

STA Review

Volume 209

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Monthly Magazine of the Sarawak Timber Association

February 2011



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FOREST
SUSTAINABILITY
(Malaysia) Sdn Bhd



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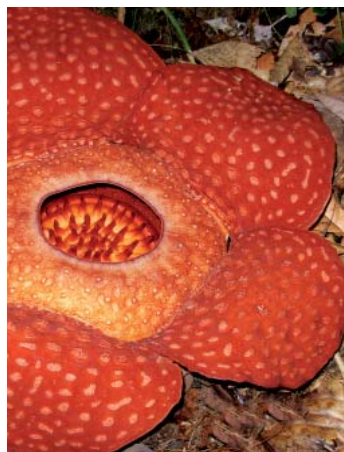
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COVER IMAGE:

Gunung Gading National Park

Land Area : 4,196 (ha)

Date Gazetted : 3 May 1988

Location : Kuching Division (80km southwest of Kuching City in the Lundu District)

Gunung Gading is home to a genus of leafless parasitic plant that produces one of the largest flowers in the world called *Rafflesia*. Sometimes known as the "corpse flower", the *Rafflesia* can reach widths of up to three feet and is the heaviest flower in the world. Other attractions in this park include rainforest trekking and scenic waterfalls.

Photo courtesy of Sarawak Forestry Corporation

is a monthly magazine published by Sarawak Timber Association (STA) for its members. While every effort has been made to ensure that the information printed in this magazine is accurate and correct, neither STA nor its Council Members, Officers or Employees shall assume any responsibility or be made liable for any inaccuracies and errors printed; nor is such publication, unless otherwise, stated, necessarily the views of STA, its Council Members, Officers or Employees. The contents of the STA Review may be reprinted with prior written permission from STA.

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FOREST SUSTAINABILITY (MALAYSIA) SDN BHD

Forest Sustainability (Malaysia) Sdn Bhd (FSM) formerly known as Forest Stewardship (Malaysia) Sdn Bhd was formed on 5 January 2007.

The objectives of the FSM are:

- to provide a mechanism to monitor the development and implementation of Forest Stewardship Council (FSC)-related forest certification and responsible forestry in Malaysia by making FSC - related forest certification more accessible and locally appropriate;
- to encourage and support local participation;
- to develop Malaysian Forest Stewardship Standards;
- to guide the certification bodies to carry out their work;
- to facilitate early identification of problems that may occur concerning evaluations or certification operations; and
- to contribute to the certification body's dispute resolution mechanism.

FSM is currently under-going major restructuring in order to comply with FSC International (FSC IC). The main mission of FSM is to develop and provide governance for FSC forest certification scheme in Malaysia. When established, it will be an alternative certification scheme to forest managers in Malaysia for sustainable forest management.

FSM and HSBC Bank Malaysia Berhad have embarked on a partnership project on 13 October 2010 to develop FSC-accredited National Standards for Natural Forest Certification which is applicable to Malaysia.

Since then a number of important events had been held including a dialogue session with the representatives from FSC IC on 10 December 2010 and the first Board of Directors' Meeting of FSM on 10 January 2011. The work of FSM is supported by its National Working Group (NWG) and 3 Regional Consultative Fora (RCF).

Forest Sustainability (Malaysia) Sdn Bhd (FSM) pada masa ini sedang giat melaksanakan penstrukturan besar-besaran supaya sesuai dengan FSC Antarabangsa (FSC IC). Misi utama FSM adalah untuk mengembangkan dan menyediakan pentadbiran untuk skim pensijilan hutan FSC di Malaysia. Apabila ditubuhkan, ia akan menjadi satu skim pensijilan alternatif kepada pengurus-pengurus hutan di Malaysia untuk pengurusan hutan mapan.

森林可持续性（马来西亚）有限公司（FSM）目前正在进行大规模的重组以便符合国际森林管理委员会（FSC IC）的规定。FSM的主要任务是为森林管理委员会（FSC）开发和提供马来西亚森林认证计划的治理。如果成立，FSM只是提供马来西亚森林管理经理另一项替代森林可持续管理认证计划。

STA FOREST PLANTATION CATEGORY AND COMMITTEE MEETING



Photo: Meeting in progress

The STA Forest Plantation Category and Forest Plantation Committee met on 18 February 2011 at Wisma STA, Kuching. The Category members unanimously agreed to the addition of a new business activity within the "Forest Plantation" category to include oil palm amongst other kinds of forest plantations. The membership will only be opened to member companies undertaking oil palm plantation within areas of License for Planted Forest (LPF). It was also agreed that there will be two Committees under the Forest Plantation Category namely (i) Forest Plantation (Tree) Committee, and (ii) Forest Plantation (Oil Palm) Committee.

