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EFE 是属于马来西亚家具业者的展览平台



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Malaysian Furniture Exports Exceeds RM 10 Billion Mark 马来西亚家具出口破马币100亿大关

2017 was a relatively challenging year for the Malaysian furniture manufacturers and exporters with persistent issues and challenges relating to production, material supply, red tape and soft global demand for furniture. However, the resilient Malaysian furniture industry persevered and I am proud to share that furniture exports growth in 2017 has exceeded the RM 10 billion mark.

According to the official trade statistics from the Malaysian Ministry of International Trade and Industry, Malaysian furniture exports grew by 6.4%, a stronger pace compared to the 4.2% in 2016, to record RM 10.1 billion of furniture exports to over 180 countries.

As a net exporter of furniture, Malaysia remains in the list of Top 10 Furniture Exporters in the World according to the CSIL Centre for Industrial Studies and with the recent development following a meeting between the Minister of Plantation Industries and Commodities- Datuk Seri Mah Siew Keong and the Malaysian Furniture Council (MFC), I am confident that Malaysian furniture exports will continue with an upward trend in 2018.

As mentioned in the third (3rd) paragraph above, I led a delegation of MFC Governing Committee Members and MFC members for a meeting with the Ministry of Plantation Industries and Commodities (MPIC) Minister Datuk Seri Mah on 8 January 2018 whereby MFC has presented and elaborated on the various challenges experienced by the industry. Some of the challenges highlighted by MFC, but not limited to rubberwood sawn timber supply, MTIB Export License Requirement on Furniture Exports, exports of veneer and finger-jointed sawn rubberwood and foreign labour.

I am certain the Honourable Minister's decision announced during the 8 January 2018 meeting delighted the industry. The following decisions were announced:

- 1) Moratorium on Rubberwood Sawn Timber Exports;
- 2) MTIB Export License Requirement for Furniture Exports Continues to be Deferred;
- 3) Levy Rates for Veneer and Finger Jointed saw timber will be Reviewed; and
- 4) Foreign Worker Levy Burden on the Employer and Minimum Wage Rates will be Brought to Deputy Prime Minister Dato' Seri Dr Ahmad Zahid Hamidi's Attention.

The Honourable Minister also mentioned in his conclusion during the meeting that it is his and his Secretary-General's intentions to facilitate the furniture industry development, create and foster more business friendly environment for businesses and opportunities to thrive.

The MFC and the furniture industry applauds the Honourable Minister's decisions and support in easing the burden of the industry and given that it was announced at the beginning of 2018, the industry has renewed faith and confidence to achieve the RM 12 billion furniture exports target as determined in the National Timber Industry Policy (NATIP).

Moreover, I would like to add that subsequent to the 8 January 2018 meeting, MFC submitted a letter to Datuk Seri Mah requesting the removal of furniture (HS Code 9403) from the Customs (Prohibition of Exports) Order of the Customs Act as this Law makes it compulsory for every furniture consignment to obtain a Malaysian Timber Industry Board (MTIB) issued Export License at the time of export. The previous two attempts at implementing the Export License requirement caused chaos and disruption at the factories and ports, not mentioning the inconvenience to our buyers. As President of MFC, I hope the industry will never be burdened by such requirements - which can potentially stunt the growth of the furniture sector, as there is no apparent benefit from the implementation of the Export License requirement, where the SMEs and bumiputra SMEs will be affected most badly.

On the business and market prospects front, opportunities for growth and expansion has been identified in emerging markets such as India and South East Asian countries, especially the Philippines. However, strong rapport must also be maintained with our traditional markets of Australia, Canada, Japan, the United Kingdom and the United States of America whom remains our biggest customers. The MFC has and will continue to tap the services of the network of offices of the Malaysia External Trade

Development Corporation (MATRADE) and Malaysian Timber Council (MTC) around the world to identify quality and genuine furniture buyers and also to promote the diversity of the Malaysian furniture industry. As for creating business opportunities via the trade exhibition platform, the MFC and EFE will continue to support the export activities of the industry by facilitating the participation of furniture manufacturers and exporters annually during March at EFE.

I take this opportunity to extend my best wishes of a happy and prosperous 2018 and may this be the year the Malaysian furniture industry returns to double digit growth rate.

2017年对马来西亚家具生产商和出口商来说是充满挑战性的一年，与生产、原料供应、繁文缛节、全球家具需求疲软相关的课题仍持续燃烧。然而，马来西亚家具业在荆棘中排除万难，2017年度的家具出口快速增长并成功冲破马币100亿令吉大关。

根据国际贸易及工业部的官方贸易统计，马来西亚家具出口增长了6.4%，比2016年的4.2%来的高。家具出口达至180个国家，总值马币101亿令吉。

米兰工业研究中心 (CSIL) 的数据显示，马来西亚作为家具净出口国，家具出口总额持续维持在全球十大排行榜内。另外，马来西亚家具总会于日前会晤种植与原产部部长拿督斯里马袖强，相信家具出口在2018年会继续保持上升趋势。

在总会长蔡春才的带领下，马来西亚家具总会于2018年1月8日会见种植与原产部部长拿督斯里马袖强，并在会上详细阐述了家具业所面对的各种挑战，包括橡胶木供应、MTIB家具出口准证要求、单板和橡胶木指接板的出口，以及外劳课题。

尊敬的部长拿督斯里马袖强于2018年1月8日在会议上宣布了以下决定，相信让整个行业喜出望外。

- 1) 暂停橡胶木锯材的出口
- 2) 持续延缓MTIB家具出口准证的要求
- 3) 审查单板和指接板的的征税率
- 4) 外劳工头税对雇主造成负担以及最低薪金课题将会提呈给副首相拿督斯里阿末扎希哈米迪博士商讨

尊敬的部长也在会上提及，他和秘书长都希望可以促进家具业的发展并创造和培养更有利于商业贸易的环境，提供业者更多商机。

总会和家具业感激部长的当机立断，支持缓解行业面对的负担。此外，部长在2018年初公布以上决定有如为家具业注入一剂强心针，让业者对于在来年实现木材工业政策 (NATIP) 的马币120亿令吉家具出口目标充满信心。

总会在会议后随即呈交信函予部长拿督斯里马袖强，恳请把家具产品 (HS编码9403) 从海关法的“海关出口管制条例”中移除，事因有关法令要求每批家具货物出口时都必须先获得MTIB发出的出口准证。这项措施在事前两次的尝试实行下酿成弊端，造成了工厂和码头的混乱，也为买家带来诸多不便。作为马来西亚家具总会会长，我恳切希望家具业不再需要承受此类要求所带来的负担。眼看这项措施并未为行业带来明显效益之余，也有可能迫使家具业的未来发展裹足不前，尤其是中小型企业及土著中小型影响最大。

在商业和市场前景方面，新兴市场如印度和东南亚国家，尤其是菲律宾拥有很大的发展空间。然而，传统贸易市场如澳洲、加拿大、日本、英国和美国仍然是我们的最大客户，所以必须巩固与他们的紧密联系。总会将会继续善用各部门如大马对外发展贸易机构 (MATRADE) 和马来西亚木材理事会 (MTC) 全球各地办事处的网络关系以确认买家的素质，并推广马来西亚家具业的多元性。为了提供一个贸易展览平台创造商机，总会和EFE将促进更多家具制造商和出口商参与每年三月举办的马来西亚国际家具出口展，以支持家具业的出口。

我借此机会祝愿业界人士在新的一年里幸福、繁荣，也期望今年本地家具业能再次创下两位数的增长率。



The Export Furniture Exhibition 2017 concluded with a resounding success after an eventful four-day run from 8-11 March at Kuala Lumpur Convention Centre (KLCC). Widely recognized as one of Asia's premier furniture sourcing platform, the Export Furniture Exhibition returns to KLCC from 9-12 March 2018. Making its 14th debut, EFE 2018 will house a comprehensive portfolio of over 350 quality exhibitors from Malaysia and Asia and features a diverse range of design-rich furniture cum furniture accessories. It is expected to attract over 15,000 trade professionals across the globe.

Malaysia's furniture export continues to grow with a sterling performance in 2016 with MYR9.59 billion recorded. The government's NATIP plan to achieve MYR10.0 billion in furniture exports by year 2020 is on target and the industry players are confident the target will be achieved in year 2018. However, with the strong and encouraging performance by the industry, the government has since revised its NATIP target to MYR12.0 billion in furniture export by 2020. The Malaysian Furniture Council (MFC) and its signature event – Export Furniture Exhibition, have pledged to work hard to achieve the new target and are very confident the goal can be realized.

EFE 2018 is set to be another successful event and all the booth space has been sold, an indication to its popularity and demand by industry players. We have renowned big industry players which include Hup Chong Furniture, ZOY Home, Zolano, Home Upholstery, Home JS, Tawei Furniture, Value Plus just to name a few, who are showcasing their very best of fine furniture made for the world.

An exhibition by the Malaysian Furniture Council for the industry, EFE is fully supported by the industry and endorsed by the following Ministries and government agencies as follow:-

- Ministry of Plantation Industries and Commodities (MPIC).
- Ministry of International Trade and Industry (MITI).
- Malaysian Timber Industry Board (MTIB)
- Malaysian Timber Council (MTC).
- Malaysia External Trade and Development (MATRADE)
- Malaysia Tourism Promotion Board (Tourism Malaysia)

Besides being an industry leading fair that showcases the latest collection, EFE 2018 will also introduce special feature areas to create a more interactive and immersive trade experience. These include:-

1. Professional Designers Programme (PDP3).

Making its third appearance, PDP3 is fully supported by the Malaysian Furniture Council (MFC) and hosted by Malaysian Timber Industry Board (MTIB). The main objective of PDP3 is to reach the goal of 70% Own –Design Manufacturing (ODM) in the Malaysian furniture production by 2020. PDP3 debut with a fresh new outlook and many high expectations aiming at specific market of Australia with the assistance from the Australian Furniture Association (AFA), led by its CEO-Ms. Patrizia Torelli.

The international professional designers now are a combination of Europeans and Australians collaborating with our local Malaysian designers from the TANGGAM initiatives. The Malaysian manufacturers involved are Zolano Sofa, Crown Livin' and Value Plus from Klang Valley together with First Flame and Keppel Woods from Muar, Johore.

The expected outcome of PDP3 will also include the certification and testing of the finished products to add value to the newly designed furniture products thus making them more marketable.

2. MTC 's Support and Participation.

The timber industry has played an important role in the socioeconomic development in Malaysia and has become the main contributor to the country's export revenue. Malaysian wood and wood products especially furniture has been exported to over 190 countries around the world. The timber sector also provides employment to about 300,000 workers with the bulk of it in furniture manufacturing. The Government has set an annual target of 6.5% for timber and wood based furniture estimated to reach RM53 billion by year 2020.

Over the years, MTC has sponsored booth space and visits to the trade fairs in a move to attract investments and facilitate trade for Malaysian timber and timber-based manufacturers. At EFE 2018, making its presence felt with their participation, MTC has sponsored the exhibition in 'Export To Asia Pavilion and the SME Assistance Program' which have added flair and attraction to the event.

3. Malaysian Furniture Creativity Award (MFC Award).

The annual 'Best Product Competition' at EFE will take on a new format and dynamism with the 'Malaysian Furniture Creativity Award' replacing the former event. Aimed to encourage creativity in furniture design to move forward towards 'Own-Design Manufacturing (ODM) by our furniture manufacturers, this moves in tandem with the government's drive towards ODM.

The competition is opened to all EFE exhibitors with only the top five outstanding designs to be shortlisted. Attractive prizes await the winners and they will also enjoy promotions during pre-event, during event days and post-event in EFE's EDM & FB, Spotlight magazine and in MFC's Award booklet. Exhibitors have everything to gain and nothing to lose.

4. Best Booth Award.

The tradition in judging the 'Best Booth' in EFE events continues where attractive prizes await the winners from the different space categories (Bare space). EFE 2018 will witness a new category for the Best Booth Competition

MORE THAN
A DECADE ON,
EXPORT FURNITURE
EXHIBITION (EFE)
CONTINUES TO GROW !

under the shell scheme. Three prizes will be for grabs in this newly introduced award for Shell Scheme exhibitors. The panel of judges include both local and international renowned designers. Annually, the competition has attracted many participants and is an opportune time for exhibiting companies to show their creativity and talent in booth designs.

5. Upgraded Services For Your Convenience.



6. Buyer Introduction Program

EFE offers Buyer Introduction Program to international buyers who visit EFE for the first time. The buyer introduction program provides: -

- Complimentary Accommodation – 4D3N (8-11 March 2018) in a 4 stars Hotel Kuala Lumpur
- Complimentary luncheon at Parkview deck KLCC (9-12 March 2018)
- Free Shuttle Service from KLIA, city center and official partner hotels to exhibition venue, vice-versa.
- Buyers Networking Night – Socialize with buyers all around the world, exhibitors and etc.

Export Furniture Exhibition, more than a decade on, continues to reinforce its position as an ideal business platform for the international furniture trade and an ideal event for industry players keen to do furniture export. It provides opportunity for manufacturers wanting to participate with a very competitive space rental. Backed by MFC, the signature event remains attractive and continues to grow.

For more information, please log on www.efe.my

马来西亚国际家具出口展(EFE) 十多年来持续增长!

