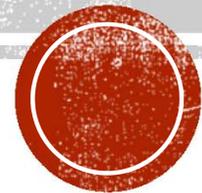


ADDING VALUE TO TIMBER

A MALAYSIAN EXAMPLE BY;

AHMAD SHAH MOHAMAD

Certified Timber and Credible Suppliers (CTCS)



TIMBER USERS DILEMMA

■ QUALITY

- Am I getting the right quality ?
- How do I recognise it ?
- Is it strong and durable enough for my application ?
- Timber gets bad reputation for being a poor quality building material

■ LEGALITY

- Is the timber in my house legal ?
- Am I contributing to environmental degradation ?
- How can I help ?
- How do I know the timber is actually legal?

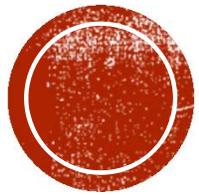
COMMON PROBLEMS FOUND IN TIMBER APPLICATIONS



RISKS OF USING ILLEGAL TIMBER



- Most importantly it is a Criminal act
- Supports illegal logging (kills SFM)
- Depresses market for legal timber



CTCS
CERTIFIED TIMBER AND CREDIBLE SUPPLIERS
(PROGRAMME SEPT 2013 – AUGUST 2016)

An industry initiative by PEKA

Fully supported by:



OUR ASPIRATION

- Increase utilization of timber and timber products in housing & building projects
- Increase utilization of quality and certified timber products
- Improve the performance through correct specification and installation procedure
- Correct the negative perception of timber
- To establish and allow the credible SME players direct access to the contract market



