

PWTC & MITEC

HIGHLIGHTS

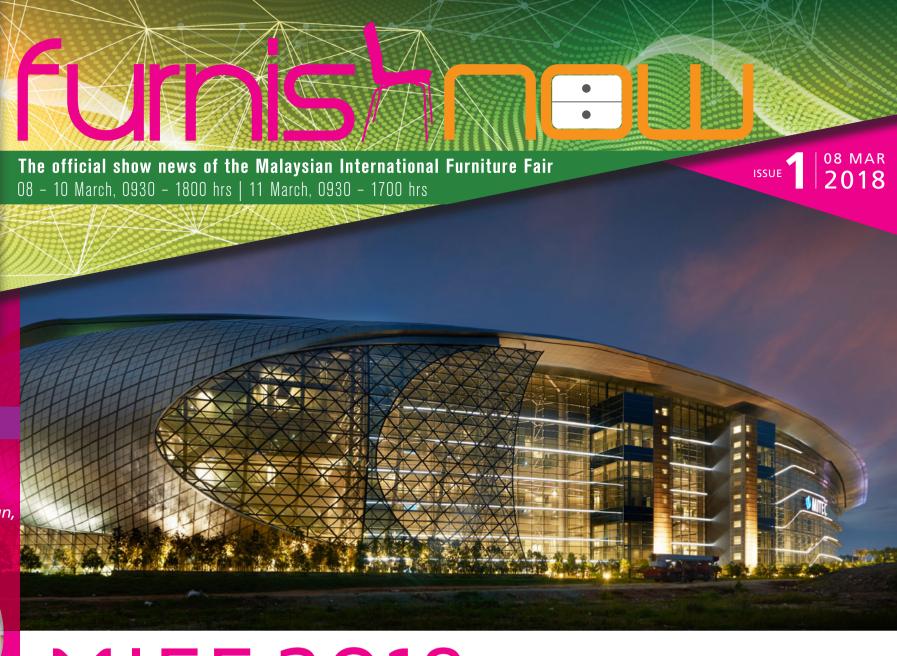
Millennials @Design, get to know them more...



With MITEC as a second venue, MIFF 2018 is never gonna run out of fabulous furniture showcases.



Are you a *MIFF* customer? We value your insights and feedback. 'MIFF Cares, Take a seat', let's talk...



MIFF 2018

CONNECTING PEOPLE THROUGH DESIGN

by Brooke Herron

Cet to be the biggest event yet, the 2018 Malaysian International Furniture Fair (MIFF) is already breaking records. Hot on the heels of the hugely successful MIFF 2017 (which saw sales peaking at \$940 million!), this year's event is 25 percent bigger than shows in previous years - meaning new halls, larger showcases, better booth designs and new product launches. Boasting 100,000-squaremetres of exhibition space, the 2018 and 24th annual exhibition of MIFF is taking place at two venues: at the new and ultra-modern Malaysia International Trade and Exhibition Centre (MITEC) and the Putra World Trade Centre (PWTC), in Kuala Lumpur.

With the inspiring theme, *Design* Connects People, MIFF 2018 not only focuses on furniture, but on the people behind the products too. This translates to more opportunities to form longlasting connections, which will ideally lead to profitable business partnerships. This year, more than 600 companies and exhibitors from countries from around the world (including Malaysia, China, Taiwan, Indonesia, Korea, USA, India, Singapore, Japan, Thailand and Turkey) are showcasing their products and designs.

As the No. 1 furniture fair in Southeast Asia and among the top 10 fairs worldwide, MIFF has been long recognised for the platform it provides for furniture industry professionals to meet, network and collaborate on an international stage. For Çilek Mobilya A.S. (Turkey), a familyowned children's furniture designer and manufacturer and MIFF 2018 exhibitor, MIFF brings enormous value for that exact

"MIFF is the industry's strongest fair with access to the Asian market," said Onder Zigindere, sales manager for Çilek Mobilya A.S. "For companies aiming to be in the forefront of the competitive global market, MIFF presents huge advantages. We already have sales in Malaysia and would like to expand further. We also want to meet with new customers from neighbouring countries."