Some of the issues that were discussed during the STA Forest Plantation Committee Meeting were the format for application to Forest Department for harvesting of timber from trees planted under LPF, tax incentives for Forest Plantation development, cess for timber harvested from planted forests and a field visit to plantation area to look at the harvesting systems. A summary of the research done at the Borneo Tree Seeds and Seedling Supplies Sdn Bhd (BTSSSB) was circulated to the Committee members for information.

Kategori dan Jawatankuasa Perladangan Hutan STA telah berjumpa pada 18 Februari 2011 di Wisma STA, Kuching. Ahli-ahli Kategori sebulat suara bersetuju dengan penambahan aktiviti perniagaan baru dalam kategori "Perladangan Hutan" untuk memasukkan minyak sawit sebagai salah satu daripada aktiviti perladangan hutan. Mereka juga bersetuju bahawa terdapat dua Jawatankuasa di bawah Kategori Perladangan Hutan iaitu (i) Jawatankuasa Perladangan Hutan(Pokok), dan (ii) Jawatankuasa Perladangan Hutan (Minyak Sawit).

STA人工造林小组和该小组委员于2011年2月18日假STA大厦召开会议。小组会员无异议通过油棕种植为该小组旗下其中种植活动之一。会议也决议在人工造林小组里成立2组委员会，即人工造林（树木）委员会和人工造林（油棕）委员会。

STA ANNUAL C



The Sarawak Timber Association (STA) held its Annual Open Office on 16 February 2011 at Wisma STA, Kuching. This annual event was held in appreciation to associates who have worked closely with the Association throughout the year.

More than 200 invited guests from government agencies and departments, and business associates attended the luncheon.

The event started with a lion dance performance followed by a symbolic tossing of 'Yee Sang' which was performed by STA Council Members and some invited guests to mark the start of the luncheon.

Persatuan Kayu Kayan Sarawak (STA) telah mengadakan Sambutan Tahunan Pejabat Terbuka Tahun Baru Cina pada 16 Februari 2011 di Wisma STA, Kuching. Sambutan tahunan ini diadakan sebagai tanda penghargaan kepada rakan-rakan sekerja yang bekerja rapat dengan Persatuan sepanjang tahun lepas.

STA于2011年2月16日在STA大厦举办年度新春午餐聚会酬谢过去一年里一直与本会有着密切工作联系的各界人士。



OPEN OFFICE



NATIONAL TIMBER INDUSTRY POLICY (NATIP)

The Malaysian timber industry is one of the major revenue contributors to the country's economy. Hence, the Government has formulated a formal policy, the National Timber Industry Policy (NATIP) to ensure that the industry will continue to contribute to the national economy. The Policy, launched in February 2009, hopes to provide the strategic thrusts and policy directions in addressing the challenges faced by the Malaysian timber industry to ensure the sustainability and competitiveness in the timber industry with the direction to achieve an export value of RM53 billion by the year 2020, comprising 60% of value added products and 40% primary products.

With this in mind, the Malaysian Timber Industry Board (MTIB) organised a two-day NATIP lab session from 24 to 25 February 2011 in Kuala Lumpur. The session was attended by approximately 80 participants from the various relevant government agencies and associations. The session served as a platform to enable ideas to be developed on three main issues, i.e. raw materials, labour, and marketing and promotion in order to achieve NATIP's aims.

In his welcoming speech, Datuk Madius Tangau, the Chairman of MTIB, said the attendance of the day indicated the seriousness of the industry to achieve its set target export value of RM53 billion by 2020. The industry needs to achieve an export value of RM30 billion in 2011 to meet the targeted projected growth. The export value recorded in 2010 was RM 20.5 billion which is below the NATIP's expectation. He added that the Governor of Bank Negara announced the economic growth of Malaysia for 2010 was 7.2%, indicating that the growth outlook for ASEAN is rather favourable. He hoped that the lab will be a launching pad as well as a platform to incubate ideas, focusing on the three issues (raw materials, labour, marketing and promotion).

