

# 马来西亚家具总会简报 NEWSLETTER

ISSUE 6 , JUNE 2021

## 无论有无全面行动管制令 · 马来西亚家具总会继续为行业争取努力 *FMCO or not, MFC continues to work hard for the industry*



尽管家具业者受到全面行动管制令（FMCO）所带来的胁迫影响，马来西亚家具总会仍坚持不懈为行业的利益而奋斗。全面管制令开始实施期间，我们不断呼吁交通部确保制造商能成功运出出口成品。

经过一番协商后，政府最终于2021年6月15日松口，同意让出口制造商在遵守一些条规的前提下，以限定的人数为成品和货物进行装卸运作。这无疑为174家近期必须达成出口订单的公司带来了短暂的缓解。据调查显示，在上述声明公布前，这些公司的亏损已超过马币2亿令吉。



此外，马来西亚家具总会还通过Whatsapp和电子邮件通知会员，通过“经济与人民强化配套加强版”计划，申请各种政府财政援助，包括薪金补贴、目标群体还贷援助、人力资源发展基金（HRDF）征费豁免等资讯。希望受影响的会员能够抓住机会，确保公司运作能够继续维持。

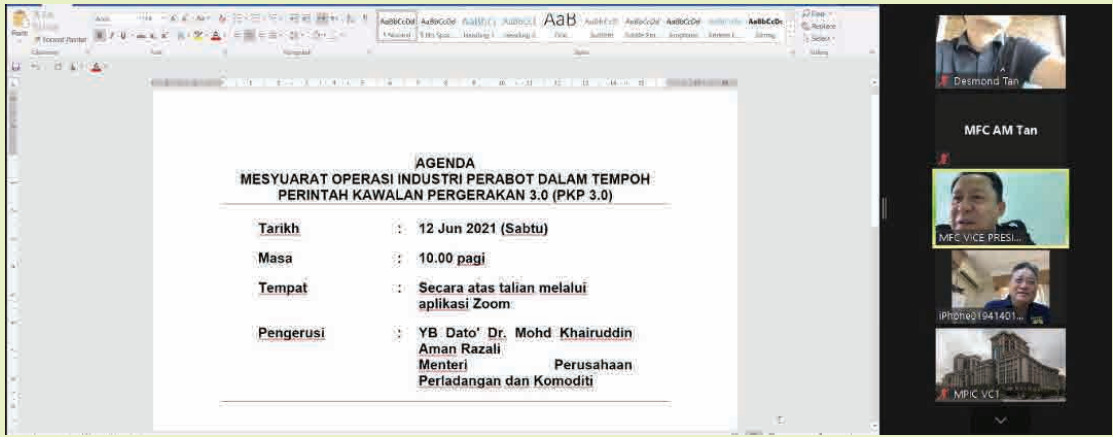
然而，随着全国行动管制令的延长，家具业将持续面临亏损。这促使马来西亚家具总会采取下一步行动，呼吁政府允许家具业恢复营运。该理事会已与马来西亚种植及原产业部、马来西亚国际贸易和工业部，以及马来西亚内政部提出诉求，并强调自2021年6月1日以来，家具业已遭受到了马币 5.5亿令吉的损失。

Despite the initial Full Movement Control Order (FMCO) being greeted with aghast by furniture players, MFC persevered into fighting for the benefits of the industry. During the early days of the FMCO, we have appealed constantly to the Ministry of Transport (MOT) to ensure manufacturers are able to ship out their finished products to be exported.

After some persuasion, the government finally consented on June 15, 2021 for the industry to have some workers to load and unload finished goods and cargoes for the existing stockpile on a limited basis. This has brought a short relief to the 174 companies which reportedly to have suffered losses in excess of RM 200 million prior to the announcement above.

On a separate issue, MFC also notified our members through Whatsapp and email regarding the various government financial aids offered through PEMERKASA PLUS where it involves wage subsidy, the targeted repayment scheme, the exemption of HRDF levy among others. It is hopeful that affected members can grab the opportunity offered to ensure the survivability of their businesses.

However as the FMCO was being extended once more, the industry is still bleeding financially and this has prompted MFC to take the next course of action by appealing to the government to allow us to resume operation. The council has engaged the Ministry of Plantation Industries and Commodities (MPIC), Ministry of International Trade and Industry (MITI) and Ministry of Home Affairs (MOHA) stating that the industry alone has suffered RM 550 million losses since June 1, 2021.