First-time exhibitor Foart (Korea), a

creator of children's, classroom and office furniture, is also hoping to expand their business through MIFF. "We have launched in a few countries in Southeast Asia and we would like to meet and find new customers

cont. on next page >>

HOTSHOT











by MITI, Malaysia













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>> cover story cont.

who wish to do business with our company," said Mr. Woongchan Kim, chief executive officer for the company.

Show organiser UBM Malaysia understands the exhibitors' desire to expand into different countries, and by embracing the *Design Connects People* theme, they are working to ensure those connections are made between exhibitors and buyers. Forty-eight percent of MIFF trade visitors are furniture manufacturers, interior designers, construction traders and architects, and 62 percent of attendees are from Asia. More than 20,000 attendees are expected this year from the global furniture arena.

"Trade fairs are a very powerful marketing medium. They bring together thousands of international buyers and sellers in one place in a short space of time," said Mr. Zigindere. "They not only gather all the significant industry players, but also enable visitors to see a large variety of products, to evaluate and compare them, to attend demonstrations and to ask detailed questions."

Another MIFF exhibitor, Lagoon, hopes to increase brand awareness and develop new customer relationships at MIFF 2018. "We're hoping the exhibition will attract more hotel or commercial space project customers – that would help us reach different types of customers," said Mr. Douglas Yu, who does sales and marketing tasks for Lagoon.

He added that participating in the exhibition will also strengthen its network in other countries and regions – as he saw happen in 2017. "MIFF 2017 helped Lagoon boost its professional networking ties with several Japanese groups," added Mr. Yu.

Long-time MIFF exhibitor Zhejiang Henglin Chair Industry (China) also attributes some of its growth to its participation in MIFF: "We've been exhibiting at MIFF since 2007, or perhaps even earlier," said Jake Zeng, director of sales and marketing for the company. "MIFF facilitated the growth of our export business while we were still operating on a small scale. The fair has helped us increase sales and brand exposure, which has resulted in the company playing an important role in the furniture industry."

In addition, MIFF strategic partner Muar Furniture Association (MFA) – and the driving force behind Malaysia's furniture industry – has signaled that a larger entourage of member exporters are participating in MIFF 2018. Long-time attractions China Hall and Taiwan Hall are also returning with more exhibitors and a wider variety of products.

"For more than 20 years, MIFF has built a robust reputation for genuine trade in value and quality furniture," said Ms. Karen Goi, MIFF general manager. "Exhibitors and buyers are the people at the centre of this business. Delivering a memorable show experience with new products will unlock the doors to more opportunities."



MIFF 2018's "can't be missed" highlights include:





MIFF OFFICE: With the largest showroom of modern office solutions in Southeast Asia, this segment has attracted more Malaysian and international companies after its profitable debut in 2017. Expect innovative designs in workstations, desks and chairs in this one-stop-shop for office furnishings.

MIFF Timber Mart: A new segment in 2018, MIFF Timber Mart will showcase different types of timber and the latest in wood-engineered products. As the ultimate sourcing and trading platform for wood and wood-related products, the MIFF Timber Mart creates opportunities for international timber suppliers to connect with buyers in furniture production and wood-based manufacturing.





re o N



designRena: With lifestyle products from 80 leading manufacturers, this distinctive showroom displays the best in Malaysian design. Located on the second floor of MITEC, this exhibit covers more than 15,000 square meters and will place the spotlight on aesthetics and design, to promote a strong and diverse celebration of Malaysian creativity.

Muar Hall: MIFF's strategic partner throughout the years, Muar Hall is a showcase of Muar-based furniture makers – largest contributor to Malaysia's furniture industry.

Millennials@Design: A new segment presented by young and emerging Malaysian designers: FDC in Action designers, Pattern Banyak designers and Sarawak Timber Industry Development Corporation (STIDC) led by Walter Tan and TANGGAM designers from MTIB (Malaysian Timber Industry Board). Artwork from the MIFF Furniture Design Competition (MIFF FDC) 2018 finalists will be displayed in this section too.



