

STRETCH

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Malaysian Rubber Export Promotion Council

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RUBBER WONDERLAND: MREPC AT MICCOS 2013



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Recognising that trained and efficient manpower is an important component of the manufacturing and marketing mix, MREPC has from the outset provided a range of seminars, workshops and training courses for the rubber product industry. These training opportunities provided by MREPC have grown in scope and depth over the years, covering introductory lectures on rubber technology, as well as programs for marketing, quality improvement and certification, and other skills beneficial to rubber product manufacturing and marketing.



CEO of MREPC Dato' Teo Suat Cheng

For 2014, training programs that have been scheduled include a series of Market Information Seminars that provide information on market opportunities in specific markets and for specific products as well as the Rubber 101 and Latex 101 series that give participants a grounding in the theory and applications of polymer technology. Also in the works are more specialized seminars and workshops on topics as diverse as Intellectual Property Rights, Financial Facilities and Support for the Rubber Product Industry, Rubber Products in the Oil and Gas Industry, Management and Administration of Wages and Malaysian Labour Law, Effective Communication and Interpersonal Skills, Marketing Strategy for International Business and Lean Manufacturing.

These courses, seminars, and workshops are organized exclusively for participants from the rubber products industry at nominal rates with the objective of imparting information and improving the skills and work performance of individual staff, thereby upgrading the capabilities of rubber product companies and the industry as a whole.

Participants at these events have responded positively to the evaluation questionnaires distributed at the end of each session. Generally they have found the courses to be of practical value in their work and of benefit to the companies. The courses are acknowledged as being well conducted by presenters who are professionals with sound knowledge of their fields of specialty and able to address the issues raised by the participants.

As MREPC looks towards playing a more effective role in the development of the rubber product industry, we look forward to receiving inputs as to the type of training and the topics which would be of relevance to the industry. Constructive feedback will help in ensuring that the programs planned are of benefit to all sectors of the industry and that resources are utilized efficiently.

Malaysia International Commodity Conference & Showcase Kuala Lumpur

24 - 27 October 2013

The Malaysia International Commodity Conference and Showcase (MICCOS) 2013 was held at the Malaysian Agro Exposition Park Serdang (MAEPS), Selangor, from 24th to 27th October 2013. MICCOS 2013 is the premier event for Malaysian commodities. It is a biennial event organised by the Ministry of Plantation Industries and Commodities (MPIC) and its agencies.

The conference, exhibition and a variety of programs held in conjunction with MICCOS sought to bring together major industry players and entrepreneurs in the commodities sector so as to promote and publicise the latest products and technologies, as well as employment opportunities in commodities and commodity related industries in Malaysia. MICCOS 2013 was the fifth time the event has been held, to showcase Malaysian commodities, including palm oil, rubber, timber, cocoa, pepper, kenaf, tobacco and sago.



YB Minister for Plantation Industries and Commodities, at the MREPC Pavilion at MICCOS 2013, speaking to YB Dato' Sri James Dawos Mamit, Deputy Minister in the Ministry of Natural Resources and Environment.

The MREPC Pavilion at MICCOS 2013, set up with the theme "Rubber Wonderland", displayed a wide range of rubber products in an attractive setting. Various activities were held to attract visitors and educate the public on the importance and usefulness of rubber products.

The Minister of Plantation Industries and Commodities, YB Datuk Amar Douglas Uggah Embas, visited the MREPC's pavilion on 25 October 2013. He was accompanied by the Chairman of MREPC, Datuk Billy Abit Joo and the CEO, Dato' Teo Suat Cheng.

In conjunction with MICCOS 2013, MREPC organized a seminar for nurses on "Know Your Medical Gloves for Better Protection and Patient Care" and for automotive college students on "The Rubber Automotive Parts Industry in Malaysia".

A number of foreign buyers of rubber products were invited to attend MICCOS and hosted by MREPC. Business-matching sessions were held between these buyers and Malaysian rubber product manufacturers. The buyers expressed interest in rubber gloves, catheters, hoses and rubber to metal bonded parts.



A section of the audience at the seminar for nurses held in conjunction with MICCOS 2013

The highlight of MREPC's participation at MICCOS was the "Rubber Wonderland" Fashion Show held on Saturday, 26 October 2013 at 2.30pm at MREPC's pavilion. Launched by the Secretary-General of MPIC, Datin Paduka Nurmala Abdul Rahim, the fashion show was well received by a large audience.



Masterchef contestants counting condoms

MREPC also participated in the Masterchef All-Star programme organized by Astro. The two Masterchef All-Star teams had to go to selected booths to gather items and information as part of the competition. At the MREPC pavilion, they had to obtain food grade gloves to start their cooking process, but before that they had to complete a quiz where they guessed the number of condoms on the sphere being displayed. The participants as well as the audience enjoyed the exciting competition.

The Rubber Wonderland Fashion Show

The main event at MICCOS for MREPC was the Rubber Wonderland Fashion Show, featuring apparel made from a variety of rubber products. A total of 17 items of feminine clothing were paraded by models and the judges selected three winners, based on criteria such as creativity, workmanship, wearability and overall appearance.



A model takes to the catwalk at the Rubber Wonderland Fashion Show



The winning entry



Striding out on the catwalk



Futuristic in rubber



A colourful costume



Datin Paduka Nurmala Abdul Rahim launching the Rubber Wonderland Fashion Show

In launching the Fashion Show, the Secretary General of the Ministry of Plantation Industries and Commodities, Datin Paduka Nurmala Abdul Rahim commended MREPC for coming up with innovative ways to promote rubber products and draw attention to the vibrancy and versatility of the industry.