Dr Jalaluddin Harun, the Director General of MTIB, said this was the first NATIP lab session to be held where the matters and issues brought up during the Malaysian Timber Industry Dialogue held on 24 January 2011 are to be refined. He then gave a presentation giving a broad overview of the timber industry, its performance and whether it is in tandem with NATIP's targets. The growth experienced by the timber industry in 2010 was recorded at 5.3% compared to 2009. The timber export annually is valued at RM20 billion. The industry needs to have an annual growth of 6.4% to achieve the targeted RM53 billion by 2020.

Dr Jalaluddin also touched on the MTIB's forest plantation programme. Currently, there are 19 companies (7 from Peninsular Malaysia, 8 from Sarawak, 4 from Sabah) that has been approved under the programme with the approved loan amounting approximately RM336 million for an area covering approximately 76,000 ha.

On the issue of human capital, the Director General said that in 2009, the labour force in the timber industry was made up of 265,642 people where 52% was foreign workers while the remaining 48% was local workers. The

Government has a policy of reducing the total number of foreign workers in Malaysia to 1.5 million by 2015. Hence, the industry will need to slowly move away from its dependency on physical labour.

The facilitator for the lab session, Mr Yunus Abdul Aziz from Proton Holdings Berhad, explained the essence, structure and operating principles as well as the results that will be obtained by the end of the session.

In his closing remarks, Dr Jalaluddin praised those present for their active participation in the lab sessions. He said that all suggestions from the labs will be compiled and presented in an Open Day session which is scheduled sometime in March 2011. He added that MTIB is looking to have another NATIP lab session to be held in Sabah in March 2011 to discuss further on the compiled suggestions.

The Director General at the end of the session made an announcement on the appointment of the new Secretary General (Commodities) of the Ministry of Plantation Industries and Commodities Malaysia, Datin Paduka Nurmala Abdul Rahim, who took over from Datuk Wira Ismail who had retired, as of 25 February 2011.

Kerajaan Malaysia telah merumuskan Dasar Industri Pembalakan Kebangsaan (NATIP) untuk memberikan dorongan strategik dan arah tuju dasar dalam mengatasi cabaran yang dihadapi oleh industri kayu Malaysia untuk memastikan kemapanan dan daya saing.

Berikutan perkara ini, Lembaga Perindustrian Kayu Malaysia (MTIB) menganjurkan sesi makmal NATIP selama dua hari dari 24 hingga 25 Februari 2011 di Kuala Lumpur. Sesi ini berfungsi sebagai platform bagi membolehkan perkembangan idea-idea dalam tiga isu utama iaitu bahan mentah, tenaga kerja, dan pemasaran dan promosi dalam rangka mencapai sasaran NATIP.

Dr Jalaluddin Harun, Pengurus Besar MTIB, berkata bahawa ini merupakan sesi makmal pertama NATIP di mana hal-hal dan isu-isu yang dibangkitkan semasa Dialog Industri Kayu Malaysia pada 24 Januari 2011 akan dipertimbangkan.

Beliau juga menyentuh tentang program perladangan hutan MTIB. Buat masa kini, terdapat 19 syarikat (7 dari Semenanjung Malaysia, 8 dari Sarawak, 4 dari Sabah) yang telah diluluskan di bawah program tersebut dengan pinjaman yang diluluskan sebanyak lebih kurang RM336 juta untuk kawasan seluas kira-kira 76 ribu ha.

Berkaitan dengan masalah sumber manusia, Kerajaan mempunyai dasar bagi mengurangkan jumlah pekerja kepada 1.5 juta menjelang tahun 2015. Oleh kerana itu, industri perlu mengurangkan ketergantungan industri pada tenaga kerja fizikal secara berperingkat.

马来西亚政府设定国家木材工业政策(NATIP)予提供策略要点和政策方向,以解决马来西亚木材工业所面临的挑战。这将确保木业的持续性和竞争性。

鉴于此,马来西亚木材工业局(MTIB)于2011年2月24日至25日假吉隆坡举办2天的NATIP实验会。这实验会将作为收集意见的平台,以达到NATIP3个主要事项,即原料,劳工及市场营销和推广。

MTIB局长,哈隆博士称这首次NATIP实验会主要是商讨和改进在2011年1月24日国家木材工业对话会中所提出的事项和问题。

哈隆博士(译音)也提到有关MTIB森林种植计划。至今共有19间公司(西马7间,砂拉越8间和沙巴4间)在该计划下批准贷款总额马币33千6百万。这涵盖面积大约7万6千公顷。

