

APPENDIX

Table 1 U.S. Wooden Household Furniture Imports by Region and Leading Importers
From 1989 to 1995 (million U.S. \$)

REGION/ Country	1989	1990	1991	1992	1993	1994	1995 ¹
ASIA	1320.7	1213.4	1271.6	1412.0	1751.7	1993.4	2076.3
China	92.4	100.3	131.4	180.0	278.8	426.5	551.2
Indonesia	42.7	69.5	88.3	107.0	166.7	210.2	250.5
S.Korea	42.8	41.4	23.4	11.9	10.0	11.0	10.7
Malaysia	29.1	40.0	61.6	107.8	203.0	319.1	332.4
Philippines	148.5	129.5	105.9	101.1	109.5	122.1	130.4
Singapore	56.8	48.5	42.3	38.3	44.8	41.4	38.8
Taiwan	759.4	642.9	681.7	698.8	716.2	637.3	548.4
Thailand	82.2	86.5	95.7	130.4	181.3	176.1	165.1
EUROPE	1001.6	1034.7	833.2	780.4	755.1	941.1	1041.1
Denmark	129.2	136.1	97.8	106.5	99.6	120.7	116.4
Germany	82.3	89.0	67.0	45.7	43.3	48.8	58.5
Italy	423.3	447.5	382.7	368.3	372.7	500.3	571.4
U. Kingdom	55.4	58.0	53.1	53.3	55.4	67.0	73.1
Yugoslavia	140.2	128.4	93.4	85.2	---	---	---
N. AMERICA	497.6	529.9	530.4	595.9	764.8	975.8	1154.4
Canada	361.2	355.6	344.2	412.9	561.4	748.7	898.0
Mexico	136.4	174.3	186.2	185.0	203.4	227.1	256.4
S. AMERICA	74.2	70.4	70.6	84.4	98.0	120.6	153.1
Brazil	30.3	28.3	24.7	34.4	38.1	56.3	77.0
Chile	6.9	9.1	15.5	16.0	20.2	23.2	27.7
WORLD	2895.9	2854.1	2712.6	2884.3	3381.0	4050.3	4441.8

Source: U.S Commerce Department, Bureau of Census

¹ Estimate for 199

Table 2 Top Ten Furniture Importing Countries in Japan Market in 1993

	COUNTRY	IMPORTS (million Yen)	YEAR CHANGE (%)
1.	Taiwan	32,807	-9.3
2.	United States.	27,661	-11.1
3.	Thailand	26,570	4.6
4.	Indonesia	22,851	7.2
5.	Korea	9,117	-0.1
6.	Malaysia	8,272	29.4
7.	Italy	8,202	-38.2
8.	China	8,173	35.5
9.	Germany	4,121	-36.5
10.	Singapore	4,073	-23.0

Note: The above figures include automobile and airplane seating components.

Source: Japan Furniture Trade, 1998

Table 3 Top-Ten Export Markets of Taiwan Furniture
(In Thousands of U.S. \$)

	Country	1995	1994	Growth Rate (%)
1	United States America	914,064	1,008,314	-9.35
2	Japan	362,644.0	316,605.4	14.5%
3	Hong Kong	80,882.0	98,227.0	-17.7%
4	Germany	60,069.3	54,245.7	10.7%
5	Canada	50,131.8	52,446.9	-4.4%
6	Australia	35,577.5	32,003.0	11.2%
7	United Kingdom	33,346.8	29,263.7	-7.2%
8	Saudi Arabia	19,739.3	221,267.5	-7.2%
9	France	18,069.0	15,607.2	15.8%
10	Singapore	10,000.6	10,346.8	-3.3%

Source: Industry Reports, 1998

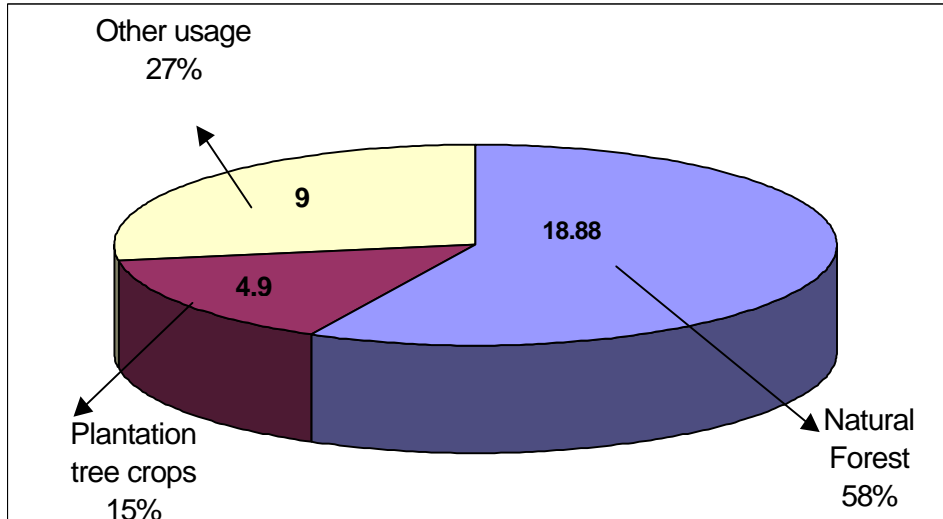


Figure 1 Land Use in Malaysia (million hectares)