2017年《马来西亚国际出口家具展》于3月8日至11日在吉隆坡国际会展中心 (KLCC) 举行了为期四天的展览会, 取得圆满成功。作为亚洲首屈一指的家具采购平台之一, 《马来西亚国际出口家具展》将于2018年3月9日至12日于吉隆坡国际会展中心卷土重来。《第14届的马来西亚国际出口展览会》(EFE), 将会有超过350家来自马来西亚和亚洲的优质参展商展示优质的家具设计产品及家具配件, 预计将吸引超过15,000名来自全球的专业买家及贸易商前来参观。

马来西亚的家具出口持续增长, 2016年的表现达到95.9亿美元。政府的NATIP计划预计2020年达到100亿美元的家具出口目标, 业者非常有信心在2018年实现目标。但是, 随着行业的强劲和令人鼓舞的表现, 政府将2020年NATIP的家具出口目标提升至120亿令吉。马来西亚家具总会(MFC)与《马来西亚国际出口家具展》(EFE)也承诺将火力全开, 积极完成并实现目标。

《马来西亚国际出口家具展》(EFE 2018)将成为另一个成功的展会, 所有的展位空间都已经售出, 这表明了它的知名度和业内人士的需求。EFE也聚集了不少著名大企业, 其中包括了Hup Chong家具, ZOY家具, ZOLANO, Upholstery家具, Home JS, Tawei家具, Value Plus家具等等以向世界展示他们最优质的家具制造产品。

马来西亚家具总会为业界举办的一个展览会——EFE, 得到了行业的十分支持, 并获得以下政府部门与机构的认可:

- 马来西亚种植业与原产业部 (MPIC)
- 马来西亚国际贸易和工业部 (MITI)
- 马来西亚木材工业局 (MTIB)
- 马来西亚木材理事会 (MTC)
- 马来西亚对外贸易与发展局 (MATRADE)
- 马来西亚旅游促进局 (Tourism Malaysia)

马来西亚国际家具出口展 (EFE) 除了是领先展示最新系列产品之外, 也将推出特别企划与活动来创建更多的互动和身临其境的贸易经验。这包括:

1. 专业设计师计划 (PDP3)

专业设计师计划 (PDP) 将3度登场, 由马来西亚木材工业局所主办的PDP3 得到了马来西亚家具总会 (MFC) 的全力支持与配合。这个专业设计师计划的主要目的是预计在2020年将马来西亚的家具生产迈向70%的原创设计制造(ODM)。PDP3在澳大利亚家具协会 (AFA) 的首席执行官 Patrizia Torelli的协助下, 瞄准澳大利亚特定市场, 将带大家耳目一新的观点和期望。

PDP3国际专业设计师是结合了欧洲和澳大利亚连同马来西亚TANGGAM计划的本地马来西亚设计师组合。参与计划的马来西亚制造商包括来自巴生谷的Zolano Sofa, Crown Livin', Value Plus以及来自柔佛麻坡的First Flame和Keppel Woods。专业设计师计划 (PDP3) 的预期成果还包括成品的认证和测试, 以增加新设计的家具产品的价值, 从而提升其市场价值。

2. 马来西亚木材理事会 (MTC) 的支持和参与

木材工业在马来西亚的社会的经济发展中发挥了重要的作用, 成为我国出口收入的主要来源。马来西亚的木材和木制品, 特别是家具已经出口到世界上190多个国家。木材工业也为大约30万工人提供了就业机会, 其中大部分用于家具制造。政府已经制定了年度6.5%的木材和木制家具的目标, 预计到2020年可达到530亿令吉。

多年来, 马来西亚木材理事会 (MTC) 为了吸引投资和促进马来西亚木材和木材制造商的贸易, 积极赞助展位和参观展览会。今年, MTC在本展会 (EFE 2018) 也赞助了“亚洲出口展区计划和中小企业援助计划”, 为展会活动增添了风采和吸引力。

3. 马来西亚家具创意奖 (MFC Award)

EFE年度“最佳产品大赛”将焕然一新, 以“马来西亚家具创意奖”全新出击, 带来新思路、新风格、新面貌。马来西亚家具创意奖旨在鼓励家具生产商从原始设备制造 (OEM) 转向原始设计制造 (ODM), 鼓励设计创新, 实现新设计对提升企业品牌与形象的潜能。这与政府所推动的原始设计制造 (ODM) 计划相辅相成。



EFE所有参展商都可以参加竞赛, 只有前五名优秀的设计作品才能入围。丰富的奖品正等待着获奖者。同时, 主办单位也将给予他们全方位的宣传, 包括在活动的前期, 中期及后期的杂志媒体 (Spotlight杂志)、社交媒体 (面子书) 及“马来西亚家具创意奖”小册子等, 务必让参展商获得更多的曝光率以提升其知名度。

4. 最佳展位设计奖

在EFE活动中, 评选“最佳展位”的传统依然延续着, 并送出丰富的奖品各类别展位的获奖者。EFE 2018最佳展位设计奖将有三大类别, 新增设类别为标准展位设计并评选出3位得奖者。评审团包括本地和国际知名设计师。每年的这个时候都是参展企业在展位设计中展现创意和才华的大好时机。



5. 升级服务给您更加方便



6. 买家介绍计划

EFE为首次访问马来西亚国际出口展的国际买家提供买家优惠计划。买家计划的优惠如下:

- 免费4天3夜吉隆坡4星级酒店住宿 (2018年3月8日至11日)
- 免费午餐于吉隆坡会展中心Park View Deck餐厅 (2018年3月9日至12日)
- 从吉隆坡国际机场(KLIA)和官方合作酒店到疾控中心会展中心的免费班车服务。
- 买家交流之夜——与世界各地的买家、媒体与参展商及主办方等进行交流与聚餐。

十多年来, 《马来西亚国际出口家具展》将继续巩固与加强其作为国际家具行业理想商业平台的地位及业者做家具出口的理想展会。它为想要参与别具有竞争力的空间租赁的制造商提供了良好的机会。通过马来西亚家具总会 (MFC) 的支持, EFE展会仍具吸引力, 并继续增长。

关于EFE 2018的更多详情, 请浏览www.efemy

Q&A with MTC Chairman, Dato' Gooi Hoe Hin

MTC主席拿督魏和兴焦点访谈



Q The furniture sector has contributed significantly, by more than 30% annually, to the total value of Malaysia's export of timber and timber products in the last two decades or so. What has the year 2017 been like for MTC in further promoting the furniture industry and what are the aspirations for MTC in 2018?

近20年来，家具业为马来西亚木材和木制品出口做出重大贡献，每年占总出口额超过30%。2017年对于MTC在推广家具业方面带来了什么？MTC在2018年有着什么展望？

A Wooden furniture remained as the largest export item, attributing 34.6% to Malaysia's total export of timber and timber products from January to November 2017. As of November 2017, the total value of Malaysia's export of wooden furniture is RM7.39billion, 8.4% higher than the RM6.82billion achieved during the corresponding period of 2016.

木制家具依然是出口额最大的产品，占马来西亚从1月至11月木材和木制品总出口额的34.6%。截至2017年11月，马来西亚家具总出口额为73.9亿令吉，比2016年同一时期的68.2亿令吉高8.4%。

MTC has provided sponsorship to more than 30 first-time SME furniture companies to participate in MIFF & EFE since 2016. The objective of this sponsorship is to extend MTC's support to the Malaysian furniture industry by providing an international platform and to encourage SME's to progress their businesses from being domestic centric to export-oriented.

自2016年起，MTC赞助超过30家中小型企业（SME）家具公司参与MIFF和EFE。给予赞助的主要目的是通过提供国际平台，并鼓励SME从国内为主的生意转向以出口为中心，从而达至MTC对马来西亚家具业的支持。

Moving forward, MTC will continue to encourage furniture companies to transform into high-end furniture manufacturers. The shift in direction would be greatly beneficial to the Malaysian furniture industry in competing with markets like Vietnam.

未来，MTC将继续鼓励家具公司转型为制造高端家具。这项改革可为马来西亚家具业与不同市场，如越南的竞争争取较大的优势。

Transition into high-end furniture also requires further in-depth understanding of the targeted market which our local furniture companies are lacking. To be more competitive against our Asian counterparts like China and Vietnam, the Malaysian furniture manufacturing industry must invest in better equipment and tools, for example, mechanising the production lines or installing automation production lines with fully-automated or semi-automated CNC machines and high technology robotic arms.

转变至高档家具需要对关键市场有更深入的了解，而本地家具公司缺少的正是这点。为加强和亚洲同行的竞争能力，如中国和越南，马来西亚家具制造业得在更好的设备和工具作投资。例如，把生产线机械化或自动化，并安装全自动或半自动CNC机器和高科技机械臂。

This complements the federal government's RM100 million loan facility to encourage automation among local furniture companies. It is also in line with MTC's newly-introduced financial incentive for the purchase of machinery.

这与联邦政府的一亿令吉贷款措施以鼓励本地家具公司实现自动化有着相辅的效应。同时也符合MTC新推介机械采购的金融奖掖。

With more efficient production management, Malaysia can be more productive and competitive in the world furniture market to secure more business.

在高效率生产管理下，可使马来西亚更具生产力和竞争力，并保障于世界家具市场的份额。

MTC will also continue to engage with the industry through various platforms to discuss and formulate programmes that will enhance and maintain the Malaysian timber industry's global presence.

MTC也会持续与业界交流，通过各种平台讨论和制定方案，加强和维持马来西亚木材工业的全球影响力。

Some of the activities that will continue to be undertaken by MTC in 2018 in line with the council's aspiration to achieve the timber industry's sustainable growth are as follows:

为配合本会的展望以推动木材工业可持续性成长，MTC在2018年将展开以下活动：

1. Business Matching Missions 业务配对考察团
2. Specialised Business Mission 特别业务考察团
3. Malaysian Timber Pavilion and Malaysian Furniture Pavilion 马来西亚木材展览馆和家具馆
4. Marketplace Promotion 市场促销
5. Market Visits 市场访问
6. Seminars & conferences 讲座和研讨会

Q Many, especially the newer players in the timber industry, are unaware that you have an illustrious career in various commodities-related sectors such as palm oil, rubber, timber and tin, and that you were instrumental in the setting up of various government agencies such as MTC, the Malaysian Rubber Export Promotion Council and the Malaysian Palm Oil Promotion Council. Would you elaborate and share your knowledge and experience on the industry with our readers?

许多人，尤其是木材工业的新鲜人士，都不知道您在各大原产相关行业如棕油、橡胶、木材和锡，有着辉煌的职业生涯，甚至在成立多个政府机构，包括MTC、马来西亚橡胶出口促进委员会（Malaysian Rubber Export Promotion Council）和马来西亚棕榈油促进委员会（Malaysian Palm Oil Promotion Council）的时候扮演极重要的角色。可否与我们的读者分享您在相关行业的知识和经验？

A During my 25 years of government service, I had served as the Private Secretary to the former Chief Minister of Penang, the late Tun Dr Lim Chong Eu, before taking on various posts in the Ministry of Primary Industries (now known as the Ministry of Plantation Industries and Commodities), including the role of Senior Private Secretary to two of its former Ministers.

我在政府机构服务的25年内，担任原产业部（如今称为种植与原产业部）的各个职位之前，我曾是檳城前首长，已故敦林苍祐医生的私人秘书，此后也曾是两任部长的高级私人秘书。

Yes, I was involved in the formation of various government agencies such as Malaysian Timber Council, the Malaysian Rubber Export Promotion Council and the Malaysian Palm Oil Promotion Council, now known as Malaysian Palm Oil Council.

我参与了多个政府机构的成立，如MTC、马来西亚橡胶出口促进委员会和马来西亚棕榈油促进委员会，如今其被称为马来西亚棕榈油理事会（Malaysian Palm Oil Council）。

I had worked closely with the Ministry of Primary Industries and its Ministers to develop various far-reaching commodities-related policies which were instrumental in protecting the commodities sectors, particularly palm oil, rubber, timber and timber products and tin.

我一直与原产业部及其部长们密切合作，一同制定各种具有深远意义与原产品有关，对原产业起保护作用的政策，尤其是棕榈油、橡胶、木材和木制品以及锡等。

These included the formulation of the Cooking Oil Price Stabilization Scheme, the rubber subsidies during the 1997 crisis, replanting schemes for palm oil and rubber, and the Tripartite Arrangement on rubber prices with Thailand and Indonesia.

当中包括食油价格稳定计划、1997年危机时期的橡胶津贴、棕榈油和橡胶的重植计划以及与泰国和印尼橡胶价格三方协议。

I have also worked closely with the Minister of Primary Industries in overcoming the tin crisis in 1986, the anti-tropical timber campaigns as well as addressing issues of market access for tropical timber and the dismantling of the International Natural Rubber Agreement in the 1990s. I also worked with the Ministry of Primary Industries to solve the 1986 tin crisis, the tin movement, tropical timber market access issues and the dismantling of the International Natural Rubber Agreement.

My tenure in serving the federal government also included participation in various bilateral and multilateral meetings to ensure the interests of the Malaysian commodities sector remain protected.

另外，我在联邦政府任期内参与了多个双边和多边会议，确保马来西亚原产业的利益得到保障。

I owe it to my mentors, the late Tun Dr. Lim Chong Eu and Tun Dr. Lim Keng Yaik, for all their guidance during my career. I also would like to thank YB Datuk Seri Mah Siew Keong for entrusting me to lead MTC as Chairman. I shall endeavour to serve in advancing the timber industry to be sustainable, progressive and robust.

我很感激我的导师，已故敦林苍祐医生和敦林敬益医生在我职业生涯中给予指导。我也很感谢YB拿督斯里马袖强委托我担任主席领导MTC。我将努力服务，促进木材工业可持续性、进步和强稳发展。

Q How has the furniture industry evolved over the years in terms of progress from OEM to ODM and OBM? What are the programmes, activities and roles of MTC to facilitate and accelerate the growth of the industry in this aspect?