Among the dignitaries present during the event launch were YBhg Datuk Billy Abit Joo, Chairman of MREPC, YBhg Dato' Teo Suat Cheng, CEO of MREPC, several MREPC board members and the CEO of Saito College.

The clothing items featured at the Rubber Wonderland Fashion Show were designed by students of Saito College. The creative use of rubber products such as gloves, condoms, rubber sheets and other rubber products highlighted the versatility of rubber as a material with a multitude of uses. The winners of the Fashion Show were presented with cash prizes sponsored by MREPC.

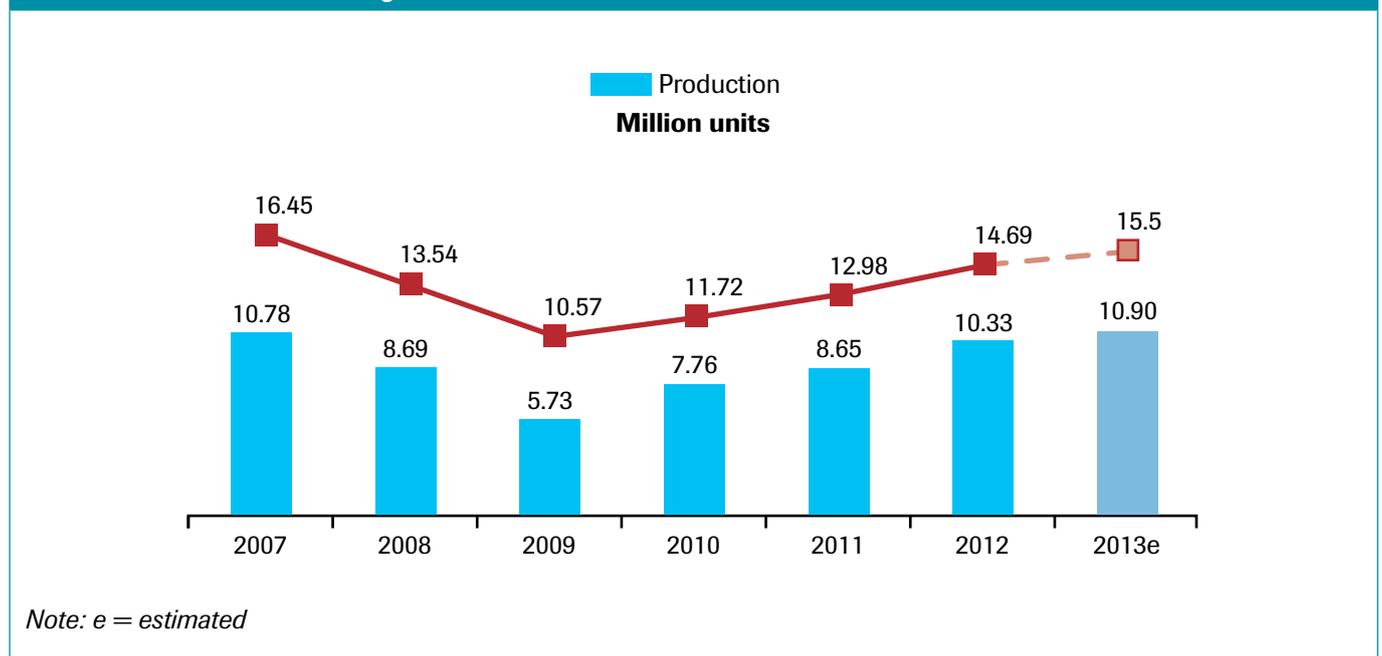


Presentation of prizes to the winners of the Rubber Wonderland Fashion Show

1 THE MARKET FOR RUBBER AUTOMOTIVE PARTS IN THE USA

The US is the world's second largest motor vehicle producing country, after China. In 2012, the US produced 10.3 million vehicles, about 12.2% of the world output. Motor vehicle production in the US made a swift recovery from the 2009 financial crisis, registering a growth of 11.5% in 2011 and 19.4% in 2012. General Motors, Ford and Toyota were the top three vehicle manufacturers in the US in 2012. Nevertheless, vehicle population in the country is shifting toward foreign brands, with Japanese makes capturing the top five spots in the US, with a combined 22.8% share of light vehicle sales in 2012.