Petronas Philharmonic Hall, Kuala Lumpur

Experience

TIMBERING WITH CONFIDENCE

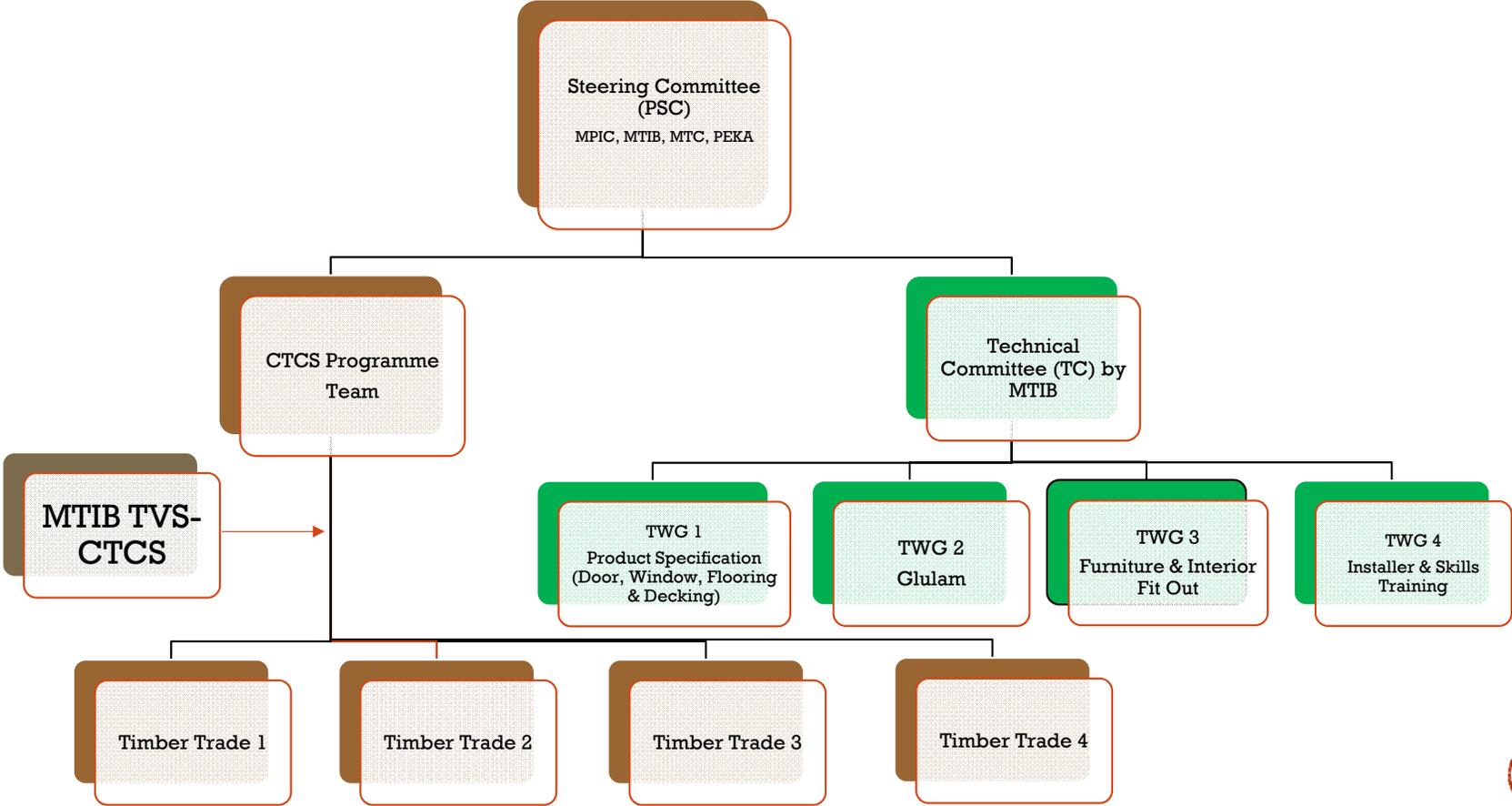
OBJECTIVE & KPI

- PROMOTE CERTIFIED TIMBER IN BUILDING AND CONSTRUCTION INDUSTRY
- **ACCESS TO RM 50 MIL OF PROJECTS**
- ESTABLISHING A LIST OF CREDIBLE SUPPLIERS
- **30 CREDIBLE SUPPLIERS**

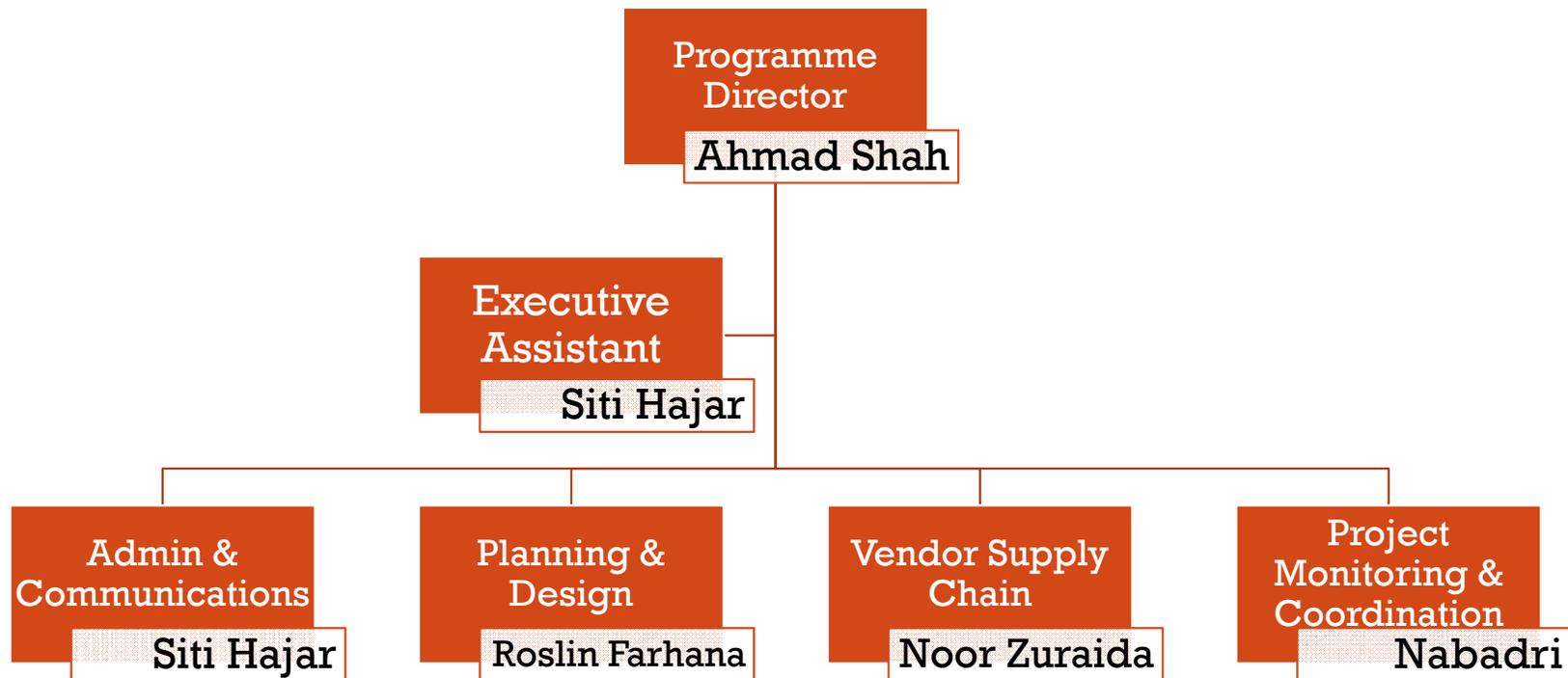
FINANCING & SUPPORT

- A THREE (3) YEAR PROGRAMME FUNDED BY THE MALAYSIA TIMBER COUNCIL (MTC)
- STRUCTURED AND SUPPORTED BY MPIC, MTIB AND MTC