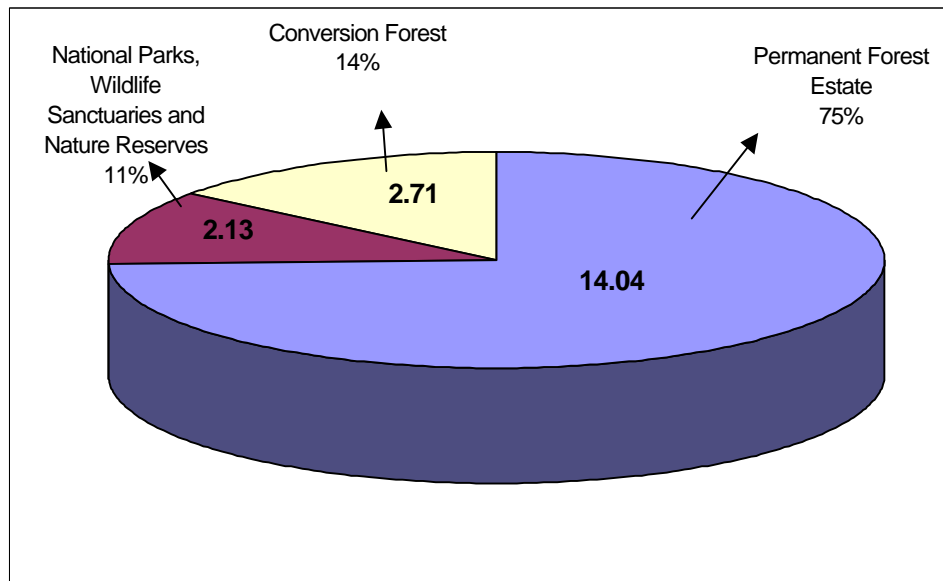


Figure 2 Forest Land Use in Malaysia (million hectares)

Source: Forestry Department Peninsular Malaysia, 1996

Table 4 Number of Timber Processing Mills in Malaysia in 1995

SECTORS	PENINSULAR	SABAH	SARAWAK	TOTAL
Sawmill	702	234	220	1,156
Plywood/Veneer	45	68	43	156
Molding	105	149	21	275
Blockboard	12	27	10	49
Laminated Board	34	4	6	44
Particleboard/Chipboard	7	2	--	9
Wood Cement Board	3	--	--	3
Medium Density Fiberboard	6	--	--	6
Woodchip	1	1	1	3
Parquet	25	1	1	27
Picture Frame	25	1	1	27
Prefabricated House	10	--	1	11
Pulp & Paper	--	1	--	1
Matches	4	1	2	7
Toys	6	--	--	6
Pencil	3	--	--	3
Kiln Dry	120	3	7	130
Preservation	117	10	10	137
Furniture & Woodworking	2630	120	215	2,965
Door	24	--	--	24
Box & Crates	200	--	--	200

Source: Malaysian Timber Industry Board
Forestry Department Headquarters, Peninsular Malaysia
Forestry Department, Sabah
Sarawak Timber Industry Development Corporation