我们也主动草拟了一份强化版的标准作业程序～“全面隔离制造业操作系统”，要求员工的活动范围只限于工厂内，包括工作、进食和睡觉。同时也将委托公司的主治医生，负责监督员工的健康状况，而所有费用均由雇主自行承担。特别感谢总会执行顾问许焯裕，竭尽心力这份强化版的标准作业程序命名。

由于家具制造业涉及庞大的供应链，我们甚至与木业上游等同行合作，把3574份请愿书呈交给我国首相及国家安全理事会成员。请愿书中强调迄今损失的马币30亿令吉，已严重危及整个木材业及相关行业。因此，让行业在2021年6月28日之后恢复营运是至关重要的。

马来西亚家具总会也意识到，我们需要听取更多专业的意见；因此联系马来西亚中华总商会和马来西亚制造商联合会，就“全面行动管制令”一事提出我们的建议，同时征询意见并达成共识。

然而，进入国家复苏计划第二阶段仍取决于每日感染率的降低，和疫苗接种的提高率。在马来西亚家具总会的支持下，各州属会向其会员进行一项调查问卷，以评估属下会员是否配合参与政府与私人界合作疫苗接种计划（PIKAS）。在与马来西亚种植及原产业部、马来西亚国际贸易及工业部以及马来西亚木材理事会展开建设性的讨论后，我们呼吁政府将木材制造业列入PIKAS 的优先接种疫苗名单内。

尽管政府刚宣布，我们国家目前仍处于国家复苏计划的第一阶段，但马来西亚家具总会不会停止为家具行业的利益而奋斗。因这是我们的使命和愿景，是确保我们会员在其他行业面临崩溃时，还能渡过这段困难的时期。

We have also taken the initiative by drafting an Enhanced Prevention Measure for Manufacturing (EPMM), a tighter form of Standard Operating Procedure (SOP) where if allowed to resume operation, workers are required to eat, sleep and work within the factory premise only. Panel doctors will also be engaged to oversee the wellbeing of the employees and all costs will be borne by the employer themselves. Special thanks to our Executive Advisor, Richard Ko for his efforts in naming this Enhanced Prevention Measure for Manufacturing (EPMM).

As furniture manufacturing involves a large supply chain, we have even engaged our upstream and subsector counterparts and together 3,574 petitions were submitted to the Prime Minister and National Security Council (NSC) stating the RM 3 billion lost so far is jeopardizing the viability of the entire timber sector alongside its subsector. Therefore, it is vital for the industry to resume operation post June 28, 2021.

MFC however realized that more parties needed to be consulted and we have engaged the Associated Chinese Chambers of Commerce and Industry of Malaysia (ACCCIM) and Federation of Malaysian Manufacturers (FMM) to obtain their views on the ‘lockdown’ and regarding some of the suggestions we have proposed.



Nevertheless, the shifting into Phase 2 of the National Recovery Plan hinges on a lower daily infection and higher vaccination rate. Therefore with the support of MFC, state associations have conducted a survey within their members to gauge on their readiness in participating in the Public- Private Partnership Covid-19 Industry Immunisation Programme (PIKAS). This was done after a constructive engagement with MPIC, MITI and also the Malaysian Timber Council (MTC) where industry leaders appealed for the government to put timber manufactures under the priority list of this newly launched initiative.

MFC has never ceased its effort into fighting for the benefit of the furniture industry as it is our mission and vision to ensure that our members are able to at least wade through this difficult time with manageable losses in times where other industries are facing collapse.



## 物以稀为贵 . 集装箱因短缺价格暴涨

### *Dearth of Shipping Containers Driving Up Costs*

正当制造商在新冠病毒肆虐期间面临着许多问题时，集装箱短缺也为制造商带来的另一个严峻挑战。这种现象很可能是归因于一些主要经济体重新开放后，消费者需求突然激增导致。

令人震惊的是，从上海到鹿特丹海运一个40英尺的钢制集装箱目前的价格为10,522美元，比过去五年的平均价格高出了547%。

今后，家具制造商面临着将成本转嫁给客户，或硬着头皮接受的两难境地。然而，当中国、美国和欧盟等主要竞争对手的出价比我们高出数倍时，家具业也只能这么做。

希望通过改革使贸易更容易、改进海运贸易跟踪以及改善国家之间竞争关系，以避免此类短缺再次发生，从而解决集装箱短缺问题。

As if manufacturers aren't facing enough headaches dealing the Covid-19 pandemic, the dearth of shipping containers is now another Herculean challenge for factory owners. Such a phenomena was most likely attributed to a sudden surge of consumer demand since the reopening of some major economies.