从OEM演变至ODM和OBM，近年来家具业有何进展？在这方面，MTC扮演什么角色，举办些什么活动来支援和推动行业的成长呢？

A According to a study by Ethos & Company, 53% of Malaysian furniture manufacturers are classified as ODM or OBM. Notwithstanding, MTIB has set a target of 70% by 2020.

根据Ethos & Company的研究，53%的马来西亚家具制造商归类为ODM或OBM。尽管如此，MTIB设下2020年提高至70%的目标。

Activities in this aspect have been mandated to the Malaysian Timber Industry Board (MTIB) and previously also to the Malaysian Furniture Promotion Council (MFPC).

马来西亚木材工业局（MTIB）已经授权这方面的活动，之前也曾由马来西亚家具促进局（MFPC）负责。

Nonetheless, MTC has been involved in several programmes with MTIB and MFPC such as the development and promotion of the Malaysia Pride quality mark for Malaysian furniture, serving in the judging panel of the MIFF Furniture Design Competition as well as organising of Technical Study Missions to more technologically-advanced countries such as Germany and Italy to enable our industry members to acquire the necessary skills and knowledge in design and manufacturing.

无论如何，MTC也参与多项MTIB和MFPC的活动，如发展和推广“马来西亚骄傲”马来西亚家具卓越标签、在MIFF家具设计大赛担任评委、组织技术考察团到科技发达的国家如德国和意大利，让本地业内人士掌握设计和制造方面的必要技能和知识。

Q The target for the National Timber Industry Policy 2009-2020 (NATIP) was revised in August 2017 to achieve RM25-30 billion of timber exports by 2020. As the agency tasked to promote the development and growth of the Malaysian timber industry, what is the potential of the industry in the next three years?

国家木材工业政策2009-2020（NATIP）的目标于2017年8月修订为在2020年取得250亿-300亿令吉的木材出口额。作为负责促进马来西亚木材工业的发展与成长的机构，MTC如何看待未来3年这工业的潜力？

A Malaysia stands as the ninth largest furniture exporter globally. By 2020, the furniture industry aims to be the world's seventh top furniture exporter and this is in line with NATIP.

如今，马来西亚是全球排名第九大的家具出口国。在2020年，家具业的目标是发展成为第七大家具出口国，这一切都符合NATIP。

For the timber industry to achieve the NATIP targets, the industry has to increase the value-added supply chain by producing and exporting value-added products.

为达NATIP目标，家具业需制造和出口增值产品以增加增值供应链。

Innovative products through studies and R&D on less popular species, and explore their potential for various applications would provide new opportunities for the Malaysian timber sector. It is important to be relevant and bring innovation to continue being in the forefront as the competition from other exporting countries is becoming increasingly stiff. Temperate timber species such as Pine, Ash, Beech, and Oak are being heat-treated and

rebranded for various applications. This is an example of how R&D can produce timber products with endless potentials.

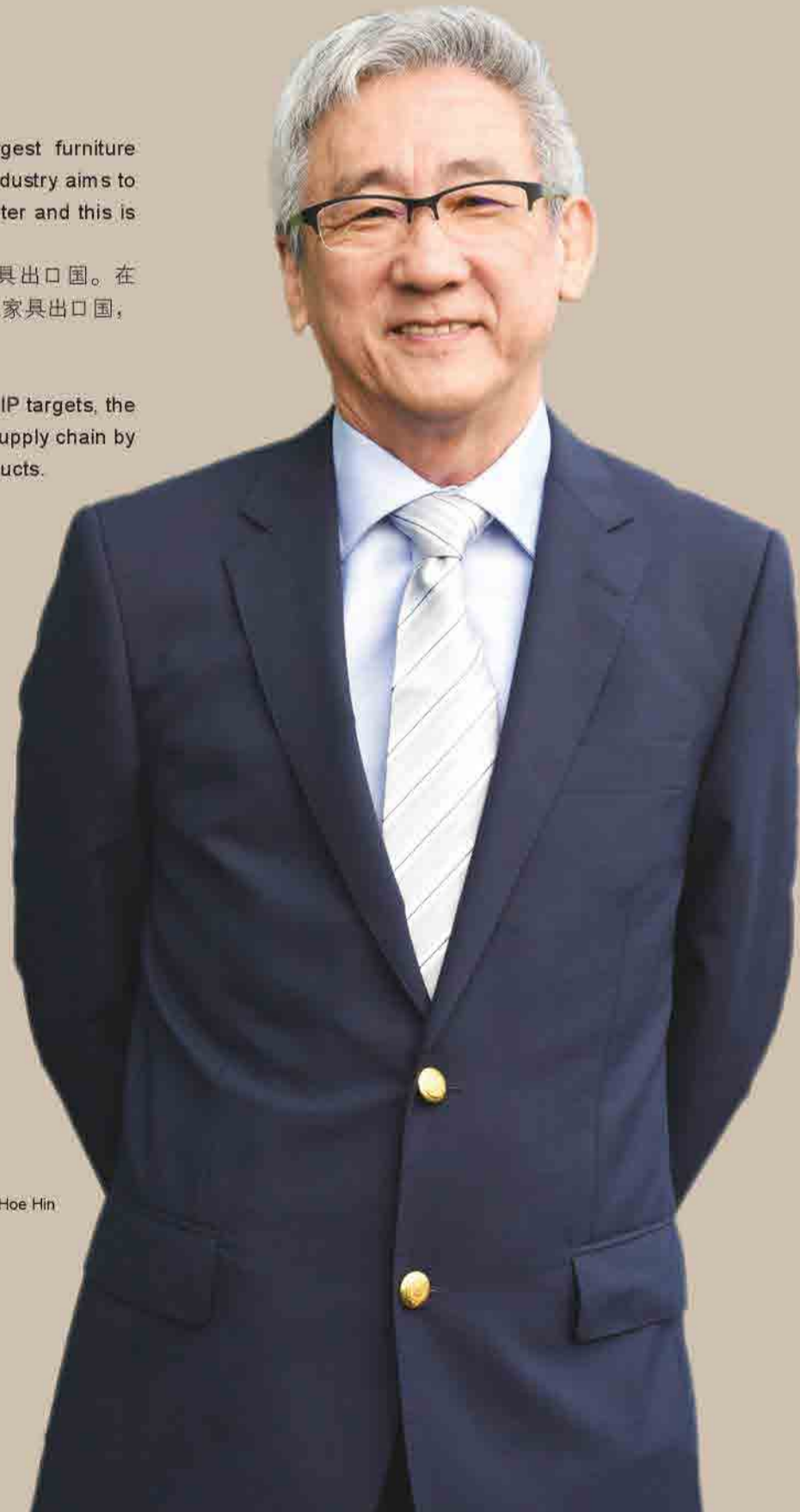
通过研究和研发较不普遍树种的创新产品，以及发掘该树种各式用途的潜力，将为马来西亚木业带来崭新机会。随着来自其它出口国的竞争变得越发严峻，保持国内木材工业相关性和带来革新变得相当重要，以便可继续走在业界最前沿。温带树种如松木、蜡木、榉木和橡木经过高温处理，并重新包装进行各种应用。这是个研究和研发可造出无限潜质的木制品的好例子。

The industry also needs to continue working closely with the international timber business fraternity through trade-friendly approaches.

木材工业也需继续通过友好贸易关系，与木材国际业务联盟密切的合作。

MTC has set aside funds to provide financial assistance to exporters and manufacturers through the Import Assistance Programme, Mechanisation & Automation Programme, and Financial Incentive for the Purchase of Machinery. These programmes are aimed at further assisting the SMEs of the timber industry in Peninsular Malaysia that are involved in manufacturing downstream value-added products for the domestic and export markets.

MTC 已经准备资金以金融上支援出口商和制造商，包括进口援助项目、生产机械化与自动化项目和机械采购的奖掖。这些项目旨在发展西马下游制造增值产品的SME公司供应本地和出口市场的需求。



MTC Chairman, Dato' Gooi Hoe Hin
MTC主席拿督魏和兴



NEW FURNITURE

DESIGNS WILL BE SHOWCASED IN

EFE 2018 DESIGN@HALL7

The Malaysian Timber Industry Board (MTIB) envisioned the Professional Designers Programme (PDP), which is fully supported by the Ministry of Plantation Industries and Commodities (MPIC) under the 10th Malaysia Plan, as a sub-project of furniture design development project.

MTIB envisages taking research in furniture design to the next level that is through the development of furniture designs with the professional designers and the Malaysian furniture manufacturers. PDP's main objective is to reach the goal of 70% Own-Design Manufacturing (ODM) in the Malaysian furniture production by 2020.

MTIB has developed various strategic activities with the objective of promoting the image of Malaysian furniture and catalysing the transition of this sector from OEM to ODM/OBM. MTIB was allocated a fund under the 11th Malaysian Plan to undertake a programme to enhance the quality of furniture designs of locally manufactured furniture.

In 2015, MTIB initiated the Professional Designers Programme (PDP) with the close collaboration with the Malaysian Furniture Promotion Council (MFPC) and support from the Ministry of Plantation Industries and Commodities (MPIC).

The first edition of PDP (PDP1) was launched in July 2015 and was the second edition of PDP (PDP2) followed in November 2016. In the previous PDPs, MTIB has managed to include 8 local manufacturers and 13 local designers in collaboration with 4 international designers. There is a total of 40 prototypes and finished furniture products available in the PDP catalogue now either for further development or immediate commercialization.

MTIB launched the third edition of PDP in October 2017 with a fresh new outlook and many grand expectations. This edition is aiming a specific market which is Australia with the assistance from the Australasian Furniture Association (AFA), led by its CEO – Ms. Patrizia Torelli.

In 2016, Australia imported USD2.765 billion worth of furniture. In the same year, Australia has a local furniture market valued at almost USD7.924 billion which was a 3% increase from the previous year's consumption and is forecasted to increase another 2% in 2018. Malaysia is the 3rd largest exporter of furniture to Australia in 2016, contributing 5.8% of the total furniture import of Australia.

The Malaysian furniture export to Australia in 2015 was valued at RM688 million and increased to RM743 million in 2016 making Australia the 4th largest Malaysian furniture importer after the United States, Japan and Singapore. Malaysia has the potential to increase its furniture export to Australia and to the world market through the advantages of Australian furniture branding efforts. Australian brands are widely accepted around the world as products of high quality. Australian Designers are chosen based on the good relationship between MTIB and AFA which is an important organization in the Australian furniture industry.

The expected outcome of PDP3 will also include the certification and testing of the finished products to add value to the newly designed furniture products thus making them more marketable. The Australian standards is one of the best standards in the world, and having this specific compliance will increase the Malaysian furniture exports to Australia, and hopefully to the rest of the world. The international professional designers for PDP3 are a combination of Europeans and

Australians – Manolo Bossi and Stefan Schoning from Europe are joined by their counterparts from Australia – Peter Kitely, Peter Hutchinson and Vince Cosentino.

This group of international professional designers are collaborating with the local Malaysian designers from the TANGGAM initiatives – Fakrul Aazmey, Harith Radzuan, Izyan Syamimi Zainol, Lim Bo Qiang, Mohd Noor Ariffin, Ezran Zainal, Sim Chia Yi, Vivian Shiwei and Eric Wong. PDP3 is also recruiting the talents of local carpenters who have been involved in the TANGGAMakers programme by MTIB – Felix Soon, Joerdan Jesselly James, Taquuddin Bahrul, Muhammad Zulkarnain Sudin, Mohd Izuwan Mat Rabi, Mohd Azizi Razali, Mohd Akmal Hassan and Zamri Mohamad Supiah. These young carpenters will be involved in PDP3 as observers first and makers second – if there are opportunities for the young carpenters to produce from the designs in PDP3, it will be an added bonus.

PDP3 will see 5 local furniture manufacturers participating with the main intention of producing commercially available products at the end of the programme. The local furniture manufacturers are selected from the Klang Valley and from Muar, Johor. Muar is where the Malaysia's main furniture export Manufacturers are mainly located. The Malaysian furniture manufacturers involved in PDP3 are Zolano Sofa, Crown Livin', and Value Plus from the Klang Valley together with First Flame and Keppel Wood from Muar, Johor.

This edition of PDP is also fully supported by the Malaysian Furniture Council (MFC) especially in advising the programme with feedback and input from the Malaysian furniture industry. MFC is also the owner of the EFE where PDP3 outcomes will be showcased in March 2018.