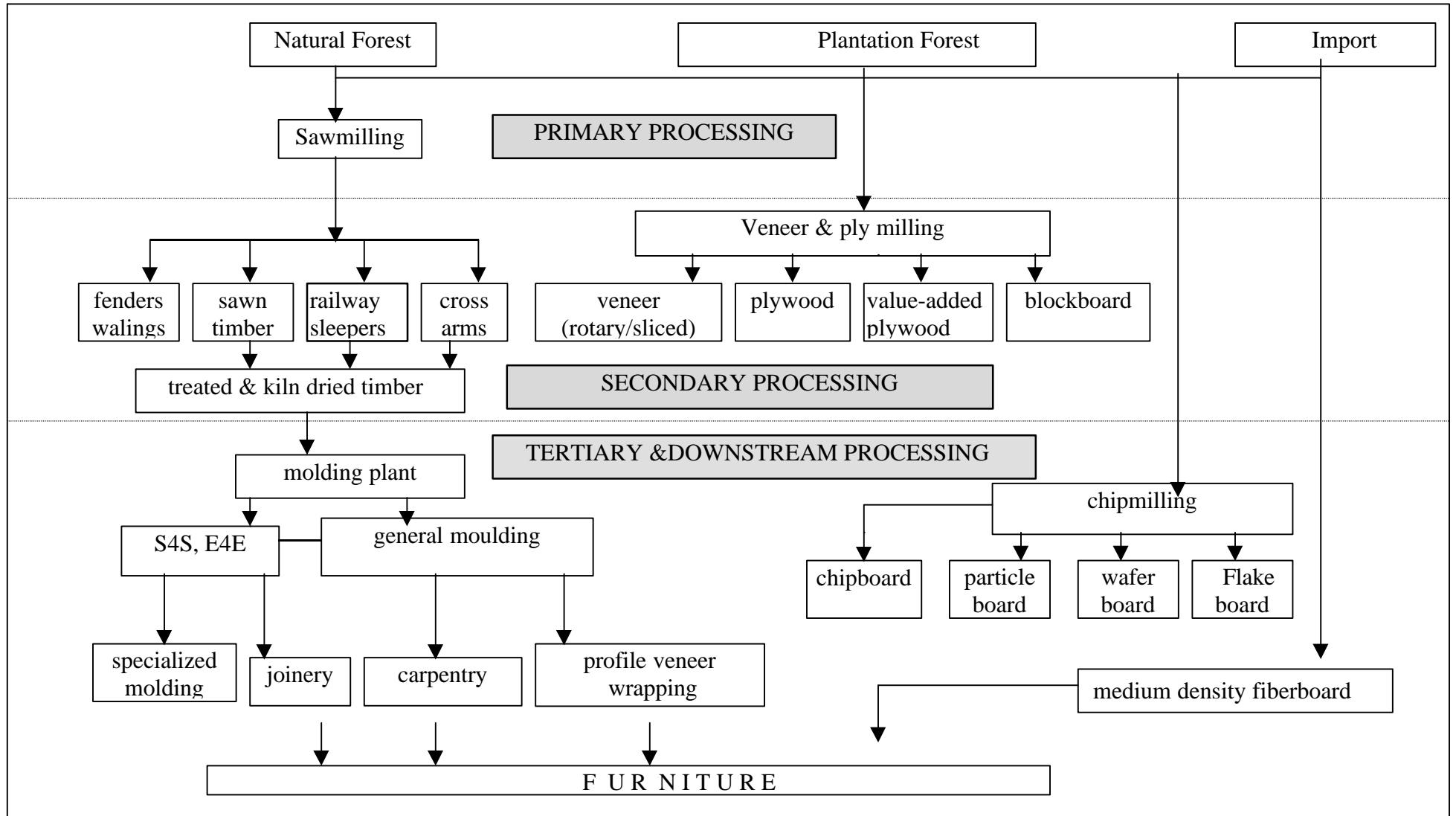


Figure 3: Flow Chart of Wood-based Industry in Malaysia

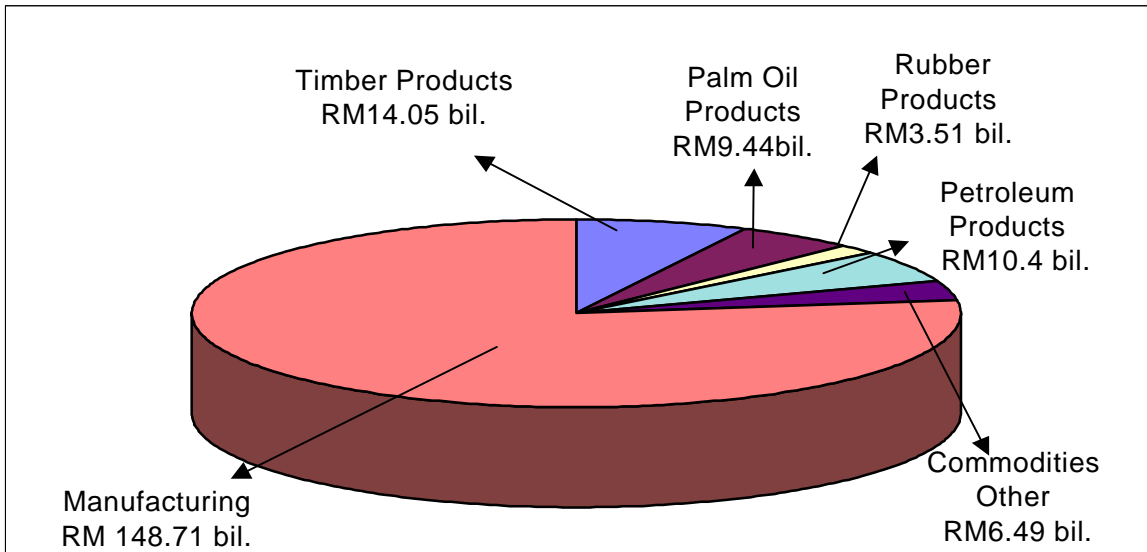


Figure 4 Export Earnings in 1996

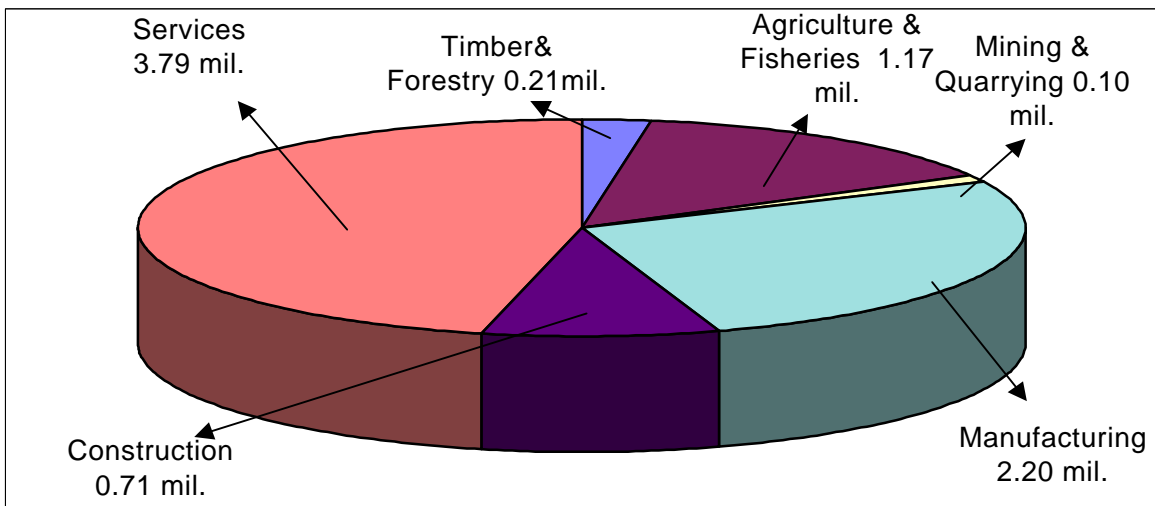


Figure 5 Employment in 1996

Source : Bank Negara Malaysia, 1997

Table 5 Export Value of Malaysian Major Timber Products from 1990 to 1997 (RM million)

	1990	1991	1992	1993	1994	1995	1996	1997
Logs	4,041	4,097	3,826	2,914	2,556	2,273	2,270	2,200
Sawn Timber	3,071	2,901	3,409	4,422	4,140	3,626	3,048	2,750
Plywood	863	991	1,361	2,660	3,318	3,521	4,400	4,300
Veneer	203	302	491	705	662	575	632	740
MDF	-	-	-	-	182	218	273	380
Moldings	488	543	713	585	633	618	672	720
Joinery	-	-	-	-	333	339	403	460
Furniture	270	478	660	1026	1,525	1,765	2,169	2,622
Others	-	-	-	-	188	186	188	548
TOTAL	8,936	9,312	10,460	12,312	13,537	13,121	14,055	14,720¹

Source: Malaysian Timber Industry Board, Statistics, 1998

¹ Star, 1998c

Table 6 Average Log Prices of Dark Red Meranti (Ex-mill price) and Rubberwood in Peninsular Malaysia

YEAR	Dark Red Meranti ¹ (RM/m3)	Rubberwood ² (RM/m3)
1990	373	35
1991	381	39
1992	411	42
1993	632	41
1994	654	46
1995	531	50

Source: ¹ Chew and Hashim, 1996

² MTIB, 1998a

Table 7 Exports Performance of Timber Products from Malaysia before and after First Industrial Master Plan.