在人力资源的课题上,政府政策在2015年减少外劳总数至150万。因此,木工业需要逐渐摆脱对劳力的依赖。

NOMINATION FOR SKILLS TRAINING

The legislation, Section 54B Forests (Amendment) Ordinance, 2001, requiring all Logging Companies (as Employers) to hire only properly trained workmen to carry out any forestry activity (including harvesting operations) was passed by the State Legislative Assembly at its sitting on 31 October 2001. Since then, STA has been working with the State Government through Forest Department Sarawak, to design and implement an integrated training system for the State. The Association has been verbally informed that the above Section of the Ordinance may be enforced as from 1 July 2011 for the forestry activities listed below:

- Certificate in Tree Felling
- Certificate in Log Extraction (Tractor)
- Certificate in Log Loading (Rubber-tyred Front-end Log Loader)
- Certificate in Clear-fell Site preparation
- Certificate in Mechanical Site Preparation (Excavator)

STA members are invited to nominate potential candidates, preferably full time staff and with relevant work experience and hands-on skills to undergo training in the above skills sets. Basically, all these skills sets will cover health and safety, first aid, environment issues, maintenance of machine, operator's responsibilities as well as job planning. Trainees will also be taken out to the field for practical sessions.

Member companies are also invited to nominate candidates for training in the skills sets listed below:

- Tree & Log Identification Skills Set
- Log & Timber Identification Skills Set

For more information, please contact Dr Peter Kho or Ms Melinda Chai of STA Training Sdn. Bhd. at 082-332222.

Penggubalan Undang-Undang, Ordinan Hutan (Pindaan), 2001 Seksyen 54B mewajibkan semua Syarikat-syarikat Pembalakan (sebagai Majikan) supaya hanya mengupah pekerja terlatih untuk menjalankan mana-mana kegiatan perhutanan (termasuk operasi-operasi penuaian) telah mendapat kelulusan Dewan Undangan Negeri. STA telah dimaklumkan secara lisan bahawa Seksyen Ordinan tersebut dijangkakan akan berkuatkuasa mulai 1 Julai 2011.

Ahli-ahli STA dijemput untuk mencalonkan calon-calon yang berpotensi untuk menjalani latihan kemahiran yang disenaraikan untuk mematuhi perundangan baru ini.

森林法立第54B(修订)要求所有伐木公司(雇主)雇用只有经过适当培训的职工进行任何林业活动(包括收获活动)。州立法议会在2001年10月31日通过该法立。

STA被口头告知该法立将有可能于2011年7月1日起实施。

本会会员受邀提名有潜能的公司职工参与技能培训以遵守这项新法例。



Further to the announcement made by the Prime Minister in his speech during the tabling of Budget 2011 to establish a National Wage Consultative Council ("NWCC") to monitor and report on the wage trends, the Ministry of Human Resources organised a series of Minimum Wage Laboratory ("Lab") from 7 to 14 February 2011 at the Putrajaya International Convention Center in Kuala Lumpur.

Multilevel stakeholders including Government Agencies, representatives from workers' unions, business associations, employer associations, academicians, the Performance Management & Delivery Unit (PEMANDU); individuals; members of the Senate, the Dewan Rakyat, and State Executive Councilors attended the Lab at different scheduled dates and time for the respective stakeholder groups. Representatives from the Sarawak Timber Association (STA) attended the Lab designated for employers' association.

The Lab, organised with assistance from the World Bank team, was aimed at designing an optimal minimum wage policy for Malaysia. The Lab was comprising seven members, led by Dr Emmanuel Jimenez, the Director of Human Development, East Asia and Pacific region.

The other team members were:

1. Dr David Robalino, the Lead Economist;
2. Dr Margolis, Senior Researcher both in the Labour Team and the Human Development Anchor;
3. Dr Ximena Del Caprio, Economist in the East Asia Pacific Social Protection and Labour Team;
4. Mr Mohamed Ali Marouani, Economist;
5. Mr Rajeswari Karupiah, Attorney and legal expert on labour issues, Malaysia;
6. Dr Neung-Hoo Park, Korean expert (Professor in economics, and Member of the Korean Minimum Wage Council); and
7. Dr Andrea Takman, Chilean expert (Professor in Economics, and former Advisor in the Central Bank of Chile).

The team was tasked to help the Ministry of Human Resources (MoHR) to understand the stakeholders' positions on key institutional parameters and to help stakeholders learn from international experience. The team was also entrusted to make recommendations on the design of an optimal minimum wage policy incorporating international best practices and the positions of stakeholders to the Government for further consideration.