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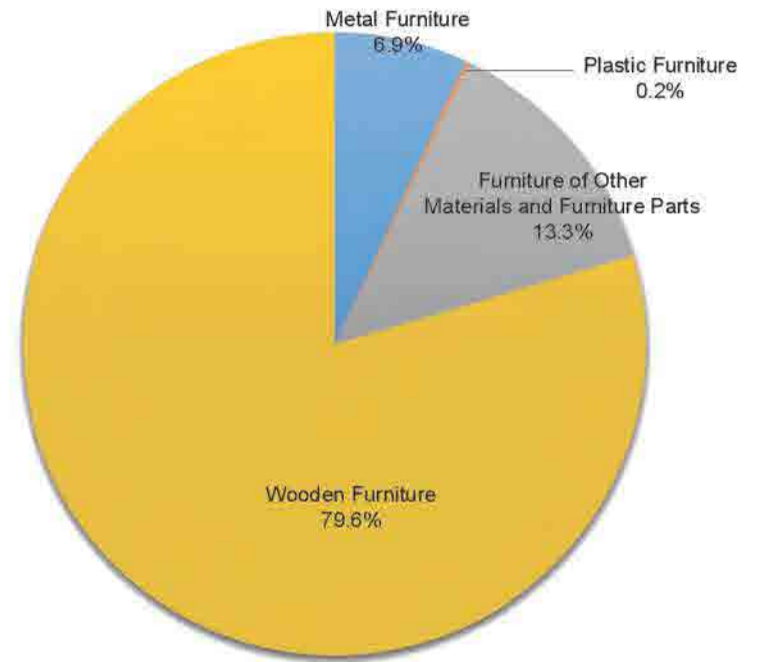
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Malaysian Furniture **Exports** in 2016 and 2017 马来西亚家具年度出口表现 2016年至2017年

Country 国家	2016		2017	
	RM Mil 百万令吉	Share % 比率 %	RM Mil 百万令吉	Share % 比率 %
Total 总额	9,529.5	100.0	10,135.9	100.0
UNITED STATES 美国	3,086.4	32.4	3,592.3	35.4
SINGAPORE 新加坡	783.5	8.2	790.1	7.8
JAPAN 日本	803.4	8.4	785.6	7.8
AUSTRALIA 澳大利亚	742.9	7.8	710.5	7.0
UNITED KINGDOM 英国	470.0	4.9	476.1	4.7
INDIA 印度	313.2	3.3	380.7	3.8
CANADA 加拿大	292.9	3.1	305.3	3.0
CHINA 中国	205.4	2.2	240.9	2.4
PHILIPPINES 菲律宾	211.1	2.2	223.5	2.2
UNITED ARAB EMIRATES 阿联酋	250.9	2.6	220.0	2.2
SAUDI ARABIA 沙地阿拉伯	172.1	1.8	155.9	1.5
KOREA 韩国	134.6	1.4	124.0	1.2
GERMANY 德国	98.9	1.0	112.2	1.1
THAILAND 泰国	98.8	1.0	108.4	1.1
FRANCE 法国	98.6	1.0	88.9	0.9
CHILE 智利	79.4	0.8	87.9	0.9
ALGERIA 阿尔及利亚	114.9	1.2	75.0	0.7
NETHERLANDS 荷兰	70.6	0.7	69.3	0.7
SOUTH AFRICA 南非	52.6	0.6	67.0	0.7
TAIWAN 台湾	60.0	0.6	66.0	0.7

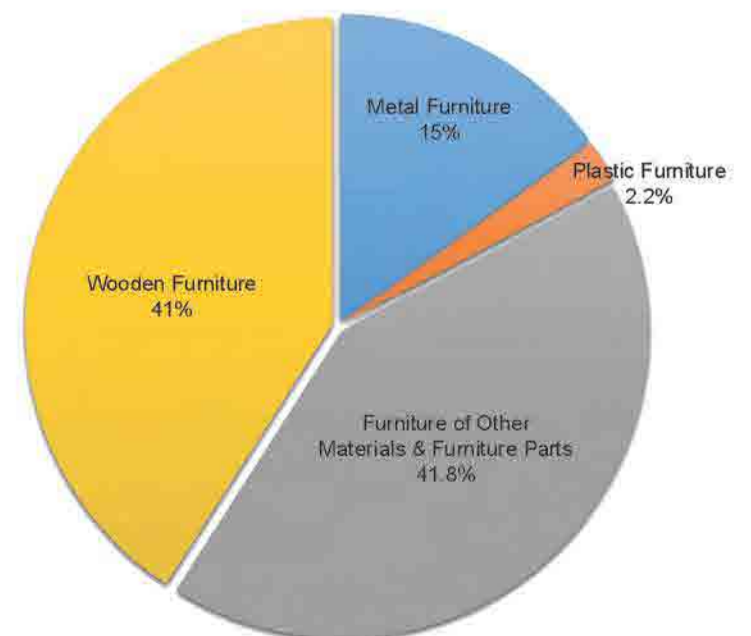
2017 Malaysia Furniture Exports
(by Product Group)



Malaysian Furniture **Imports** in 2016 and 2017 马来西亚家具年度进口表现 2016年至2017年

Country 国家	2016		2017	
	RM Mil 百万令吉	Share % 比率 %	RM Mil 百万令吉	Share % 比率 %
Total 总额	2,481.0	100.0	2,846.3	100.0
CHINA 中国	1,358.7	54.8	1,560.1	54.8
THAILAND 泰国	156.6	6.3	219.5	7.7
INDONESIA 印尼	164.7	6.6	184.2	6.5
VIETNAM 越南	115.4	4.7	147.4	5.2
JAPAN 日本	132.7	5.3	111.4	3.9
GERMANY 德国	66.9	2.7	111.3	3.9
UNITED STATES 美国	84.3	3.4	103.4	3.6
ITALY 意大利	47.2	1.9	67.3	2.4
TAIWAN 台湾	56.6	2.3	56.7	2.0
SINGAPORE 新加坡	32.7	1.3	48.7	1.7
INDIA 印度	33.2	1.3	46.0	1.6
POLAND 波兰	28.1	1.1	29.3	1.0
KOREA 韩国	24.2	1.0	19.4	0.7
HONG KONG 香港	23.6	1.0	14.5	0.5
SWEDEN 瑞典	8.9	0.4	13.5	0.5
PHILIPPINES 菲律宾	7.5	0.3	12.8	0.4
SPAIN 西班牙	5.2	0.2	11.7	0.4
NETHERLANDS 荷兰	17.4	0.7	11.6	0.4
LITHUANIA 立陶宛	7.4	0.3	10.0	0.4
UNITED KINGDOM 英国	43.8	1.8	8.9	0.3

2017 Malaysia Furniture Imports
(by Product Group)





Automatic Double Side Edge Bander
自动双端封边机 MODEL KE-2468J



Automatic Edge Bander
斜边封边机 MODEL KDT-396JS



Automatic Produce Line With Double Side Edge Bander
双端封边机自动化生产线



High Efficiency Automatic Edge Bander
高速封边机 (≈26m/min) MODEL KE-486J

制造高品质的产品是我们共同的追求



CNC Machine
加工中心 MODEL KN-3408D



Five-Side NC Boring Machine
五面数控钻孔中心 MODEL KN-2309



Frame Type Automatic Production Line
框架式自动化生产线



Automatic Drilling Production Line
多排钻自动化生产线

We share the same goal to build quality furniture



Panel Saw
数控裁板锯 MODEL KS-832CP



Sliding Table Saw
精密裁板锯 MODEL KS-132

VTAR CEO Madam Tan Cheng Liang: Employability of Local Youth Improved with Furniture Technology Certification Course

拉曼技职学院首席执行官陈清凉女士： 家具工艺文凭课程有利于提升本地青年就业力

Founded by the Malaysian Chinese Association (MCA), the VTAR Institute have been at the forefront to nurture talent and enhance human and economic development of the nation. In this regard, 97 students have graduated from the Furniture Technology Certification Course since the inaugural intake in 2016.

The MFC- VTAR Furniture Technology Certification Course is jointly organized by the Malaysian Furniture Council and VTAR Institute and is based on the National Dual Training System, under the purview of the Department of Skills Development, whereby theoretical training is provided by VTAR Institute and the apprentices are subsequently assigned to furniture factories for technical training, whereby they will be exposed to actual working environment. It was conceptualised to train locals for supervisor roles in the furniture industry, with the goal of reducing the nation's dependency on foreign labour to fulfil employment needs, especially since many foreign labourers are repatriated at the end of their contract, taking home with them valuable skill sets. This tuition-free course creates opportunities for local youths to obtain skill sets, secure employment and develop career path.

"Malaysian furniture industry is a sunrise industry, ranked eighth largest exporter in the world, making it one of the nation's key industry. Students are being offered job opportunities upon completion of the course, where they are able to accumulate experience through practical training and working experience. All this prepares them to become future management level personnel or entrepreneurs," said Madam Tan.



Madam Tan Cheng Liang, Chief Executive Officer of VTAR Institute.
拉曼技职学院首席执行官，陈清凉女士。

由马华创办的拉曼技职学院（VTAR）秉承着支持国家人文与经济发 展的精神，一直不遗余力地为国家和家具业培育人才，而家具工艺文凭课程自2016年起已成功培训97名毕业生。

由MFC和VTAR联办的家具工艺文凭课程，根据JPK的双轨训练系统（SLDN）进行，学生首先在VTAR接受理论培训，再被分派到工厂接受技术训练，同时接触真实的工作环境。除了为家具业培训主管级人才，亦期望可以减少依赖外劳来满足国家人力资源需求，尤其多数学有所成的外劳在合约结束后选择回流发展，造成行业缺乏熟练技工。免学费的课程为本地青年提供机会学得一技之长，并提高他们的就业能力。

陈女士表示，马来西亚家具业是一个朝阳行业，家具出口位居世界第八大，是国家重点行业之一。毕业生不仅获得就业机会，也在实习训练和工作过程中累积经验，为日后晋升成为管理人员或企业家所铺路。



The top scholar of SKM Level 2, Mr Ho Chun Toong (second from left) and SKM Level 3, Mr Johnathan Sia Cheng Seng (second from right) at the graduation ceremony.
SKM第二级优秀毕业生，

Top Scholar of the Furniture Technology Certification Course (SKM Level 2) - Ho Chung Tung

家具工艺文凭课程（国家技术文凭第二级）优秀毕业生
- 何忠童

Mr Ho Chung Tung was named the top scholar of the Furniture Technology Certification Course (SKM Level 2) in 2017. Mr Ho's decision to enrol in the MFC-VTAR Furniture Course stemmed from his great interest in furniture manufacturing and the thirst to gain more experience and knowledge. Motivation and support from his parents enabled him to concentrate and excel and he hopes to earn a stable income.

During his practical training, the 19 year old found that the value-adding process of furniture challenging. However, he persevered by recalling how his lecturer, Mr Ngai Chin Soon motivated and encouraged the students to show both passion and skill as those are the characteristics of quality workmanship in furniture making.

Mr Ho's devotion and determination has paid off, he is currently employed as a trainee in the production department of the furniture factory where he completed his practical training. He has ambitions to operate his own furniture manufacturing factory and to pass on the valuable skills of furniture making to future generations.

荣获2017年家具工艺文凭课程（SKM第二级）优秀毕业生奖的何忠童凭着对家具制造的浓厚兴趣，以及父母的支持鼓励，毅然报读这项课程。年仅19岁的他表示，想趁年轻多吸取经验，希望毕业后能发挥所长并获得稳定收入。他分享，提升家具产品价值的过程富挑战性，但只要用心做就不怕错，就如他们的讲师魏金顺先生所说的“心灵手巧”一样。实习训练结束后，他获赏识受聘于原来的工厂担任学徒，而他的梦想是要开设家具制造工厂，让家具工艺继续传承下去。

The Outstanding Graduate for Furniture Technology Certification Course (SKM Level 3) - Johnathan Sia Cheng Seng

家具工艺文凭课程（国家技术文凭第三级）优秀毕业生
- 谢成胜

"Your attitude determines your altitude, so it is very important to develop and demonstrate the right attitudes such as being proactive, punctual and diligence be it as a student or employee," said Sia, the top scholar of the Furniture Technology Certification Course SKM Level 3 in 2017. He had in the previous year completed SKM Level 2 and chose to pursue SKM Level 3 in the same factory, with the goal of improving on his skills. He shares with MFN that during his training, he was assigned to various departments such as the production and marketing whereby he picked up skills and was taught AutoCAD drawing and had opportunities to interact and serve with customers, ensuring their requests were in order, with special mention of his time during the trade furniture exhibition in Kuala Lumpur.

"Your attitude determines your altitude, so it is very important to develop and demonstrate the right attitudes such as being proactive, punctual and diligence be it as a student or employee," said Sia, the top scholar of the Furniture Technology Certification Course SKM Level 3 in 2017. He had in the previous year completed SKM Level 2 and chose to pursue SKM Level 3 in the same factory, with the goal of improving on his skills. He shares with MFN that during his training, he was assigned to various departments such as the production and marketing whereby he picked up skills and was taught AutoCAD drawing and had opportunities to interact and serve with customers, ensuring their requests were in order, with special mention of his time during the trade furniture exhibition in Kuala Lumpur.

Spotlight on Coaches: Training and Retention of Local Talent in the Furniture Industry

焦点采访工厂教练：提供培训并吸纳本地人才加入家具业



Group photo of the lecturer, Mr Ngai Chin Soon (from right), coaches from Hup Chong Furniture Sdn Bhd, Mr Chua Soon Heng and Ms Noor Asiah bt Mamud, and the President of MFC, Mr Chua Chun Chai (second from left).
毕业生与讲师魏金顺(右起)、Hup Chong Furniture Sdn Bhd的两位教练, 蔡顺兴和艾莎, 以及MFC总会长蔡春才(左二)合影。

MFN speaks with coaches and coordinators from Hup Chong Furniture Sdn Bhd and Redwood Furniture Sdn Bhd. Both furniture companies have hosted three batches of MFC-VTAR Furniture Technology Certification Course students since 2016 and have gone on to employ their trainees respectively. Factory coordinators and coaches are the accredited personnel who provide guidance for students during the practical training and they must first complete JPK conducted training courses on the training system and NOSS syllabus.

Coach Chua Soon Heng and Coach Noor Asiah bt Mamud of Hup Chong Furniture have 10 years of furniture industry experience under their belts. They have observed a change in perspective of the younger generation towards the furniture industry and according to them, this can be credited to the advent of automation and systematic production line. Their observations are also echoed by Redwood Furniture whereby students are exposed to advanced machinery and equipment, as well as improved system of production during their training period. This entices the local younger generation of career development prospects in the industry.