Millennials@Design

The next generation has arrive

by Brooke Herron

The tagline of the Malaysian International Furniture Fair (MIFF) 2018 Design Connects People speaks directly about the human element in furniture design. And the four different showcases by Millennials @Design where young designers collaborate with experienced mentors – all echo that theme. These groups include: FDC in Action, Pattern Banyak, TANGGAM by MTIB, and STIDC.

FDC in Action

Mr. Phillip Yap is leading the FDC in Action group at MIFF 2018, which is made up of past winners and finalists of the prestigious MIFF FDC. As an experienced designer and FDC in Action's tutor, Mr. Yap hopes to provide the team with the tools to express their own style, while relating to the industry's needs.

"We're not only creating a platform that allows young designers and furniture manufacturers to collaborate, we're also teaching them to understand that before designing anything, they need to enrich their knowledge of the industry," he shared. "Most Malaysian-made furniture is produced for export, so designers need to have a global perspective and understand 'world furniture' style, as well as the demands and trends of a global market."

These young designers worked alongside exhibitors - learning about their products, market and target audience – to create booth designs for MIFF 2018. "For us, it's not just about objects – it's about method, management and inspiring designers," said Mr. Yap. "We want to light the path that makes designs happen."





Pattern Banyak

Another group showcasing their work in the Millennials @Design area is Pattern Banyak, a team of seven young designers who were former architecture students. Led by Walter Tan, a design director for a wooden furniture manufacturer in China (Element Furniture) and a furniture design consultant for a Sydney-based company, his team of designers will represent Southeast Asia design for the commercial market. "Practical furniture that solves customers' challenges" is the common thread of their design theme.

"The designs will not be too fancy, because while fancy furniture looks good, it doesn't sell well. We're here to design furniture that will bring sales for manufacturers. Numbers play the most important role here, the rest is secondary," said Mr. Tan.

Mr. Tan emphasised that it is his goal for his designers to gain exposure in the international market through his contacts in China, Australia and Indonesia. "They [young designers] are still at the learning stage and need more exposure to the international furniture market," said Mr. Tan. "I hope that in the years to come, these designers can break away and become independent designers flying the Malaysian flag for the international market."

TANGGAM by MTIB

"At TANGGAM, we want to create a portfolio of new exciting designs with an international market appeal and that can be manufactured and marketed by Malaysian furniture manufacturers," said Ms. Nik Zuraihah Nik Mohamad, senior assistant manager for the Malaysian Timber Industry Board (MTIB).



This group is comprised of past winning and shortlisted designers from the Malaysian MOBILI Furniture Design Competition. For MIFF 2018, TANGGAM will introduce its TROPIKA 2018 collection (PAPAN Series) that consists of basic home main furniture: 3 + 1 sofa, side table, shelving, sideboard, chair set and dining table. "We're always trying to challenge ourselves to create a classic collection for the international market that includes Malaysian identity and local flavour," said Ms. Nik Zuraihah. She said the theme adds cultural elements to the design identity, and it focuses on the beauty of simplification and seasonal moods.

To the TANGGAM group, this theme represents a strong base for their team to move forward with a shared cultural identity and heritage. "By exhibiting our furniture design at MIFF 2018, we hope to offer new and potential designs that would flourish in both the local and international markets," concluded Ms. Nik Zuraihah.

Sarawak Timber Industry Development Corporation

A showcase at MIFF 2018 composed of design talents from East Malaysia, exhbiting their brilliant designs to expand international exposure and gain further experience in the industry. Artwork from PUSAKA-UNIMAS Furniture Design Competition will be showcased as well.



These designs are located in the North Wing Foyer, Level 1 at the Malaysia International Trade and Exhibition Centre (MITEC). Artwork from the finalists of 2018's MIFF Furniture Design Competition (MIFF FDC) will also be displayed in this section.







A Dining Table Fit For a King

In this latest dining concept from Acacia Home Furnishing, the debonair dining table takes centre stage with its smooth finish and simple, yet sophisticated design. Both the table and sideboard are accented with contrasting metal legs, which enhance the fashionable concept's appeal. As the company name suggests, the furniture is made from Acacia timber, although Oak and Timber varieties are also available. Different finishes are created with add-on color and by using wire brushes and sandblasting to create an antique effect, which adds appeal to the overall appearance.