Transporting a 40-foot steel container via sea from Shanghai to Rotterdam now costs a mind- blowing \$US 10,522, 547% higher than the average rate for the past five years.

Henceforth, furniture manufacturers are now faced with a dilemma of passing the cost to their customers or bite the bullet. However, there is only so much the industry could do when major competitors like China, the US and also the EU are able to outbid us several times over.

It is hopeful that this container shortage can be solved through reforms to make trade easier, improving maritime trade tracking and also bolstering national competition authorities to avoid such shortfalls from a happening again.



## 零售支出下降 · 预示消费者购买模式的转变

### *Lower Retail Spending Sees Shift in Consumer Buying Pattern*

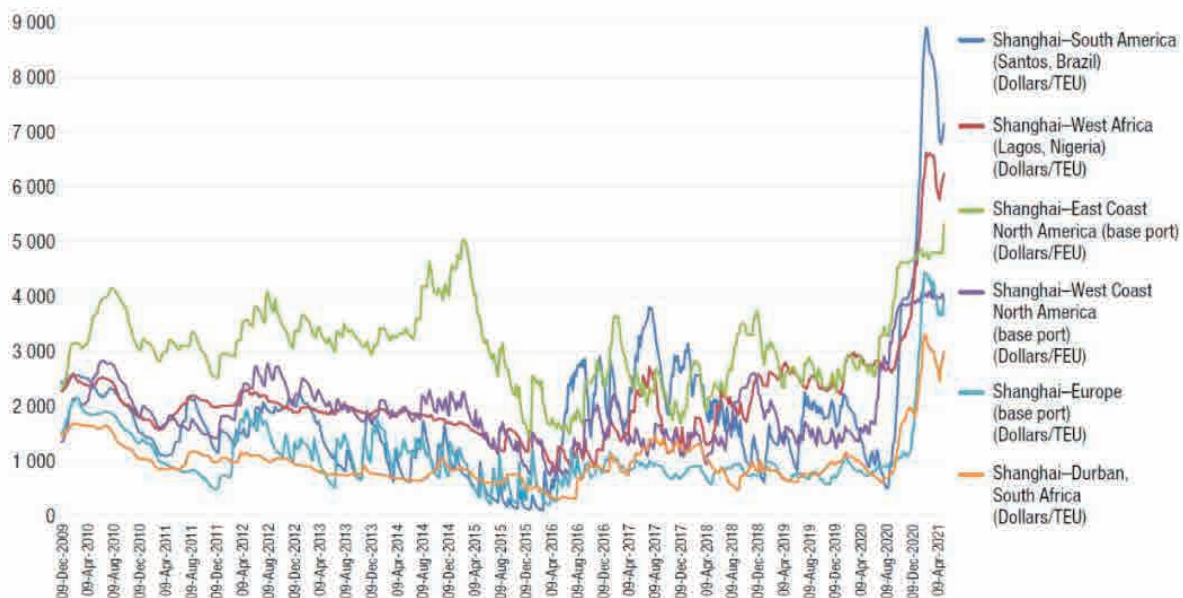
随着美国已为近一半的美国人民接种疫苗，美国各州也开始逐步开放和取消限制令。然而，根据美国商务部的报告，2021年5月的零售额为122.4亿美元，比4月的125.1亿美元略有下降。

其中最主要的原因是新冠病毒期间，民众消费习惯有了转变。家具在新冠病毒期间销售增加的原因可能是因为消费者需要在家工作很长一段时间。现在随着美国重新开放，许多民众开始外出，这意味着他们在服务上的花费更多。

虽然2021年5月的销售额确实有所下降，但仍比2020年5月高出66.6%，而且许多消费者也开始转向线上平台采购用品。

因此，虽然传统零售商将面临一些压力，但它也意味着新机遇的诞生。家具业者可利用新机遇进行转型。

Figure 1: Shanghai containerized freight index, weekly spot rates, 18 December 2009–9 April 2021



As the United States has vaccinated almost half of its population, states are beginning to open up and restrictions lifted. However, retail sales for May 2021 have dipped slightly according to the Department of Commerce at US\$ 12.24 billion compared to April's US\$ 12.51 billion.

Chief among the reasons are the shifting habits of consumerism during the pandemic. One possible reason why furniture had an excellent sale period during the pandemic was consumers being at home for an extended period. Now as the nation starts its reopening, people are venturing out more which sees them spending more on services.