Sector	1985 (RM million)	1995 (RM million)	Change (%)
Logs	2,781.65	2,272.80	- 18%
Sawn Timber	1,009.47	3,265.63	+ 259
Plywood	719.62	3,430.01	+ 377
Veneer	146.03	574.97	+ 293
Moldings & Dressed Timber	519.44	770.13	+ 48
Builders Carpentry & Joinery	n.a	338.88	n.a
Wooden Furniture	12.50	1,673.78	+ 13,290
Rattan Furniture	5.5	91.48	+ 1,563

Source: Malaysian Timber Industry Board, (1998d)

Table 8 Approved Investment Projects in Furniture and Fixtures Sector from 1982 to 1997

YEAR	NUMBER OF PROJECTS	JOB	LOCAL EQUITY	FOREIGN EQUITY	LOCAL INVESTMENT (RM)	FOREIGN INVESTMENT ESTIMATE (RM)	TOTAL CAPITAL INVEST. (RM)
1982	12	957	---	1,371,000	15,588,068	2,681,000	18,267,068
1983	10	653	---	853,000	6,622,000	2,328,000	8,951,000
1984	16	1,195	---	1,979,000	31,118,140	5,448,350	36,586,490
1985	7	680	9,635,000	3,600,000	17,295,000	6,000,000	23,295,000
1986	3	251	2,490,000	1,120,000	17,295,000	1,120,000	6,560,000
1987	2	286	72,000	1,178,000	216,000	2,134,000	2,350,000
1988	27	5,148	10,620,950	35,651,210	21,440,531	72,315,244	93,755,775
1989	35	6,812	16,095,054	62,006,946	47,129,494	129,731,186	176,860,680
1990	47	6,878	29,178,192	62,223,808	61,354,292	127,600,708	188,955,000
1991	40	5,440	10,275,016	55,944,344	22,660,153	101,146,000	123,806,153
1992	22	2,728	13,799,090	24,352,600	30,371,906	44,050,677	74,422,583
1993	36	4,888	29,270,197	30,859,800	66,561,286	56,533,608	123,094,894
1994	39	7,018	44,390,002	26,180,000	210,845,276	43,315,000	254,160,276
1995	45	8,001	36,366,448	54,699,370	126,739,039	110,818,600	237,557,639
1996	30	3,924	35,036,700	21,621,300	111,559,915	43,732,516	155,322,431
1997	35	4,597	57,722,355	20,889,648	218,983,719	47,087,526	266,071,245

Source: Malaysia Industrial Development Authority, 1998b

Table 9 Rate of Duty for Timber and Timber Products

Description	HCDCS*	Unit of Quantity	Rate of duty For Import	Rate of Duty For Export
Logs	44.03	m ³	20%	15%
Railway Sleepers	44.06	m ³	5%	Nil
Sawn Timber	44.07	m ³	20%	Nil
Dressed Timber	44.07	m ³	20%	Nil
Veneer Sheets - Face Veneer - Core Veneer	44.08	m ³	Nil 25%	Nil Nil
Wooden Moldings	44.09	m ³	25%	Nil
Plywood	44.12	m ³	45%	Nil
Blockboard	44.12	m ³	25-35%	Nil
Particleboard	44.10	m ³	25%	Nil
Fiberboard	44.11	m ³	25%	Nil
Furniture	94.01	Number	25-40%	Nil
	94.03	Value/Number	5-30%	Nil
Others				
- Wooden frames for painting, photograph	44.14	Value	25%	Nil
- Packing cases, boxes and drums	44.15	Number	25%	Nil
- Builders, joinery and carpentry of woods	44.18	Value/m ³	25-35%	Nil
- Articles of wooden furniture	4420.90 200	Number	25%	Nil
- Other articles of wood	4421.90 300	Value	25%	Nil

*Harmonized Commodity and Description Coding System

Source: Directory of Timber Trade Malaysia 95/96 and Customs and Excise Department, Malaysia, 1988.

Table 10 Selected Furniture Company Profiles from the members of Malaysian Furniture Industry Council

Name of company	Factory size (m2)	Number of workers	Markets	Annual Turnover
Banlin Furniture	13,200	150	SEA, M. east and Africa	---
Bintang Emas Furniture Sofa	8,090	150	Japan, Korea, M. East, Hong Kong	---
Brunswood Industry	4,000	100	USA, UK, Netherlands, Australia, N.Zealand	RM 10 mil.
BT Furniture Ind.	60,380	300	Japan, USA, Australia, Singapore, N. Zealand, Korea, Asia, Europe	RM 30 mil
Champwell	4,645	80	SEA, Oceania, M. East	RM 7 mil.
Chin Huat Furniture manufacturers	23,500	400	Australia, Brunei, Canada, Taiwan, Europe, Hong Kong, Japan, USA, N. Zealand, Singapore, M. East	---
CT Haup Heng	18,000	200	USA, Japan, U.K., China, Australia	RM 12 mil.
C.I. Sofa manufacturer	1,393	120	S. Africa, Japan, Taiwan, Korea, Australia	---
Chuan Heng Furniture	2,790	80	China, Taiwan, Singapore, Vietnam, H. Kong, Brunei, Africa, Mauritius, Russia	---
Chun Kiang Enterprise	1,858	150	China	---
DD Furniture	4,900	110	Japan, Taiwan, Singapore, Brunei	USD3.7mil.
Dragon Furniture	20,230	350	USA, Australia, UK	---
Dhallas Design	1,393	40	Taiwan, Singapore, Vietnam, Philippines	---
Dulphin Chair System	557	40	Brunei	---
EM Furniture Manufacturer	3,715	100	Australia, Brunei, Canada, German, Hong Kong, Indonesia, Ireland, Japan, Middle East, Philippines, Russia, Singapore, S. America, UK	USD5mil.
Euro Chairs Marketing	8,039	170	Japan, M. East, Brunei, N. Zealand, Australia, S. America, Zimbabwe, Singapore, Hong Kong, China, Indian Ocean, Bangladesh	RM15mil.

