined to 730,000 m³ in 98.

Mouldings export reached M\$782 million in 97 and declined to M\$745 millions in 98. The comparison in US\$ for moulding export would show a steeper decline due to the devaluation of the M\$ in 1998.

A wide variety of tropical wood is available in Malaysia. They include

- Heavy Hard Wood (800-1120 KG/M³ density) like Chengal, Balau, etc
- Medium Hard Wood (720-880 KG/M³ density) like Keruing, Mempening, Nyalin, etc
- Light Hard Woods (400-720 KG/M³ density) like Meranti, Ramin, Nyatoh, Rubberwood, KSK Kempas, Menkulang, Durian, etc

An **export duty** of 15 % is applied on the saw logs and veneer logs while **import duty** between 0% and 40 % are applied on the other wood products.

2. Prospective of the Malaysian market

The time is now favourable for companies that are interested to export high-end classic and designer furniture.

In fact, with the economic recovery now in progress (GDP growth of 8% in the last quarter), after two years of recession, the import of high-end furniture should pick up again, after falling about 70% in the last 2 years.

We mentioned, in our previous report, some companies who are importing and selling this kind of furniture.

All of them already established wide contacts with European / American producers and are wooed by suppliers.

They can be approached only with specific, detailed and economically interesting proposals.

Among those that we met, we suggest to contact the following importers / retailers who looked more interested in expanding their contacts.

- American Fine Furnishing
- Benze
- Shellord
- Sinma

2.1. Prospective for exporter of other Furniture & Opportunities for CM &JV

As already said in the previous pages, we do not see much chances for export of modern and occasional furniture or, in general, for all furniture that has characteristics similar to the ones already produced in Malaysia (which includes some good quality furniture).

In this sector, the Italian/Spanish companies should look instead for opportunities in contract manufacturing (CM), J/V or local production.

The possibilities in this field are quite wide and we are sorry that, due to time constraints, we had the possibility to touch only the surface of this sector.

2.2. Purchase

In our view, there should be also good opportunities in the purchasing of wood mouldings, furniture parts, door frames from Malaysia.

But, in this sector, the direct evaluation of quality/price by the interested companies is necessary. The same is valid for sawn Timbers, Plywood, Veneer, ParticleBoard etc.

We have listed in our report the companies that we interviewed and gave also some idea of the prices. This can be the starting point for a more accurate evaluation.

2.3. Woodworking Machinery

We have noticed, in the field of the woodworking machinery, a general interest of the companies interviewed to establish contacts with new suppliers for import / distribution of machinery and possible joint-venture to produce parts or assemble machinery in Malaysia. All the companies have technical expertise for supplying technical assistance.

2.4. Development of Further Contacts

In order to get a first hand overview of the furniture market, we suggest to all Italian and Spanish companies participating in this project to attend the MIFF (Malaysian International Furniture Fair) to be held in Kuala Lumpur from **7 to 11 of March 2000**. This will offer them a good opportunity to meet, in a short time, most of the main companies active in the furniture/woodworking Market in Malaysia

3. FOLLOW UP PROPOSALS

3.1 Classic and modern furniture

Despite the recent economic downturn (97-99), the export of Malaysian furniture continued to grow, and the export of wooden furniture alone increased by about 30% in 1998 and should increase by another 10% in 1999 reaching almost US\$1 Billion.

On the contrary, as a consequence of the Asian financial crisis, the Malaysian imports of furniture decreased from RM 262 million in 1996 to RM 121 million in 1998 (approx. -55%),. The Malaysian consumers are now more direct to the local and cheaper production rather than to the European high quality products. At the moment, the majority of the imported furniture in Malaysia is represented by low quality products from Indonesia and Myanmar.

However, in consideration of the last signals of economic recovery, the time is now favourable for companies that are interested to export high-end classic and designer furniture.

In Malaysia, some companies are starting to import again and selling this kind of furniture. The majority of those company have established wide contacts with European / American producers and are wooed by suppliers.

They can be approached only with specific, detailed and economically interesting proposals.

Among those that we met, we suggest to contact the following importers / retailers who looked more interested in expanding their contacts.

- American Fine Furnishing
- Benze
- Shellord
- Sinma

The situation is not the same for the companies engaged in the commercialisation of modern furniture. As already said in the report, we do not see much chances for export of modern and occasional furniture or, in general, for all furniture that has characteristics similar to the ones already produced in Malaysia (which includes some good quality furniture). At the moment, the market of modern furniture is satisfied by the products of the local companies or by the low quality furniture produced in the neighbouring Countries. **In this sector, the Italian/Spanish**

companies should look instead for opportunities in contract manufacturing (CM), J/V or local production.

The Malaysian market shows good opportunities in the purchasing of wood mouldings, furniture parts, door frames from Malaysia. But, in this sector, the direct evaluation of quality/price by the interested companies is necessary. For this reason we suggest to directly contact all the exporter companies listed in our report and send them specific requests about the following points:

- the main technical features of the products interested
- The available volumes
- the prices of those products

3.2 Sawn Timbers, Plywood, Veneer, & Mouldings

The domestic market of sawn timbers, plywood, veneer, & mouldings remains important for the primary processed timber products where the construction sector is one of the major end-users. A wide variety of tropical wood is available in Malaysia. They include heavy hard woods (Chengal, Balau, etc); medium hard woods (Keruing, Mempening, Nyalin, etc) and light hard woods (Meranti, Ramin, Nyatoh, Rubberwood, KSK Kempas, Menkulang, Durian, etc)

Due to the economic crisis which affected Malaysia, domestic consumption declined from end 97 to 99. In the same period the export also declined in consideration of the weakness of the traditional markets (Japan, Korea, etc.). The decreasing of logging activities, is also in line with the Government's conservation policy of forestry resources and commitment to "ITTO Year 2000 Objective" of sustainable forest management.

The local operators in the wood markets reveals some difficulties in the export in Europe of timbers and the related products, which have their main markets in Asia. However, the most interesting products for the needs of the European companies seems to be meranti and ramin, two of the timbers mainly used in the building sector.

The direct evaluation of quality/price by the interested companies is necessary. For this reason we suggest a direct contact all the exporter companies listed in our report and send them specific requests about the main technical features of the products interested; the available volumes in relation to the different period of the year (dry season and monsoon season); the prices of the products that may be different in consideration of the different period of the year.

3.3 Wood Working Machinery

The local market of wood working machinery presents the following features:

- The total market for the woodworking machinery in Malaysia can be estimated at about US\$500 millions in 1998, of which about 70 % is attributed to the import and 30 % to local production.
- Many of the machines use by the Malaysian manufacturers were imported from Taiwan and have been in used for a long time.
- The machinery locally manufactured are not meeting the needs of wood industry.

However, the Malaysian imports of wood working machinery decreased from RM 962 million in 1996 to RM 671 million in 1998 (approx. -30%), as a consequence of the Asian financial crisis. In consideration of the needs of the local industry of updated technology and of the recovery in 1999 of the main Asian economies, including Malaysia, it is forecast a growth of the demand of wood working machinery for year 2000 and beyond.

We have noticed, in the field of the woodworking machinery, a general interest of the companies interviewed to establish contacts with new suppliers for import and/or distribution of machinery and possible joint-venture to produce parts or assemble machinery in Malaysia. All the companies have technical expertise for supplying technical assistance.

On the whole, we suggest the European companies to develop the relations with the Malaysian companies contacted during the research also considering that one of the winning feature of a firm interested in entering in Malaysian market is to assure a well organised post sales services and to assure a rapid service of technical assistance.

3.4 MIFF

In order to get a first hand overview of the furniture market, we suggest to all Italian and Spanish companies participating in this project to attend the MIFF (Malaysian International Furniture Fair) to be held in Kuala Lumpur from **7 to 11 of March 2000**. This will offer them a good opportunity to meet, in a short time, most of the main companies active in the furniture/woodworking Market in Malaysia.

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D - ANNEXES

Annex 1: summarising figures

Malaysian wood based industry	
▪ Companies in production	536 companies
▪ Employment	106.802 persons
▪ Capital investment	5.118,6 mil. RM.
▪ % Share of GDP	4% (2.124 RM.)
▪ % Share of manufacturing workforce	12,1%
▪ % Share of manufacturing output	4,7%

Export Value		
<i>Year</i>	<i>Value (RM. mil.)</i>	<i>% Change</i>
▪ 1998	14.589,5	-
▪ 1997	15.081,0	-3.3

Main Exports		
<i>Year</i>	<i>Value (RM. mil.)</i>	<i>% Manufacturing Exports</i>
▪ Plywood	3.677,6	1.6
▪ Furniture and components	3.509,6	1.5

▪ Sawn Timber	2.693,6	1.2
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3 Major Export Destinations in 1998		
▪ Japan		
▪ USA		
▪ Hong Kong		

Import Value		
<i>Year</i>	<i>Value (RM. mil.)</i>	<i>% Change</i>
▪ 1998	711.7	-
▪ 1997	621.7	14.5

Main Imports		
<i>Year</i>	<i>Value (RM. mil.)</i>	<i>% Manufacturing Imports</i>
▪ Sawn Timber	238.2	0.11
▪ Furniture and components	121.4	0.06
▪ Veneer	106.9	0.05

3 Major Import Origins in 1998

- | |
|-------------|
| ▪ Indonesia |
| ▪ USA |
| ▪ Myanmar |

Annex 2: trade with Italy

EXPORT ITALIANO IN MALAYSIA - 1998		
	<i>MIGLIAIA DI LIT.</i>	<i>KG</i>
Legname semilavorato		
▪ Legno in stecche, liste e simili	75.040	610
* Segati – latifoglie temperate – faggio m ³	13.151	17.000
▪ Segati – latifoglie temperate – legni vari m ³	47.899	11.012
Totale legname semilavorato	136.090	28.622
Mobili		
▪ Camere da letto in legno	107.377	2534
▪ Cucine in legno	10.705	460
▪ Imbottiti	1.455.894	52.945
▪ Letti in metallo	64.186	1.500
▪ Mobili per medicina e altri usi specialistici	45.060	2.568
▪ Parti di mobili	336.573	20.485
▪ Sale da pranzo e soggiorni in legno	916.857	36.234
▪ Sedute	152.936	5.943
▪ Uffici	473.263	24.096
▪ Vari	1.689.633	77.746
Totali mobili	5.252.484	224.301
Prodotti arredo		
▪ Apparecchi per l'illuminazione	3.507.942	183.829
Totale Prodotti arredo	3.507.942	183.829
Prodotti finiti in legno (esclusi mobili)		
▪ Cornici	2.261	20
▪ Legno intarsiato e oggetti ornamentali	18.072	257
▪ Pavimenti in legno m ³	5.269	290
▪ Prodotti in legno per l'edilizia	100.053	29.030
▪ Vari	218.194	26.511
Totale prodotti finiti in legno (esclusi mobili)	344.209	56.108
▪ Prodotti semifiniti in legno		
▪ Legno compensato ed impiallicciato – vari m ³	96.648	5.002

▪ Pannelli di fibra – HDF m ²	50.720	42.500
▪ Pannelli di fibra – MDF m ²	204.192	142.600
▪ Profilati – altro	53.615	6.933
Totale prodotti semifiniti in legno	405.175	197.035
TOTALE	9.195.900	698.895