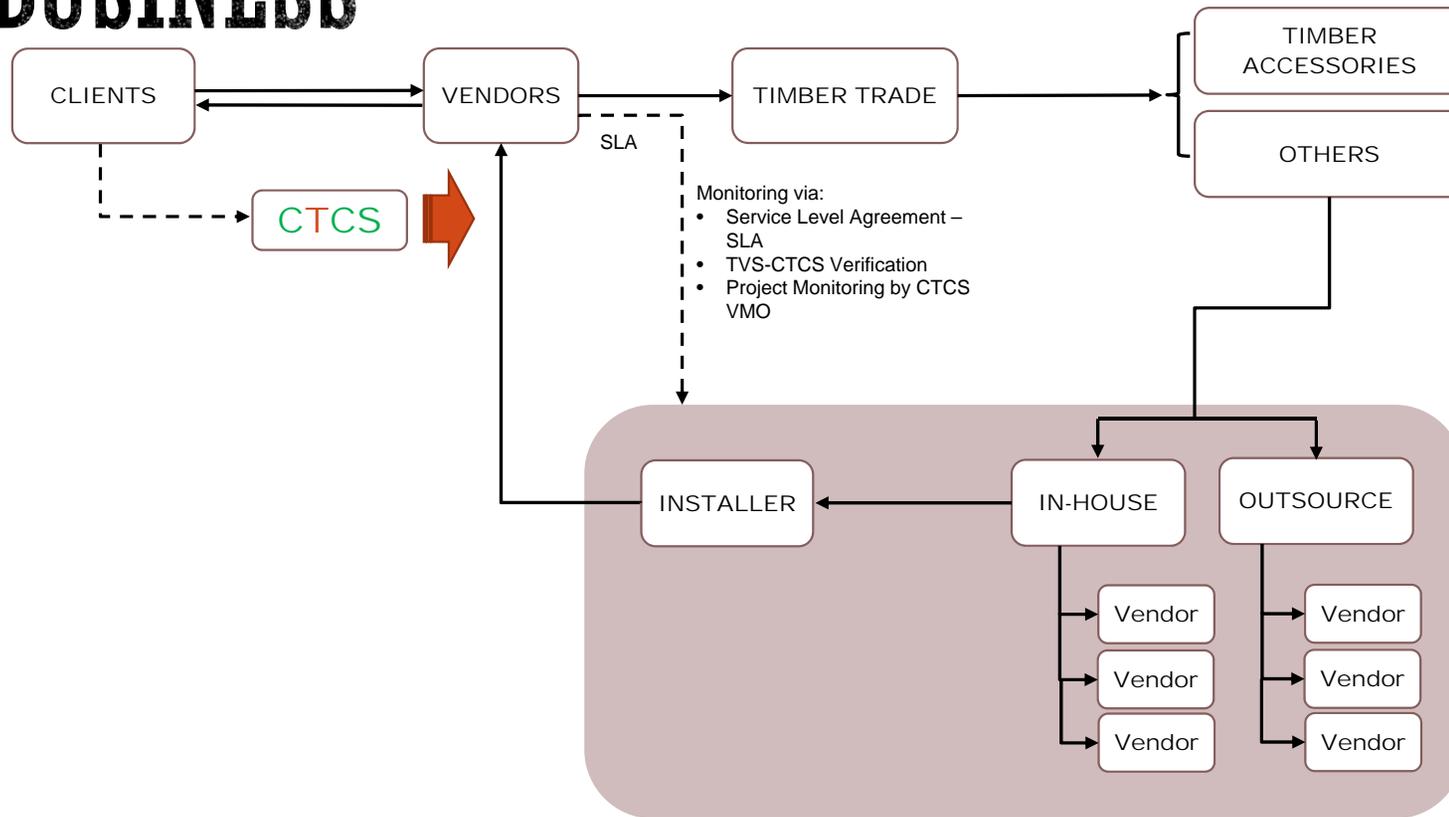
CTCS PROGRAMME STRUCTURE



CTCS PROGRAMME TEAM



ADDING & CREATING VALUE TO TIMBER BUSINESS



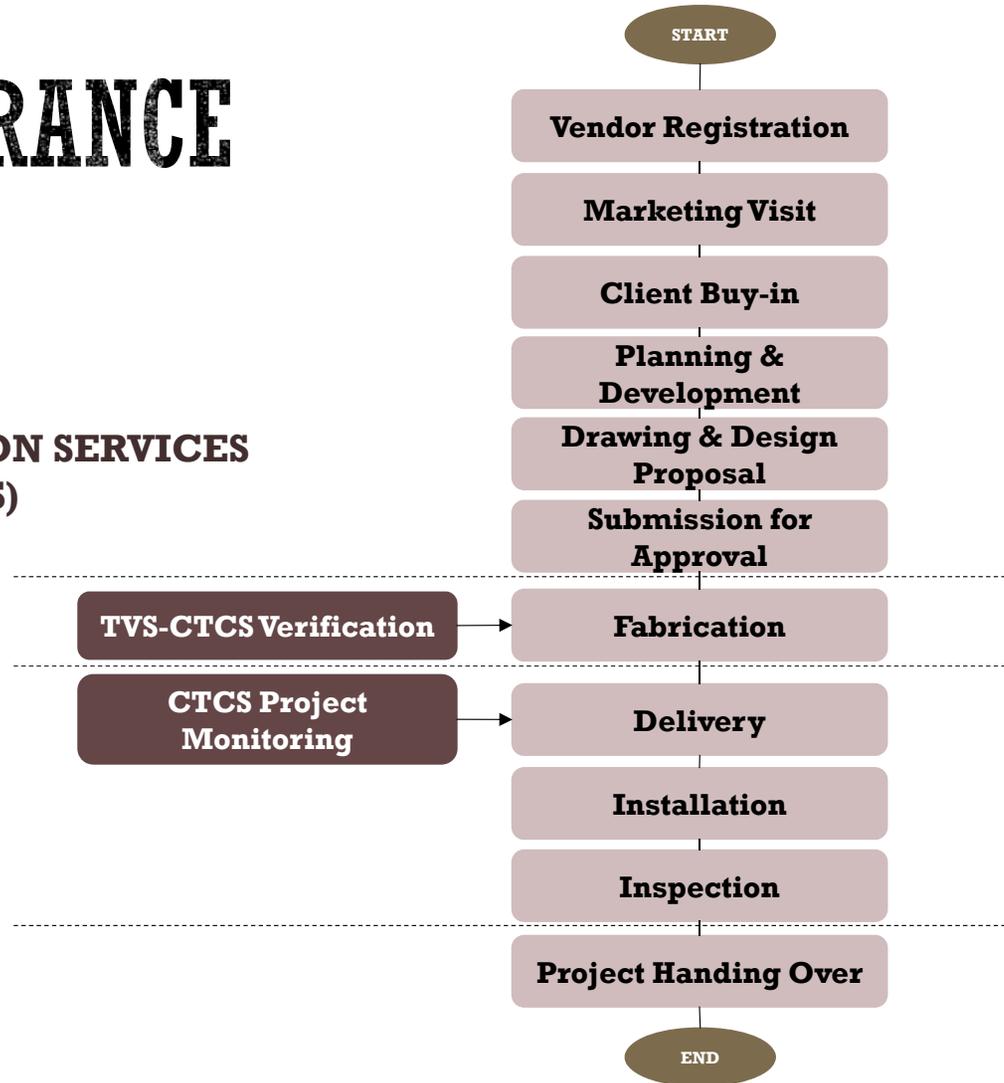
QUALITY ASSURANCE



TIMBER VERIFICATION SERVICES (TVS-CTCS)

Scope of Services:

- i. Grading, Species, Seasoning, Treatment
- ii. Compliance to BQ



MAIN TARGET GROUPS



Developers & Contractors



Architects & Consultants



End users

BENEFITS FOR ALL

- **Clients (and Users)**
 - Consultations and help desk to assist Architects, QS, Specifiers etc.;
 - Methodological approach to building specification;
 - Understanding and appreciating client's need
 - Document and traceability of products installed;
 - Quality assurance and achieving various comfort level required;
 - Matching clients/users to appropriate suppliers
- **Suppliers**
 - Improve market access, especially for SMEs
 - Repeat customers for supplying quality material
 - Widen scope of supply into range of products
 - Bigger sales means ability to upgrade facilities