The team gave a briefing on the international experience on minimum wage using Korea and Chile as country cases. This was followed by various plenary sessions held to consult with different stakeholder groups to assist in their design of an optimal minimum wage policy. At the end of the session on 14 February 2011, the World Bank team presented their recommendations on the minimum wage policy which will cover all workers including the disabled and foreign workers. The components of the minimum wage may consist of basic wage, and fix and variable allowances. It was recommended that any benefits in kind provided should be allowed for a maximum deduction from cash compensation which is to be decided by NWCC. The other recommendations included the minimum wage to be set on an hourly basis, and the formula of total compensation divided by total hours worked over previous years following Australian model is to be used for piece rates.

The World Bank team warned that the minimum wage should not be set too high to avoid having negative effects on the labour markets. However variation by region (i.e. Sabah, Sarawak and Peninsular Malaysia) and adjustment for youth was recommended. They reminded the policymakers to ensure the adjustment process be done fairly and with discretion. The indicators proposed by the team to adjust the minimum wage are cost of living/consumer prices, productivity, producer prices, competitiveness, size of the informal economy, unemployment and Gross Domestic Product (GDP) growth. The team had also proposed various functions of NWCC to the Government for consideration.

The Minister of Human Resources, Datuk Dr S Subramaniam in his closing address informed participants at the Lab that the World Bank team may recommend whatever policy and model, but it would be up to the Government to decide on how to utilise those recommendations. He stated that the Act to empower the establishment of NWCC would be tabled in the next Parliament sitting.

for approval.

The technical committee would then be set up as advised by the World Bank to study and advise on the implementation of the minimum wage and the impact of the minimum wage policy on the nation. He further informed that the Government has targeted 2011 to implement the minimum wage policy and that more consultations will be held during this period.

Berikutan pengumuman yang diumumkan oleh Perdana Menteri dalam ucapan beliau semasa membentangkan Bajet 2011 bagi menubuhkan sebuah Majlis Perundingan Gaji Kebangsaan ("NWCC") untuk memantau dan melaporkan trend-trend gaji, Kementerian Sumber Manusia telah menganjurkan satu siri Makmal Gaji Minimum ("Lab") dari 7 hingga 14 Februari 2011 di Pusat Konvensyen Antarabangsa Putrajaya di Kuala Lumpur.

Makmal ini dianjurkan dengan tujuan untuk merangka dasar gaji minimum yang optimum bagi Malaysia dengan bantuan pasukan Bank Dunia.

Pasukan Bank Dunia membentangkan cadangan-cadangan mereka tentang dasar gaji minimum yang akan meliputi semua pekerja-pekerja termasuk pekerja yang kurang upaya dan pekerja asing. Komponen-komponen gaji minimum tersebut termasuklah gaji kasar, tetap dan elaun-elaun tetap dan yang lain, dan kemudahan-kemudahan lain yang akan diberikan untuk membenarkan potongan maksimum dari ganti rugi tunai yang akan diputuskan oleh NWCC.

Menteri Sumber Manusia, Datuk Dr S Subramaniam dalam ucapan penutupan beliau memberitahu bahawa kerajaan menyasarkan tahun 2011 untuk melaksanakan dasar gaji minimum.

首相拿督斯里纳吉在2011年财政预算案期间宣布设立全国工资协商理事会(NWCC)以监测和报告工资趋势。有鉴与此,人力资源部在2011年2月7日至14日假吉隆坡布城国际会议中心举行一系列最低工资实验研讨会。实验研讨会在世界银行小组的援助下目的为计划马来西亚最佳的最低工资政策。

世界银行小组提出最低工资政策将覆盖所有阶级工人,包括残疾工人和外籍工人。最低工资将包括基本工资,固定和不定津贴,以及任何最高现金补偿的扣除额,这将由NWCC决定。

人力资源部长,拿督苏巴马廉医生在他的闭幕词中告知政府已计划在2011年实施最低工资政策。

LACEY ACT COMMENTS REQUESTED

The Animal and Plant Health Inspection Service (APHIS) is requesting public comments on the implementation of the Lacey Act amendment to protect plants (wood). The deadline to submit comments is 14 April 2011.

APHIS is soliciting these comments in preparation for its official report to the Congress of USA. The report must evaluate the Lacey Act declaration requirement; the potential to harmonise the declaration with other applicable import regulations; the cost of preparing and submitting the declaration; and analyse the Act's impact on illegal logging and trade.