Acacia Home Furnishing

www.acaciahome.com.my PWTC, Booth 101

Introducing Industrial Warehouse Chic

A ries Furniture is bringing industrial concepts to the forefront of workspace designs with lits new D'Montreo Series. This office collection combines industrial elements like grey metallic paneling and exposed bars with clean, light-coloured shelving and workspaces to create a look that is minimalistic, fresh and uncluttered. Offering both spacious executive desks and open, yet private, workstations, this series allows for different configurations to suit any office space.

Aries Furniture

www.ariesfurniture.com.my PWTC, Booth 2B27





Say Hello to Your New Headboard

Some would say that the headboard makes the bed – and this is particularly the case with the attention-grabbing and charismatic Agustin bed from Sweet Home Concept. The headboard is wide and sumptuous and features finely stitched, deep tufted buttons that add a touch of refined charm to the design. The matching frame wraps around the bed – creating visually appealing sleeping sanctuary. Sweet Home exports to more than 20 countries and is one of the leaders in upholstered bedroom and living room sets, with a focus on excellent design, high-quality and competitive pricing.

Sweet Home Concept www.sweethome.my MITEC, Booth M409

Simply the Best

We spend about one-third of our lives sleeping – so we might as well do it in style. This bed design from Best Beteck, a company known for their high-quality upholstered household furniture, features a geometrically inspired square-patterned headboard and base, with a matching trunk for extra storage. In addition, the soft, muted grey-coloured upholstery creates an added sense of relaxation – for the best night's sleep.

Best-Beteck Furniture www.bestbeteck.com PWTC, Booth 111



Ergonomically Enticing

t's been proven that sitting at a desk for long periods of time causes back pain. And while we can't change your office hours, we can change your chair. Based on the "V" element, this chair from Kinsha features a fixed or adjustable armrest, an adjustable headrest and lumbar support, a three-locking mechanism with builtin slider plate for seat depth adjustment and PU moulded foam in the seat and headrest - all designed with the end-user's ultimate comfort in mind. In addition to ergonomics, this chair is also eye-catching with a black and grey contrasting backrest and is available in a Mesh or Padded range to complement any office décor.

Kinsha Works

www.kinsha.com.my PWTC, Booth 2B22

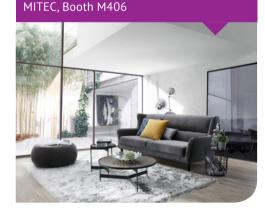


First-class Scandinavian Style

nspired design has arrived in the Rudolf Living Series from Deesse Furniture.

Blending Scandinavian style with comfort, this set achieves the perfect balance between luxury and relaxation. With its linear curves and soft fabric upholstery, the sofa's striking black wooden legs enrich its modern charm, while the coffee table, side table and pouf are the ideal complements to this stylish set. In addition, the side table is multi-functional and can be used as a sneaky storage spot for blankets, magazines, toys and the like!

Deesse Furniture www.deesse.com.my









Slip Away into Serenity

ii Hen Furniture – which specialises in producing solid wood and veneer-laminated panel bedroom sets – has created another masterpiece in this striking bedroom series. With a handsome and contrasting upholstered headboard, the bed features additional storage underneath and is the visual centerpiece to this set, which also includes a chest, dresser with mirror and nightstand.

Lii Hen Furniture

www.liihenfurniture.com PWTC, Booth 2B01

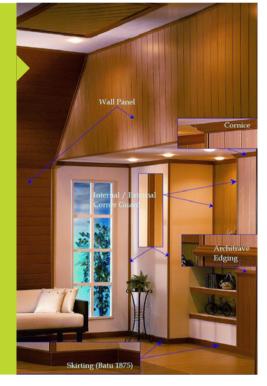


All Things Wood

s a leading wood panel exporter in Asia, PREMIERWOOD has more than 50 years of experience in woodworking. This has resulted in high-quality, competitively priced products that are created with three principles in mind: affordability, durability and reliability. Currently, the company produces more than 100 types of products, including: door jamb; Torus skirting; Ogee skirting; window boards; Dado rails; bullnose, pencil round, chamfered & rounded architraves; wall panel systems and furniture components. The substrates range from solid wood to engineered wood products like MDF, plywood and particleboard, which are derived from environmentally friendly sources.