Whilst this tuition-free furniture course attracts student enrolment, retention of students in the industry are occasional challenges. The prospects of employment upon completion of the course assures the students of a future in the furniture industry. Mr Chua commented that he closely monitors students' progress to ascertain their potential and interest, whereby these factors will be taken into consideration during their employment placement in a department.

On the other hand at Redwood Furniture Sdn Bhd, a different approach is adopted. The factory will allocate the students to different departments for training according to a schedule and this ensures that the student will acquire a variety of furniture making knowledge, which is useful in future employment.

MFN分别采访了来自Hup Chong Furniture Sdn Bhd和Redwood Furniture Sdn Bhd协调员和教练。两家家具公司自2016年起已连续参与培训了三批毕业生, 并成功吸纳他们成为家具业的一分子。工厂协调员和教练的角色举足轻重, 他们必须出席由JPK举办的训练课程以了解整个训练系统和课程大纲, 同时获得政府认证为学生提供实习指导。

Hup Chong Furniture Sdn Bhd的两位教练, 蔡顺兴和艾莎在业内拥有十年以上的经验。他们表示, 工厂生产线逐渐自动化和系统化, 是让时下年轻人对传统家具工业改观的关键。Redwood Furniture Sdn Bhd亦通过实习训练, 趁机向学生介绍工厂的先进机械设备和完善系统, 让他们看见这个行业的发展潜力。

尽管这项免学费的课程吸引学生报读, 但想要保留人才仍具有一定的挑战性, 然而家具业的良好就业前景成为吸纳毕业生加入行业的重要因素。毕业生虽然获得家具业优先考虑聘请, 但是除了技术能力之外, 他们也必须拥有创新的精神以及对行业有热忱与投入。蔡顺兴分享, 教练在督促学生的实习进展之余, 也要懂得发掘他们的潜能和兴趣, 因为这是日后聘请他们时的重要考量以便能达到知人善任。另外, Redwood Furniture Sdn Bhd则会依据编排好的时间表, 分派学生到不同的部门接受训练, 以确保他们能全面性地掌握基础知识, 对他们以后就业益处良多。



Sia (third from right) receiving their award from Datin Paduka Chew Mei Fun (sixth from right).
何忠童(左二)和SKM第三级优秀毕业生, 谢成胜(右三)获那汀巴杜卡周美芬(右六)颁发奖状。



A group photograph of students with Redwood Furniture Sdn Bhd's coordinator, Mr Bo (fourth from left) and coach, Mr Thee (second from right) during the factory visit by VTAR's CEO, Madam Tan (fifth from left).
Redwood Furniture Sdn Bhd的协调员, Mr Bo(左四)和教练Mr Thee(右二)与学生以及VTAR首席执行官陈清凉(左五)合影。

VTAR Convocation Ceremony 2017 拉曼技职学院毕业典礼2017



The VTAR Convocation Ceremony 2017 was held on the 2nd of December 2017 at San Choon Hall, Wisma MCA. The ceremony has been officiated by the Vice President of MCA, Datin Paduka Chew Mei Fun. A total number of 37 graduates from 2017 April intake have received scrolls during the VTAR convocation ceremony, by which 20 of them are the first batch to graduate with Sijil Kemahiran Malaysia (SKM) Level 3 – whom are graduates of last year's SKM Level 2. Their training is mainly focus on supervisory management in order to train them as the supervisor-level personnel. In addition, 18 SKM Level 2 students from 2017 July intake are expected to complete their practical training in the end of February 2018. They will be ready to serve the furniture industry upon the completion of course.

由马华副总会长那汀巴杜卡周美芬莅临主持开幕, 拉曼技职学院毕业典礼于2017年12月2日, 在马华大厦三春礼堂隆重举行。一共有37名于2017年4月入学的家具工艺文凭课程学生顺利毕业, 其中20名毕业生是在完成了国家技术文凭(SKM)第二级后, 继续深造并成为第一批获颁SKM第三级的学生。他们的培训着重于监督管理方面, 以训练他们成为工厂主管级人员。另外, 18名于2017年7月入学的学生即将在2018年二月杪结束训练, 预备投入家具业服务。

Vice President of MCA, Datin Paduka Chew Mei Fun (from right), MFC's President, Mr Chua Chun Chai and VTAR's CEO, Madam Tan Cheng Liang visits the furniture course students' products which include mirror, side tables, cabinet, living room models and AutoCAD drawings.
马华副总会长那汀巴杜卡周美芬(右起)、MFC总会长蔡春才和VTAR首席执行官陈清凉参观家具工艺文凭课程毕业生的作品, 包括镜子、茶几、柜子、客厅模型以及AutoCAD绘图。



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Good Manufacturing Practice (GMP- 5S) and Lean Manufacturing 良好生产作业(GMP-5S)课程以及精益生产 (Lean Manufacturing) 研讨会

On 24 July 2017 and 26 August 2017, KLSFIA and MTIB jointly organized two seminars on Good Manufacturing Practice (GMP- 5S) and Lean Manufacturing. The main purpose of the seminars was to encourage the furniture industry to learn, to systematize management and to introduce lean production process.

Both of the programmes were introduced in 2016 by the Malaysian Timber Industry Board and 13 companies were identified and selected by MTIB to join the programmes at no cost to the company. The training touched on various divisions including, but not limited to, human resource, productivity, quality, production flow, storage and warehousing, cost saving, safety, 5S and delivery. The 13 companies reported total savings of about RM 13.28 million, making it a successful effort for all.

The GMP-5S programme accepted a total of 22 factories nationwide and during this 4 month programme, the companies reported significant improvement in their factories, work environment, production efficiency and others.

The programme is beneficial to the furniture industry and participants have provided good feedback and response, namely:

1. Recognition by partner companies and government for possessing systematic and good management system.
2. Cost of production is reduced.
3. Sound warehouse management, in turn improving the company's cash flow.
4. A neat and safe working environment for employees.

Below are the 10 companies whom are KLSFIA members, whom have participated in the Good Manufacturing Practices course and Lean Manufacturing seminar:

- 11) Aurora Haus Sdn Bhd
- 12) A&A Chesterfield
- 13) Bold Diseno Sdn Bhd
- 14) C Son Office Furniture Sdn Bhd
- 15) Dynamic Furniture Industries (M) Sdn Bhd
- 16) Fine Quality Timber Sdn Bhd
- 17) IB Sofa Sdn Bhd
- 18) MLFD Group Sdn Bhd
- 19) Seni Daya Woods Industries (M) Sdn Bhd
- 20) Verra Kitchen Sdn Bhd



隆雪家具公会携同马来西亚木材工业局 (MTIB) 于2017年7月24日以及8月26日主办了两场说明会, 分别是良好生产作业(GMP-5S)课程以及精益生产 (Lean Manufacturing) 研讨会。此说明会的目的是为了鼓励家具业者学习以系统化的管理方法以及精益生产的程序, 以解决外劳不足、原料短缺、生产成本增加等问题。

以上的两个培训活动项目在2016年开始, 由马来西亚木材工业局赞助进行。其中, 西马共有13家公司参与精益生产培训和咨询计划。被马来西亚木材工业局选中参与培训的会员公司, 所有的培训费用由马来西亚木材工业局承担。据了解, 由于每一家公司的改善不同, 节省的费用也来自不同的类别, 其中包括减少劳工和加班、提高生产率、质量改进、节省空间、减少库存, 维护成本、安全和5S, 省时间和缩短交货期等等。这13家在参与精益生产培训后获得显著效果, 他们节约总额一共是1328万令吉。

此外, 良好生产作业课程一共接受了全国22间家具厂参与, 通过为期4个月的课程以及工厂内进行的改善项目, 成功让这22间工厂取得显著的改善, 当中包括工作环境、成本、时间节约、生产效率等。

项目完成后的好处:

- 1) 客户及政府机构的认可, 证明贵公司有基本的管理系统
- 2) 工厂拥有系统化管理, 能够有效的减少生产成本
- 3) 更好的仓库管理, 提高公司的现金流
- 4) 拥有更整齐及安全的工作环境, 能够留住原有员工及吸引新员工

由于此课程取得的良好反应及成果, MTIB于2017继续给家具业者捎来好消息, 让更多的家具业者能够参加以上的项目。

本会隆雪家具公会共有10家会员企业, 分别参与良好生产作业系统以及精益生产程序的咨询与培训:

- 1) Aurora Haus Sdn Bhd
- 2) A&A Chesterfield
- 3) Bold Diseno Sdn Bhd
- 4) C Son Office Furniture Sdn Bhd
- 5) Dynamic Furniture Industries (M) Sdn Bhd
- 6) Fine Quality Timber Sdn Bhd
- 7) IB Sofa Sdn Bhd
- 8) MLFD Group Sdn Bhd
- 9) Seni Daya Woods Industries (M) Sdn Bhd
- 10) Verra Kitchen Sdn Bhd

Perak Furniture Makers & Dealer Association celebrated 44th anniversary and organized fund raising dinner 隆重庆祝成立44周年纪念暨 筹募活动基金联欢晚宴

The Perak Furniture Makers & Dealer Association has just celebrated 44th anniversary and organized fund raising dinner on 29th September 2017 at Hei Loi Tang Seafood Restaurant in Ipoh.

The association advisor Tan Sri Chang Ko Youn was specially invited to be the guest of honour and to deliver a speech on stage. Another VIP who has delivered his speech was Mr Chua Chun Chai, the president of MFC Governing Committee.

Mr Lau Kam Wah, the president of Perak Furniture Makers & Dealer Association, has pointed out in his speech during the dinner that, the furniture industry requires the synergy of manpower and materials resources, combined with technical innovation and improvement along with the trend, to determine a balanced financing development base on a long term goal for the commodity trading. In terms of material resource, the industry is facing price inflation for raw materials up to as high as 35%. This has directly affected sales for the industry, and add on financial burden to the industry players.

Mr Chua Chun Chai, the president of MFC Governing Committee has complimented that, in the past 8 years, the HOMEX organized by Perak Furniture Makers & Dealer Association is improving every year. Apart from promoting local furniture products, in line with the mission to promote buying products made in Malaysia, the event has discovered more potential Malaysia furniture products and brands. On the other hand, this event has also provide a platform for the small and medium furniture industry comrades to interact among each other, to help and elevate the development of this industry.

霹雳傢俬同业公会日前在2017年9月29日位于怡保新喜来登海鲜酒家, 隆重庆祝成立44周年纪念暨筹募活动基金联欢晚宴。

大会特邀顾问丹斯里郑可扬主持仪式并上台致词, 上台致词贵宾也包括马来西亚家具总会会长蔡春才。

霹雳傢俬同业公会会长刘锦华在宴会上致词时指出家私业是个依赖人力与物力相结合, 再配合技术上的不断创意及改善与时俱进, 方能有个长远的经贸市场目标, 进而牵引出在财力上之平衡融资发展。在物力上。家私业面对原料的起价, 甚至飙升到35%之高, 也令市场销量直接受到影响, 更加重了业者财力上之负担。

马来西亚家具总会会长蔡春才赞扬在8年一路走来, 霹雳家私同业公会所主办的HOMEX家具展, 越做越好。除了推广本地家具业产品, 以推广购买国货为目的, 也发掘更具潜能的大马家具产品及品牌; 同时, 也为中小型家具同业提供互相交流的平台, 以协助及提升行业发展。



The 44th anniversary cum fund raising dinner.

From the right: Organising committee chairman Mr Cheng Chin Eng, the president of Perak association Mr Lau Kam Wah, the president of MFC Governing Committee Mr Chua Chun Chai, the association advisor Tan Sri Chang Ko Youn, and the general affairs Mr Yip Sze Choy

成立44周年纪念暨筹募活动基金联欢晚宴。
右起: 工委会主席莊振荣、霹雳会长刘锦华、马来西亚家具总会会长蔡春才、顾问丹斯里郑可扬、总务叶树材

JFA Intensifies Engagement and Cooperation with Government Agencies 柔佛州家具同业联合会强化和政府机构的接触与合作

In a blink of an eye, we are now in 2018. On behalf of the Federation of Johore Furniture Manufacturers and Traders Association (JFA), our President- Mr Koh Chon Chai extends best wishes for the New Year.

In 2016, the Malaysian Timber Industry Board (MTIB) announced that Johor had contribute to over 63% of furniture exports of the country. While in October 2017, export statistics show that the nation's furniture exports has reached RM 8.355 billion and is expected to exceed RM 10 billion by December 2017 as it has been identified as a target by the industry.

JFA believes that through communication and cooperation with related government agencies and department, the challenges of raw material shortage, labour supply and other government policy can be addressed and this will result in a better future for the furniture industry.

The JFA representS a total of 1244 members, of which the district of Muar accounts for 630 members, while Batu Pahat, Johor Bahru, Kluang and Segamat accounts for 240, 222, 113 and 39 members respectively.

JFA, with the support of its District Members are promoting and securing benefits for the industry on a hold, which has resulted in positive feedback and results from its members. For example, Muar Furniture Association (MFA) led by its President has obtained approval for 112 furniture factories to obtain a Temporary Business Licensing through JCorp in order for them to continue with factory operations. MFA has also successfully requested that the RM5000 deposit for this conditional license is reduced to RM 2000.

Another instance, MFA is in cooperation with the MTIB to launch an Indigenous Training Programme called 'Superbumi'. The 'Superbumi' programme will involve at least 100 Bumiputra youths to join and to subsequently become sub-contractors supporting the furniture industry in its export activities. We are pleased to share that this programme has received the endorsement of the Prime Minister and he is expected to officiate the Muar Furniture Park Industrial area.

On the same note, the furniture industrial park in Muar is expected to complete within the next three (3) years now that issues and problems to the development has been resolved.