Please submit your comments through the following link:

<http://www.regulations.gov/fdmspublic/component/main?main=DocketDetail&d=APHIS-2008-0119>

Perkhidmatan Pemeriksaan Kesihatan Haiwan dan Tumbuhan (APHIS) meminta orang awam untuk memberi komen tentang pelaksanaan pindaan Akta Lacey untuk melindungi tumbuhan (kayu). Tarikh tutup penyerahan komen adalah pada 14 April 2011.

动植物卫生检验局 (APHIS) 在修正莱西法案于保护植物 (木材) 的课题上征询公众意见。2011年4月14日为提交意见截止日期。

STIDC INDUSTRY UPDATES 2011

The Sarawak Timber industry Development Corporation (STIDC) held its annual Industry Update briefing session on 21 February 2011 at Wisma Sumber Alam, Kuching. Approximately 50 participants from the timber industry and relevant industries attended the session. The same briefing session was also held in Sibul and Miri on 22 February 2011 and 24 February 2011 respectively.

In his welcoming speech, Mr Tagat Jimbat, the Assistant General Manager, Domestic Trade, STIDC, mentioned that the purpose of the briefing session was to inform participants of the current changes so that implementation can be carried out effectively and to acquire comments and feedback from participants from the industries. He added that effective 1 April 2011, importers and exporters will be required to use the online permit application. However, there is a one month grace period to ensure smooth implementation.

The following three papers were presented during the session:

1. "ePermit System Attachment Module"
by Mr Hishamuddin Abdul Aziz, DagangNet Technologies Sdn Bhd

This system links STIDC, Customs Department, DagangNet Technologies Sdn Bhd and timber industry, thus making it possible for online submission of application for export and import of logs and timber products.

2. "Export Procedures of Restricted Species"
by Mr Azahari Omar, Forest Department Sarawak

The speaker informed the participants that effective March 2011, Forest Department Sarawak (FDS) will be handling all applications in relation to CITES and will act as the Scientific Authority instead of Sarawak Forestry Corporation (SFC).

3. "Procedures of Export Permit For Importation Of Log And Timber Products"
by Mr Rani Yaman, Plant Protection and Quarantine Division, The Department of Agriculture

The speaker presented the guidelines on procedures for application of import permit for logs and timber products and the issue of phytosanitary certificates.



Photo: Briefing in progress

Perbadanan Kemajuan Perusahaan Kayu Sarawak (PUSAKA) telah mengadakan sesi taklimat Perkembangan Terkini Industri tahunannya pada 21 Februari 2011 di Wisma Sumber Alam, Kuching.

Dalam ucapan alu-aluannya, Encik Tagat Jimbat, Penolong Pengurus, Perdagangan Domestik, PUSAKA, menyatakan bahawa tujuan sesi taklimat adalah untuk memaklumkan peserta tentang perubahan semasa supaya pelaksanaan perubahan tersebut dapat dijalankan dengan efektif dan mendapatkan maklumbalas serta pendapat dari peserta-peserta industri yang berkaitan. Beliau menambah, efektif 1 April 2011, pengimport dan pengeksport perlu menggunakan permohonan permit secara online.

砂拉越木材工业发展机构 (STIDC) 于2011年2月21日在Wisma Sumber Alam举办年度工业汇报会。

STIDC国内贸易副总经理, 达甘先生 (译音) 告知此汇报会的目的是通知木材工业者关于当前更改并索取木材工业者的意见和反馈以便该政策有效的实施。此外, 进口商和出口商可在2011年4月1日起使用在线申请许可证。

APOLOGY

The team for STA Review would like to convey our sincere apologies for any inconvenience you may have experienced with respect to the lateness in the delivery of STA Review - January 2011 Edition.

Ahli-ahli STA Review memohon maaf di atas segala kesulitan yang dialami berikutan kelewatan penyerahan STA Review - Edisi Januari 2011.

STA Review编辑组对STA Review一月份的出版拖延, 所造成不便之处, 在此致上万分歉意。

INTER-AGENCY COMMITTEE MEETING



The Inter Agency Working Group met for the first time this year on 25 February 2011 at Wisma Sumber Alam, Kuching. The meeting was chaired by Puan Dayang Nena Abang Bruce, Senior Assistant General Manager Trade and Industry Division, STIDC and was attended by representatives from Forest Department Sarawak (FDS), Sarawak Forestry Corporation (SFC), Harwood Timber Sdn Bhd and Sarawak Timber Association (STA).