THE PRODUCTS



Sub-Frame & Door Frame

1



Architrave

2



Door

3



Flooring & Decking

4



Skirting & Cornice

5



Façade & Panel

6



Furniture & Wardrobe

7



Interior Fit-Out

8

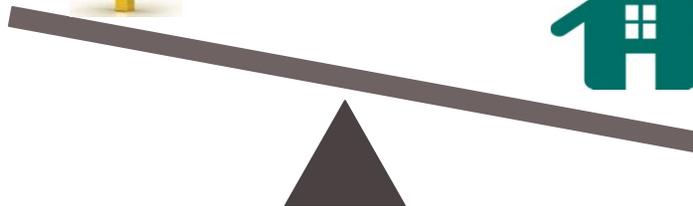


Glulam

9

PROVEN BUSINESS MODEL & DELIVERY SYSTEM

INVESTMENT < 2%
RM 1.6 MIL

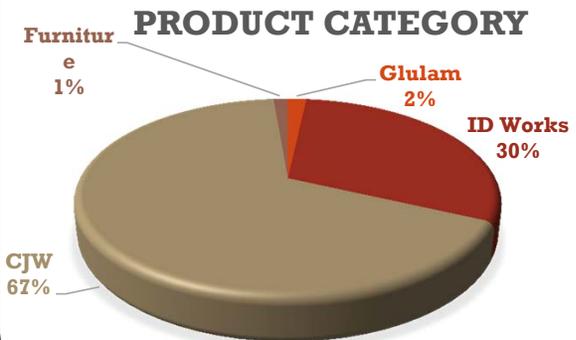


PROJECT ACCESSED
VALUE
RM 81 MIL



PROJECT SECURED
VALUE

RM 34 MILLION ≈
42%



DEVELOPERS & CLIENTS BUY-IN



I & P Group
The Choice Developer for All

I&P Group
(Johor) Sdn
Berhad

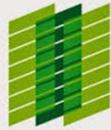
1



**CAHAYA
JAUHAR**
PUSAT PENGADABAN
BARU NEGRI JOHOR

Cahaya Jauhar
Sdn Bhd

2



TH PROPERTIES

THP Bina Sdn
Bhd

3



**Sime
Darby**
Property

Sime Darby
Property Berhad

4



UEM
SUNRISE

A member of **UEM Group**

UEM Sunrise
Bhd

5



JOHOR LAND BERHAD

Johor Land
Berhad

6



TABUNG HAJI
جمعة الفلاح

Lembaga
Tabung Haji

7



**SANJIA
GROUP**
三佳集团

UE E&C Sanjia
Sdn Bhd

8



MUTIARA RINI SDN. BHD.
(A member of Boustead Group)

Mutiara Rini Sdn
Bhd

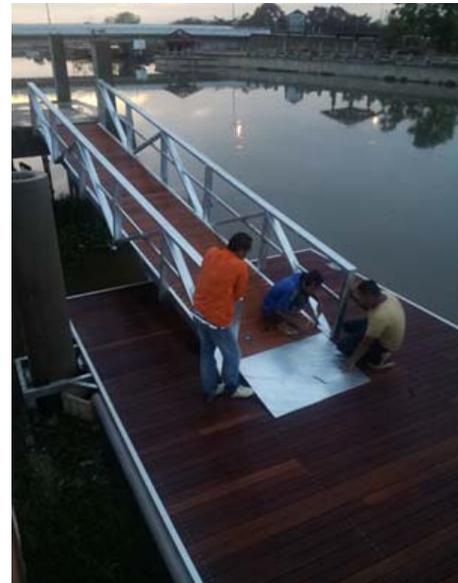
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**Kumpulan Prasana
Rakyat Johor Sdn
Bhd**

10

GLULAM JETTY



Balau and Keruing Glulam Jetty installed at Sungai Melaka, Melaka

171 UNIT TERRACE HOUSE AT TAMAN PELANGI INDAH, JO (I&P GROUP)



- Supply of timber products;**
- 1) Door sub-frame**
 - 2) Door frame**
 - 3) Timber solid & flush door**

KOMPLEKS PEJABAT HAL EHWAL ISLAM AT PUTRAJAYA (THP BINA SDN BHD)



- 1) ID works**
- 2) Supply & install stand alone furniture, timber skirting & cornice, solid & flush timber door**

SHARING LESSONS

- CTCS links credible suppliers to users who may not understand timber
- Quality of Timber Construction Material assured
- Legality is an added bonus
- Major users may be unaware of quality suppliers
- Smaller suppliers may not be able to crack the big construction market
- CTCS Model is a win-win scenario for suppliers and users . AND the forests!

THANK YOU