Figure 1: Motor Vehicles Sales and Production in the US



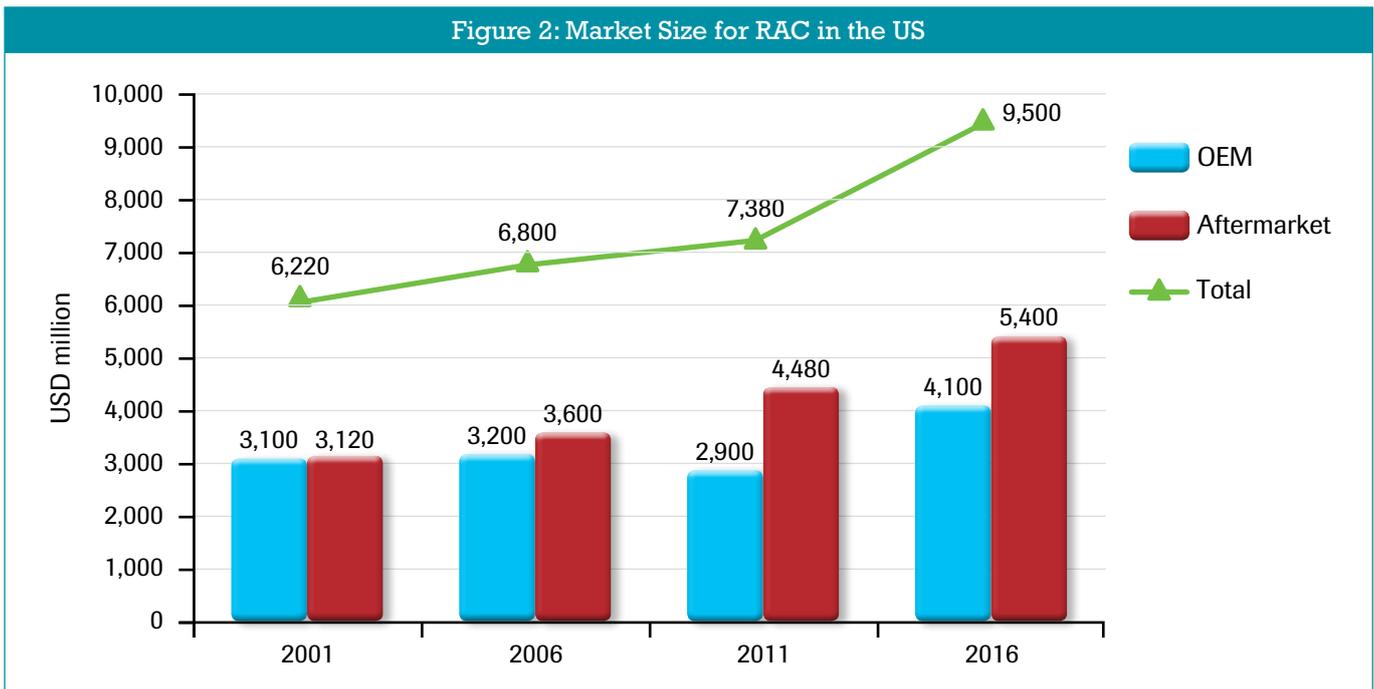
Market Size for RAC

Rubber automotive components (RAC) accounted for 28.5% of the rubber product manufacturing industry's revenue in the US in 2012, making it the largest component of the industry. The RAC sector was greatly affected by the recession in 2009. Since 2010, however, sales of rubber automotive parts have been increasing steadily, in line with a rejuvenated US automobile industry and growing demand for fuel-efficient vehicles. In 2011, the market for RAC in the US was valued at USD7.38 billion, a CAGR of 1.7% from the value in 2006.

The original equipment manufacturers (OEM) segment accounts for 39.3% of the total market size, valued at USD2.9 billion. Demand from automobile manufacturers (OEM) slowed during recession but is likely to grow as the US auto industry continues its recovery. The OEM share is expected to expand to 43.2% by 2016.

The aftermarket segment made up the remaining 60.7%, valued at USD4.48 billion in 2012. The original equipment suppliers (OES) channel, which consists of franchised dealerships, accounts for about 30% of all aftermarket sales. Light vehicles make up the largest automotive aftermarket segment in the US, 70% of total market size. Wiper blades, belts, hoses and gaskets are identified as the key rubber products in the aftermarket segment.