The meeting discussed several pertinent issues such as the results of the Malaysian Plywood Anti-Dumping Investigation in Korea and its implications on the Sarawak plywood market, progress on Forest Law Enforcement Governance and Trade Voluntary Partnership Agreement (FLEGT VPA), legality issues and up-coming events such as the Dubai WoodShow 2011 and Furniture Manufacturing & Supply China 2011.

Jawatankuasa Antara Agensi telah berjumpa untuk pertama kalinya bagi tahun ini pada 25 Februari 2011 di Wisma Sumber Alam, Kuching. Mesyuarat tersebut membincangkan isu-isu seperti Penyiasatan "Anti-Dumping" Papan Lapis di Korea dan kesannya pada pasaran papan lapis Sarawak, perkembangan Perjanjian Usahasama Sukarela Penguatkuasaan Undang-undang Hutan, Pentadbiran dan Perdagangan (FLEGT-VPA) dan isu-isu kesahan.

机构工作小组会员于今年2月25日假Wisma Sumber Alam首次会晤。会议商讨有关马来西亚胶合板在韩国反倾销调查及此事件对砂拉越合板市场的冲击，森林法规执法，监管与贸易自愿合作伙伴协议 (FLEGT VPA) 进展和合法性相关课题。

TWELVE STEPS TO SUCCESSFUL EXPORTING

The Malaysia External Trade Development Corporation (MATRADE) organised the Seminar on "The 12 Steps to Successful Exporting" on 23 February 2011 at Riverside Majestic Hotel, Kuching.

The objective of this Seminar was to provide in-depth information to Malaysian companies especially Small and Medium Entrepreneurs (SMEs) and current exporters on how to be successful exporters. The half-day seminar attracted 85 participants from the various government agencies, NGOs, trade associations and private sectors.

The speaker, Mr A B Teoh, from EXIM Export-Import Consultant, is a Senior Lecturer from UCTI - University College of Technology and Innovation and the author of "Exporting and International Trade". Mr Teoh has been actively conducting training locally and overseas. He is also involved in international business and tenders associated with the World Bank, the Asian Development Bank and other international funding countries and organisations for more than 25 years.

The key activities and processes in each of "The 12 Steps to Successful Exporting" are as follows:

- Step 1: *Export potential*
- Step 2: *Export readiness*
- Step 3: *Sales product and target market*
- Step 4: *Research overseas market*
- Step 5: *Export business plan*
- Step 6: *Sales and marketing*
- Step 7: *Select distribution channels*
- Step 8: *Export pricing*
- Step 9: *Formalise distribution agreement*
- Step 10: *Secure export orders*
- Step 11: *Export transactions and documentation*
- Step 12: *Money matters*

It is highly practical and has ready-to-use methods and ideas which have been developed personally by the speaker who is a practitioner himself. Mr Teoh pointed out that the awareness to register with MATRADE was still low amongst Malaysian companies especially the SMEs. He urged the SMEs to register with MATRADE, as an essential step to ensure they gain success as exporters.

For more information regarding Mr Teoh, his book or his services, please contact him at:

- email : EximMalaysia@gmail.com
- telephone : +6019-2355662

Perbadanan Pembangunan Perdagangan Luar Malaysia (MATRADE) telah menganjurkan Seminar "12 Langkah-langkah ke arah Eksport yang Berjaya" pada 23 Februari 2011 di Hotel Riverside Majestic, Kuching. Objektif seminar tersebut adalah untuk memberikan informasi yang terperinci kepada syarikat-syarikat di Malaysia terutamanya kepada Pengusaha Kecil dan Sederhana (SMEs) dan pengeksport-pengeksport terkini tentang cara untuk menjadi pengeksport yang Berjaya. Penceramah Seminar tersebut, Encik A B Teoh, menggesa SMEs untuk mendaftar dengan MATRADE, sebagai satu langkah bagi memastikan mereka dapat mencapai kejayaan sebagai pengeksport.