IMPORT ITALIANO DALLA MALAYSIA - 1998		
	<i>MIGLIAIA DI LIT.</i>	<i>KG</i>
Legname grezzo		
▪ Carbone di legna	246.344	409.167
* Tronche squadrati – latifoglie – vari m ³	122.757	91.055
Totale legname grezzo	369.101	500.222
Legname semilavorato		
▪ Legno in stecche, liste e simili	14.244	1.500
▪ Segati – conifere – legni vari m ³	58.290	38.222
▪ Segati – latifoglie temperati – faggio m ³	25.603	7.999
▪ Segati – latifoglie temperati – legni vari m ³	3.745.433	2.804.681
▪ Segati – latifoglie tropicali - azobè m ³	61.512	45.539
▪ Segati – latifoglie tropicali – legni asiatici m ³	11.502.042	8.035.505
▪ Segati – latifoglie tropicali – legni vari m ³	23.568.508	13.085.394
Totale legname semilavorato	39.025.632	24.036.840
Mobili		
▪ Cucine in legno	1.398	342
▪ Letti in metallo	121.740	28.146
▪ Parti di mobili	150.960	41.250
▪ Sale da pranzo e soggiorni in legno	147.161	40.117
▪ Sedute	635.409	122.962
▪ Vari	971.108	243.459
Totale mobili	2.027.776	476.276
Prodotti di arredo		
▪ Apparecchi per l'illuminazione	24.432	109
Totale prodotti di arredo	24.432	109
Prodotti finiti di legno (esclusi i mobili)		
▪ Cornici	1.489	1.184
▪ Legno intarsiato e oggetti ornamentali	84.281	60.301
▪ Pallets	67.300	40.305
▪ Pavimenti di legno m ²	421.846	226.167
▪ Porte di legno e telai	1.910.032	444.052

▪ Prodotti in legno per l'edilizia	2.158.847	1.098.210
▪ Vari	67.888	16.109
Totale prodotti finiti di legno	4.711.683	1.886.328
Prodotti semifiniti di legno		
▪ Legno addensato m ³	2.365.290	1.240.144
▪ Legno compensato e impiallicciato – compensato m ³	1.006.432	578.212
▪ Legno compensato e impiallicciato – listarelle m ³	20.392	24.500
▪ Pannelli di fibra – MDF m ²	26.716	54.460
▪ Pannelli trucilari – altri m ³	7.754	15.600
▪ Profilati – altro	3.416.668	1.401.991
▪ Profilati – liste e modanature – altro	415.071	186.854
▪ Tranciati	100.557	42.475
Totale prodotti semifiniti di legno	7.358	3.544.416
TOTALE	53.517.504	30.444.191

Annex 3: list of Malaysian furniture producers by type of product

<i>Casual Furniture</i>	
1. Airegold Sdn Bhd	2. Alpha Control Sdn Bhd
3. Brisk Force (M) Sdn. Bhd	4. Chip Hong Furniture
5. Classic Creation Office System Sdn. Bhd	6. Hexacove Sdn Bhd
7. Hing Fuat Furniture	8. Home world Group Sdn Bhd
9. Itachi Jaya Sdn Bhd	10. Maszma Marketing
11. Siewfatt Sdn Bhd	12. Furniture Sdn. Bhd
13. Yeo Aik Wood Sdn. Bhd	
<i>Cabinets</i>	
1. A & M Pte Ltd	2. Ace (MA) Furniture Sdn. Bhd
3. ACMI	4. AF Art Fibre Sdn. Bhd
5. Ah Hai Industries Sdn. Bhd	6. Alian Trading Sdn. Bhd
7. Anali Sdn. Bhd	8. Asahi Mokuzai (M) Sdn. Bhd
9. Asahi Wood Processing Co., Ltd	10. Astro Furniture Sdn Bhd
11. Banlin Furniture (M) Sdn Bhd	12. BJ Cabinet Enterprise
13. Changi Industries Sdn. Bhd	14. Chuan Heng Furniture Sdn Bhd
15. Chuang Xin Metal & Wood Industry Sdn. Bhd	16. Classic Creation Office System Sdn. Bhd
17. CT Haup Heng Sdn. Bhd	18. CX Office System
19. Decorwell Furniture	20. Decotrim Sdn. Bhd
21. Ebac Kitchen System Sdn. Bhd	22. EF Furniture Sdn. Bhd
23. Eng Lian Huat Furniture Marketing	24. Euro Dexon Sdn. Bhd
25. Euroflex Furniture Marketing Sdn. Bhd	26. Fair Production Sdn. Bhd
27. Favourite Design Sdn. Bhd	28. Fiori (Malaysia) Sdn. Bhd
29. Fuwara Sdn. Bhd	30. Garly Equipment marketing Sdn. Bhd
31. GHH Industries (M) Sdn. Bhd	32. Godrej (Malaysia) Sdn. Bhd
33. Golden Hill Trading	34. Goldphax Sdn. Bhd
35. H.K. Marketing Sdn. Bhd	36. Hentzwood Resources Sdn. Bhd
37. Hing Fuat Furniture	38. Home Best Furniture Corporation Sdn. Bhd
39. Ikatan Usaha Sdn. Bhd	40. Inyaco Furniture Industry Sdn. Bhd
41. Jemaramas Jaya Sdn. Bhd	42. Kenson Furniture
43. Kimyee Furniture Sdn Bhd	44. Kinheng Furniture Sdn. Bhd
45. Lang & General Sdn. Bhd	46. Lang Furniture (Selangor) Sdn. Bhd
47. Lian Guan Furniture Trading	48. Lian Hoo Sdn. Bhd
49. Lii Hen Furnitures Sdn. Bhd	50. Lion Fichet Sdn. Bhd
51. Lion Seating Sdn. Bhd	52. Lion Steelworks
53. Lion Trading & Marketing Sdn. Bhd	54. LP Furniture World Sdn. Bhd
55. LY Furniture Sdn Bhd	56. Maszma Marketing
57. Mayteck Kilang Kayu & Perabut Sdn. Bhd	58. Modern Wood Sdn. Bhd
59. MOEM Holdings Sdn. Bhd	60. Nian Aik Sdn. Bhd

61. Novel Furniture Sdn. Bhd	62. Regajaya Furniture Sdn. Bhd
63. Sagasteel Equipment Sdn Bhd	64. Senjaya Trading Sdn. Bhd
65. Siew Fatt Sdn. Bhd	66. Sin Heng Furniture Industries Sdn. Bhd
67. Sinma Furnishing Sdn. Bhd	68. SJY Design & Contracts Sdn. Bhd
69. SJY Furniture (M) Sdn. Bhd	70. SJY Kitchen Sdn. Bhd
71. SJY Sanitary Sdn. Bhd	72. Sterling Equipment Sdn. Bhd
73. Syarikat Lian Ping Enterprise Sdn. Bhd	74. Syarikat Piau Chez Furniture
75. Tak Weng Fatt Enterprise	76. Tan Trading Co
77. TKT Enterprise	78. Top Range Product (M) Sdn. Bhd
79. U-Chuan Furniture Trading Sdn. Bhd	80. UnicoSteel Marketing Sdn Bhd
81. V.S. Furniture Sdn. Bhd	82. Versalink Marketing Sdn. Bhd
83. Victory Furniture	84. Vision Worth Sdn. Bhd
85. Wen Tuck Manufacturing	86. Wen Tuck Trading
87. Wilfurn (M) Sdn. Bhd	88. Woodtech Enterprise
89. Wyser Furniture Sdn. Bhd	90. YC Metal Sdn. Bhd
91. Yeo Aik Wood Sdn. Bhd	92. Zenith Woodbuilt Sdn. Bhd
<u>Chairs</u>	
1. Aik Chee Furniture	2. Airegold Sdn Bhd
3. Anali Sdn. Bhd	4. APM Irwin Seating Sdn. Bhd
5. Argason Sdn. Bhd	6. Artsystem (M) Sdn. Bhd
7. Asahi Mokuzai (M) Sdn. Bhd	8. Asahi Wood Processing Co., Ltd
9. Ban Heng Furniture	10. Blue Power Furniture Industry Sdn. Bhd
11. Blue Power Sdn. Bhd	12. Brisk Force (M) Sdn. Bhd
13. Cascadia Home Product (Asia) Ltd	14. Changi Industries Sdn. Bhd
15. Chee Ngee Huat Canewood Ind. Sdn. Bhd	16. Chernyen Industries Sdn Bhd
17. Chin Lee Trading	18. Chip Hong Furniture
19. Citichair Sdn. Bhd	20. Classic Creation Office System Sdn. Bhd
21. Corcorde Furniture Industries Sdn. Bhd	22. CT Haup Heng Sdn. Bhd
23. D'Rax Corporation Sdn. Bhd	24. Decotrim Sdn. Bhd
25. Detel Design	26. Dragon Furniture (M) Sdn. Bhd
27. Dream-Mate Furniture MFG (M) Sdn. Bhd	28. EF Furniture Sdn. Bhd
29. Epidote Sdn. Bhd	30. Ergonomic Marketing Sdn. Bhd
31. Euro Chair	32. Euroflex Furniture Marketing Sdn. Bhd
33. Everhome Holdings (M) Berhad	34. Everhome Holdings (M) Sdn. Bhd
35. Favourite Design Sdn. Bhd	36. Feng Yuan Industries Sdn. Bhd
37. Fiori (Malaysia) Sdn. Bhd	38. Flexline Furniture Industries Sdn. Bhd
39. Footat Sdn. Bhd	40. G.C.F. Marketing Sdn. Bhd
41. GCT Wood Industries Sdn. Bhd	42. GHH Industries (M) Sdn. Bhd
43. Global Chairs System Marketing	44. Gold Breeze Corporation Sdn. Bhd
45. Golden Hill Trading	46. Green River Wood & Lumber Mfg. Sdn. Bhd
47. GUG Marketing (M) Sdn. Bhd	48. Guppy Platic Industry Sdn. Bhd
49. H.K. Marketing Sdn. Bhd	50. Hasro Sdn Bhd
51. Heng Huat Trading Sdn. Bhd	52. Hentzwood Resources Sdn. Bhd