Eurospan Furniture	7,900	210	Japan, Australia, Hong Kong, Korea, N. Zealand, China, Europe	---
Huap Woh Furniture	4,000	140	Europe, Taiwan, Japan, Korea, Australia, Philippines, UAE, Finland, Brunei	RM10 mil.
Haleywood Industries	24,270	350	---	RM20 mil.
Heng Sofa Industries	4,290	70	Japan, Singapore, Taiwan, Malaysia, Hong Kong	RM8 mil.
Innoprise Wood Products	6,000	200	Europe, USA, UK, Australia, N.Zealand, Japan	USD4 mil.
Kindle Sofa	1,394	40	Japan, Taiwan, Singapore, China	RM5-10mil.
Lang Furniture	130,000	1,300	USA, UK, Ireland, Canada, Australia, Japan, M.East	RM70 mil.
LatitudeTree Furniture	16,550	200	USA	USD12 mil.
Len Cheong Furniture	70,000	400	Japan	---
Lim Boon Hwee Sofa	8,000	150	Australia, Japan, Europe, USA, Taiwan, M.East, China, Singapore, Canada, Moscow	RM12 mil.
LY Furniture	8,039	100	Australia, Brunei, Europe, USA, Taiwan, M.East, China, Singapore	RM8mil.
Monro Enterprise	4,820	200	Australia, Korea, Europe, USA, UAE, M.East, Singapore	RM30mil.
Muar Harboards Sdn	19,000	120	North America, Europe, Japan, Asia- Pacific Countries, East Asia, Middle East, Mediterranean Countries	RM12mil.
Re-cycle Teak Garden Furniture	1,500	30	Japan, France, Taiwan, Australia	RM3mil.
Sen Lin Furniture and Decoration	1,000	55	Singapore and Brunei	RM4mil.
Scion Pacific	929	40	Australia, N. Zealand, Japan, Taiwan, Hong Kong	RM5mil.

Siew Fatt	1,860	80	Singapore, China, Japan, Hong Kong	RM 3 mil.
Sin Wee Seng Ind.	1,580	50	Japan, Taiwan, Brunei, Europe, Hong Kong, Singapore, Australia	RM 3.5 mil.
Sinma Furnishings	5,000	100	Australia, Hong Kong, Japan, M. East, USA	RM 20 mil.
Toscana Furniture Group	14,865	650	USA, Oman, England, Germany, M. East	USD 20 mil.
Taiping Super Furniture	8,100	150	Japan, Hong Kong	RM 9 mil.
Takanashi Sangyo	46,000	150	Japan	USD 5 mil.
Teck Seng Industrial	5,574	70	Singapore, China, Japan, Australia	RM 9 mil.
Tomisho	20,000	400	USA, Japan, Korea, UK, Europe, Australia & M. East	RM30 mil.
Woodlandor Wood Products	4,645	100	Canada, UK, Europe, Japan South Korea, Hong Kong, Australia, USA, N. Zealand	RM5.5 mil.
Yew Hoong Sofa Products	2,000	100	S. Korea, Taiwan, Canada, Australia, Belgium, Japan, South East Asia	RM8.5 mil.

Source: Malaysia Timber Industry Board and Malaysia Furniture Industry Council, 1997

Table 11 Selected Furniture Company Profiles Located in the Furniture Villages

Mill's name	Mill size (square miles)	Paid-up capital (RM)	Number of Workers
Perabot Matang	2,232	500,000	44
Promotex	2,232	350,000	15
Aturan Dunia	1,488	575,000	60
Malaysia Furniture 35	1,488	278,353	30
Damai Perwira	1,488	302,000	30
Juta L'Kuas	669.6	100,000	12
Shahman Nasution	930	670,000	35
Hatiwood	930	350,000	60
Dressed Timber	930	380,000	35

Source: Malaysian Timber Industry Board, 1997

Table 12 Data on Export of Malaysian Furniture from 1982 to 1997

Year	Export of wooden Furniture (RM million)	Export of rattan furniture (RM million)	Total Export (RM million)	Percentage of wooden furniture
1982	15.1	2.16	17.26	87
1983	10.7	1.75	12.45	86
1984	10.5	4.23	14.73	71
1985	12.5	5.5	18	69
1986	20.5	7.04	27.54	74
1987	45.3	11.11	56.41	80
1988	58.8	35.06	93.86	63
1989	125.9	45.40	171.3	73
1990	214.7	54.83	269.53	80
1991	403.3	75.49	478.79	84
1992	578.7	81.83	660.53	88
1993	935.6	90.38	1,025.98	91
1994	1,413.4	111.59	1524.99	93
1995	1,673.8	91.49	1765.29	95
1996	2088.7	80.78	2169.48	96
1997	2531	91.48	2622.48	97

Source: Statistics Department of Malaysia, 1998 and MTIB, 1998.