Figure 2: Market Size for RAC in the US

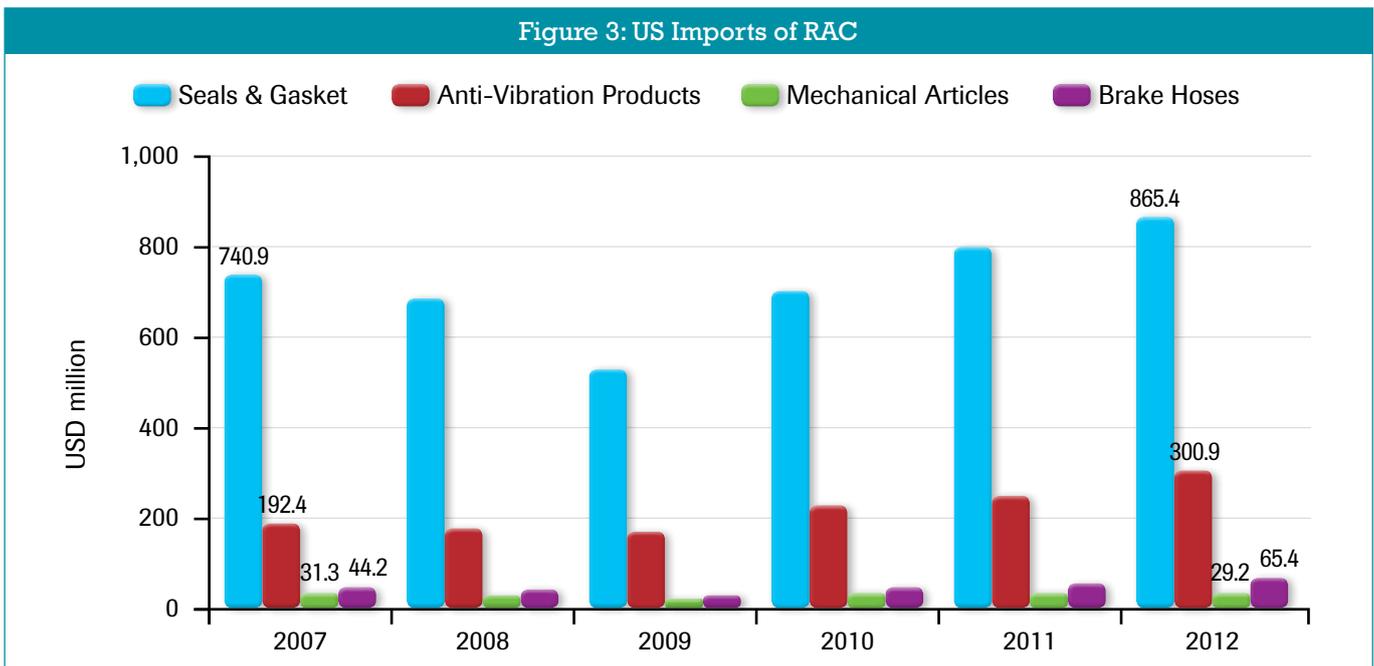


US Imports of RAC

The US sourced RAC mainly from Canada and Mexico. The two countries benefit from low transportation costs and trade agreements including NAFTA. Other important sources of supply included China, Japan, South Korea, and Germany.

Seals and gaskets, anti-vibration products, brake hoses and mechanical articles which comprise moulded parts such as rubber bellows, pads, bumpers and dust covers are some of the key RAC imported into the US. Among the four categories of RAC, imports of anti-vibration goods grew the fastest, registering a CAGR of 9.2% between 2007 and 2012, followed by brake hoses with a CAGR of 8.2%.

Figure 3: US Imports of RAC



Market Outlook and Opportunities for Malaysia

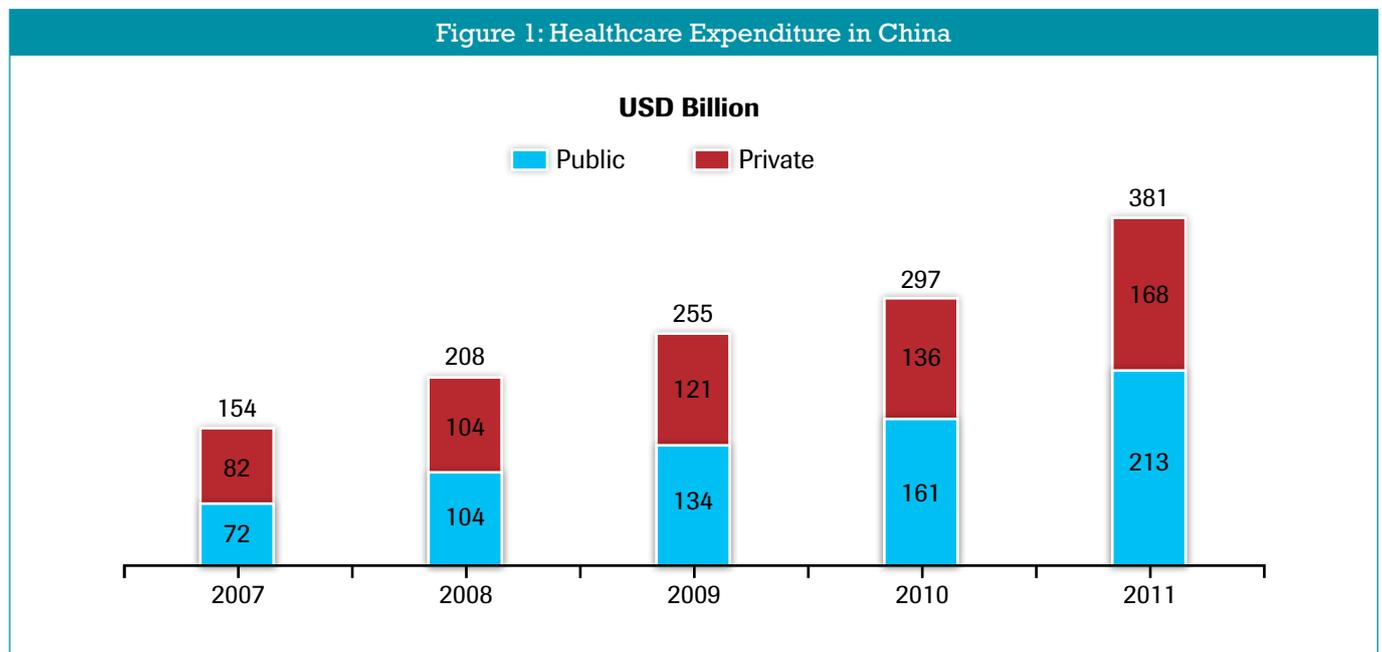
The market size for rubber automotive parts in the US is expected to grow by a strong CAGR of 5.2% from 2011 to reach USD9.5 billion in 2016. Market growth will be bolstered by US economic growth which is forecasted at 2.8% in 2014 and 3% in 2015 as well as a strong rebound in US motor vehicle sales and production. The OEM segment is expected to grow faster than the replacement market, registering a CAGR of 7.2% between 2011 and 2016.