53. Hing Fuat Furniture	54. Home Best Furniture Corporation Sdn. Bhd
55. Home Road Industries (M) Sdn. Bhd	56. Home Upholstery Industries Sdn. Bhd
57. Hume Furniture Industries Sdn. Bhd	58. Hup Tai Trading
59. Hwi Chuan Enterprise Sdn. Bhd	60. Ikatan Usaha Sdn. Bhd
61. Ilham Delta Sdn. Bhd	62. Imei Furniture Industries Sdn. Bhd
63. Intersit Industries (M) Sdn. Bhd	64. Inventio Design Sdn. Bhd
65. Inyaco Furniture Industry Sdn. Bhd	66. Jemaramas Jaya Sdn. Bhd
67. Jolly Wood Sdn Bhd	68. Key Asset Sdn Bhd
69. Kimtar Enterprise	70. Kok Hin Cushion Maker
71. Kok Hin Cushion Maker	72. KYM Furniture Enterprise
73. Lang & General Sdn. Bhd	74. Lang Furniture (Selangor) Sdn. Bhd
75. Latitude Tree Furniture Sdn Bhd	76. Lian Hoo Sdn. Bhd
77. Lii Hen Furnitures Sdn. Bhd	78. Limcoco Furniture Trading Sdn. Bhd
79. Lion Fichet Sdn. Bhd	80. Lion Seating Sdn. Bhd.
81. Lion Steelworks	82. Lion Trading & Marketing Sdn. Bhd
83. Lotus Chair Sdn. Bhd	84. LP Furniture World Sdn. Bhd
85. Luan Fatt Industries Sdn. Bhd	86. Luxabuilt Sdn. Bhd
87. M&F Furnitech Industries (Export) Sdn. Bhd	88. Malpro Industri Sdn. Bhd
89. Marcoco Sdn Bhd	90. Maszma Marketing
91. Maxigator Sdn. Bhd	92. Maylite (M) Sdn Bhd
93. Mayteck Kilang Kayu & Perabut Sdn. Bhd	94. Modern Wood Sdn. Bhd
95. Muar Hardboards Sdn. Bhd	96. Muar Industries Sdn. Bhd.
97. N.R.T Asia Ltd. (China) AOA Industries (M) Sdn. Bhd	98. Nakaten (M) Sdn Bhd
99. Nian Aik Foam Sdn. Bhd	100.Nian Aik Sdn. Bhd
101.Nipun Furniture Industries Sdn Bhd	102.NRT Cascadia Home Products Sdn. Bhd
103.Pancon Industries Marketing Sdn. Bhd	104.Pelly Furniture Trading Sdn. Bhd
105.Pipesway Furniture Sdn. Bhd	106.Pollycane Industries Sdn. Bhd
107.Prima Decor Sdn. Bhd	108.Prima Exports Corporation Sdn. Bhd
109.Prima Furniture Manufacturer Sdn. Bhd	110.Procasa Seating System Trading
111.Quality Coat Holdings Berhad	112.Rinaat Cane Sdn. Bhd
113.Rossi Designs Marketing Sdn. Bhd	114.S.G.G. Furniture Marketing Sdn Bhd
115.SBS Exporters Sdn. Bhd	116.Senjaya Trading Sdn. Bhd
117.Siewfatt Sdn Bhd	118.Sin Chen Hin Industries Sdn. Bhd
119.Sinma Furnishing Sdn. Bhd	120.SJY Design & Contracts Sdn. Bhd
121.SJY Furniture (M) Sdn. Bhd	122.Skyline Furniture Sdn. Bhd
123.Smooth Star Enterprise (M) Sdn. Bhd	124.Southern Fortune Industries
125.Splendid Direction Sdn. Bhd	126.Standard Office Chair System
127.Sterling Equipment Equipment Sdn. Bhd	128.Sunlehart Sdn. Bhd
129.Swefurn (Malaysia) Sdn. Bhd	130.Syarikat Lian Ping Enterprise Sdn. Bhd
131.Syarikat Teong Sheng Sdn. Bhd	132.Tan Trading Co
133.Tanali Furniture Industries	134.Tat Sang Sdn. Bhd
135.Tawei (M) Sdn. Bhd	136.Teakli Furniture Sdn. Bhd
137.Three V Group	138.TKT Enterprise

139. Tomta Corporation Sdn. Bhd	140. True Attempt Sdn. Bhd
141. Unique Range Furniture Sdn. Bhd	142. Up-Trend Chair Line
143. Versalink Marketing Sdn. Bhd	144. Watar Furniture Industries Sdn. Bhd
145. Wee Tat Furniture Industries Sdn. Bhd	146. YC Chair System Sdn. Bhd
147. YC Metal Sdn. Bhd	148. Yee Guan Furniture Industries Sdn. Bhd
149. Yeo Aik Wood Sdn. Bhd	150. Zik Yik Sofa
<u>Bedrooms</u>	
1. Aces Furnishing Design Sdn. Bhd.	2. Aik Hong Guan Furniture Trading Co
3. Almeco Designer Furniture Sdn Bhd	4. Alpha Control Sdn Bhd
5. Anali Sdn. Bhd.	6. Banlin Furniture (M) Sdn Bhd
7. Cascadia Home Product (Asia) Ltd	8. Chin Huat Furniture Manufacturers Sdn Bhd
9. Chuan Heng Furniture Sdn Bhd	10. Classic Creation Office System Sdn. Bhd.
11. D'Rax Corporation Sdn. Bhd.	12. Decorwell Furniture
13. Decotrim Sdn. Bhd.	14. Dream-Mate Furniture MFG (M) Sdn. Bhd.
15. Durafill Industries Sdn. Bhd.	16. Dynamic Cane Furnishing
17. Eco. Collection Sdn. Bhd.	18. EM Furniture Manufacturer Sdn. Bhd.
19. Eng Lian Huat Furniture Marketing	20. Euro Sun Sdn. Bhd.
21. Everhome Holdings (M) Berhad	22. Far East Foam Industries Sdn Bhd
23. Flexline Furniture Industries Sdn. Bhd.	24. Ga Yee Furniture Sdn Bhd
25. Gay Khim Furniture Trading Sdn Bhd	26. GHH Industries (M) Sdn. Bhd.
27. Godrej (Malaysia) Sdn. Bhd.	28. H.K. Marketing Sdn. Bhd.
29. Heng Huat Furniture Sdn. Bhd.	30. Heng Huat Industries
31. Hentzwood Resources Sdn. Bhd.	32. Hexacove Sdn Bhd
33. Hing Fuat Furniture	34. Home World Group Sdn. Bhd.
35. Homecare Furniture & Decoration Sdn. Bhd.	36. Hot Colour Furniture Sdn. Bhd.
37. Hotline Furniture Berhad	38. Hotline Home Center Sdn Bhd
39. Hotline Panel Products Sdn Bhd	40. Ikatan Usaha Sdn. Bhd.
41. Itachi Jaya Sdn Bhd	42. Ka Ya Furniture Sdn. Bhd.
43. Kenson Furniture	44. Kimyee Furniture Sdn Bhd
45. King Koil Corporation (M) Sdn. Bhd.	46. Len Cheong Furniture Sdn. Bhd.
47. Lian Hoo Sdn. Bhd.	48. Livin (M) Sdn. Bhd.
49. LP Furniture World Sdn. Bhd.	50. LS Furniture Trading Sdn Bhd
51. Luxabuilt Sdn. Bhd.	52. LY Furniture Sdn. Bhd.
53. M.O.E Furniture Industries (M) Sdn. Bhd.	54. Marcoco Sdn Bhd
55. Maszma Marketing	56. Miwata Industries Sdn. Bhd.
57. Modern Wood Sdn. Bhd.	58. N.R.T Asia Ltd. (HK) Nian Aik Foam Sdn. Bhd.
59. Nipun Furniture Industries Sdn Bhd	60. Novel Furniture Sdn. Bhd.
61. NRT Cascadia Home Products Sdn. Bhd.	62. O.B Furniture Industry Sdn. Bhd.
63. Parkwell Furniture Trading	64. Perindustrian Perabot Anda Sdn. Bhd.
65. Pipesway Furniture Sdn Bhd	66. Prima Decor Sdn. Bhd.
67. Prima Exports Corporation Sdn. Bhd.	68. Prima Furniture Manufacturer Sdn. Bhd.

69. Royaparcel Metal Furniture (M) Sdn. Bhd.	70. See Hai Enterprise Sdn. Bhd.
71. See Hai Trading	72. Senjaya Trading Sdn. Bhd.
73. Sense Superstore Sdn. Bhd.	74. Sern Kou Furniture Industries Sdn. Bhd.
75. Sin Hup Seng Sawmill Sdn. Bhd.	76. Sinma Furnishing Sdn. Bhd.
77. SJY Design & Contracts Sdn. Bhd.	78. SJY Furniture (M) Sdn. Bhd.
79. Skyline Furniture Sdn. Bhd.	80. Southern Furniture Group
81. Southern Furniture Overseas Trading Sdn. Bhd.	82. Southern Furniture Sdn. Bhd.
83. Syarikat Lian Ping Enterprise Sdn. Bhd.	84. Syarikat Teong Sheng Sdn Bhd
85. Tak Weng Fatt Enterprise	86. Teck Seng Industrial
87. Teong Sheng Industries Sdn Bhd	88. Three V Group
89. Top Range Product (M) Sdn. Bhd.	90. Tubeway Corporation Sdn. Bhd.
91. U-Chuan Furniture Trading Sdn. Bhd.	92. V.S. Furniture Sdn. Bhd.
93. Vast Manufacturing Sdn. Bhd.	94. Ve Surpass Frame (M) Sdn. Bhd.
95. Victory Industries (M) Sdn. Bhd.	96. Virtual Couch Industries Sdn Bhd
97. Vision Worth Sdn Bhd	98. Weixin Furniture Industries Sdn Bhd
99. Wen Tuck Manufacturing	100. Wen Tuck Trading
101. Woodlandor Wood Products Sdn Bhd	102. Wyser Furniture Sdn. Bhd.
<u>Dining Furniture</u>	
1. A & M Pte Ltd	2. Aik Chee Furniture
3. Airegold Sdn Bhd	4. Almeco Designer Furniture Sdn Bhd
5. Anali Sdn. Bhd.	6. Asahi Mokuzai (M) Sdn. Bhd
7. Asahi Wood Processing Co., Ltd.	8. Banhong Furniture Industries Sdn. Bhd.
9. Brisk Force (M) Sdn. Bhd.	10. Cascadia Home Product (Asia) Ltd
11. Changi Industries Sdn. Bhd.	12. Chee Ngee Huat Canewood Ind. Sdn. Bhd.
13. Chin Huat Furniture Manufacturers Sdn Bhd	14. Chip Hong Furniture
15. Concorde Furniture Industries Sdn. Bhd.	16. CT Haup Heng Sdn. Bhd.
17. Decotrim Sdn. Bhd.	18. Dragon Furniture (M) Sdn. Bhd.
19. Dream-Mate Furniture MFG (M) Sdn. Bhd.	20. DST Industries Sdn. Bhd.
21. Durafill Industries Sdn. Bhd.	22. Dynamic Cane Furnishing
23. EF Furniture Sdn. Bhd.	24. Everhome Holdings (M) Berhad
25. Feng Yuan Industries Sdn. Bhd.	26. Fiori (Malaysia) Sdn. Bhd.
27. Flexline Furniture Industries Sdn. Bhd.	28. Furn-Line Industries Sdn. Bhd.
29. G.C.F. Marketing Sdn. Bhd.	30. Ga Yee Furniture Sdn Bhd
31. Gay Khim Furniture Trading Sdn Bhd	32. GCT Wood Industries Sdn. Bhd.
33. GHH Industries (M) Sdn. Bhd.	34. Gold Breeze Corporation Sdn. Bhd.
35. Gold Stone Arts Sdn. Bhd.	36. Green River Wood & Lumber Mfg. Sdn. Bhd.
37. GUG Marketing (M) Sdn. Bhd.	38. Hentzwood Resources Sdn. Bhd.
39. Hing Fuat Furniture	40. Home Best Furniture Corporation Sdn. Bhd.
41. Home World Group Sdn. Bhd.	42. Homecare Furniture & Decoration Sdn. Bhd.
43. Hot Colour Furniture Sdn. Bhd.	44. Hotline Furniture Berhad
45. Hotline Home Center Sdn Bhd	46. Hotline Panel Products Sdn Bhd