Premier WoodProfile

www.premwood.com PWTC, (Hall 3, Lobby area) Booth 4A39



Work Smarter, Not Harder

Adopting an uncompromising policy for excellence, Stellar Limited creates office furniture with scientific precision. With stringent quality standards and exceptional pre- and post-sales service, the company exports to more than 50 countries and offers almost every combination of wood, leather, fabric, vinyl, finish and detail you imaginable. This attentionto-detail is revealed in their latest featured desk, which offers an open workspace matched with an ergonomically design chair. In addition to these sleek designs, Stellar also offers office modular office furniture, reception desks and cubicles, as well as a wide-range of accessories and lifestyle products.

Stellar Limited

www.stellarglobal.com PWTC, Booth 2A09



Do Stay for Dinner

implicity begets elegance in the Renoma Dining Set from Roxy Heritage Furniture Manufacturer. Designed to correspond to the human body, the curved plywood chairs feature lightly padded cushions for added comfort, while the sap-Walnut veneer adds a classy polish to the set. Roxy is an integrated furniture manufacturer that provides creative designs and high-quality furnishings at affordable prices to international markets.

Roxy Heritage Furniture Manufacturer www.roxyheritagefurn.com MITEC, Booth M712





Where Brilliant Designs are Born

he woods are calling in this contemporary bedroom set that blends natural wooden design with modern aesthetics. Called the "Maine" series, this set from Inception was created with the highest level of craftmanship - and it shows, with LED lights in the bed's partial headboard and infused rustic Oak in its sideline. Backed by a highly skilled and creative team, Inception is known for its expertise in product design, customisable flexibility and its ability to source for all types of furniture products.

Inception Design and Trading www.idt.my MITEC, Booth M802

Vibrant Workspaces Abound

Oasis Furniture Industries has put the "fun" in functional with their latest office series. This colorful set is sure to inspire creativity and productivity with semi-private workstations, perfect for sharing ideas. A separate, yet connected, seating nook creates an ideal location for a mid-morning coffee break or for a quick team meeting. In addition, a variety of chairs and seating options are available - making this a customisable office solution for today's inspired workspaces.

Oasis Furniture Industries

www.oasis.com.my PWTC, Booth 2B23

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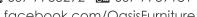


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Stay Dry with Super Dry

eadquartered in Singapore, and with office and agencies worldwide, Super Dry International is a leader in airborne moisture control. The company has specialised in this arena since 1998 and is the go-to professional resource for protecting goods from moisture-related damage, like mould and mildew. Their products are used in nearly all major industries, including: furniture & home furnishings, textiles & clothing, shoes, leather products, paper products, metals, pharmaceuticals and food & agriculture.





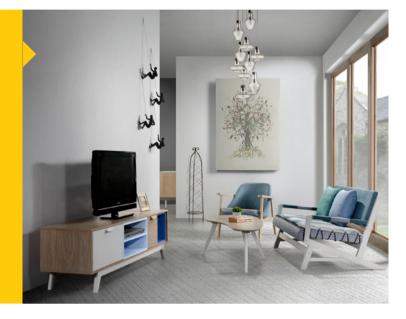
www.superdryers.com MITEC, Booth M209A



Turn your living or sitting area into a relaxing retreat with these designs from Wegmans Furniture Industries. As functional and they are artistic, these state-of-the-art pieces combine to create a welcoming and rustic feel. This series features a TV stand (Dorothy), Coffee Table (Scarlette), Sofa (Rovelyn) and a Lounge Chair (Aiden) – all of which are exquisitely constructed to add character and style to any home's interior. With the motto that elegance does not have to come with a high price, Wegmans provides smart furniture products with a commitment to customer satisfaction.

Wegmans Furniture Industries

www.wegmansfurniture.com.my MITEC, Booth M702





Curvy & Classy

Mobilia's eye-catching curvilinear concepts are designed to create the illusion of space within a confined living area. These stylish tables utilise subtle lines and a minimalist construction to blend seamlessly into their surroundings, while the smooth edges are ergonomically pleasing, and add class to any room. Despite all this elegance, each piece retains a high level of functionality, and is as lightweight and easy to move as they are sturdy. These tables are available in a variety of colours and materials, including walnut, oak, and ash veneer.