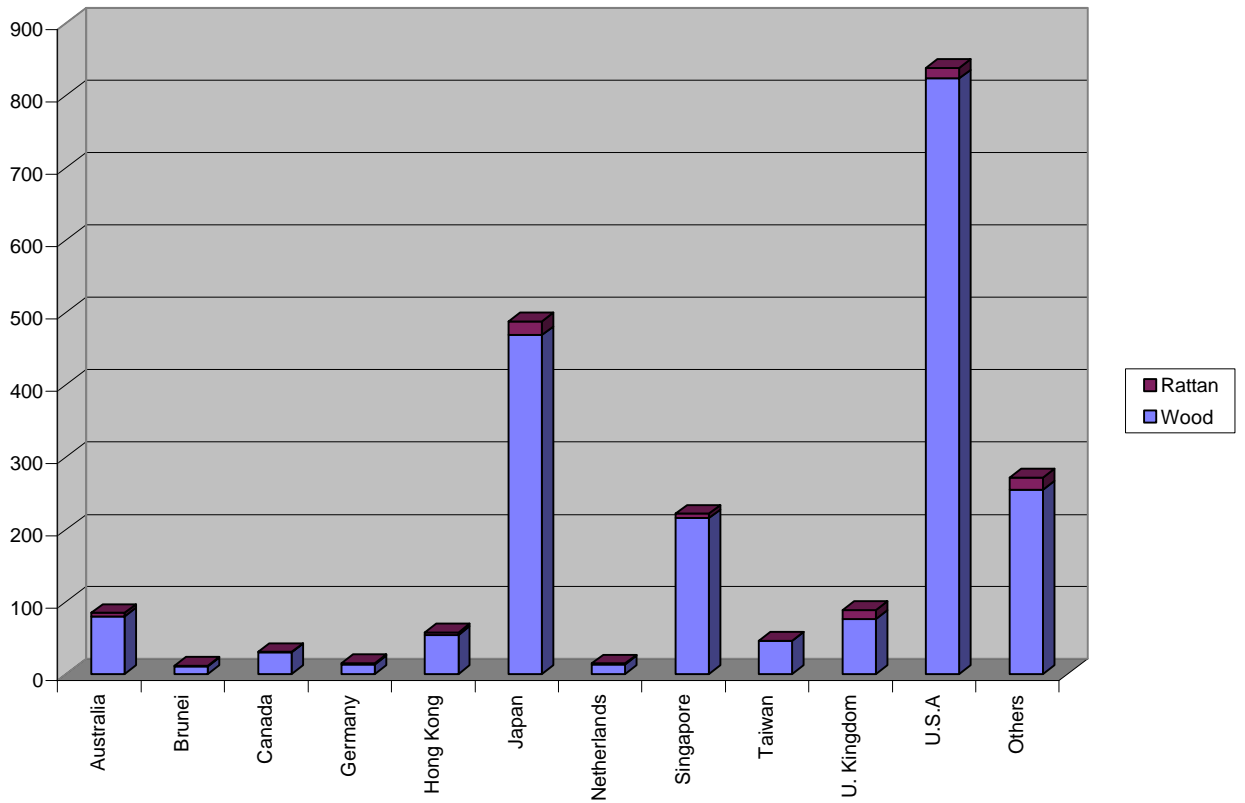


Figure 6 Export of Malaysian Furniture in 1996 by Major Market (RM million)

Table 13 Export of Malaysian Furniture to the USA from 1990 to 1996

YEAR	WOODEN FURNITURE (RM)	RATTAN FURNITURE (RM)	TOTAL EXPORT VALUE (RM)	PERCENTAGE OF TOTAL EXPORT
1990	76,561,192	5,495,505	82,056,697	30.4
1991	130,351,944	6,137,836	136,489,780	28.3
1992	185,268,404	10,970,353	196,238,757	29.7
1993	387,465,887	18,182,338	405,648,225	39.5
1994	637,125,899	32,542,960	669,668,859	43.9
1995	661,914,315	13,313,551	675,227,866	38.3
1996	823,868,762	14,096,484	837,965,246	38.6

Source: Malaysian Timber Industry Board, 1998d and Statistics Department of Malaysia, 1998

Table 14 Export and Import Value of Furniture from Malaysia for Selected Years

YEAR	WOODEN FURNITURE (RM Million)			RATTAN FURNITURE (RM million)			GRAND TOTAL (RM million)		
	EXPORT	IMPORT	NET EXPORT	EXPORT	IMPORT	NET EXPORT	EXPORT	IMPORT	NET EXPORT
1980	29.6	8.6	21.0	2.8	2.3	0.5	32.4	10.9	21.5
1990	214.7	12.1	202.6	54.8	1.3	53.5	269.5	13.4	256.1
1991	403.3	17.0	386.3	75.5	3.3	72.2	478.7	20.3	458.5
1992	578.7	27.8	550.9	81.8	3.8	78.0	660.6	31.6	629.0
1993	935.6	23.9	911.7	90.4	3.4	87.0	1,026.0	27.3	998.7
1994	1,413.4	11.2	1,402.2	111.6	5.0	106.6	1,525.0	16.2	1,508.8
1995	1,673.8	30.8	1,643.0	91.5	3.9	87.6	1,765.3	34.7	1,730.6
1996	2,088.7	61.8	2,026.9	80.8	5.1	75.7	2,169.5	66.9	2,102.6

Source : The Malaysian Timber Industry Board (1998b)

Table 15 Status of Rubberwood Processing Industry in Peninsular Malaysia

PROCESSING INDUSTRY	NUMBER
Sawmill	109
Moulding & Joinery	45
MDF	7
Chipboard	4
Cemboard	1
Plywood & Veneer	4
Furniture	300

Source: The Malaysian Timber Industry Board, 1998a

Table 16 Projected Industrial Demand for and Availability of Rubberwood for Primary Processing in Peninsular Malaysia, from 1995 to 2000

Year	Logs (m ³)	Sawn timber (m ³)	Plywood (m ³)	Projected sawn timber requirement by industries (m ³)
1995	1,872,896	539,394	112,373	759,600
1996	1,889,084	544,056	113,345	873,400
1997	1,195,464	344,294	71,728	1,004,600
1998	1,068,616	307,761	64,117	1,155,300
1999	1,200,752	345,817	72,045	1,328,500
2000	1,227,292	353,460	76,638	1,328,500

Source: MTIB(1993) and MTC (1995)
: RISDA (1997)

Table 17 Import of timber products into Peninsular Malaysia in 1996 and 1997

Timber Products	1996 (m ³)	1997 (m ³)
Logs	128,006.94	312,573.05
Sawn timber	131,630.89	116,766.97
Plywood	48,763.17	134,149.52
Wooden Moldings	345,584.59	490,035.75
Blockboard	471.07	7,754.74
Veneer	56,954.85	16,370,901.10
Fiberboard	7,121.88	9,696,197.96
Particleboard	11,996,253.81	41,311,971.68