In the districts of Batu Pahat and Johor Bahru, domestic furniture fairs are held twice yearly. Batu Pahat Furniture Association (BPPA) recently successfully organised the "11th Home Deco & Furniture Fair" at The Summit Batu Pahat Shopping Mall from 14th to 17th December 2017. Meanwhile, Johor Bahru Furniture Association hosted the "20th Johor Furniture Fair" at Persada Johor International Convention Centre from 3rd to 5th November 2017. These two fairs achieved impressive results and sales performance for the furniture industry. On the other hand, the Kluang Manufacturers and Traders Association organized its inaugural furniture fair in Kluang from 16th to 25th October 2017.

Mr. Koh states that to maintain close rapport with the districts, he holds the governing committee board meeting with every Johor district associations every three months and in one instance of these meeting that took place in Segamat, the committee feasted on the famous local durians.

时光飞逝，转眼迎来2018年。柔佛州家具同业联合会会长辜春材，在此先向大家致意，送上新一年的祝福。

MTIB宣布柔佛州在2016年全国木制家具出口贡献63%，2017年10月份出炉的全国家具出口数据则强烈显示，出口额已高达83.55 亿马币，预料整年出口，将会突破100亿马币大关，在在显示大家为行业的付出是有其价值的。尤其是身为麻坡家具同业商会的同业们，更该彼此互相勉励，互相激励，群策群力，继续迈开脚步，大家众志成城，冀望2017年能一举攻破100亿马币目标。

我们深信通过加强与政府相关部门的联系，交流及合作，长年累月所面对的原料短缺供应，人力资源供应链问题，政府政策问题，皆能一一迎刃而解，家具出口行业还是一片光明。

柔州目前会员总人数共有1244名，位居全国行业之冠，分别为麻坡630名，峇株巴辖240名，新山222名，居銮113名，及昔加末39名。

柔佛州家具同业联合会属下各区会，在会务推动及为行业谋福利，表现积极，也取得不俗成果。其中麻坡家具同业商会经过多年努力，与市议会主席磋商争取，终于于日前，获得市议会的批准。除了协助首批经和JCorp签署合同的112间家具厂，申请到临时营业执照（LST），也为105间家具厂申请到附带条件执照，获得批准继续营业。附带条件执照的抵押金原为5000令吉，也获得批准减至2000令吉。

另一方面，麻坡家具同业商会配合马来西亚木材工业局（MTIB）正紧锣密鼓，推行土著承包培训计划（SuperBumi）。MTIB 非常重视此项计划，全面指示属下官员投入筹备工作，确保计划成功落实。该计划将培训至少100名土著青年，成为家具出口承包商。”这项计划经获得我国首相的同意，会亲临麻坡家具工业区主持推介礼。

与此同时，麻坡家具工业园计划，也传来佳音。柔州政府经解决了该计划所面对的一切细节手续等问题，即将着手投入准备举办推介礼。并预计三年后能顺利竣工。

峇株巴辖及新山区会方面，每年均举办两次国内展销会，峇株巴辖区会于2017年12月14至17日，在峇株巴辖高峰广场G楼成功举办“第11届品味家居展销会”。新山区会则于2017年11月3至5日，在柔佛国际会展中心成功举办“第20届柔佛家具装饰与电器展”。两场国内展销会规模逐年扩大，销售方面也取得不俗成绩。

“此外，居銮家具同业公会于2017年取得突破，于10月16至25日，在福联广场举办首次家具展销会。”

他表示，柔佛州家具同业联合会每3个月在各区会召开理事会议，会议皆在和谐，团结及顺畅的情况下进行。其中一次轮值昔加末区开会时，该区会还以当地著名的品种榴槤，招待全体出席的理事。



JFA held the 3rd Committee Meeting on 14 January 2018 and the Committee Members adjourned for a Musang King feast afterwards.

JFA在麻坡召开第3次理事会议（14-01-2018），过后理事们齐聚一块，大块朵颐，享用相送盛名的猫山王榴槤。
图说：坐者左2为顾问陈景春、昔加末会长拿督斯里谢能川、第2排左4为峇株巴辖会长蔡志贤、JFA兼MFA会长辜春材、新山会长吴来财，后排站者（中）居銮总务许家顺。



The award winners of 2017 Golden Eagle Award from the Federation of Johore Furniture Manufacturers & Traders Association. (From the left) Eng Chong Yeu, Chiam Thard Shyann, Dato Chua Chee Heing, Goh Lai Chai, Foong Chee Chong and Kek Thien Seng.

获赠2017年度金鹰奖得主的柔佛州家具业者合照，左起为黄宗佑、詹达显、蔡志贤、吴来财、冯志聪、郭耀源。

7 top leaders in furniture industry from the state of Johor, has exhibited their excellent leadership in strategic operation, bold in seeking breakthrough and being innovative, have been recognized together and awarded the 2017 Golden Eagle Award, upon the favour of the panel of judges. The recognition has received overwhelming feedback from the industry, and it was indeed a well-deserved one. Particularly, it was commendable for Mr Eng Kai Pin, the CEO of Techcential Sdn Bhd, from the Muar Furniture Association youth to win the International Golden Eagle Award.

Other leaders from different district branches of the Federation of Johore

Johor furniture players dominate 2017 Golden Eagle Award 柔佛家具业者在2017年金鹰奖上成绩傲人

Furniture Manufacturers & Traders Association, including Dato Chua Chee Heing, the managing director of Taishi-Tech Industries Sdn Bhd, also the president of Persatuan Peniaga-peniaga Perabut Batu Pahat; Mr Kek Thien Seng, the managing director of Mixbox Furniture Industries Sdn Bhd, also the deputy secretary general of Persatuan Peniaga-peniaga Perabut Batu Pahat; Goh Lai Chai, the managing director of Hup Lee Home Furnishing Sdn Bhd, also the president of Johor Bharu Furniture Association; Mr Chiam Thard Shyann, the managing director of Seawin Trading Sdn Bhd, also the honorary treasurer of Johor Bharu Furniture Association; Mr Foong Chee Chong, the managing director of Infab Classic Industries Sdn Bhd, also the committee of Johor Bharu Furniture Association; and Mr Eng Chong Yeu, the executive director of TKL Gallery Group Sdn Bhd, also the chief of Muar Furniture Association youth; have won the Excellent Golden Eagle award.

The annual National Golden Eagle award held by Nanyang Siang Pao aims to encourage the promotion of sustainable development in business industry and cultivate entrepreneurship among the Malaysians. This year, it has once again gained

tremendous support from corporates and related organisations within the country. Yang Berhormat Dato Sri Johari Abdul Ghani, the second Minister of Finance, was invited to be the guest of honour for this award ceremony.

柔佛州7名领导卓越的家具业界翘楚，在策略营运上，勇于力求突破，发挥创新精神，齐获表扬，获得2017年《南洋商报》全国金鹰奖评审团单位的青睐，获颁2017年度金鹰奖，获得业界好评，得奖实属实至名归，特别要提的是来自麻坡家具同业商会青年团黄凯斌（Techcential Sdn Bhd首席执行官），其公司荣获“国际金鹰奖”，难能可贵。

其他来自柔佛州家具同业联合会属下各区会公司领导人，包括峇株巴辖家具同业公会会长蔡志贤（Taishi-Tech Industries Sdn Bhd董事经理）、峇株巴辖家具同业公会副秘书长郭耀源（Mixbox Furniture Industries Sdn Bhd董事经理）、新山家具同业公会会长吴来财（Hup Lee Home Furnishing Sdn Bhd董事经理）、新山家具同业公会财政詹达显（Seawin Trading Sdn Bhd董事经理）、新山家具同业公会理事冯志聪（Infab Classic Industries Sdn Bhd董事经理）、麻坡家具同业商会青年团团长黄宗佑（TKL Gallery Group Sdn Bhd执行董事），皆荣获“卓越金鹰奖”。



The 20th Johor Furniture Fair 第20届柔佛家具装饰与电器展

President Goh Lai Chai (Right) presented souvenir to President Dato' Loh Liam Hiang (Middle) from the Johor Bharu Chinese Chamber of Commerce as a token of appreciation for being the guest of honour during the closing ceremony.
会长吴来财(右一)颁赠纪念品给新山中华总商会会长拿督罗烈贤(中),感谢担任闭幕典礼嘉宾。右一为陈玮律。

The Johor Bharu Furniture Association was fortunate to get supports from various stakeholders to completely organize the 20th Johor Furniture Fair on 5th November 2017. There was more than 500 booths breaking sales records during the event with their eye-catching showcase, and the grand lucky draw, which is a brand new Proton Saga model car, was drawn during the closing ceremony. Dato' Loh Liam Hiang the president of Johor Bharu Chinese Chamber of Commerce has commented in his speech that the Johor Bharu Furniture Association is one of the most active organization among the 42 components under the chamber, and possess a very transparent operational protocols that can be served as role model for other organizations. He also complimented that in every Johor Furniture Fair, creative products have been introduced to consumers for them to purchase the latest design items and win away extra gift through lucky draw program. Mr Goh Lai Chai, the president of Johor Bharu Furniture Association has told that, this year the Johor Furniture Fair has broken the record to have more than 10 million transactions since 2007. The original intention of organizing the fair is to provide a platform to members to

showcase their products, and to offer promotional price to attract consumer to shop. Mr Goh Lai Chai also announced that the 21st Johor Furniture Fair will be held from 11th to 13th May 2018. The coming fair will create more surprises and excitements to exhibitors, and will be appeared in a totally new and bright image. For more information, please contact Agnes Ng at 016 784 2011.

新山家具同业公会非常荣幸获得各界支持,并于2017年11月5日圆满举办“第20届柔佛家具装饰与电器展”,以超过500个的摊位突破销售成绩亮丽展出,并在闭幕礼抽出幸运大奖-全新普腾赛佳轿车。新山中华总商会会长拿督罗烈贤致词时表示新山家具同业公会是总商会的42个商团中,最活跃的团体,作业方式也非常透明化,是其他商团学习的楷模。他也称赞柔佛家具装饰与电器展每年都推出别具创意的产品,让消费者同时能购买到最新设计的产品外也能在幸运抽奖中赢取奖品。新山家具同业公会会长吴来财表示,柔佛家具装饰与电器展自2007年开办以来,今年已突破1000万个销售记录,当初举办展览只是希望能为本会会员提供展示平台,以优惠的价

格参展,吸引消费者前来购物。会长吴来财也表示新山家具同业公会将再度于2018年5月11日至13日举办“第21届柔佛家具装饰与电器展”,下届展览会也将为参展商制造更多的惊喜,让展会以另外一个全新,更亮眼的姿态展出。欲了解更多详情,请联络 Agnes Ng 016 784 2011。



Dato' Loh Liam Hiang (second from right) and President Goh Lai Chai (Right) presented the mock key to the grand lucky draw winner Sivanathan and his family.
拿督罗烈贤(右二)及会长吴来财(右一)颁赠轿车钥匙给幸运大抽奖得主西瓦南达一家。

Sarawak Furniture & Home Expo 2017 (7th – 10th December, 2017) 砂拉越傢俬工业联合会举办2017时尚家具博览会

Sarawak Furniture Industry Association organized the 8th annual "Sarawak Furniture & Home Expo" starting from Thursday, 7th December to Sunday, 10th December, 2017 at CityOne Exhibition Centre, Kuching, Sarawak.

Sarawak Furniture Industry Association is a non-profit organization. The primary objective of this annual Expo is to raise funds for the Association's operating costs. The first of this successful annual Expo was held in 2011 and has been growing from strength to strength ever since.

Our participating exhibitors comprise of the furniture manufacturers and traders, home furnishing companies, interior designers, electrical appliances merchants, and others. This time, we have 100 exhibition booths. In the past, the four-day Expo normally attracted more than 10,000 visitors.

The customers shall discover tremendous deals and bargains with many different brands being showcased as they enjoy their best shopping adventure ever, under one roof. The Expo will be open from 10am to 10pm daily. We have attractive lucky draw prizes including a 50" LED television set, a double door refrigerator, a fully auto top washer, a standard microwave oven, among many others. Purchase of RM500 and above will be entitled for our grand lucky draw which will be drawn at 8.30pm, at the closing on the last day of the Expo, Sunday, 10th December, 2017.

For enquiry, please contact Telephone 082-457270, or WhatsApp 019-8790802, or e-mail to sfia88@gmail.com

Organizing Chairman: Mr. Choo Hua Lai
President of Sarawak Furniture Industry Association: Mr. Lai King Min

砂拉越傢俬工业联合会於2017年12月7至10日一连四天在古晋CityOne展会中心举办常年“时尚家具博览会”。

砂拉越傢俬工业联合会是一间非盈利机构。它举办常年博览会的首要目的是筹款作为该公会的营运开销。该公会自2011年开始举办这项十分成功的常年博览会。

这项博览会上展出各种各样的家私和家具产品,涵盖了室内和室外家私、卧室、客厅、餐厅的家具以及厨房用具、电器、灯饰等时尚家居产品。

这次是第八届的时尚家居博览会,有100个商展位子,提供给家私工业者和各行业的商家向消费者展示他们的产品。预计会像往年一样,热烈地吸引超过一万名的访客。

这项博览会提供给消费者在一个十分便利的一站式购物平台里选择购买各种深具创意,时尚的品牌和产品。开放时间是每天早上10点至晚上10点。在博览会上购买超过RM500,都具备资格参与在最后一天,即是12月10日晚上8.30举行的大抽奖活动,幸运奖品包括50寸LED电视机一台,两个门的电冰箱一台,全自动洗衣机一台,微波炉一台,还有许多各种的奖品,等待大家赢取。

有关询问,请联络电话:082-457270,WhatsApp:019-8790802,
电邮:sfia88@gmail.com

博览会筹备会主席:朱华来先生
砂拉越家私工业联合会主席:赖庆明先生



Kelantan Furniture Manufacturers and Traders Association 27th anniversary dinner cum Luban Teacher's birthday celebration

吉兰丹家具同业工商会成立27周年纪念暨庆祝鲁班先师华诞及筹备维修会所基金晚宴

In collaboration with the construction of East Coast Railway Link (ECRL), Kelantan Furniture Manufacturers and Traders Association will explore the possibility to develop furniture industry and set up factory in Tok Bali, Pasir Putih. At this moment, there are a few aspects to be taken into consideration, such as land price and how to convene more members to participate, etc.