47. Hume Furniture Industries Sdn Bhd	48. Hwi Chuan Enterprise Sdn. Bhd.
49. Ikatan Usaha Sdn. Bhd.	50. Imei Furniture Industries Sdn. Bhd.
51. Jolly Wood Sdn Bhd	52. Ka Ya Furniture Sdn. Bhd.
53. Kuolin Enterprise Sdn. Bhd.	54. Lang & General Sdn. Bhd.
55. Lang Furniture (Selangor) Sdn. Bhd.	56. Len Cheong Furniture Sdn. Bhd.
57. Li Thye Cane Industries	58. Lian Hoo Sdn. Bhd.
59. Lii Hen Furnitures Sdn. Bhd.	60. Limcoco Furniture Trading Sdn. Bhd.
61. Livin (M) Sdn. Bhd.	62. LP Furniture World Sdn. Bhd.
63. Luxabuilt Sdn. Bhd.	64. LY Furniture Sdn. Bhd.
65. Marcoco Sdn Bhd	66. Maszma Marketing
67. Maxigator Sdn. Bhd.	68. Mayteck Kilang Kayu & Perabut Sdn. Bhd.
69. Miwata Industries Sdn. Bhd.	70. Modern Wood Sdn. Bhd.
71. Muar Hardboards Sdn. Bhd.	72. Muar Industries Sdn. Bhd.
73. N.R.T Asia Ltd. (HK) Latitude Tree Furniture Sdn. Bhd.	74. Nanjing Miwata Furniture Co. Ltd(China)
75. Nian Aik Sdn. Bhd.	76. Nipun Motor Part (M) Sdn. Bhd.
77. NRT Cascadia Home Products Sdn. Bhd.	78. O.B Furniture Industry Sdn. Bhd.
79. Perindustrian Perabot Anda Sdn. Bhd.	80. Pipesway Furniture Sdn. Bhd.
81. Pollycane Industries Sdn. Bhd.	82. Poretat Industries Sdn. Bhd.
83. Prima Decor Sdn. Bhd.	84. Prima Exports Corporation Sdn. Bhd.
85. Prima Furniture Manufacturer Sdn. Bhd.	86. Royaparcels Metals Furniture (M) Sdn. Bhd.
87. SBS Exporters Sdn. Bhd.	88. Sen Hua Tat Industries Sdn. Bhd.
89. Senjaya Trading Sdn. Bhd.	90. Sense International Co. Ltd(Taiwan)
91. Sense Superstore Sdn. Bhd.	92. Sern Kou Furniture Industries Sdn. Bhd.
93. Siew Fatt Sdn. Bhd.	94. Sin Hup Seng Sawmill Sdn. Bhd.
95. Sinma Furnishing Sdn. Bhd.	96. SJY Design & Contracts Sdn. Bhd.
97. SJY Furniture (M) Sdn. Bhd.	98. Skyline Furniture Sdn. Bhd.
99. Smooth Star Enterprise (M) Sdn. Bhd.	100.Southern Fortune Industries
101.Southern Furniture Group	102.Southern Furniture Overseas Trading Sdn. Bhd.
103.Southern Furniture Sdn. Bhd.	104.Sunlehart Sdn. Bhd.
105.Syarikat Lian Ping Enterprise Sdn. Bhd.	106.Syarikat Teong Sheng Sdn Bhd
107.Ta Wu Wood Enterprise Sdn. Bhd.	108.Tat Sang Sdn. Bhd.
109.Tawei (M) Sdn. Bhd.	110.Teong Sheng Industries Sdn Bhd
111.Three V Group	112.Top Range Product (M) Sdn. Bhd.
113.True Attempt Sdn. Bhd.	114.Tubeway Corporation Sdn. Bhd.
115.Tubeway Trading Pte. Ltd.(Singapore)	116.United Woodwork & Construction (M) Sdn Bhd
117.Vast Manufacturing Sdn. Bhd.	118.Victory Industries (M) Sdn Bhd
119.Watar Furniture Industries Sdn. Bhd.	120.Weixin Furniture Industries Sdn Bhd
121.Wyser Furniture Sdn. Bhd.	122.Yee Guan Furniture Industries Sdn. Bhd.
123.Yeo Aik Wood Sdn. Bhd.	124.Yeu Hong Enterprise Sdn. Bhd.
125.Yeu Hong Industries Sdn. Bhd.	
<i>Doors</i>	

1. AF Art Fibre Sdn. Bhd.	2. Ah Hai Industries Sdn. Bhd.
3. Chew Sew Voon & Sons Sdn. Bhd.	4. Common Wood Products Sdn. Bhd.
5. Dragon Door Holding (M) Sdn. Bhd.	6. E.S.Ng Holding Group Of Companies
7. Euro Sun Sdn. Bhd.	8. Glory Door
9. Glory Woodworking & Trading	10. Goldphax Sdn. Bhd.
11. Icote Sdn. Bhd.	12. Jurusanwa Enterprise Sdn. Bhd.
13. Lim IP Wood Industry Sdn. Bhd.	14. Megador Marketing (M) Sdn. Bhd.
15. Nam Chong Trading Sdn. Bhd.	16. Perusahaan Perkayuan Ching Hing Sdn. Bhd.
17. PT. Kampar Jaya Indah	18. Racine Corporation Sdn. Bhd.
19. Resern Enterprise Sdn. Bhd.	20. Seng Hee Timber Industries Sdn Bhd
21. Senjaya Trading Sdn. Bhd.	22. SHS Wood Products Sdn. Bhd.
23. SJY Design & Contracts Sdn. Bhd.	24. SJY Furniture (M) Sdn. Bhd.
25. Soon Lee Crafts & Woodworking Co.	26. Syarikat Kayu Wangi Berhad
27. Top Range Product (M) Sdn. Bhd.	28. Univictory Sdn. Bhd.
29. Weng Meng Industries Sdn. Bhd.	30. Woodlandor Wood Products Sdn Bhd
31. Yong & Tee Trading	32. Yoon Sang Fibre Glass Awning
<i>Furniture Component</i>	
1. Aik Chee Furniture	2. Angkasa Jasa Sdn. Bhd.
3. Artsystem (M) Sdn. Bhd.	4. B.T.I Technology Sdn Bhd
5. Big More Enterprise Sdn. Bhd.	6. Chip Hong Furniture
7. Chun Lee Development Sdn. Bhd.	8. Chun Lee Sdn. Bhd.
9. Citichair Sdn. Bhd.	10. Classic Creation Office System Sdn. Bhd.
11. Concorde Furniture Industries Sdn. Bhd.	12. E.S.NG Holding Group Of Companies
13. Evergreen Quality Wood Products Sdn Bhd	14. Finebond Sdn. Bhd.
15. Ginmit Trading Sdn. Bhd.	16. Global Wood Industries (M) Sdn. Bhd.
17. Gold Stone Arts Sdn. Bhd.	18. Goldphax Sdn. Bhd.
19. Hsin Foong Manufacturer Sdn Bhd	20. Icote Sdn. Bhd.
21. Ikatan Chun Lee Sawmill Sdn. Bhd.	22. Ikatan Chun Lee Wood Products Sdn. Bhd.
23. Intipark Sdn. Bhd.	24. Jurusanwa Enterprise Sdn. Bhd.
25. Kai Seng Furniture Hardware Sdn Bhd	26. Kim Gay Fibre Crafting (M) Sdn. Bhd.
27. Kin Heng Timber Industries Sdn Bhd	28. King Koil Corporation (M) Sdn. Bhd.
29. Kuolin Enterprise Sdn. Bhd.	30. Lang & General Sdn. Bhd.
31. Lang Furniture (Selangor) Sdn. Bhd.	32. Maho Sdn. Bhd.
33. Maszma Marketing	34. Nakaten (M) Sdn Bhd
35. O.B Furniture Industry Sdn. Bhd.	36. Polycure (M) Sdn. Bhd.
37. Premier Woodprofile Sdn. Bhd.	38. Pro Woodworks Industries Sdn. Bhd.
39. Scanwolf Plastics Industries Sdn. Bhd.	40. Sen Hua Tat Industries Sdn. Bhd.
41. Sin Chen Hin Industries Sdn. Bhd..	42. Syarikat Daya Pengeluar SS
43. Syarikat Leng Hwa Sdn. Bhd.	44. Taishi-Tech Industries Sdn. Bhd.
45. Tatee Enterprise Sdn. Bhd.	46. Tidy Industries Sdn. Bhd.
47. Tong Lee Hardware & Timber Sdn. Bhd.	48. V-Wah Trading
49. Victory Enterprise Sdn. Bhd.	50. Weixin Furniture Industries Sdn. Bhd.
51. Weng Meng Industries Sdn. Bhd.	

<u>Furniture Trimming</u>	
1. Kai Seng Furniture Hardware (M) Sdn. Bhd.	2. Tong Lee Hardware & Timber Sdn. Bhd.
<u>Furniture-Hardware-Accessories</u>	
1. B.T.I Technology Sdn Bhd	2. Zhentai Cutters Industries Sdn. Bhd.
3. Citichair Sdn. Bhd.	4. G-Orient Enterprise Sdn. Bhd.
5. Ginmit Trading Sdn. Bhd.	6. Hsin Foong Manufacturing Sdn Bhd.
7. Kai Seng Furniture Hardware Sdn Bhd	8. Key Asset Sdn. Bhd.
9. Maylite (M) Sdn Bhd	10. Nakaten (M) Sdn. Bhd.
11. Precision Tube Product (M) Sdn. Bhd.	12. Racine Corporation Sdn Bhd
13. Resern Enterprise Sdn. Bhd.	14. Scanwolf Plastics Industries Sdn. Bhd.
15. Sin Chen Hin Industries Sdn. Bhd..	16. Tidy Industries Sdn. Bhd.
17. Tong Lee Hardware & Timber Sdn. Bhd.	18. U.D. Trading Sdn. Bhd.
19. Victory Enterprise Sdn Bhd	20. Woodlandor Wood Products Sdn Bhd
<u>Handcraft Furniture</u>	
1. Fuwara Sdn. Bhd.	2. LY Furniture Sdn. Bhd.
3. Sinma Furnishing Sdn. Bhd.	4. Tanali Furniture Industries
5. Tong Lee Hardware & Timber Sdn. Bhd.	
<u>Hotel motel furniture</u>	
1. Artsystem (M) Sdn. Bhd.	2. Classic Creation Office System Sdn. Bhd.
3. Detel Design	4. Dragon Door Holding (M) Sdn. Bhd.
5. Dynamic Sofa Enterprise	6. EM Furniture Manufacturer Sdn. Bhd.
7. Epidote Sdn. Bhd.	8. Fong Yee Sofa Sdn. Bhd.
9. Harmony Design	10. Ikatan Usaha Sdn. Bhd. Terachi Industries (M) Sdn. Bhd.
11. King Koil Corporation (M) Sdn. Bhd.	12. LCL Furniture Sdn. Bhd.
13. Lian Hoo Sdn. Bhd.	14. Lion Fichet Sdn. Bhd.
15. Lion Seating Sdn. Bhd.	16. Lion Steelworks
17. Lion Trading & Marketing Sdn. Bhd.	18. LP Furniture World Sdn. Bhd.
19. LY Furniture Sdn. Bhd.	20. M & F Furnitech Industries Sdn. Bhd.
21. M&F Furnitech Industries (Export) Sdn. Bhd.	22. Modern Wood Sdn. Bhd.
23. Nakaten (M) Sdn. Bhd.	24. Pollycane Industries Sdn. Bhd.
25. Quality Coat Holdings Berhad	26. Senjaya Trading Sdn. Bhd.
27. SHS Wood Products Sdn. Bhd.	28. Siew Fatt Sdn. Bhd.
29. Sinma Furnishing Sdn. Bhd.	30. SJY Design & Contracts Sdn. Bhd.
31. SJY Furniture (M) Sdn. Bhd.	32. SJY Kitchen Sdn. Bhd.
33. SJY Sanitary Sdn. Bhd.	34. Syarikat Lian Ping Enterprise Sdn. Bhd.
35. Tanali Furniture Industries	36. Terachi Industrial Corporation Sdn. Bhd.
37. Tong Lee Hardware & Timber Sdn. Bhd.	38. Wilfurn (M) Sdn. Bhd.
<u>Living room furniture</u>	
1. Ace (MA) Frurniture Sdn. Bhd.	2. Aces Furnishing Design Sdn. Bhd.
3. Aces Furnishing Sdn. Bhd.	4. Aik Hong Guan Furniture Trading Co Sdn.