The areas around the Great Lakes which include Ohio, Illinois and Michigan as well as the Southeast region of the US including Kentucky, Tennessee, Georgia and South Carolina have been identified as the main demand areas for rubber parts in the OEM segment. In the aftermarket, demand for rubber parts is high in the South Atlantic, East North Central and the Pacific region.

The growing presence of Japanese automotive companies in the US could benefit Malaysian exporters as currently many Malaysian companies in the RAC sector either have technical collaborations with Japanese firms or are exporting to Japanese JV companies in China, Japan and Southeast Asia.

2 MEDICAL GLOVE CONSUMPTION IN CHINA

China has the world largest population, estimated at 1.34 billion in 2012. The country ranks as the largest economy in the Asia Pacific region with a projected GDP of USD9.1 trillion in 2013. The Chinese government has put in place extensive plans for healthcare reforms in the country and committed heavily to the construction of hospitals, healthcare centres and clinics. This is expected to increase expenditure on capital goods, most notably medical equipment, furniture and devices at an unprecedented rate in a relatively short space of time, and on consumables as the new facilities become operational.



Source: World Bank

Over the period from 2007 to 2011, China's total health expenditure increased by a CAGR of 25%. In 2011, the total healthcare expenditure was estimated to be at USD381 billion. It is estimated to grow at a CAGR of 22% between 2009 and 2013. The public sector accounted for 56% of total health expenditure or USD213 billion. Public health expenditure has expanded by a strong CAGR of 31% over the last five years.

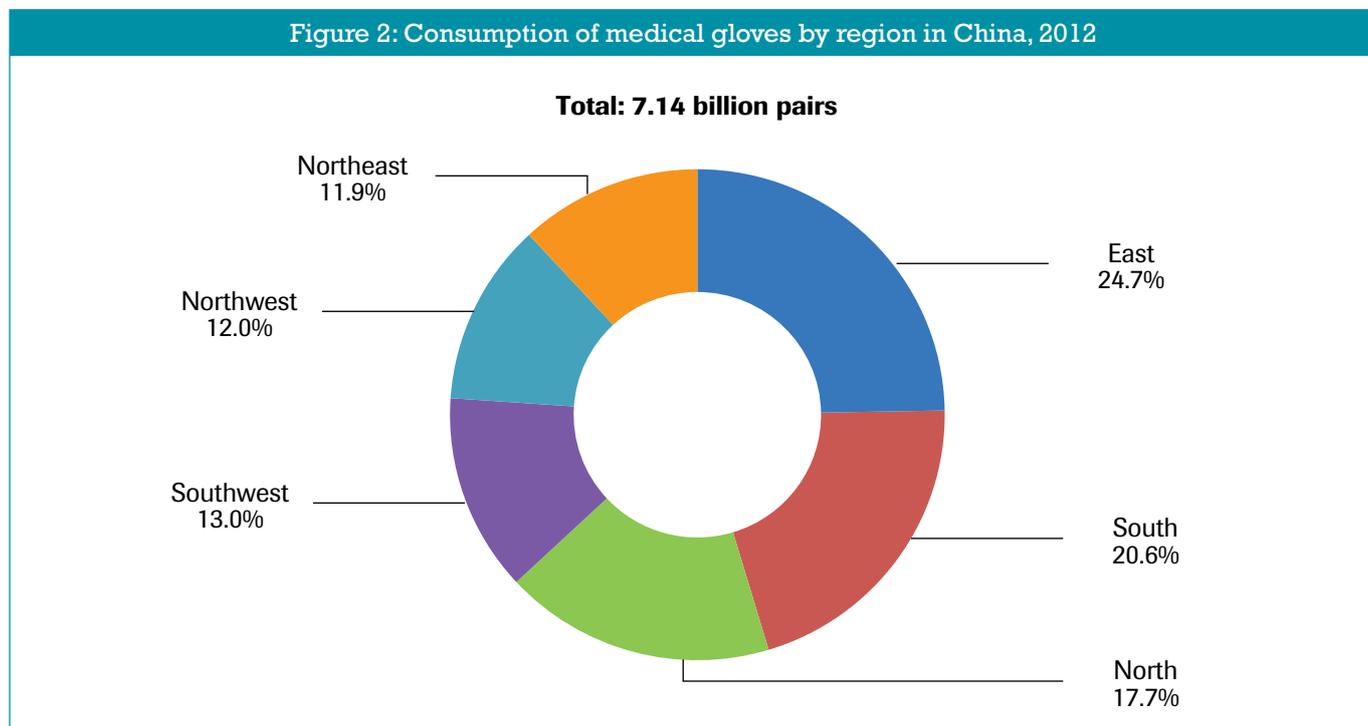
As at the end of 2012, there were 943,321 healthcare institutions in China, comprising 23,005 general hospitals (of which 13,668 are public) and 920,316 other healthcare facilities, mainly clinics. Hospitals in China are unevenly distributed across the different regions, being mainly located in the East, South and North regions of China.

Market size for medical gloves

In 2008, the National Health and Family Planning Commission of the People’s Republic of China announced an important healthcare program “Healthy China 2020”. Under this program, China plans to enhance its overall healthcare system, enact stricter infection control standards and increase healthcare expenditure to around 6.5% – 7.0% of total GDP in 2020, from 5.0% in 2011. The market for medical gloves in the country has been boosted by this program, increasing from 4.90 billion pairs in 2008 to 7.14 billion pairs in 2012. This represents a CAGR (2008-2012) of 10%. Other factors that contributed to the growth of the medical glove market in China include wider insurance coverage, an increase in the number of health workers, improvements in living standards, more stringent infection controls and an increase in the number of aged people.