All is not doom and gloom however as while sales did dropped in May 2021, it was still 66.6% higher compared to May 2020 while many shoppers are also moving to online platforms to source their products.

Therefore, while conventional retailers will be facing some pressure it also marks the birth of new opportunities which local furniture players can capitalize on.



## 德国和土耳其也有原材料短缺困扰？ *Lack of raw materials plaguing Germany and Turkey?*

当全球从新冠病毒所造成的停滞中慢慢恢复时，制造商们目前所面临另一个大挑战，即原材料短缺。

这一点在身为欧洲经济强国的德国身上尤为明显。德国的原材料短缺已导致其生产线备受影响。

超过50%的受访公司抱怨，刨花板、中密度纤维板、高密度纤维板甚至实木都难以在2021年5月开始购得。目前的需求量已超过了供应量，并导致价格不断上涨。这也间接造成了不必要的连锁反应。

位于爱琴海附近的土耳其，情况也没有好到哪去。作为亚洲和欧洲之间的中间点，多达4万家制造商的土耳其，在面临原材料严重短缺下，最近也开始对刨花板、纤维板和其他产品的出口实施了限制令。

这也阻碍了土耳其欲在全球推介其价值 30 亿美元的土耳其家具品牌。



As the world slowly reopens from its Covid-19 standstill, manufacturers are now grappling with another challenge in the form of lacking of raw materials.

This was evident in European economic powerhouse, Germany where material bottlenecks has caused productions to be restricted.

More than 50% of the companies surveyed complained that chipboards, MDF, HDF and even solid wood are hard to come in May 2021. This has also created an unwanted ripple effect when prices were rising due to demand overwhelming the amount of supply currently available in the country.

Things were not better near the Aegean sea where Turkey, a middle point between Asia and Europe has recently imposed limitations regarding the exportation of flakeboard, fiberboard and others after up to 40,000 manufacturers are reported suffering with acute shortages.

This has also hindered the attempt to create a Turkish furniture brand globally currently worth US\$ 3 billion.



## 家具营业额有增无减 · 莫锦华吁续谨慎守业

*Furniture industry turnover grows unhindered. Mr Mok Kim Wah urges the industry to remain vigilant over their business.*



吉打州家具同业公会信任会长莫锦华说，过去一年来的疫情期间，家具同业的营业额不但没有受影响，反而有增无减，这是大家没意料之事。

他希望业者谨慎守业，在新常态下继续认真经营，迈向未来更艰巨的挑战。莫锦华日前在该会第20届（2021-2023）理事宣誓就职仪式上致词时，也希望疫情早日受控制，国内各行各业重新振作，国家经济尽快复苏。

这项就职礼是由该会务顾问林添赐主持监视。

Mr Mok Kim Wah, the President of the Kedah Furniture Manufacturers & Traders Association (KFMTA), said despite the pandemic in the past one year, the turnover of the furniture industry has not been affected, but instead grew unhindered. This is something that no one expected.

He urged the industry to remain vigilant over their businesses, and continue to operate seriously in the new normal to face more challenges in the near future. While addressing the swearing-in ceremony of the 20th KFMTA Committee (2021-2023), Mr Mok Kim Wah also hoped that the pandemic will be brought under control as soon as possible to ensure all industries and the Malaysian economy recovers as soon as possible.

Mr Lim Thian Soo, the Advisor of KFMTA, was the commissioner of oaths.