	Bhd.
5. Airegold Sdn. Bhd.	6. Alian Trading Sdn. Bhd.
7. Almeco Designer Trading Sdn. Bhd.	8. Alpha Control Sdn. Bhd.
9. Anali Sdn. Bhd.	10. Asahi Mokuzai (M) Sdn. Bhd.
11. Asahi Wood Processing Co., Ltd.	12. Astro Furniture Sdn Bhd
13. Bestto Corporation Sdn. Bhd.	14. BJ Cabinet Enterprise
15. Brisk Force (M) Sdn. Bhd.	16. Cascadia Home Product (Asia) Ltd
17. Chai Furniture Trading	18. Chai Sofa Manufacturing
19. Chernyen Industries Sdn. Bhd.	20. Chin Huat Furniture Manufacturers Sdn. Bhd.
21. Chuan Heng Furniture	22. Chuan Heng Furniture Sdn. Bhd.
23. Classic Creation Office System Sdn. Bhd.	24. Concorde Furniture Industries Sdn. Bhd.
25. CT Haup Heng Sdn. Bhd.	26. Decorwell Furniture
27. Durafill Industries Sdn. Bhd.	28. Dynamic Cane Furnishing
29. Dynamic Sofa Enterprise	30. Eco. Collection Sdn. Bhd.
31. EF Furniture Sdn. Bhd.	32. EM Furniture Manufacturer Sdn. Bhd.
33. Fair Production Sdn. Bhd.	34. Fiori (Malaysia) Sdn. Bhd.
35. Fong Yee Sofa Sdn. Bhd.	36. Fuwara Sdn. Bhd.
37. Ga Yee Furniture Sdn. Bhd.	38. Geemarco Sofa Sdn. Bhd.
39. Golden Hope Fibreboard Sdn. Bhd.	40. Golden Hope Furniture Sdn. Bhd.
41. Golden Hope Parquet Sdn. Bhd.	42. H.K. Marketing Sdn. Bhd.
43. Harmony Design	44. Hasro Sdn. Bhd.
45. Heng Huat Trading Sdn. Bhd.	46. Heng Sofa Industries Sdn. Bhd.
47. Hexacove Sdn. Bhd.	48. Hing Fuat Furniture
49. Home Upholstery Industries Sdn. Bhd.	50. Home World Group Sdn. Bhd.
51. Homecare Furniture & Decoration Sdn. Bhd.	52. Hot Colour Furniture Sdn. Bhd.
53. Hotline Development Sdn. Bhd.	54. Hotline Furniture Berhad
55. Hotline Furniture Export Trading Sdn. Bhd. (Formerly known as Gay Khim Furniture Trading Sdn. Bhd.)	56. Hotline Furniture Manufacturers Sdn. Bhd. (Formerly known as Chin Huat Furniture Manufacturers)
57. Hotline Furniture Trading (M) Sdn. Bhd. (Formerly known as Almeco Designer Furniture Sdn. Bhd.)	58. Hotline Home Center Sdn. Bhd.
59. Hotline Panel Products Sdn. Bhd.	60. Hotline Wooden Furniture Manufacturers Sdn. Bhd. (Formerly known as Impressive Distinction)
61. Hume Furniture Industries Sdn. Bhd.	62. Hunter Douglas (Malaysia) Sdn. Bhd.
63. Hunter Douglas Manufacturing (Malaysia) Sdn. Bhd.	64. IB Design Sofa Manufacturer
65. Inyaco Furniture Industry Sdn. Bhd.	66. Isella Sofa Design Sdn. Bhd.
67. Itachi Jaya Sdn. Bhd.	68. Jolly Wood Sdn. Bhd.
69. Ka Ya Furniture Sdn. Bhd.	70. Kenson Furniture
71. Kimyee Furniture Sdn. Bhd.	72. Kok Hin Cushion Maker
73. Kok Hin Sofa Enterprise	74. L. B. Furniture Sdn. Bhd.

75. Latitude Tree Furniture Sdn. Bhd.	76. Len Cheong Furniture Sdn. Bhd.
77. Lii Hen Furnitures Sdn. Bhd.	78. Livin (M) Sdn. Bhd.
79. Lovan Industries Sdn. Bhd.	80. LS Furniture Trading Sdn. Bhd.
81. Luxabuilt Sdn. Bhd.	82. LY Furniture Sdn. Bhd.
83. Malpro Industries Sdn. Bhd.	84. Marcoco (M) Sdn. Bhd.
85. Master Sofa Industries Sdn. Bhd.	86. Master Sofa Industries Sdn. Bhd.
87. Maszma Marketing	88. Mayteck Kilang Kayu & Perabut Sdn. Bhd.
89. Miwata Industries Sdn. Bhd.	90. Modern Antique (Melaka) Sdn. Bhd.
91. N.R.T Asia Ltd. (China)	92. N.R.T Asia Ltd. (HK) Yew Hoong Sofa Products (M) Sdn. Bhd.
93. N.R.T Asia Ltd. (USA)	94. Nanjing Miwata Furniture Co. Ltd(China)
95. Nian Aik Sdn. Bhd.	96. Nian Aik Sdn. Bhd.
97. Novel Furniture Sdn. Bhd.	98. NRT Cascadia Home Products Sdn. Bhd.
99. Perindustrian Perabot Anda Sdn. Bhd.	100.Pipesway Furniture Sdn. Bhd.
101.Pollycane Industries Sdn. Bhd.	102.Prima Decor Sdn. Bhd.
103.Prima Exports Corporation Sdn. Bhd.	104.Prima Furniture Manufacturer Sdn. Bhd.
105.Rhong Khen Industries Sdn. Bhd.	106.Rinaat Cane Sdn. Bhd.
107.Rossi Designs Marketing Sdn. Bhd.	108.Senjaya Trading Sdn. Bhd.
109.Sense International Co. Ltd(Taiwan)	110.Sense Superstore Sdn. Bhd.
111.Sharks Design Enterprise Sdn. Bhd.	112.Siew Fatt Sdn. Bhd.
113.Sin Heng Furniture Industries Sdn. Bhd.	114.Sin Hup Seng Sawmill Sdn. Bhd.
115.SJY Design & Contracts Sdn. Bhd.	116.SJY Furniture (M) Sdn. Bhd.
117.SJY Kitchen Sdn. Bhd.	118.SJY Sanitary Sdn. Bhd.
119.Southern Furniture Group	120.Southern Furniture Overseas Trading Sdn. Bhd.
121.Southern Furniture Partner Mattress Sdn. Bhd.	122.Southern Furniture Sdn. Bhd.
123.Syarikat Teong Sheng Sdn. Bhd.	124.Ta Wu Wood Enterprise Sdn. Bhd.
125.Teck Seng Industrial	126.Terachi Industrial Corporation Sdn. Bhd.
127.Terachi Industries (M) Sdn. Bhd.	128.Terachi Industries (Thailand) Co. Ltd.
129.Three V Group	130.Three V Holdings Sdn. Bhd.
131.Three V Marketing Sdn. Bhd.	132.Tong Heng Leong Sdn. Bhd.
133.Tubeway Corporation Sdn. Bhd.	134.Tubeway Trading Pte. Ltd.(Singapore)
135.UnicoSteel Marketing Sdn. Bhd.	136.United Woodwork & Construction (M) Sdn. Bhd.
137.V.S. Furniture Sdn. Bhd.	138.Vast Manufacturing Sdn. Bhd.
139.Victory Furniture	140.Virtual Couch Industries Sdn. Bhd.
141.Virtual Marketing Sdn. Bhd.	142.Weixin Furniture Industries Sdn. Bhd.
143.Wen Tuck Manufacturing	144.Wen Tuck Trading
145.Wetex Furniture Mfrs. Sdn. Bhd.	146.Woodlandor Wood Products Sdn. Bhd.
147.Woodtech Enterprise	148.YB Woodwork Industry
149.Zenith Woodbuilt Sdn. Bhd.	
<i>Laminated boards</i>	
1. Ah Hai Industries Sdn. Bhd.	2. Chip Hong Furniture

3. Chun Lee Development Sdn. Bhd.	4. Chun Lee Sdn. Bhd.
5. Classic Creation Office System Sdn. Bhd.	6. Ikatan Chun Lee Sawmill Sdn. Bhd.
7. Ikatan Chun Lee Wood Products Sdn. Bhd.	8. Kin Heng Timber Industries Sdn. Bhd.
9. Muar Hardboards Sdn. Bhd. Woodlandor Wood Products Sdn. Bhd.	10. Terachi Industrial Corporation Sdn. Bhd.
11. Terachi Industries (M) Sdn. Bhd.	12. Terachi Industries (Thailand) Co. Ltd.
13. Victory Enterprise Sdn. Bhd.	
<i>Leather furniture</i>	
1. Aces Furnishing Design Sdn. Bhd.	2. Anali Sdn. Bhd.
3. Arch Design Sofa (M) Sdn. Bhd.	4. Bestto Corporation Sdn. Bhd.
5. Casa Salotti Manufacturer Sdn. Bhd.	6. Casarredo Manufacturing Sdn. Bhd.
7. Chai Furniture Trading	8. Chai Sofa Manufacturing
9. Chernyen Industries Sdn. Bhd.	10. Diamond Furnishing
11. Fong Yee Sofa Sdn. Bhd.	12. G & C Sofa Industries
13. G&C Furniture Industries	14. Geemarco Sofa Sdn. Bhd.
15. Guan Chee Furniture Trading Sdn. Bhd.	16. Heng Huat Trading Sdn. Bhd.
17. Heng Sofa Industries Sdn. Bhd.	18. Hexacove Sdn. Bhd.
19. Hing Fuat Furniture	20. Home Upholstery Industries Sdn. Bhd.
21. Home World Group Sdn. Bhd.	22. Hwi Chuan Enterprise Sdn Bhd
23. IB Design Sofa Manufacturer	24. Isella Sofa Design Sdn. Bhd.
25. Ka Ya Furniture Sdn. Bhd.	26. Kim Heng Industries Sdn. Bhd.
27. Kimmark (M) Sdn. Bhd.	28. Kok Hin Sofa Enterprise
29. Len Cheong Furniture Sdn. Bhd.	30. Limcoco Furniture Trading Sdn. Bhd.
31. Livin (M) Sdn. Bhd.	32. Luxabuilt Sdn. Bhd.
33. Master Sofa Industries Sdn. Bhd.	34. Maszma Marketing
35. Nian Aik Sdn. Bhd.	36. Prima Decor Sdn. Bhd.
37. Prima Exports Corporation Sdn. Bhd.	38. Prima Furniture Manufacturer Sdn. Bhd.
39. Rigidtex Sdn. Bhd.	40. Rossi Design Marketing Sdn. Bhd.
41. Safari Chairs System Sdn. Bhd.	42. Scientex Aidiros Sdn. Bhd.
43. Scientex Incorporated Bhd	44. Scientex Trading Sdn. Bhd.
45. Scientex Wonpoong (M) Sdn. Bhd.	46. Sharks Design Enterprise
47. Sin Hup Seng Sawmill Sdn. Bhd.	48. Sin Wee Seng Ind. Sdn. Bhd.
49. Splendid Direction Sdn. Bhd.	50. Sri Bru-Jaya Industries Sdn. Bhd.
51. Sterling Equipment Sdn. Bhd.	52. Texland Sdn. Bhd.
53. Tong Heng Leong Sdn. Bhd.	54. Virtual Couch Industries Sdn. Bhd.
55. Woventex Sdn. Bhd.	56. Yew Hoong Sofa Products (M) Sdn. Bhd.
57. Zik Yik Sofa	
1. <i>Sofa</i>	
2. Ace (MA) Furniture Sdn. Bhd	3. Aces Furnishing Design Sdn. Bhd
4. Alpha Control Sdn Bhd	5. Anali Sdn. Bhd
6. APM Irwin Seating Sdn. Bhd	7. Arch Design Sofa (M) Sdn. Bhd
8. Ban Heng Furniture	9. Bestto Corporation Sdn. Bhd. & Heng Huat Trading Sdn. Bhd
10. Brisk Force (M) Sdn. Bhd	11. Casa Salotti Manufacturer Sdn. Bhd