Vinyl gloves made up 73% of the total consumption of medical gloves. Latex medical gloves accounted for 22% and nitrile for 5% of the market size. Approximately 92% of the total medical gloves consumed are used for examinations. Of the medical gloves consumed in China, 79% are powder-free and 21% are powdered gloves.

The level of glove consumption in a region depends on the number and size of hospitals within the region. The East region of China has the highest consumption of medical gloves accounting for about a quarter (24.7%) of the total consumption in China. This was followed by the South and North regions with a share of 20.6% and 17.7%, respectively.



Public hospitals make up only 1.5% of the total number of healthcare facilities but account for 52% of the medical glove consumption. Private hospitals make up 7% of the total consumption while other healthcare institutes such as clinics, community health centres, township health centres and health monitoring institutions make up the rest of the 41% of the total consumption.

Local production and imports of medical gloves

There are about 250 medical glove manufacturers registered with the State Food and Drug Administration (SFDA) in China. Of the total, 217 companies are latex medical glove manufacturers. There are twelve registered nitrile medical gloves manufacturers comprising eight local companies and four wholly-owned foreign enterprises (WOFE) including three Malaysian companies. In 2012, China is estimated to have produced about 25.36 billion pairs of medical gloves. Nearly 80% of the medical gloves produced are vinyl and the remaining 20% are rubber (latex and nitrile). About 75% of all medical gloves produced are for the export market.

Approximately 12% of the medical gloves (rubber and vinyl) consumed in China or around 0.86 billion pairs are imported, mostly latex examination gloves. In value terms, China's imports of medical gloves (surgical and examination) increased from USD40.9 million in 2008 to USD104.0 million in 2012, a CAGR of 26%. Growth in imports was driven by strong demand for imported examination gloves which recorded a CAGR of 29% between 2008 and 2012. Examination gloves accounted for 89% of the imports in 2012.

Figure 3: China's Imports of Medical Gloves



During 2008 - 2012, the overwhelming majority of all latex and nitrile examination gloves imported into China were from the Asian region. Malaysia is the largest exporter of rubber examination gloves to China, with almost 70% share of imports. Surgical gloves were mainly sourced from the US, Malaysia and Indonesia.

Market Outlook

The medical gloves market in China is estimated to grow at 6% - 10% annually from 2013 to 2017. Under a realistic scenario, the natural rubber medical gloves segment is expected to grow at faster pace (10% annually) compared to the overall growth of the medical glove market (8% annually).

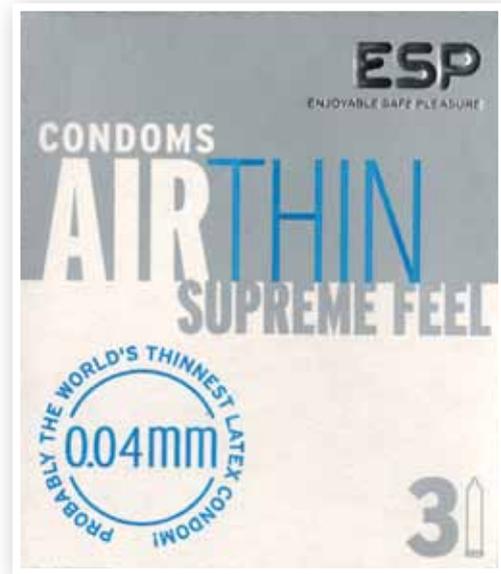
The difference in the prices of imported and local latex examination gloves is relatively small and there are no import tariffs imposed by China on medical gloves from ASEAN countries.

Air Thin Condoms by Medical-Latex (DUA) SDN BHD

Medical-Latex (DUA) SDN BHD, in its continuing efforts to meet the needs of the market, has developed a new condom that they consider to be “probably the thinnest natural rubber latex condom in the world”. At 0.04mm to 0.045mm, it compares favourably with 20 of the thinnest condoms sold in Europe and are said to be 40% thinner than regular condoms.

Made from specially formulated quality prevulcanised latex with improved ageing resistance, the condoms exhibited stable burst properties after completing 180 days accelerated aging studies. Typically, the condoms with average thickness of 0.042mm and 53mm flat width had unaged burst pressure of 1.43kPa, while aged burst pressures were at 1.40kPa (70oC/7 days).

Granted the CE mark in January 2014, the Air Thin condoms are available in standard 52mm and 56mm flat width sizes.



A box of 3 Air Thin condoms by Medical Latex (DUA)

MREPC Incentives for the Malaysian Rubber Product Industry

SBIM11 - Management System Certification

This incentive is provided to assist Malaysian rubber product manufacturing companies to be more competitive in international markets by acquiring relevant management systems certification. The incentive consists of 50% of audit costs incurred in attaining management system certification by a company previously not certified, subject to a maximum claim of RM20,000 per company per certification. Consultation and training costs are not included. Claims can be made for the following certifications:

- ISO14001 (Environmental)
- ISO 9001 (Quality)
- ISO13485 (Medical Devices)
- ISO 50001 (Energy)
- SO/TS16949 (Automotive Parts)
- OHSAS 18000 (Occupational Health & Safety)

Malaysia's Exports and Imports of Rubber Products (RM'000)