马来西亚外贸发展局 (MATRADE) 于2011年2月23日假古晋河滨酒店举办 "通往成功出口的12个步骤" 研讨会。研讨会的目的是为马来西亚公司尤其是中小型企业(SMEs) 和出口商提供成为优胜出口商的深入资料。讲师张泗逢先生，敦促SMEs同MATRADE注册。这是一个重要的步骤以确保他们能够成为优胜的出口商。

ANNOUNCEMENT

STA Annual General Meeting (AGM) and Extraordinary General Meeting (EGM)

The Sarawak Timber Association (STA) will be holding its Annual General Meeting (AGM) on:

Date: Thursday, 31 March 2011

Time: 10.30am

Venue: Level 4, Wisma STA, 26 Jalan Datuk Abang Abdul Rahim, 93450 Kuching

Please note that registration will start at 9.00am.

STA Extraordinary General Meeting (EGM) will be held immediately after the AGM.

For further information, please contact the STA Secretariat at:

Tel: 082-332 222, Fax: 082-487 888, Email: sta@sta.org.my

Mesyuarat Agung Tahunan (AGM) STA akan diadakan pada hari Khamis, 31 Mac 2011, 10:30 pagi di Wisma STA, Kuching diikuti dengan Mesyuarat Agung Luarbiasa (EGM) STA seurus selepas mesyuarat AGM selesai.

砂拉越木材公会订于2011年3月31日，星期四，假STA大厦上午10时30分召开本会常年会员大会与特别会员大会。(上午9时正开始登记)

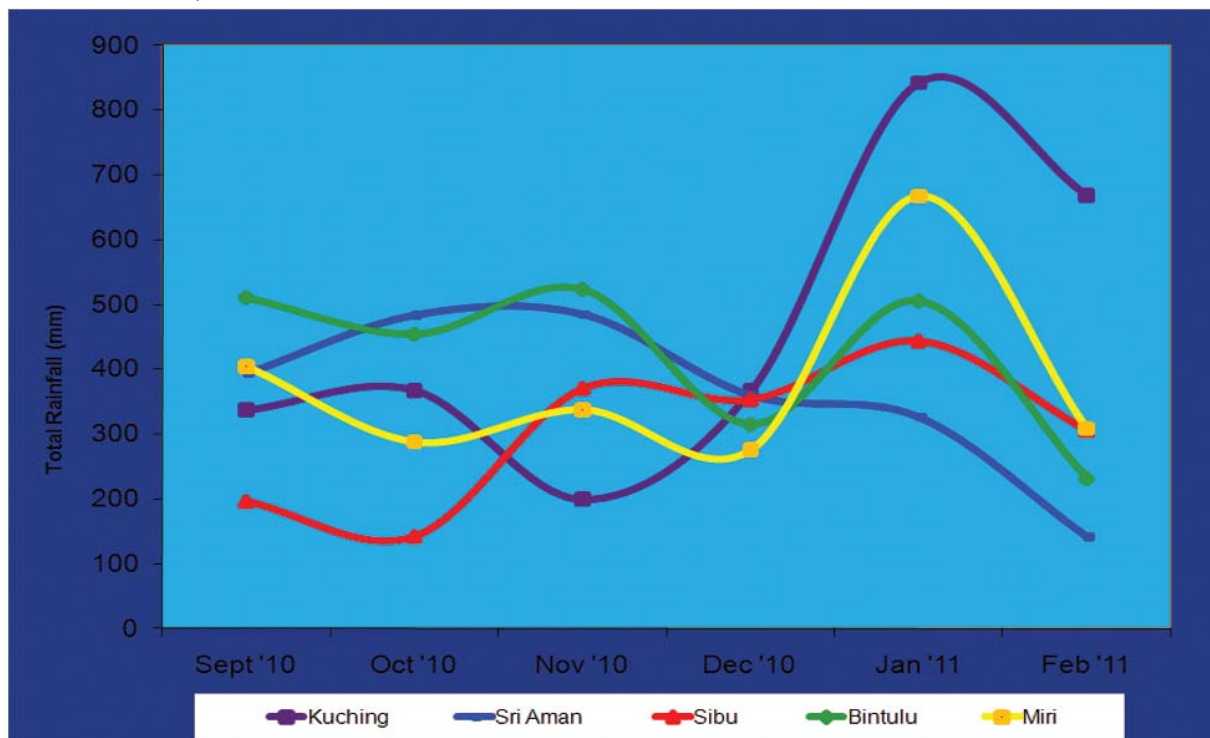
预知详情，请联络本会秘书处：

电话：082 - 332 222

传真：082 - 487 888

电子邮件地址: sta@sta.org.my

RAINFALL : SEPTEMBER '10 - FEBRUARY '11 KADAR HUJAN BULANAN



Source : Malaysian Meteorological Services