12. Casarredo Manufacturing Sdn. Bhd	13. Cascadia Home Product (Asia) Ltd
14. Chai Furniture Trading	15. Chai Sofa Manufacturing
16. Chee Ngee Huat Canewood Ind. Sdn. Bhd	17. Chernyen Industries Sdn. Bhd
18. Cosmopark Sdn. Bhd	19. Decotrim Sdn. Bhd
20. Durafill Industries Sdn. Bhd	21. Dynamic Sofa Enterprise
22. Eco. Collection Sdn. Bhd	23. EM Furniture Manufacturer Sdn. Bhd
24. Epidote Sdn. Bhd	25. Euro Sun Sdn. Bhd
26. Fiori (Malaysia) Sdn. Bhd	27. Fong Yee Sofa Sdn Bhd
28. Furn-Line Industries Sdn. Bhd	29. Fuwara Sdn. Bhd
30. Geemarco Sofa Sdn Bhd	31. Harmony Design
32. Hasro Sdn Bhd	33. Heng Sofa Industries Sdn Bhd
34. Hexacove Sdn Bhd	35. Hing Fuat Furniture
36. Home Upholstery Industries Sdn. Bhd	37. Home World Group Sdn Bhd
38. Homecare Furniture & Decoration Sdn. Bhd	39. Hot Colour Furniture Sdn. Bhd
40. Hup Tai Trading	41. Hwi Chuan Enterprise Sdn. Bhd
42. IB Design Sofa Manufacturer	43. Ikatan Usaha Sdn. Bhd
44. Intergo Furniture (M) Sdn. Bhd	45. Isella Sofa Design Sdn. Bhd
46. Itachi Jaya Sdn Bhd	47. Ka Ya Furniture Sdn. Bhd
48. Kim Heng Industries Sdn. Bhd	49. Kok Hin Sofa Enterprise
50. Len Cheong Furniture Sdn. Bhd	51. Li Thye Cane Industries
52. Lian Hoo Sdn. Bhd	53. Limcoco Furniture Trading Sdn. Bhd
54. Lion Fichet Sdn. Bhd	55. Lion Seating Sdn. Bhd
56. Lion Steelworks	57. Lion Trading & Marketing Sdn. Bhd
58. Livin (M) Sdn. Bhd	59. LP Furniture World Sdn. Bhd
60. Luxabuilt Sdn. Bhd	61. Malpro Industri Sdn. Bhd
62. Marcoco (M) Sdn. Bhd	63. Master Sofa Industries Sdn. Bhd
64. Maszma Marketing	65. Miwata Industries Sdn. Bhd
66. Modern Wood Sdn. Bhd	67. N.R.T Asia Ltd. (China)
68. N.R.T Asia Ltd. (HK) Yew Hoong Sofa Products (M) Sdn. Bhd	69. N.R.T Asia Ltd. (USA)
70. Nanjing Miwata Furniture Co. Ltd(China)	71. Nian Aik Foam Sdn. Bhd
72. Nian Aik Sdn. Bhd	73. NRT Cascadia Home Products Sdn. Bhd
74. Perindustrian Perabot Anda Sdn. Bhd	75. Pipesway Furniture Sdn. Bhd
76. Pollycane Industries Sdn. Bhd	77. Prima Decor Sdn. Bhd
78. Prima Exports Corporation Sdn. Bhd	79. Prima Furniture Manufacturer Sdn. Bhd
80. Rigidtex Sdn. Bhd	81. Rinaat Cane Sdn. Bhd
82. Rossi Designs Marketing Sdn. Bhd	83. Scientex Aidiros Sdn. Bhd
84. Scientex Incorporated Bhd	85. Scientex Park (M) Sdn. Bhd
86. Scientex Quatari Sdn. Bhd	87. Scientex Trading Sdn. Bhd
88. Scientex Wonpoong (M) Sdn. Bhd	89. Senjaya Trading Sdn. Bhd
90. Sense International Co. Ltd(Taiwan)	91. Sense Superstore Sdn. Bhd
92. Sharks Design Enterprise	93. Sin Hup Seng Sawmill Sdn. Bhd
94. Sin Wee Seng Ind. Sdn. Bhd	95. Sinma Furnishing Sdn. Bhd
96. Siong Hup Furnishing Specialities	97. SJY Design & Contracts Sdn. Bhd
98. SJY Furniture (M) Sdn. Bhd	99. Smooth Star Enterprise (M) Sdn. Bhd

100.Southern Furniture Group	101.Southern Furniture Overseas Trading Sdn. Bhd
102.Southern Furniture Sdn. Bhd	103.Splendid Direction Sdn. Bhd
104.Sri Bru-Jaya Industries Sdn. Bhd	105.Sterling Equipment Sdn. Bhd
106.Swefurn (Malaysia) Sdn. Bhd	107.Syarikat Lian Ping Enterprise Sdn. Bhd
108.Tan Trading Co	109.Teakli Furniture Sdn. Bhd
110.Texland Sdn. Bhd	111.Tong Heng Leong Sdn Bhd
112.Tubeway Corporation Sdn. Bhd	113.Tubeway Trading Pte. Ltd.(Singapore)
114.Virtual Couch Industries Sdn. Bhd	115.Woodlandor Wood Products Sdn Bhd
116.Woventex Sdn. Bhd	117.Yee Guan Furniture Industries Sdn. Bhd
118.Zik Yik Sofa	
<u>Rubberwood furniture</u>	
1. Ace (MA) Furniture Sdn. Bhd	2. Aik Chee Furniture
3. Airegold Sdn. Bhd	4. Ban Heng Furniture
5. Brisk Force (M) Sdn. Bhd	6. Cascadia Home Product (Asia) Ltd
7. Chernyen Industries Sdn. Bhd	8. Chip Hong Furniture
9. Concorde Furniture Industries Sdn. Bhd	10. Durafill Industries Sdn. Bhd
11. EM Furniture Manufacturer Sdn. Bhd	12. Eng Lian Huat Furniture Marketing
13. Euro Sun Sdn. Bhd	14. Evergreen Quality Wood Products Sdn. Bhd
15. Fiori (Malaysia) Sdn. Bhd	16. G.C.F. Marketing Sdn. Bhd
17. GCT Wood Industries Sdn. Bhd	18. Gold Breeze Corporation Sdn. Bhd
19. Golden Hope Group	20. GUG Marketing (M) Sdn. Bhd
21. H.K. Marketing Sdn. Bhd	22. Hing Fuat Furniture
23. Homecare Furniture & Decoration Sdn. Bhd	24. Hotline Development Sdn. Bhd
25. Hotline Furniture Berhad	26. Hotline Furniture Export Trading Sdn. Bhd. (Formerly Gay Khim Furniture Trading Sdn. Bhd.)
27. Hotline Furniture Manufacturers Sdn. Bhd. (Formerly Chin Huat Furniture Manufacturers Sdn. Bhd.)	28. Hotline Furniture Trading (M) Sdn. Bhd. (Formerly Almeco Designer Furniture Sdn. Bhd.)
29. Hotline Home Center Sdn. Bhd	30. Hotline Panel Products Sdn. Bhd
31. Hotline Wooden Furniture Manufacturers Sdn. Bhd. (Formerly Impressive Distinction Sdn. Bhd)	32. Hume Furniture Industries Sdn. Bhd
33. Hup Tai Trading	34. Imei Furniture Industries Sdn. Bhd
35. Inyaco Furniture Industry Sdn. Bhd	36. Jolly Wood Sdn. Bhd
37. Ka Ya Furniture Sdn. Bhd	38. Kin Heng Timber Industries Sdn. Bhd
39. L. K. Sdn. Bhd	40. L.B. Furniture Sdn. Bhd
41. Latitude Tree Furniture Sdn. Bhd	42. Len Cheong Furniture Sdn. Bhd
43. Lii Hen Furnitures Sdn. Bhd	44. Lim IP Wood Industry Sdn. Bhd
45. Livin (M) Sdn. Bhd	46. LS Furniture Trading Sdn. Bhd
47. LY Furniture Sdn. Bhd	48. Marcoco (M) Sdn. Bhd
49. Maszma Marketing	50. Maxigator Sdn. Bhd
51. Miwata Industries Sdn. Bhd	52. N.R.T Asia
53. N.R.T Asia Ltd. (HK)	54. N.R.T Asia Ltd. (USA)

55. Nanjing Miwata Furniture Co. Ltd(China)	56. Nian Aik Sdn. Bhd
57. NRT Cascadia Home Products Sdn. Bhd	58. O.B Furniture Industry Sdn. Bhd
59. Perindustrian Perabot Anda Sdn. Bhd	60. Rhong Khen Industries Sdn. Bhd
61. Sen Hua Tat Industries Sdn. Bhd	62. Senjaya Trading Sdn. Bhd
63. Sense International Co. Ltd(Taiwan)	64. Sense Superstore Sdn. Bhd
65. Sin Hup Seng Sawmill Sdn. Bhd	66. SJY Design & Contracts Sdn. Bhd
67. Southern Furniture Group	68. Southern Furniture Overseas Trading Sdn. Bhd
69. Southern Furniture Sdn. Bhd	70. Sunlehart Sdn. Bhd
71. Syarikat Kayu Wangi Bhd	72. Syarikat Teong Sheng Sdn. Bhd
73. Ta Wu Wood Enterprise Sdn. Bhd	74. Teong Sheng Industries Sdn. Bhd
75. Terachi Industrial Corporation Sdn. Bhd	76. Terachi Industries (M) Sdn. Bhd
77. TKT Enterprise	78. True Attempt Sdn. Bhd
79. Tubeway Corporation Sdn. Bhd	80. Tubeway Trading Pte. Ltd.(Singapore)
81. United Woodwork & Construction (M) Sdn. Bhd	82. Vast Manufacturing Sdn. Bhd
83. Victory Industries (M) Sdn. Bhd	84. Watar Furniture Industries Sdn. Bhd
85. Wyser Furniture Sdn. Bhd	86. YB Woodwork Industry
87. Yeo Aik Wood Sdn. Bhd	88. Yeu Hong Industries Sdn. Bhd
89. Malaysia Rubberwood Doors	90. Ah Hai Industries Sdn. Bhd
91. Lim IP Wood Industry Sdn. Bhd. L. K. Sdn. Bhd	92. O.B Furniture Industry Sdn. Bhd
93. Syarikat Kayu Wangi Berhad	
<i>Tools and equipment</i>	
1. Alico Diesel & Turbo Parts Sdn. Bhd. Kaoyang & Son Industries Sdn Bhd	2. Classic Frame Moulding (M) Sdn. Bhd
3. G-Orient Enterprise Sdn. Bhd	4. Ginmit Trading Sdn. Bhd
5. Goldin Engineering Trading & Service	6. Goldinjaya Engineering Trading & Services Sdn. Bhd
7. Perniagaan Seng Dee (M) Sdn. Bhd	8. Racine Corporation Sdn Bhd
9. Resern Enterprise Sdn. Bhd	10. Tidy Trading Sdn. Bhd
11. U.D. Trading Sdn. Bhd	12. Wing Hoh Machinery & Hardware Sdn. Bhd
<i>Table Furniture</i>	
1. ACMI	2. AF Art Fibre Sdn Bhd
3. Aik Chee Furniture	4. Airegold Sdn Bhd
5. Anali Sdn. Bhd	6. Asahi Mokuzai (M) Sdn. Bhd
7. Asahi Wood Processing Co., Ltd	8. Astro Furniture Sdn Bhd
9. Brisk Force (M) Sdn. Bhd	10. Cascadia Home Product (Asia) Ltd
11. Changi Industries Sdn. Bhd	12. Chuang Xin Metal & Wood Industry Sdn. Bhd
13. Classic Creation Office System Sdn. Bhd	14. Concorde Furniture Industries Sdn. Bhd
15. CT Haup Heng Sdn. Bhd	16. CX Office System
17. Decotrim Sdn. Bhd	18. Detel Design