	Exports		Imports	
	2013	2012	2013	2012
January	1,180,143	1,059,666	367,270	307,774
February	1,091,231	1,150,189	275,507	310,867
March	1,338,113	1,268,148	337,015	360,001
April	1,226,277	1,197,895	390,208	336,176
May	1,249,368	1,203,809	385,796	371,152
June	1,178,486	1,299,381	376,865	371,060
July	1,127,372	1,255,491	466,902	395,728
August	1,295,257	1,192,991	375,684	415,548
September	1,259,521	1,232,431	413,274	422,648
January-September	10,945,768	10,860,001	3,388,521	3,290,954
% Change (January-September) 13/12	0.8		3.0	

Source: Department of Statistics, Malaysia

Major Destinations for Malaysia's Rubber Product Exports (RM'000)

Country	January-September 2013	January-September 2012	% Change	% Share (2013)
USA	3,019,927	2,972,104	1.6	27.59
EU-27	2,806,511	2,631,056	6.7	25.64
ASEAN	1,003,544	1,049,356	-4.4	9.17
Japan	588,018	601,428	-2.2	5.37
China, P.R.	483,048	419,038	15.3	4.41
Brazil	453,459	409,234	10.8	4.14
Australia	332,763	347,538	-4.3	3.04
Canada	204,590	200,926	1.8	1.87
Turkey	175,764	183,062	-4.0	1.61
South Korea	165,661	162,090	2.2	1.51
Hong Kong	115,330	145,589	-20.8	1.05
UAE	91,132	107,294	-15.1	0.83
Subtotal	9,439,747	9,228,715	2.3	86.2
World Total	10,945,768	10,860,001	0.8	100

Source: Department of Statistics, Malaysia

AAPEX 2013, Las Vegas, Nevada, USA

5 – 7 November 2013

AAPEX (Automotive Aftermarket Products Expo) the world's largest motor vehicle aftermarket industry event, was held at the Sands Expo Center in Las Vegas in conjunction with the Automotive Aftermarket Industry Week. More than 2,400 exhibitors covering every aspect of the automotive aftermarket industry drew over 30,000 professionals to the exhibition. The event was jointly sponsored by the Automotive Aftermarket Suppliers Association (AASA) and the Automotive Aftermarket Industry Association (AAIA) of the US. Attendees included automotive parts wholesalers, distributors, retailers, service chains, jobbers and service professionals.

Six Malaysian companies participated together with MREPC event at AAPEX, showcasing their products in the Malaysia pavilion, which housed MREPC, Cooltec Marketing Sdn. Bhd., Fudex Rubber Products (M) Sdn. Bhd., H.M.L. Auto Industries Sdn. Bhd., MALCORP, Sarpi Enterprise Sdn. Bhd. and Schmaco Auto Parts Industries Sdn. Bhd.



Visitors to the MALCORP Stand at the Malaysian pavilion at AAPEX 2013

The MREPC pavilion received visitors from 15 countries including the United States, Colombia, Costa Rica, Germany, Venezuela, Mexico and Guatemala. The most sought-after products at MREPC pavilion were rubber automotive parts, rubber materials & compounds and rubber belting. Another product which was seen to have good potential in this market is industrial gloves, as these are much used in the automotive industry.

A+A 2013, Dusseldorf, Germany

4 – 8 November 2013

A+A (Arbeitsschutz + Arbeitsmedizin) is the world's largest and most important international trade fair for all aspects of safety and security covering an extensive range of high quality products and services. Numerous special events and informative meetings are held in conjunction with the Exhibition. The specific sectors at A+A are safety, security and health at work, specialized equipment for disaster management, forums and special shows. About 1600 exhibitors from 55 countries showcased a wide range of products and services at this year's show, attracting more than 63,000 visitors.

MREPC participated at A+A together with nine Malaysian rubber products manufacturers, promoting rubber protective wear items, including various types of rubber gloves. The MREPC pavilion received a considerable number of visitors, most of whom made inquiries related to gloves, including household, industrial and special purpose gloves. A number of business matching meeting were arranged between Malaysian manufacturers and major distributors and importers of personal protective equipment (PPE).



Business meetings in the MREPC stand at A+A 2013

Indonesian Hospital Expo 2013, Jakarta

6 – 9 November 2013

MREPC participated at The 26th Indonesian International Hospital Medical Pharmaceutical Clinical Laboratories Equipment & Medicine Exhibition (IHE – Indonesian Hospital Expo 2013) in Jakarta from 06th to 09th November 2013. IHE was organized by PT. Okta Sejahtera Insani and hosted by the Indonesian Hospital Association (IHA). This annual event is held in three cities in Indonesia, in Jakarta, Medan and Surabaya. The event in Jakarta has generally been the largest in terms of number of participating exhibitors.

IHE 2013 drew 358 participants from all over the world, including exhibitors from Australia, China, Germany, India, Malaysia, Pakistan, South Korea and Taiwan, as well as many local companies. The MREPC stand displayed a wide range of rubber medical devices including various types of rubber medical gloves, catheters, condoms, dental dams, finger cots and medical tubing.

The MREPC stand attracted a large number of visitors, most of whom made inquiries regarding medical gloves, with some interest in the other rubber medical devices displayed.



A visitor to the MREPC booth at Indonesian Hospital Expo 2013

MEDICA 2013, Dusseldorf, Germany

20 – 23 November 2013

MEDICA, the world's largest medical trade fair, was held at the Dusseldorf Fairgrounds, concurrently with COMPAMED, an international trade fair on "Hi-Tech Solutions for Medical Technology". The event drew 132,000 trade visitors, who came to view the latest in medical products and services presented by 4,641 exhibitors from 66 countries.