Mobilia Design

www.mobiliainternational.com MITEC, Booth M617

SEMINAR PREVIEW

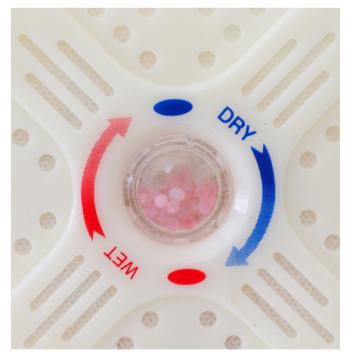
Mould Prevention Workshop

Guidance for Protection from Moisture Damage

by Ruchi Mahajan Ranga

Shipping in containers is considered as the safest and economical way of transporting cargo. However, during shipping, moisture is often a concern as a cause of damage to goods. Almost every kind of cargo on voyage entails a constant risk of moisture damage. Every year massive amounts of products get spoiled due to moisture buildup or shipping container condensation, which is often referred as 'container sweat'. Moisture can move in and out of the shipping container during the voyage and the process is called 'container breathing'. Moisture in any form inside the container ultimately results in damage to the goods in different ways:

- Corrosion of metals
- Unpleasant odor
- Cargo packaging getting mouldy, discolored, soft, or crumbled.
- Any type of damage from ice or water



Super Dry Desiccant International is the world's leading supplier of desiccants and moisture damage prevention solutions. Products from Super Dry are widely used in virtually all the world's major manufacturing industries during ocean transport. With over 40 offices worldwide, Super Dry factories are located in China, India, Indonesia, and Thailand.

It is imperative to equip oneself with right knowledge in order to minimize the damage. Super Dry Desiccant International is conducting a Mould Prevention workshop which will throw light on risk assessment, nature of mold, prevention of mould from the material including right action at the steps like – material loading, production, and shipping.

Do not miss the Mould Prevention Workshop on March 9 (Friday) from 03.30 to 04.15 pm. This workshop is part of the Industry Seminar Series at MIFF 2018. Ms. Helen Chen from Super Dry, Malaysia, will be the speaker during the said workshop.

MIFF 2018 visitors and exhibitors alike will benefit tremendously from this workshop. See you there!



Elegantly Yours

Comfortable and stylish dining set is what makes the best memories for a family gettogether. This carefully crafted 8-seater dining set from Vera Collection by Ascent Furniture is poised for your comfort. It sure is going to make your mealtime conversations more interesting with its elegant design. If you have been looking to add something sophisticated and stimulating to your dining room décor, this sleek set will perfectly match your needs. The well-appointed chairs with beautifully crafted table will seamlessly blend with the beauty of your home. Vera collection from Ascent Furniture also consists of elegant bedroom collection that conforms to high quality standards and the latest trends.

Ascent Furniture International

www.ascentfurniture.com MITEC, Booth M803



Seriously Lazy

You can now create a cosy corner in your lounge-room with this contemporary 6-seater corner lounge with chaise. Its generously sized seats create plenty of space for the whole family, as well as guests, to sit and relax in comfort. This eye-catching lounge will not only impress your guests but will offer you with structure and support to relax after a long day at work. Designed using Momentum fabric, this set will create a beautiful show piece for your home. This stylish yet practical addition to your lounge room will accentuate the exquisiteness of your space.

Sin Wee Seng Industries www.swssofa.com MITEC, Booth M323



IAFP COLUMN

MIFF 2018 | Of Change and Continuity

by Hermut Merkel

n 2000, I visited MIFF for the first time. Since then, I have been a witness to the fact that not a single fair in Kuala Lumpur has failed. A lot has changed throughout the years though. For example, the MIFF show was constantly enlarged. The Putra World Trade Centre (PWTC) has turned no longer sufficient as the only trade fair location.