During the 27th anniversary dinner cum Luban Teacher's birthday celebration cum fund raising activity for the restoration of secretariat, Kelantan state exco Yang Berhormat Anuar Tan Abdullah has mentioned in his speech that, the state government will reserve 300 acres land for the development of furniture industry, including land to set up factory by the foreign investors, to facilitate the further expansion and transportation for furniture industry within the state. The state government already acquired 1,000 acres land in Tok Bali via the Kelantan State Economic Development Corporation, of which 200 acres land will be allocated to ECER, for the purpose of setting up factories.

Mr CHAU YOKE CHUN, the president of Kelantan Furniture Manufacturers and Traders Association has responded that the respective offer is really tempting, but they still need to study various aspects, and conduct site inspection, before they can make the next arrangement. Association will form a committee to call the interested industry players to participate in this investment together, and seek parallel support from other industries, to venture into Tok Bali. Once the planning to set up furniture factory is implemented in Tok Bali, the industry players can expand their business, including supplying raw materials to other states.

Mr Lee Kok Geng, the secretary general of Kelantan Furniture Manufacturers and Traders Association has commented, when interviewed, that the location of Tok Bali is far, hence it is not suitable to operate furniture retail shop, but more suitable for factory set up. Once ECRL starts to operate, and bring in crowd into that area, perhaps it can be considered to build a furniture city.

配合东海岸衔接铁路 (ECRL, 简称“东铁”) 的施工, 吉兰丹家具同业将探讨在巴西富地杜峇里发展家具业及设厂的可能, 惟目前需考量问题之多, 包括地价及如何召集更多会员响应等。

吉兰丹州行政议员拿督陈升顿日前在吉兰丹家具同业工商会成立27周年纪念, 庆祝鲁班先师华诞及筹备维修会所基金晚宴上致词时披露, 吉兰丹州政府可在杜峇里保留300亩的土地供发展家具业, 包括让外资设厂等, 以利州内家具业的扩展和运输。州政府已通过吉兰丹州经济发展机构收购杜峇里的1000亩土地, 其中200亩的土地分配给东海岸经济特区 (ECER), 作为兴建工厂用途。

吉兰丹家具同业工商会会长邹一全说, 上述献议确实非常诱人, 只是他们仍必须探讨多方面的因素, 同时必须实地考察, 才能做进一步安排。工商会将成立一个小组以召集有兴趣的同业共同参与这项投资, 寻求其他行业的支持, 共同进军杜峇里。一旦落实在杜峇里设家具厂计划后, 同业可扩大业务, 包括供应原料外州。

吉兰丹家具同业工商会秘书李德华受访表示杜峇里地理位置偏远, 并不适合开设门市家具店, 比较适合设厂。未来东海岸铁路开通后, 如果可带动人潮, 也许可考虑打造家具城。



The committee members of Kelantan Furniture Manufacturers and Traders Association
吉兰丹家具同业工商会理事会



Celebrating 27th anniversary, Luban Teacher's birthday, and raising fund to restore secretariat. Left 5 is Mr CHAU YOKE CHUN, the President of Kelantan Furniture Manufacturers and Traders Association
庆祝27周年纪念, 庆祝鲁班先师华诞及筹备维修会所基金晚宴。
左5为吉兰丹家具同业工商会会长邹一全

Malacca Furniture Manufacturers and Traders Association celebrate the 43rd Anniversary and installation of the new committee

马六甲家具同业公会隆重庆祝成立43周年纪念暨新届理事就职仪式纪念晚宴

A dinner was held by Malacca Furniture Manufacturers and Traders Association at Ming Hao Seafood Restaurant on 2nd August 2017 to celebrate the 43rd Anniversary and installation of the new committee.

Malacca Furniture Manufacturers and Traders Association was established in 1974. In the past 43 year long history, many past presidents and committees have worked together to protect furniture industry in Malacca, improve the standard of association step by step to build a committee with unity today.

Yang Berhormat Datuk Lim Ban Hong was specially invited by the organizer to grace the ceremony and to deliver a speech. The president of MFC Governing Committee represented by Albert Khoo, the secretary general for the committee was also invited to present a speech. Present along in this event are Mr Tan Ser Hiong, the president of Malacca Furniture Manufacturers and Traders Association; Mr Tay Beng Leng, the organizing committee chairperson; Yeow Tee Yean, the deputy president; Mr Chiam Swee Hiong, the honorary treasurer; Mr Liow Fok Chan, the secretary general; Mr Teh Eng Hua, the association advisor; etc

The once a year Luban Dinner has also become a day for all industry comrades to gather together for fellowship and bonding. Apart from delicious delicacies, the organizer has specially invited a few singers to perform to uplift the event.



马六甲家具同业公会在2017年8月2日位于茗豪海鲜酒家, 隆重庆祝成立43周年纪念暨新届理事就职仪式纪念晚宴。

马六甲家具同业公会成立于1974年, 在这43年历史长河中, 经过多位前任会长及理事们共同维护马六甲家具行业, 一步一脚印的提升公会水平, 才有现有安稳理事会。

大会特邀马六甲州行政议员拿督林万锋主持仪式并上台致词, 上台致词贵宾也包括马来西亚家具总会会长代表邱爱博总秘书长。出席者也包括马六甲家具同业会长陈士雄, 筹委会主席郑明龙, 署理会长姚智贤、财政詹瑞雄、总务廖福泉、会务顾问郑荣华等。

一年一度的鲁班晚宴也逐渐成为行业年度欢聚一堂的日子。大会除了准备美味菜肴之外, 也特邀多位歌手上台演出, 令场面声色不少。



Penang Furniture and Timber Industry Association (PFTIA) Five Associations Golf Tournament 槟州家具商会 五商会高尔夫球友谊赛

The much-anticipated Five Associations Golf Tournament 2017 concluded successfully with participation from Penang Furniture and Timber Industry Association (PFTIA), Malaysian Plastics Manufacturers Association (Northern Branch Association), Penang Hardware & Machinery Merchants Association, Penang Foundry & Engineering Industry Association and the Malaysian Printers Association (Penang Branch). After an intense round of friendly competition, the Penang Hardware & Machinery Merchants Association emerged champions of the tournament.

Held annually, Advisor Mr Yeoh Ee Wan remarked that this friendly golf tournament provides the various participating trade associations an opportunity to forge close relationship and exchange of information with other related trade associations. Mr Yeoh added that this rapport has only grown from strength-to-strength since the inaugural Five Associations Golf Tournament.

The PFTIA sent out a strong team of 25 golf players to participate in the tournament but could not hold off the strong competition from the Penang Hardware Machinery Association. However, led by Mr Goh Giok Kiat and assisted by his Vice Mr Goo Book Kun, the PFTIA team of 25 golf players displayed competitive and team spirit to clinch the title of 1st Runner-Up and were represented by Mr Goh and PFTIA President Mr Kong Wooi Keat on stage to receive the trophy.



一年一度的五商会高尔夫球友谊赛。五商会高尔夫球友谊赛的发起人是本会顾问杨貽元先生，杨先生认为家具业要与相关行业拉近距离并联络感情互相交换讯息，所以就与马来西亚塑胶厂商公会(北马分会)、檳州五金机械商会、檳城机器厂商会及马来西亚印刷商公会(檳州分会)结成姐妹会，并举办一个五商会高尔夫球友谊赛。五商会的感情一直延续到今天，这证明了杨先生理念是对的。

2017年度五商会高尔夫球友谊赛今年轮到檳州五金机械商会。为了让这个活动可以顺利进行，每个商会必需广邀20位球手参与。今年本会派出25位高手希望他们能为本会夺得全场常年杯。

在队长顾问许玉杰先生和副队长吴木坤先生的带领下，球手们都个个使出全力，展出他们高超的水平尽力去完成这场比赛。经过早上紧凑和激烈的角逐后，今天的比赛终于圆满结束。球手们相聚一堂，一边用餐一边等待成绩公布。

颁奖个人的成绩完毕后，来到最紧张的时刻就是由主办单位宣布2017年度五商会高尔夫球友谊赛常年冠军杯。皇天不负有心人，本会终于夺得2017年度的常年杯，由本会会长龚伟杰以及队长顾问许玉杰先生接领。商会这一次能旗开得胜，这要归功于队长以及球手们的携手合作，大家尽力完成比赛。



In the wake of the recent flash flood that affected the northwest coast of Peninsular Malaysia, Penang bore the brunt of the unexpected weather conditions, leaving many low-lying housing areas largely paralyzed from water damage, in which the affected families thrived hard to build their homes. Following hours of torrential rain, the flash floods forced thousands of small and large factories to be suspend their operations, furniture factories themselves were also affected, which caused disruption and places great affliction on economic and industrial development.

As Penangites, the Penang Furniture and Timber Industry Association (PFTIA) initiated fund-raising activities to support the Penang State Government's "Penang Bounce Back Programme" aimed at heling the victims affected and displaced by the floods. As water caused irreparable damage to the furniture, the PFTIA rallied its members to provide discounted rates on furniture items to the flood victims until the end of 2017.

Moreover, PFTIA also formed a committee to raise funds from the furniture and related industries in aid of the flood victims. Whilst we acknowledge that PFTIA was slower in response to organise a fundraiser, we did eventually raise funds that met our target of RM 100,000. This was made possible

by the support and generosity of the Malaysian Furniture Council and the other 12 state furniture associations and its members whom responded to our request. We are pleased to announce that a total of RM 146,301 in cash was raised and Intergo Furniture Sdn Bhd from Muar, Johor donated RM 30,000 worth of furniture and this was handed over in the form of a mock cheque to the Penang government by the PFTIA.

With the generosity and contribution from every party uniting as one, putting aside our differences definitely has been an encouragement to achieve the fundraising goal in aid of the flood victims of Penang. All the noble intentions and contributions to make this a success is unforgettable and it has deeply touched the hearts of millions of people.

PFTIA would like to sincerely thank the Advisors, President, Committee Members, Deputy Presidents, Charter Members and furniture industry players for their support and donations during and this is a display of what can happen when people comes together.

"Even the smallest act of caring, has the potential to turn a life around"

Fundraising for Flood Victim 发动水灾赈灾基金活动

檳州早前遭遇了有史以来最严重的大水灾，这场水灾导致居住在低洼地区的居民辛辛苦苦所建立的家园一夜全毁，同时也造成逾千间大小型工厂被迫停工，其中也包括了我们的家具行业，进一步重创檳城的经济和工业发展。

我们身为檳州子民的一份子，也想要为灾民们出一份力。首先，本会配合州政府响应“檳州再出发计划Penang Bounce Back Programme”号召，鼓励门市家具店业者于灾后，尽量提供优惠价格给受灾居民。灾民亦可向州政府所指定的商家购买家具，优惠产品只限沙发、餐桌椅、床、床褥、木门和地板，直至12月尾。

接下来商会就成立了赈灾小组筹募基金。所谓“迟到的好过没到”，虽然我们的协助比其他团体来得稍晚，但唯盼能协助众灾黎减轻负担。本会号召了会员和同业们积极乐捐赈灾基金，同时也致函马来西亚家具总会长蔡春才，请求他号召12个州属会踊跃乐捐。在短短的8天之内，本会已获得会员和来自总会、吉打、霹靂、玻璃市、隆雪、柔佛、马六甲、吉兰丹、沙巴和砂劳越属会会员和同业的热烈响应，让我们可以冲破100千的筹款目标，我们一共筹获RM 146,301.00再加上由麻坡Intergo Furniture Sdn Bhd乐捐的 RM 30,000的餐椅，总数额是 RM 176,301.00。这比之前在11月21日移交模拟支票给檳州政府的时候还要多。正所谓“一方有难，八方支援”。各个来自四面八方的同业们均团结一致，愿意为檳城灾民出一份力！他们的善举实在让我们没齿难忘，深深感动。

檳州家具同业商会全体同仁再一次向乐捐的顾问、董事、会员、总会长、各州属会会长、理事以及同业们说声谢谢，谢谢大家的支持和乐捐！

Council of Asia Furniture Association (CAFA) 38th Directors' Meeting in Theran, Iran 亚洲家具联合会第38次董事会议在伊朗召开

The 38th CAFA Directors' Meeting took place on 4th December 2017 at Tehran, Iran, along with other furniture related activities. The meeting was chaired by CAFA and hosted by the Iran National Council of Furniture & Decoration & Correlated Industries (NCFDC).

Secretary General of CAFA Ms Linda Tu reported the 2017 activities to the meeting and an open discussion on plans for 2018 also took place.

Mr Mozaffar Alikhani, the Secretary General of NCFDC was invited to give an opening speech, during which he took the opportunity to thank all CAFA members for their overwhelming participation in the DECO International Conference and extended an invitation to CAFA's members to participate in Iran's furniture activities next year. The meeting applauded and welcomed NCFDC continued support of CAFA's activities, which promises to improve interaction between the furniture industries of Iran and the Asian countries.