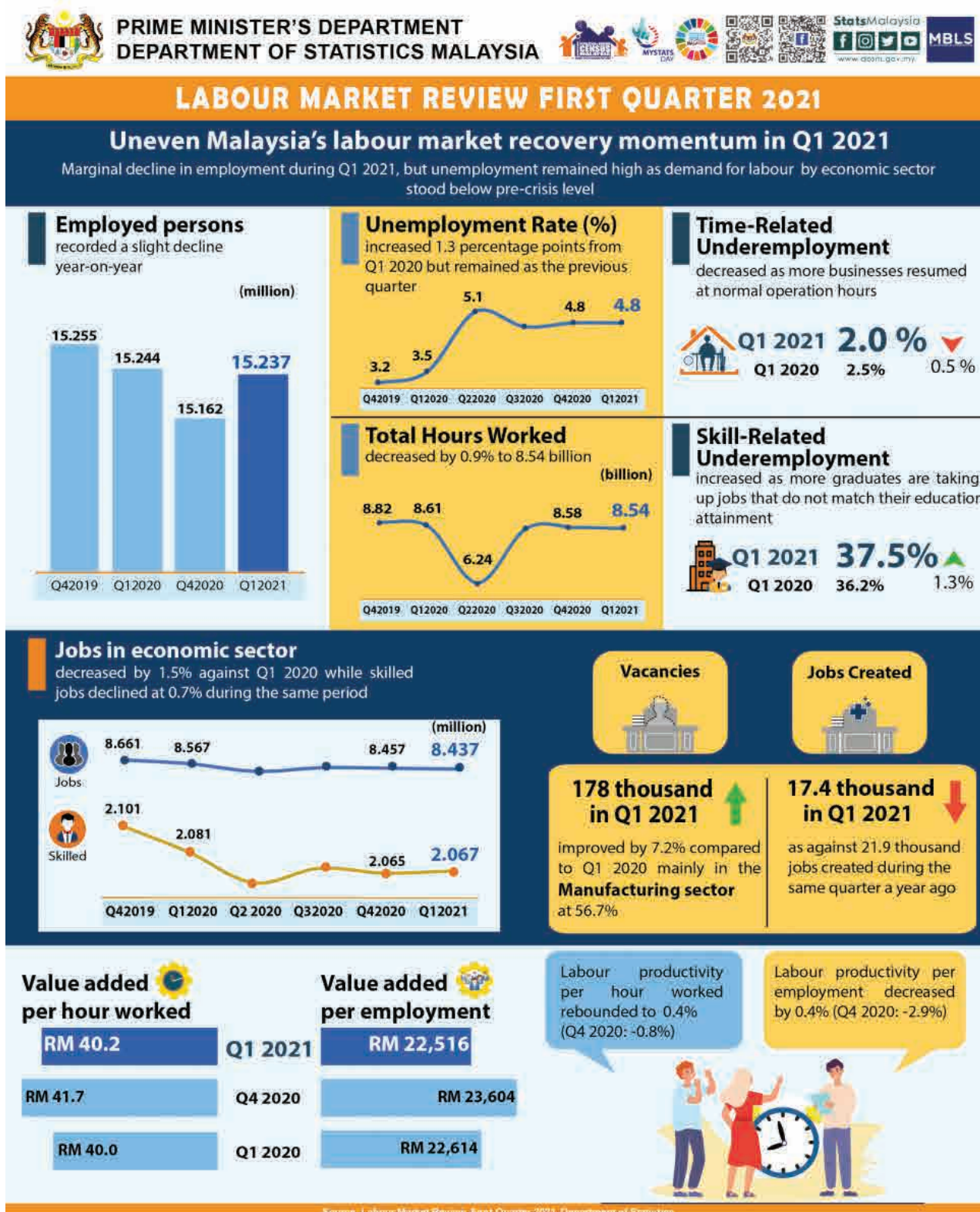


政府刚发布了一份2021年第一季度劳动力市场报告。这份报告显示，就业人数从2020年第四季度的1,516万人增加到1,524万人。至于失业率，自2020年第三季度以来一直维持在4.8%左右。然而，就业率不足仍是一个问题，37.5%的毕业生从事的工作与他们的学历不相符，比2020年第四季度（36.2%）上升了1.3%。

The government has released the Labour Market Review for Q1 2021, in this report the number of individuals being employed risen up to 15.24 million from Q4 2020 (15.16 million). As for the unemployment rate, it has stabilised around 4.8% since Q3 2020. Underemployment however remains a constant headache when 37.5% of graduates are taking up jobs which are beneath their qualifications, a rise of 1.3% from Q4 2020 (36.2%).

欲知详情，请参阅附上的图表。

For further details kindly check on the table provided.