19. Dragon Furniture (M) Sdn. Bhd	20. EF Furniture Sdn. Bhd
21. EM Furniture Manufacturer Sdn. Bhd	22. Euroflex Furniture Marketing Sdn. Bhd
23. Fair Production Sdn. Bhd	24. Favourite Design Sdn. Bhd
25. Feng Yuan Industries Sdn. Bhd	26. Flexline Furniture Industries Sdn. Bhd
27. G.C.F. Marketing Sdn. Bhd	28. GCT Wood Industries Sdn. Bhd
29. Golden Hill Trading	30. Goldphax Sdn. Bhd
31. Green River Wood & Lumber Mfg. Sdn. Bhd	32. H.K. Marketing Sdn. Bhd
33. Hing Fuat Furniture	34. Home Best Furniture Corporation Sdn. Bhd
35. Hume Furniture Industries Sdn. Bhd	36. Hwa Hrong Industry
37. Imei Furniture Industries Sdn. Bhd	38. Inyaco Furniture Industry Sdn. Bhd
39. Jemaramas Jaya Sdn. Bhd	40. Ka Ya Furniture Sdn. Bhd
41. Kim Gay Fibre Crafting (M) Sdn. Bhd	42. Kimtar Enterprise
43. Kuolin Enterprise Sdn. Bhd	44. Lang & General Sdn. Bhd
45. Lang Furniture (Selangor) Sdn. Bhd	46. Len Cheong Furniture Sdn. Bhd
47. Lii Hen Furnitures Sdn. Bhd	48. Lion Fichet Sdn. Bhd
49. Lion Seating Sdn. Bhd	50. Lion Steelworks
51. Lion Trading & Marketing Sdn. Bhd	52. Livin (M) Sdn. Bhd
53. Luan Fatt Industries Sdn. Bhd	54. Malpro Industries Sdn. Bhd
55. Maszma Marketing	56. Mayteck Kilang Kayu & Perabut Sdn. Bhd
57. Muar Hardboards Sdn. Bhd	58. Muar Industries Sdn. Bhd
59. N.R.T Asia Ltd. (China)	60. N.R.T Asia Ltd. (HK) Terachi Industries (M) Sdn Bhd
61. N.R.T Asia Ltd. (USA)	62. Nipun Furniture Industries Sdn Bhd
63. NRT Cascadia Home Products Sdn. Bhd	64. O.B Furniture Industry Sdn. Bhd
65. Pipesway Furniture Sdn. Bhd	66. Pollycane Industries Sdn. Bhd
67. Regajaya Furniture Sdn. Bhd	68. Sen Hua Tat Industries Sdn. Bhd
69. Siew Fatt Sdn. Bhd	70. Sin Hup Seng Sawmill Sdn. Bhd
71. Sinma Furnishing Sdn. Bhd	72. Smooth Star Enterprise (M) Sdn. Bhd
73. Southern Fortune Industries	74. Sterling Equipment Sdn. Bhd
75. Syarikat Piau Chez Furniture	76. Syarikat Piau Chez Furniture
77. Syarikat Teong Sheng Sdn. Bhd	78. Tan Trading Co
79. Tat Sang Sdn. Bhd	80. Tawei (M) Sdn. Bhd
81. Terachi Industrial Corporation Sdn. Bhd	82. Terachi Industries (Thailand) Co. Ltd
83. TKT Enterprise	84. UnicoSteel Marketing Sdn Bhd
85. V-Wah Trading	86. V.S. Furniture Sdn. Bhd
87. Versalink Marketing Sdn. Bhd	88. Victory Furniture
89. Wilfurn (M) Sdn. Bhd	90. Yeo Aik Wood Sdn. Bhd
<i>Interior Designs</i>	
1. Artsystem (M) Sdn. Bhd	2. Common Wood Products Sdn. Bhd
3. Dynamic Cane Furnishing	4. Ikatan Usaha Sdn. Bhd
5. LCL Furniture Sdn. Bhd	6. Lian Hoo Sdn. Bhd. Tong Lee Hardware & Timber Sdn. Bhd
7. Lightmakers (M) Sdn. Bhd	8. Lightmakers Worldwide Sdn. Bhd

9. LP Furniture World Sdn. Bhd	10. Luxabuilt Sdn. Bhd
11. Modern Wood Sdn. Bhd	12. Polycure (M) Sdn. Bhd
13. Premier Woodprofile Sdn. Bhd	14. Prima Decor Sdn. Bhd
15. Prima Exports Corporation Sdn. Bhd	16. Prima Furniture Manufacturer Sdn. Bhd
17. Senjaya Trading Sdn. Bhd	18. SJY Design & Contracts Sdn. Bhd
19. SJY Furniture (M) Sdn. Bhd	20. Syarikat Lian Ping Enterprise Sdn. Bhd
21. Tidy Industries Sdn. Bhd	22. Wilfurn (M) Sdn. Bhd
<i>Children Furniture</i>	
1. Fair Production Sdn. Bhd	2. Hing Fuat Furniture
3. Kenson Furniture	4. Kim Leong Trading Co
5. Lian Guan Furniture Trading	6. Maszma Marketing
7. Senjaya Trading Sdn. Bhd	8. Sin Heng Furniture Industries Sdn. Bhd
9. SJY Design & Contracts Sdn. Bhd	10. SJY Furniture (M) Sdn. Bhd
11. Syarikat Piau Chez Furniture	12. Twins Furniture Manufacturer Sdn. Bhd
13. V.S. Furniture Sdn. Bhd	14. Victory Furniture
15. Decorwell Furniture	
<i>Brass Furniture</i>	
1. Almeco Designer Furniture Sdn. Bhd	2. Artrack Storage Systems Sdn. Bhd
3. Chin Huat Furniture Manufacturers Sdn. Bhd	4. Concorde Furniture Industries Sdn. Bhd
5. EM Furniture Manufacturer Sdn. Bhd	6. Gay Khim Furniture Trading Sdn. Bhd
7. Home World Group Sdn. Bhd	8. Hotline Furniture Berhad
9. Hotline Home Center Sdn. Bhd	10. Hotline Panel Products Sdn. Bhd
11. Itachi Jaya Sdn. Bhd	12. MOE Group Of Companies
13. Pipesway Furniture Sdn. Bhd	14. Syarikat Leng Hwa Sdn. Bhd
15. Three V Group	16. Tube Home (M) Sdn. Bhd
17. Vast Manufacturing Sdn. Bhd	

Annex 4: statistics and figures

EXPORT OF UPGRADED SAWNTIMBER BY PENINSULAR MALAYSIA - 1998								
(BY MAJOR DESTINATIONS)								
	<i>JUNE 1998</i>		<i>JANUARY - JUNE 1998</i>		<i>JUNE 1998</i>		<i>JANUARY - JUNE 1998</i>	
<i>DESTINATIONS</i>	<i>Volume (m³)</i>	<i>Value (RM)</i>	<i>Volume (m³)</i>	<i>Value (RM)</i>	<i>% Change in Volume 98/97</i>	<i>% Change in Value 98/97</i>	<i>% Change in Volume 98/97</i>	<i>% Change in Value 98/97</i>
Belgium	177	186,727	998	1,204,724	+100.0	+100.0	+2751.4	+4131.0
China	72	77,885	472	454,155	+100.0	+100.0	+407.5	+428.4
Hong Kong	4,564	3,375,069	21,524	17,152,532	+3,580.6	+4422.5	+332.3	+319.5
Japan	104	214,979	1,029	1,358,346	-68.4	-41.8	-43.9	-31.1
Netherlands	94	268,692	226	860,107	+100.0	+100.0	+391.3	+2178.4
Philippines	-	-	-	-	-100.0	-100.0	-100.0	-100.0
Singapore	4,876	2,471,291	14,728	7,994,555	+132.6	+339.4	-2.3	+112.4
Taiwan	640	375,859	5,205	3,827,390	+1,964.5	+2931.9	+72.6	+49.4
Thailand	321	799,842	787	2,309,045	+935.5	+9204.8	+56.2	+846.0
United Kingdom	80	142,444	483	1,251,331	-11.1	+99.9	+26.4	+303.7
USA	436	1,411,813	1,844	5,980,030	+17.2	+177.1	+36.7	+229.3
Others	2,791	1,774,975	6,283	6,716,692	+3,183.5	+1619.0	+1523.5	+1183.8
GRAND	14,155	11,099,576	53,579	49,108,907	+340.4	+522.8	+92.5	+215.3

TOTAL								
								Ungraded sawntimber includes grapestakes

EXPORT OF MAJOR TIMBER PRODUCTS BY PENINSULAR MALAYSIA - 1998								
	<i>JUNE 1998</i>		<i>JANUARY - JUNE 1998</i>		<i>JUNE 1998</i>		<i>JANUARY-JUNE 1998</i>	
PRODUCT	<i>Volume (m³)</i>	<i>Value (RM)</i>	<i>Volume (m³)</i>	<i>Value (RM)</i>	<i>%Change in Volume 98/97</i>	<i>% Change in Value 98/97</i>	<i>% Change in Volume 98/97</i>	<i>% Change in Value 98/97</i>
Graded Surface Dried	27,356	18,576,393	160,810	95,631,926	-39.7	-24.8	-44.4	-35.8
Graded Kiln Dried	32,247	55,324,029	171,201	297,144,956	+42.0	+42.0	+8.5	+11.4
Total: Graded Sawntimber	59,603	73,900,422	332,011	392,776,882	-14.6	+13.6	-27.6	-7.6
Ungraded	14,141	11,086,687	53,088	48,560,699	+355.3	+553.9	+93.2	+217.6
GrapeStakes	14	12,889	299	381,174	-87.0	-85.1	-15.8	+34.1
Pallets	-	-	192	167,034	-	-	+100.0	+100.0
Total: Ungraded Sawntimber	14,155	11,099,576	53,579	49,108,907	+340.4	+522.8	+92.5	+215.3
Total: Sawntimber	73,758	84,999,998	385,590	441,885,789	+1.1	+27.1	-20.7	+0.3
Dressed Timber	13,045	14,847,274	56,281	88,834,679	+44.5	+18.1	+7.1	+20.7
Plywood	20,706	21,916,764	110,807	131,042,901	+0.2	-3.1	-24.8	-20.2
Veneer	196	812,718	717	3,993,737	+102.1	+157.4	-18.1	+21.0