This year, for the first time, the new Malaysia International Trade and Exhibition (MITEC) will also be used, making MIFF 2018 take another leap forward both in terms of quantity and quality. In almost 20 years, I was also able to see how exhibitors have evolved in terms of design and quality (even if one occasionally wished that even

more Malaysian producers had joined this trend). The design efforts of the industry were repeatedly supported by the organisers' initiatives – be it with the Furniture Excellence Award (FEA) or the MIFF Furniture Design Competition (FDC).

So much has happened. And yet there are some things that – fortunately – stay the same. MIFF has remained a flawless "business fair". Business was and always is in the foreground. There is hardly any other trade show that negotiates so much and discusses models and prices as they do at MIFF. While many other events are determined by networking, information and communication, orders are still being written and placed at MIFF. Although it almost sounds like "old school", it is still the most efficient orientation for

exhibitors and visitors.

The high standard of MIFF organisers on the quality of the organisation has not changed. From year to year it is not only possible to keep the high level of the offered hospitality, but to constantly optimise and improve it, is something else. This is reflected, among other things, in the highlight of the supporting program. The MIFF Buyers' Night at the end of the second day of the fair has long since become a must-attend event for buyers from more than 100 countries.

Editor's Note: Helmut "Max" Merkel is the Editor-in-Chief of the German furniture trade magazine MÖBELMARKT and General Manager of CRP Consulting.







Functional Meets Classy

his trendy Bee Rack offers multifunctional display shelves to your home, which can hold and store items elegantly. It also is a perfect choice if you wish to decorate a corner of your house with a trendy display of show pieces. This classy piece from Mau Sin Bentwood Industry will give your room a sleek and sophisticated touch by showcasing your collection; be it family pictures, trophies, travel souvenirs or other keepsakes from friends and family.

Mau Sin Bentwood Industry www.mausin.com.my PWTC, Booth 4A02



or Artmatrix – a leading designer, manufacturer and supplier of office furniture - their designs are a result of combining art with rectangular shapes to create innovative and functional furnishings. This mission is realised in the form of one of the company's latest workstations. Practical in design, with plenty of work and storage space, this workstation combines sleek edges and artistic expression to create a striking workspace, which is sure to foster creativity and big ideas.

Artmatrix Technology www.artmatrix.com.my

PWTC, Booth 2A01



Bar Chair Extraordinaire

ooking for a bar chair with turning function? This swivel bar stool from Euro Sun is the perfect solution. The company also offers different types of wooden products such as dining chairs, chest, coffee table and more, that come in variety of styles, colours and materials.

Euro Sun

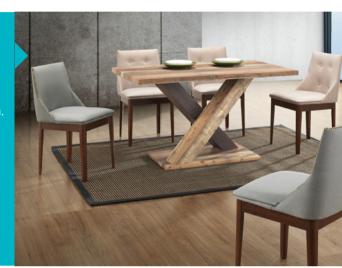
www.eurosunfurniture.com MITEC, Booth M719



'X" Marks the Spot

ho knew a dining table could striking dining set from Ang Bee centre of attention in any dining room. The Jasper set's arresting X-shaped matching modern upholstered chairs complement the design, adding sleek comfort to this contemporary piece.

Ang Bee Business www.angbee.com PWTC, Booth 219



ArtEDecor Exhibition 2018

n conjunction with MIFF 2018, drop by the ArtEDecor Exhibition 2018 at the MATRADE Exhibition and Convention Centre (MECC), Kuala Lumpur. An exhibition for budding artists, ArtEDecor provides a platform for promoting artwork of emerging and known artists alike, both locally and internationally. Also, the exhibition aims to promote Malaysian art and artists to the international market. ArtEDecor is happening on March 8 to 11 (the same time as MIFF). Visit www.artedecorkl.com/ for more information. MIFF visitors can avail of the free shuttle service from MITEC south entrance to MECC to check out the exhibition.



MIFF Welcomes **Customer Insights**

Inviting all international buyers for an interview, in 'MIFF Cares, Take a Seat'

What: 'MIFF Cares, Take a Seat'

When: between 10 am and 3 pm, March 8 to 11 Where: MIFF Insights Lounge, Hall 11, Level 3 MITEC

Because your insights are important to MIFF, we invite you to participate in a recorded video interview to help us convey your valuable insights as a MIFF customer. Come and chat with our friendly host during this exclusive session.



UBM Malaysia

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