Source: Labour Market Review First Quarter 2021, Department of Statistics

Source: Malaysian Bureau of Labour Statistic

## 马来西亚10大家具出口表现 MALAYSIA'S TOP 10 EXPORTS OF FURNITURE, BY COUNTRY

Data sorted by value of 2020

As at 10.6.2021

COUNTRY 国家	2020 <sup>P</sup>		2020 (Jan-Apr) <sup>P</sup>		2021 (Jan-Apr) <sup>P</sup>		
	Value 令吉 (RM Mil.)	Share 比率 %	Value 令吉 (RM Mil.)	Share 比率 %	Value 令吉 (RM Mil.)	Share 比率 %	Change 变化 %
TOTAL EXPORTS 出口总额	12,855.6	100.0	3,213.8	100.0	4,894.5	100.0	52.3
1 UNITED STATES OF AMERICA 美国	7,656.3	59.6	1,748.0	54.4	2,871.6	58.7	64.3
2 JAPAN 日本	648.6	5.0	218.4	6.8	255.4	5.2	16.9
3 SINGAPORE 新加坡	549.3	4.3	145.9	4.5	234.9	4.8	61.0
4 AUSTRALIA 澳洲	529.7	4.1	135.8	4.2	196.7	4.0	44.8
5 UNITED KINGDOM 英国	495.7	3.9	130.0	4.0	177.1	3.6	36.2
6 CANADA 加拿大	315.1	2.5	82.2	2.6	120.3	2.5	46.4
7 INDIA 印度	215.3	1.7	81.7	2.5	88.2	1.8	8.0
8 CHINA 中国	187.1	1.5	46.4	1.4	46.4	0.9	0.0
9 SAUDI ARABIA 沙地阿拉伯	185.9	1.4	59.1	1.8	72.4	1.5	22.5
10 UNITED ARAB EMIRATES 阿联酋	154.9	1.2	42.3	1.3	67.3	1.4	59.1

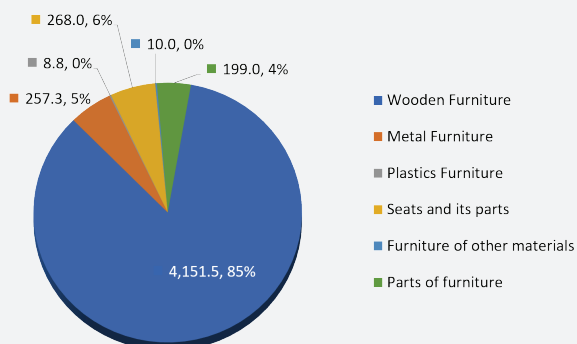
## 马来西亚10大家具进口表现 MALAYSIA'S TOP 10 IMPORTS OF FURNITURE, BY COUNTRY

Data sorted by value of 2020

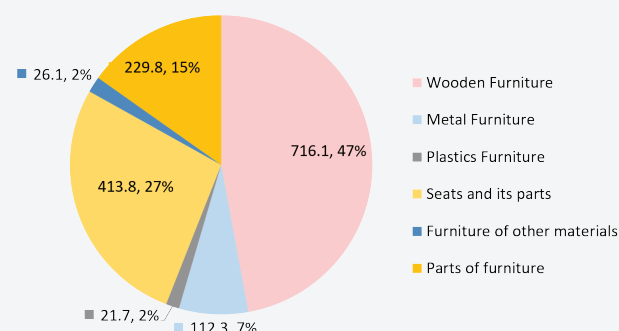
As at 10.6.2021

COUNTRY 国家	2020 <sup>P</sup>		2020 (Jan-Apr) <sup>P</sup>		2021 (Jan-Apr) <sup>P</sup>		
	Value 令吉 (RM Mil.)	Share 比率 %	Value 令吉 (RM Mil.)	Share 比率 %	Value 令吉 (RM Mil.)	Share 比率 %	Change 变化 %
TOTAL IMPORTS	4,006.8	100.0	1,028.5	100.0	1,519.8	100.0	47.8
1 CHINA 中国	3,161.3	78.9	736.4	71.6	1,116.3	73.5	51.6
2 THAILAND 泰国	142.8	3.6	38.3	3.7	70.0	4.6	82.8
3 INDONESIA 印尼	120.2	3.0	36.2	3.5	55.6	3.7	53.5
4 JAPAN 日本	115.0	2.9	45.6	4.4	54.0	3.6	18.5
5 VIETNAM 越南	62.8	1.6	22.8	2.2	34.1	2.2	49.9
6 GERMANY 德国	62.7	1.6	30.4	3.0	26.5	1.7	-12.8
7 UNITED STATES OF AMERICA 美国	62.3	1.6	24.2	2.4	37.8	2.5	56.4
8 TAIWAN 台湾	48.3	1.2	15.8	1.5	16.3	1.1	3.1
9 ITALY 意大利	35.7	0.9	14.2	1.4	15.2	1.0	7.6
10 INDIA 印度	23.3	0.6	12.7	1.2	8.0	0.5	-37.0

## 马来西亚家具出口表现 MALAYSIA'S EXPORTS OF FURNITURE Value (RM Mil.) As at 10.06.2021



## 马来西亚家具进口表现 MALAYSIA'S IMPORTS OF FURNITURE DETAILS Value (RM Mil.) As at 10.06.2021



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