Moulding	16,353	33,825,096	95,138	189,803,292	+12.3	+25.7	-3.1	+8.3
Blockboard	86	85,887	1,481	1,195,681	-1.1	+52.6	-71.8	-71.1
Medium Density Fibreboard	74,125	48,201,519	344,729	279,008,442	+54.5	+54.0	+19.1	+45.7
Chipboard/Particleboard	15,545	8,549,807	109,777	54,683,697	+56.3	+72.4	+106.0	+101.0
GRAND TOTAL	213,814	213,239,063	1,104,520	1,190,448,218	+21.9	+28.8	-2.5	+10.2

EXPORT OF MAJOR TIMBER PRODUCTS BY PENINSULAR MALAYSIA - 1998
(BY MAJOR REGIONS)

		<i>JUNE 1998</i>				<i>JANUARY - JUNE 1998</i>			
<i>REGIONS</i>		<i>Sawntimber</i>	<i>Plywood & Blockboard</i>	<i>Wooden Moulding</i>	<i>Veneer</i>	<i>Sawntimber</i>	<i>Plywood & Blockboard</i>	<i>Wooden Moulding</i>	<i>Veneer</i>
AFRICA	Volume (m3)	1,127	377	93	-	4,587	1,627	280	-
	Value (RM)	1,262,054	531,883	128,511	-	5,091,556	2,928,611	493,611	-
ASEAN	Volume (m3)	18,294	5,769	674	37	116,721	37,856	4,024	176
	Value (RM)	9,586,216	6,310,711	727,173	264,961	56,332,799	42,362,985	5,023,070	966,205
EU	Volume (m3)	30,496	3,896	3,811	-	157,841	23,890	18,420	32
	Value (RM)	52,911,234	5,317,099	8,178,172	-	278,961,815	33,204,900	39,487,201	136,608
EAST ASIA	Volume (m3)	9,537	9,745	6,859	129	52,639	42,519	45,269	337
	Value (RM)	9,304,378	8,601,879	13,427,431	235,420	53,379,470	44,954,262	83,154,479	771,757
EUROPE-OTHERS	Volume (m3)	64	87	70	-	1,186	1,207	195	-
	Value (RM)	116,874	99,456	201,424	-	2,216,264	1,372,598	572,926	-
AMERICA	Volume (m3)	823	76	2,117	11	4,252	1,822	12,667	49
	Value (RM)	2,087,666	101,374	5,713,882	64,028	9,436,415	2,825,983	32,175,459	626,179
OCEANIA	Volume (m3)	1,012	292	2,687	19	6,262	1,174	14,199	102

	Value (RM)	1,545,154	474,366	5,336,303	248,309	9,509,935	2,008,708	28,623,351	1,443,218
WEST ASIA	Volume (m3)	12,405	550	42	-	42,102	2,193	84	21
	Value (RM)	8,186,422	565,883	112,200	-	26,957,535	2,580,535	273,195	49,770

EXPORT OF SAWNTIMBER BY PENINSULAR MALAYSIA - 1998

(BY MAJOR SPECIES)

<i>SPECIES</i>	JUNE 1998		<i>JANUARY-JUNE 1998</i>		<i>JUNE 1998</i>		<i>JANUARY-JUNE 1998</i>	
	<i>Volume (m³)</i>	<i>Value (RM)</i>	<i>Volume (m³)</i>	<i>Value (RM)</i>	<i>% Change in Volume 98/97</i>	<i>% Change in Value 98/97</i>	<i>% Change in Volume 98/97</i>	<i>% Change in Value 98/97</i>
Balau	333	359,474	595	652,942	+258.1	+845.0	-33.9	-26.8
Chengal	13	4,999	29	10,451	-53.6	-47.8	-59.2	-67.3
Merbau	2,934	4,847,684	13,306	21,492,530	+29.1	+51.7	-17.3	-0.9
Red Balau	-	-	151	201,838	-100.0	-100.0	-39.4	-40.0
Others	381	177,173	2,292	886,753	-69.5	-55.1	-70.5	-64.6
Total Heavy Hardwood	3,661	5,389,330	16,373	23,244,514	-1.8	+43.2	-34.7	-8.7
Kapur	1,031	729,141	6,800	4,783,041	-50.5	-27.2	-64.5	-47.6
Kempas	1,541	1,208,991	9,199	7,255,069	-9.7	-13.4	-12.9	-18.3
Keruing	3,853	2,865,813	32,008	22,896,767	-60.0	-61.5	-51.1	-52.6
Mengkulang	1,023	1,346,098	5,657	6,303,805	-60.3	-45.6	-54.4	-43.8
Mixed Medium Hardwood	159	73,576	1,384	687,453	-73.8	-76.5	-40.2	-36.2
Redwood	4,540	2,071,334	13,375	6,056,551	+33.5	+30.5	+2.0	+3.2

Tualang	1,233	670,577	10,020	5,185,671	-57.7	-48.7	-23.3	-9.2
Others	748	281,512	7,748	3,336,028	-76.7	-80.2	-56.2	-54.4
Total: Medium Hardwood	14,128	9,247,042	86,191	56,504,385	-45.9	-45.4	-43.9	-42.0
Jelutong	226	398,190	2,229	3,849,364	-41.0	-38.1	-18.9	-20.8
Meranti, Dark Red	14,030	24,247,402	71,572	123,938,413	+63.6	+60.0	+8.6	+8.3
Meranti, Light Red	524	760,708	2,708	4,171,616	+49.7	+37.5	-8.5	-4.8
Meranti, Red	9,066	7,341,688	26,903	23,098,972	+223.3	+184.1	+74.2	+60.4
Mersawa	1,157	2,040,364	5,773	10,142,683	-40.8	-24.1	-45.8	-32.1
Mixed Light Hardwood	37	19,684	1,429	1,098,615	-95.0	-92.6	-69.9	-47.3
Nyatoh	5	9,808	117	273,731	-89.8	-90.4	-6.4	+42.4
Ramin	766	1,281,159	1,656	2,824,858	+40.6	+42.2	+35.3	+37.4
Sepetir	626	659,396	1,689	1,846,894	+91.4	+68.2	-49.5	-51.2
Others	28,915	31,110,695	166,369	179,127,274	+6.2	+37.3	-16.9	+14.6
Total: Light Hardwood	55,352	67,869,094	280,445	350,372,420	+28.9	+47.8	-8.7	+10.3
Damar Minyak	55	103,116	138	269,157	+111.5	+85.5	+430.8	+384.1
Others	-	-	-	-	-100.0	-100.0	-100.0	-100.0
Total: Softwood	55	103,116	138	269,157	-68.6	-53.6	-37.0	-4.7
Foreign Species	562	2,391,416	2,443	11,495,313	+100.0	+100.0	+100.0	+100.0
Total: Foreign	562	2,391,416	2,443	11,495,313	+100.0	+100.0	+100.0	+100.0
GRAND TOTAL	73,758	84,999,998	385,590	441,885,789	+1.1	+27.1	-20.7	+0.3

EXPORT OF TIMBER PRODUCTS & THEIR CONTRIBUTION (% TO TOTAL EXPORT EARNINGS OF PENINSULAR MALAYSIA (VALUE : RM MILLION))

PRODUCT	1990		1997	
	Value	%	Value	%
▪ Sawntimber	1,614.8	53.6	887.2	16.4
▪ Plywood	624.7	20.7	344.2	6.4
▪ Veneer	31.0	1.0	6.5	0.1
▪ Moulding	426.3	14.1	388.7	7.2
▪ OTP	44.6	1.6	1,158.1	21.5
▪ Furniture *	269.5	9.0	2,613.5	48.4
TOTAL	3,010.9	100.0	5,398.2	100.0

Source: based on MTIB export Statistics

** : the figures for furniture are total exports of wooden and rattan furniture from Malaysia but the bulk of furniture exports originat from Peninsular Malaysia*

OTP: other timber products

MALAYSIA : EXPORT OF FURNITURE BY TYPE OF MATERIAL – 1989/1997

RM Million

	<i>Wooden</i>	<i>% of change from previous year</i>	<i>Rattan</i>	<i>% of change from previous year</i>	<i>Metal</i>	<i>% of change from previous year</i>	<i>Plastic</i>	<i>% of change from previous year</i>	<i>TOTAL</i>	<i>% of change from previous year</i>
1989	125.9		45.4		37.8		1.4		210.5	
1990	214.7	+70.5%	54.8	+20.7%	67.0	+77.2%	2.3	+64.3%	338.8	+60.9%
1991	403.3	+87.8%	75.5	+37.8%	89.0	+32.8%	4.0	+73.9%	571.8	+68.7%
1992	578.7	+43.5%	81.8	+8.3%	119.0	+33.7%	12.5	+212.5%	792.0	+38.5%
1993	935.6	+61.6%	90.4	+10.5%	143.2	+20.3%	6.1	-51.2%	1,175.3	+48.4%
1994	1,413.4	+51.0%	111.6	-23.4%	157.0	+9.6%	4.5	-26.2%	1,686.5	+43.5%
1995	1,673.8	+18.4%	91.5	-18.0%	196.5	+25.2%	4.0	-11.1%	1,965.8	+16.5%
1996	2,088.7	+24.8%	80.8	-11.7%	253.4	+28.9%	5.2	+30.0%	2,428.1	+23.5%
1997*	2,531.0	+21.2%	82.5	+2.1%	309.4	+22.1%	14.8	+184.6%	2,937.7	+21.0%

Source: MTIB Statistics

** Preliminary figures*

IMPORT OF WOOD WORKING MACHINES - RM		
	<i>1998</i>	<i>1999 (1-8)</i>
▪ Machines W/C can carry out different type of machining operations	15,400,782	21,306,967
▪ Sawing machines	50,151,680	15,525,084
▪ Planning, milling or moulding (by cutting) machines	71,115,355	25,191,516
▪ Grinding, sanding or polishing machines	52,471,933	31,929,368
▪ Bending or assembling machines	21,869,938	31,890,125
▪ Drilling or morticing machines	15,080,323	16,226,081
▪ Splitting slicing or paing machines	26,518,055	12,541,255
▪ Other machines	299,557,460	223,776,647
▪ Parts and accessories for working wood, cork, bone, hard rubber	118,841,115	88,291,255
Source: Matrade		

EXPORT OF WOOD WORKING MACHINES - RM		
	<i>1998</i>	<i>1999 (1-8)</i>
Machines W/C can carry out different type of machining operations	885,944	389,658
Sawing machines	2,775,563	1,157,033
Planing, milling or moulding (by cutting) machines	3,578,611	1,192,138
Grinding, sanding or polishing machines	3,911,332	1,531,091
Bending or assembling machines	8,839,562	2,067,653
Drilling or morticing machines	4,320,134	655,337
Splitting slicing or paing machines	960,408	642,307
Other machines	41,133,259	13,490,941
Parts and accessories for working wood, cork, bone, hard rubber	13,539,967	9,295,517
<i>Source: Matrade</i>		

Annex 5: bibliography

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