During the meeting, each CAFA member was given the opportunity to share and discuss the problems they faced in their respective furniture industry, information on their promotional activities and latest news, industry and market updates. It was very reassuring to the members that they will be receiving full support from CAFA with regard to future development plans and this further cements the ties of CAFA with the Asian furniture industries.



Meeting Venue 会议现场

The 10th International Conference on World Trade in Furniture, Design, Art, Decoration & Correlated Industries (DECO 2017) was held on 3rd December at Tehran, Iran. DECO is one of the largest event in Iran's furniture and decoration industry that are hosted by NCFDC every years. This years conference included talks and seminars of furniture production, trades, and industrial topics. The main purpose of the meeting is to develop the furniture market at the capital district of Tehran, Iran that is Abkhazia. Furthermore, the establishment of Furniture Science Education Centre, First Furniture Muzeum, and the development of furniture industry area will be the main results of this year's event. CAFA's members are invited to attend DECO 2017 and visit the conference.



CAFA's member photography session CAFA成员合影



2017年12月4日，亚洲家具联合会（CAFA）第38次董事会在伊朗德黑兰召开，CAFA各国协会代表出席会议及相关活动。会议由亚洲家具联合会主办，伊朗家具装饰业联合会承办。

亚洲家具联合会秘书长屠祺主持会议，作2017年亚洲家具联合会秘书处工作报告并对2018年CAFA计划开展的工作进行讨论梳理。报告回顾了CAFA 2017年举办的活动，CAFA成员及联系人，财务报告及会费收缴情况。

伊朗家具装饰业联合会秘书长Mozaffar Alikhani先生作欢迎致辞，他感谢CAFA成员参加今年DECO国际会议，并邀请各成员国参加明年的伊朗活动。伊朗家具装饰业联合会将继续支持推动CAFA工作的积极开展，为不断促进伊朗家具行业与亚洲各国的贸易交流进行努力。

CAFA各国成员分享并探讨了各国家具行业实际发展中遇到问题，介绍了各国家具行业、家具展会、家具市场的最新动态，对2018年CAFA计划开展的工作给予全力支持。会议的召开进一步强化了CAFA的凝聚力，扩大了CAFA在亚洲家具产业的影响力。

12月3日，第十届国际家具/设计/艺术/装饰及相关行业贸易会议（DECO 2017）在伊朗德黑兰举行。DECO会议是伊朗家具和装饰行业最大的活动之一，每年由NCFDC主办。今年会议包括设计和家具生产，贸易和工业领域的讲座和研讨会。会议的主要目的是发展建立在首都亚布福特-德黑兰的伊朗家具市场。另外，家具科学教育中心，第一家具博物馆和家具工业区的建立也是本年度活动的主要成果。CAFA成员受邀出席DECO 2017会议，并参观展会。

LFA Hosts AFIC Annual Year-End Working Committee Meeting and Conference 老挝家具协会主办 东盟家具工业理事会年度工作委员会会议和研讨会



AFIC Council Members in Vientiane, Laos in November 2017 for the 35th ASEAN WCM and 2017 Conference
东盟家具工业理事会成员出席于2017年11月在老挝万象举办的第35届工作委员会会议和研讨会。

The annual year-end ASEAN Furniture Industries Council (AFIC) Working Committee Meeting (WCM) and Conference was chaired by the Myanmar Forest Products and Timber Merchants Association (MFPMF) and hosted by the Lao Furniture Association (LFA) from 9th to 12th November 2017 in Vientiane, Laos and attended by delegates of AFIC member countries. The Meeting and Conference discussed about the ASEAN Furniture Exhibition Circuit and means of improving and promoting Intra-ASEAN furniture trade while supporting developing furniture industries such as Laos.

Singapore Furniture Industries Council (SFIC) Delegate- Mr Jake Tan took the opportunity to share with the meeting the successful 'Preserving Culture and Heritage Through Generations' ASEAN Youth Furniture Exchange (AYFE) Programme that was held in Yogyakarta, Indonesia by the Indonesia Youth Furniture Club in August 2017 and informed the meeting that SFIC will be organising the 4th edition of the furniture youth exchange programme in October 2018 that will focus on e-commerce strategy.

The hospitable LFA host also organised a visit to a Timber Factory and a Vientiane City Tour to give the first-time visitors to Laos an introduction to the city and insights into the business and economic prospects of Laos. MFC Secretary General, Mr Albert Khoo applauded LFA for their warm hospitality and professionalism in hosting over 20 AFIC Council Members from seven ASEAN countries. He further remarked that such meeting presents a platform to explore opportunities for cooperation between the countries and Mr Khoo is looking forward to establishing a Malaysian-Laos Human Resource Cross-Training Programme aimed at building a network of skilled workers for the timber and furniture industry.

一年一度的东盟家具工业理事会（AFIC）工作委员会会议和研讨会在老挝家具协会（LFA）主办下，于2017年11月9日至12日，在老挝万象拉开序幕。由各AFIC成员国代表出席，缅甸森林产品招商联合会（MFPMF）主持了这次会议和研讨会。会议讨论重点包括东盟家具巡回展，以及如何改善和推动东盟国之间的家具贸易，同时支持发展中的家具工业如老挝。

新加坡家具工业理事会（SFIC）代表，Jake Tan 借机与大会分享，由印尼青年家具俱乐部主办的“世代保存文化遗产”东盟青年家具交流会于2017年8月在印尼日惹成功举行。他亦通知，SFIC将会在2018年10月举办第四届的青年家具交流会，并专注于电子商务策略。

作为东道主的老挝家具协会尽地主之谊，带领首次踏足老挝的客人参观木材工厂和万象城市，并为大家介绍城市景点和老挝的商业与经济发展前景。马来西亚家具总会秘书长邱爱博称赞老挝家具协会对于20多名来自7个东盟国家的AFIC理事会成员的热情款待和专业精神。他指出，此次会议提供平台以探讨各国互相合作的机会。他也期望可以实行马来西亚-老挝人力资源交叉培训计划，为木材和家具行业建立一个熟练技工的网络。



Malaysia's Furniture Industry – Robust and Futuristic 马来西亚家具业 – 强大且具未来性

The furniture industry in Malaysia continues to thrive in an increasingly competitive environment and it is one of the significant contributors to the nation's export earnings. Ranked as the third largest exporter of furniture in Asia and as the ninth in the world, Malaysia exports around 80% of its "Made in Malaysia" furniture products to more than 160 countries globally.

To further enhance Malaysia's competitive edge in furniture exports and to create more value for our products, due emphasis has been given to design, which is fast becoming an important aspect of the furniture industry in Malaysia today. Hence, in recent years, Malaysia's furniture industry has seen a shift from the Original Equipment Manufacturer model to Original Design Manufacturer (ODM) as well as Original Brand Manufacturer models. This shift has been necessitated by increased consumer interest in product customization and value adding.

To thrive in the new global economy, Malaysia targets to raise the ODM component of the furniture industry to 70 per cent by 2020. Success in the furniture industry demands that we fully harness the technological skills, modern machinery, and the essential arts in furniture design.

With strong supporting industries which manufacture fabric, leather, cushions, hardware and other accessories plus well-developed infrastructure, the Malaysian furniture manufacturing industry is poised to progress exceptionally well into the future.

Malaysian Furniture Industry's Assurance

- ✓ Reliability
- ✓ Contemporary and progressive designs
- ✓ Modern and flexible manufacturing capability
- ✓ Excellent customer service
- ✓ High quality products
- ✓ Competitive pricing
- ✓ Sustainable and legal timber
- ✓ Supply flexibility and accommodation to customers' requirements
- ✓ Good logistic support

The use of high-quality timber species and materials coupled with the application of high-tech manufacturing methods and designs further ensures the acceptance and admiration of Malaysian furniture internationally. With more than 2,500 tree species, Malaysia's forest showcases the country's vast variety of timbers that provide a vibrant natural colour palette for unbridled creativity in design. Each of these tropical hardwoods has its unique qualities, and they all season well and age gracefully without losing their underlying beauty.

To learn more about Malaysian timbers and timber species, check out MTC Wood Wizard or visit www.mtc.com.my

马来西亚家具业在竞争日益激烈的环境下仍持续蓬勃发展，成为我国出口收益的重要贡献者之一。作为亚洲排名第三、世界排名第九大的家具出口国，马来西亚出口近八十巴仙的本地制造家具产品至全球超过160个国家。

为了进一步提升马来西亚家具的出口竞争优势，同时为产品创造更高价值，如今家具设计备受行业的重视并迅速成为本地家具业目前的重要方向。因此，近年来可见本地家具业已从原始设备制造商的模式，逐渐转型成原始设计制造商（ODM）或原始品牌生产商的模式。基于消费者对产品定制和增值的兴趣日渐增加，因此这项转变可说是在所难免。

为在全球新经济中脱颖而出，马来西亚设下目标，将在2020年把家具业的原始设计制造商增至七十巴仙。本地家具业的成功，全靠充分利用技术技能、先进机械以及富艺术性的家具设计。

有赖于强大的辅助行业供应纺织品、皮革、坐垫、五金和其他配件等，再加上完善的基本设施，马来西亚家具制造业将迎来非凡的发展前景。

马来西亚家具业的保证

- ✓ 可靠性
- ✓ 当代和先进的设计
- ✓ 现代化和灵活的生产能力
- ✓ 卓越的客户服务
- ✓ 高品质产品
- ✓ 具竞争力的价格
- ✓ 可持续和合法的木材
- ✓ 有灵活性和适应性地应对客户需求
- ✓ 优秀的后勤支援

采用高品质的木材品种和材料，加上高科技的制作方法和设计，使马来西亚家具享誉国际，大受欢迎。马来西亚森林拥有超过2,500个树种，种类繁多的木材富有活力的自然色调，对于创意家具设计有画龙点睛的效果。这些热带硬木都各有特性，品质优良，古朴但却不失美感。

更多有关马来西亚木材和树种的资讯，可查看MTC Wood Wizard，或浏览www.mtc.com.my。

MTIB 2nd Article -1st Malaysia Agarwood Fair 马来西亚木材工业局 -第一届马来西亚沉香木展览会

The first Malaysia Agarwood Fair was successfully organized by MTIB, which held in IOI City Mall, Putrajaya from 12 – 14 May 2017 and it was officiated by the Director General of MTIB Dato' Dr Jalaluddin Harun.

This three-day exhibition was aimed to further develop Gaharu industry in Malaysia and act as a platform to gather local Agarwood Product Entrepreneurs, which allows them to promote their products to the public and exchange ideas or knowledges with peers.

Locally known as Gaharu, Agarwood is now being considered as an important non-timber forest product. It has been used since hundreds of years ago for medicine and basic material to produce perfumes. Today, agarwood is being traded in more than 18 countries with trade worth millions of US dollars annually.

However, the Convention on International Trade of Endangered Species of Wild Flora and Fauna (CITES) has listed Gaharu-producing species, Aquilaria under Appendix II of CITES. As researched found out that Agarwood suppliers had directly harvested the trees from natural forest, making the Agarwood resources unsustainable.

Thus, in many producer countries, Agarwood is moving from a simple forest-dependent livelihood source for the local people, into industrial scale operation. Dr Jalaluddin shared with MFN that he expects Malaysian Agarwood Fair could help in lifting the pressure on natural resources and to meet market demands of Gaharu.

A total of 12 exhibitors of various Agarwood products, ranging from Woodblock, chips, essential oil, cosmetics, perfumes, Gaharu Coffee and Tea has participated in this exhibition. About 7000 visitors comprising of local and foreign tourists had visited the fair.



马来西亚木材工业局 (MITB) 于2017年5月12日至14日, 在布城IOI City Mall成功主办了第一届马来西亚沉香木展览会。展会邀请MTIB总监拿督贾拉鲁丁莅临主持开幕。

一连三天的展会旨于让沉香木工业在马来西亚获得更进一步的发展, 并提供平台聚集本地沉香木产品的企业家, 让他们有机会向大众推广产品之余, 也可以与同行进行交流。

沉香木作为本地重要的非木材森林产品, 在百年前已开始被广泛用于制造药物和香料的基础材料。如今, 沉香木的贸易遍布18个国家以上, 每年交易价值达百万美元。

然而, 濒临绝种野生动植物国际贸易公约 (CITES) 把沉香木种类 (Aquilaria) 归纳在公约的附录II中。研究显示, 沉香木供应商从天然森林中直接采伐, 使沉香木资源变得不可持续。

因此在很多出产国, 沉香木从原本当地人所依赖的森林生计来源, 逐渐转变成成为工业规模经营。拿督贾拉鲁丁表示, 他期望马来西亚沉香木展览会可以帮助减轻所面对的自然资源压力, 并满足沉香木市场的需求。

共有12位参展商各别展出了不同的沉香木产品, 包括木块、木屑、精油、化妆品、香水、沉香咖啡和茶等。多达7000名本地和外国访客参观了这场展会。

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The journey of KER began in 2011 with our founder and Managing Director Mr Ker Choon Siong. Since then we have become synonymous as a manufacturer and exporter of stylish and well-designed furniture. We are now based operating in Bukit Bakri, Muar, Johor, Malaysia. Most of our home furniture products are exported. Started out with great focus on rubberwood dining furniture, includes dining sets, living room occasional items & bedroom sets.

We strive to offer elegant home furniture products at better rates, quality and delivery time. We will continue to adopt the new technologies and materials to develop new products and to meet the demand of the customers with high grade products and satisfactory after sales services and strive to promote the development of wooden dining set. We emphasise on our products quality which requires diligence and dedication.