Source: Statistics Department of Malaysia, 1998

Table 18 Levy Structure and Rates

Species/Timber Products	Rate of Levy (RM/ cubic meter)	
	Kiln-dried	Air-dried
Group A (Sawn Timber)		
Chengal (subject to quota)	250	250
Damar Minyak	250	250
Nyatoh	250	250
Jelutong	250	250
Kembang Semangkok	250	250
Ramin	250	250
Red Balau	250	250
Group B (Sawn Timber)		
Sepetir	120	180
Dark Red Meranti	120	180
Light Red Meranti / Red Seraya	120	180
Red Meranti	120	180
Melantai / Kawang	120	180
White Meranti / Melapi	120	180
White Seraya	120	180
Perupok	120	180
Merbau	120	180
Balau	120	180
Mersawa	120	180
Kempas	120	180
Keruing	120	180
Bintangor	120	180
Melunak	120	180
Geronggang	120	180
Durian	120	180
Rubberwood (subject to quota)	120	180
Group C (Sawn Timber)		
All other species	40	40

Group D (Timber Products)	
Railway sleepers and crossings, transmissions post, unassembled pallets, fine-rippled door stiles, agriculture stakes, cross-arms, stiffeners for flakeboard railway crossings, fenders & walings*	40
Dressed timber (S4S), E1E, E2E, E3E and E4E of Rubberwood and Chengal (subject to quota)	120
Finger-jointed and/or laminated sawn timber , of Rubberwood	80
Dressed timber (S4S), E1E, E2E, E3E and E4E of species other than Rubberwood and Chengal	40
Finger-jointed and /or laminated sawn timber, of species other than Rubberwood	40
Veneer	250
Utility Plywood	40

Source: The Malaysian Timber Industry Board, 1996b

- To be exported in their final sizes. In the case of transmission posts, agriculture stakes, cross-arms, stiffeners for flakeboard railway crossings, fenders and walings, fabrication to the final shape (e.g. boring, grooving, chamfering, tapering, edge beveling etc) has to be carried out locally and the product will have to undergo inspection by MTIB before export. Consignments, which do not comply with these conditions, will be subject to the levy rate for sawn timber.

Table 19 Description of Wooden Furniture

Harmonized Commodity Description Coding System	Description
94 01 61 000	Upholstered seat with wooden frames
94 01 69 000	Other seat other than upholstered, with wooden frames
94 03 30 000	Wooden furniture of a kind used in offices
94 03 40 000	Wooden furniture of a kind used in kitchen
94 03 50 000	Wooden furniture of a kind used in the bedroom
94 03 60 100	Baby walker of wood
94 03 60 900	Other wooden furniture

Source: Statistics Department of Malaysia, 1998

Table 20 Supply of Raw Material for Wooden Furniture

Year	Production of Logs ¹ (m ³)	Production of sawn timber (m ³) X ₁	Import of logs (m ³)	Import of sawn Timber (m ³)	Total import (m ³) X ₂	Export of sawn timber (m ³) X ₃	Total supply (m ³) X ₄
1982	30,056	8,656	133,781	72,312	206,093	31,954	182,795
1983	101,265	29,164	200,698	56,089	256,787	53,522	232,429
1984	131,115	37,761	201,061	56,089	257,150	95,764	199,147
1985	595,437	171,486	196,916	59,804	256,720	121,232	306,974
1986	696,210	200,508	25,444	47,839	73,283	178,425	95,366
1987	898,022	258,630	169,506	23,979	193,485	258,833	193,282
1988	1,240,979	357,402	79,446	33,724	113,170	203,969	266,603
1989	1,103,148	317,707	40,695	44,926	85,621	221,367	181,961
1990	971,004	279,649	86,804	59,270	146,074	103,478	322,245
1991	1,622,366	467,241	58,804	81,853	140,657	71,261	536,637
1992	1,837,239	529,125	90,067	84,721	174,788	38,833	665,080
1993	1,074,768	309,533	63,944	89,742	153,686	27,620	435,599
1994	1,156,667	333,120	150,900	135,427	286,327	45,297	574,150
1995	1,872,896	539,394	272,149	149,675	421,824	33,095	928,123
1996	1,889,084	544,056	128,007	131,631	259,638	48,081	755,613
1997	1,195,465	344,294	312,573	116,767	429,340	16,349	757,285

Sources:

- ¹ Logs Production figures from 1982 to 1994 from Forestry Department (1998)
Logs Production figures from 1994 to 1997 are projection figures from MTIB and MTC study (MTC, 1995)
- ² Statistics Department of Malaysia (1998)
- ³ The Malaysian Timber Industry Board (1998)

Table 21 The United States Import Price Indexes for Furniture and Parts Thereof
(Under SITC Rev. 3, Item No. 82, 1995=100, Unless Otherwise Noted)

YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUN	JUL	AUG	SEP	OKT	NOV	DEC	AVE- RAGE
1982	-	-	76.4	-	-	76.6	-	-	75.4	-	-	72.7	75.27
1983	-	-	73.9	-	-	74.4	-	-	72.8	-	-	71.7	73.2
1984	-	-	71.9	-	-	72.7	-	-	72.3	-	-	71.4	72.08
1985	-	-	69.0	-	-	69.9	-	-	72.0	-	-	72.9	70.95
1986	-	-	75.9	-	-	77.3	-	-	78.8	-	-	78.9	77.73
1987	-	-	82.3	-	-	82.7	-	-	83.5	-	-	84.2	83.18
1988	-	-	86.8	-	-	88.0	-	-	88.2	-	-	90.5	88.38
1989	-	-	89.1	-	-	88.9	-	-	91.1	-	-	91.0	90.03
1990	-	-	92.9	-	-	93.7	-	-	94.8	-	-	96.7	94.53
1991	-	-	97.2	-	-	95.7	-	-	96.0	-	-	96.7	96.4
1992	-	-	97.4	-	-	97.7	-	-	100.1	-	-	98.3	98.38
1993	-	-	97.8	-	-	98.4	-	-	97.8	-	-	97.3	97.83
1994	97.6	97.6	97.8	97.7	97.7	98.2	98.1	98.1	98.5	99.1	99.0	98.8	98.18
1995	98.4	98.9	99.2	99.6	99.7	100.7	100.3	100.2	100.5	100.6	100.8	101.1	100
1996	101.3	101.1	100.7	100.7	100.7	100.8	101.0	100.8	100.8	100.7	101.7	101.8	101
1997	102.0	101.9	102.4	103.5	103.3	102.9	103.0	102.9	102.4	103.0	103.1	103.1	102.8

Source: The United States Department of labor, Bureau of Labor Statistics, 1998

Table 22 Data on Exchange rates, Import Prices Indexes (IPI) and Price Conversions

YEAR	EXCHANGE RATES ¹ (RM=1USD)	IMPORT PRICES INDEXES ²	PRICES ³
1982	2.3359	75.27	175.82
1983	2.3325	73.2	170.74
1984	2.3439	72.08	168.95
1985	2.4845	70.95	176.28
1986	2.5723	77.73	199.95
1987	2.5238	83.18	209.93
1988	2.6153	88.38	231.14
1989	2.7102	90.03	244
1990	2.7063	94.53	255.83
1991	2.7521	96.4	265.30
1992	2.5531	98.38	251.17
1993	2.5763	97.83	252.04
1994	2.6267	98.18	257.89
1995	2.5116	100	251.16
1996	2.5209	101	254.62
1997	2.7850	102.79	286.27

- ¹ Exchange rates Ringgit Malaysia (RM) to 1US \$
Issued by Banking Department, Bank Negara Malaysia, 1998
- ² Import Prices Indexes (IPI) as calculated in Table 21
Issued by Bureau of Labor Statistics, 1998
- ³ Prices = IPI * Exchange rates

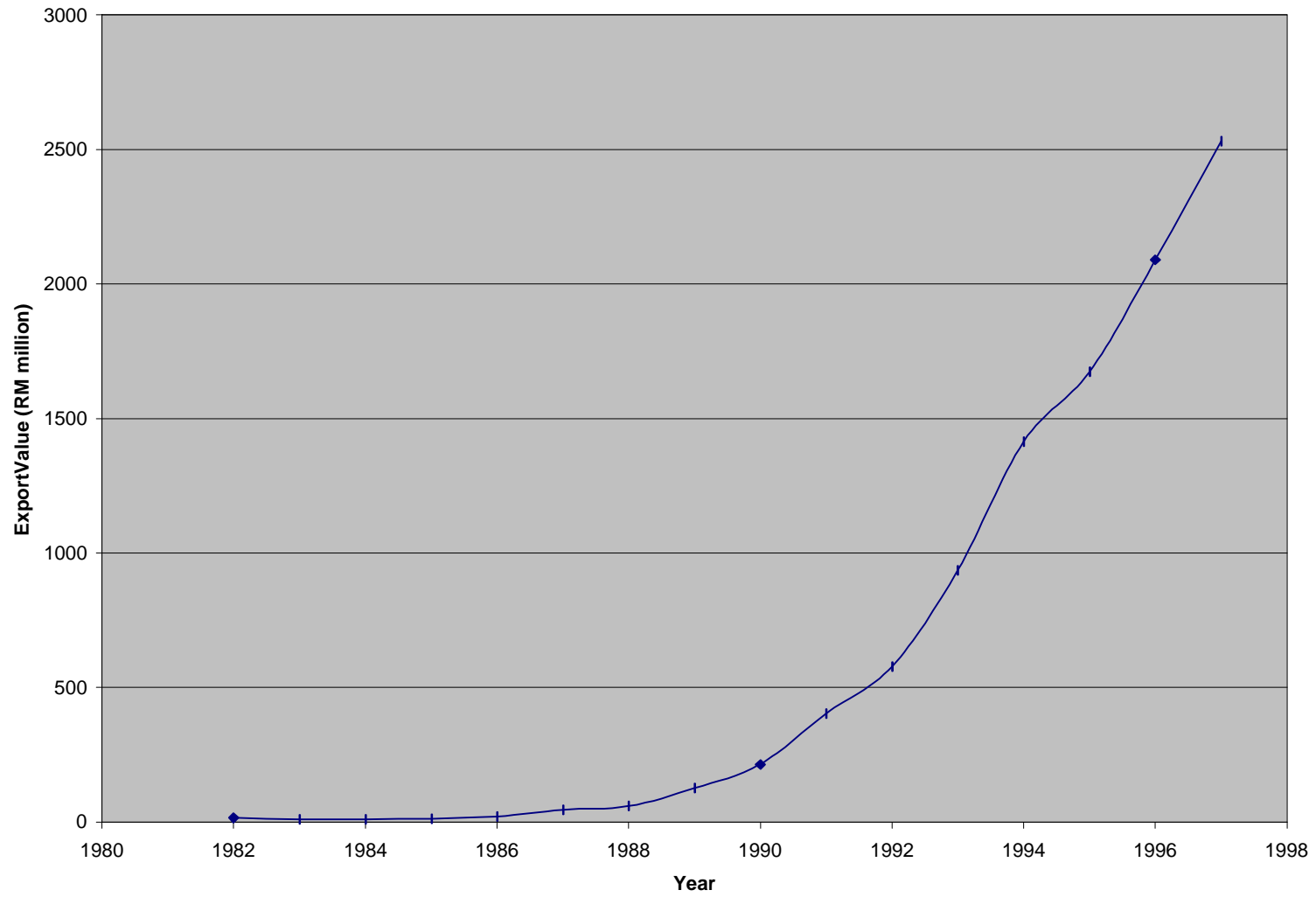


Figure 7 Export of Malaysian wooden Furniture From 1982 to 1997

Table 23 Projection of Wooden Furniture Exports

Year	Production Of Rubbewood sawn timber (m3)	Export of Rubberwood Sawn timber (m3)	Total Import of logs And sawn timber (m3)	IPI	Exchange rates	Export of Furniture (RM million)
1998	307,761	15,000	472,274	103	2.85	2,860
1999	345,816	14,000	519,501	104	3	5,136
2000	353,460	14,000	520,000	105	2.9	4,354