MREPC's promotional stand at MEDICA 2013 showcased a wide range of rubber medical devices including medical gloves (latex & nitrile examination gloves, surgical gloves, high-risk gloves and gynecological gloves), condoms, catheters, cast shields, probe covers, finger cots, breathing bags and dental dams. Visitors to the MREPC booth were largely from Europe (mainly Germany and the United Kingdom), Africa, Asia and the Middle East.

Malaysian rubber product manufacturers were well represented at MEDICA 2013. Twenty Malaysian companies participated and displayed medical gloves, condoms, catheters and other rubber medical devices.



Visitors to the MREPC stand at MEDICA 2013 being briefed

INTRADE 2013, Kuala Lumpur

26 – 28 November 2013

This 7th edition of INTRADE was held at Menara MATRADE, Kuala Lumpur. The trade exhibition was held simultaneously with a number of other forums and events, such as the Inward Buying Mission (IBM), FTA @ INTRADE and the KL International Trade Forum (KLITF). With 442 exhibitors from 18 countries including Saudi Arabia, Japan, India, Pakistan, Bangladesh and Turkey, as well as Malaysia, the exhibition drew visitors from around the region and provided Malaysian businessmen with opportunities to interact with prospective buyers and business partners.

Three rubber products manufacturers also participated in INTRADE 2013. They were Medical Latex (DUA) Sdn Bhd, Qube Medical Sdn Bhd and Wanjun Precision Machining Sdn Bhd.

MREPC received enquiries from Malaysian visitors looking for examination gloves, surgical gloves and cleanroom gloves. Visitors from Egypt, India, Mexico, USA, UAE, Holland, Pakistan, Thailand, Australia, South Korea and Saudi Arabia also made enquiries, mainly about sourcing examination and surgical gloves from Malaysia.

On 25th November 2013, MREPC participated in the Incoming Buying Mission (IBM) program. Twelve meetings were arranged by MATRADE for MREPC. The buyers were mostly interested in medical gloves, condoms, Foley catheters and rubber automotive components and MREPC representatives channeled inquiries to the relevant rubber product suppliers.



A lively discussion at the MREPC stand at INTRADE 2013

MREPC Marketplace

Your Source of Quality Rubber Products
The Ultimate Website for Buyers & Sellers of Malaysian Rubber Products



TANZANIAN DELEGATION VISITS MREPC



Meeting with the Tanzanian delegation

A delegation from the Ministry of Health and Medical Stores Department of Tanzania visited MREPC on 29 October 2013. The meeting was chaired by the Deputy Chief Executive Officer of MREPC, Dr Abdul Kadir Mohamed. The delegates, led by Professor Idris Ali Mtulia, Chairman of the Tanzanian Board of Medical Stores Department were given a brief presentation on MREPC's role in promoting quality rubber products worldwide.

Four Malaysian rubber product manufacturers (Top Glove, YTY, Adventa Health and Karex) joined the meeting and were given the opportunity to introduce their companies and products to the delegation. The meeting, which was followed by a networking luncheon, served as a good platform to establish contacts and explore business opportunities in the trade in rubber products between Malaysia and Tanzania.



MREPC
MALAYSIAN RUBBER EXPORT PROMOTION COUNCIL

AUGMENTED REALITY APP

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Available on the **App Store** | **ANDROID APP ON Google play**



Dr. Annuar Osman and Associate Professor Dr. Nor Fadilah Hj Rajab

Seminar on Biocompatibility Evaluation of Materials and Medical Devices

The seminar on Biocompatibility Evaluation of Materials and Medical Devices was held on 04 December 2013 for participants from the technical, laboratory, production and quality assurance divisions of rubber product companies. The seminar introduced key concepts and challenges faced in biocompatibility in medical devices and aspects of biological safety evaluation and planning.

The first presentation of the seminar, by Dr. Annuar Osman, the Head of the Biocompatibility Laboratory and Senior Research Fellow at UKM's (University Kebangsaan Malaysia) Institute of Systems Biology (INBIOSIS) provided an introduction to biocompatibility of materials and discussed "In vivo Biocompatibility Testing". Issues related to biocompatibility of natural rubber latex (NRL) and the manufacture of NRL gloves were also addressed.

The second presentation, by Associate Professor Dr. Nor Fadilah Hj Rajab, from the Biomedical Science Program at UKM was on "In vitro Biocompatibility Testing" and provided information on various test procedures for cytotoxicity, and genotoxicity.

Seminar on Shipping Elements and Import Export Documentation

The seminar on Shipping Elements and Import Export Documentation held on 19 December 2013. The objectives of the seminar were to familiarize staff with the responsibilities, roles and procedures related to shipping and with import and export documentation. Proper applications and strategies related to INCOTERMS 2010 were also presented and participants were taught how to determine the cost and risk factors in moving from buyers' to sellers' domain.



Participants at the Seminar on Shipping Elements and Export Documentation

Group discussions, case studies, interactive storytelling, team experiential learning and brainstorming sessions were utilized to allow participants to engage actively in the learning process. The seminar provided participants with the knowledge to identify the types of transport and logistics frictions, familiarize with risk exposure, prepare import-export costing, create contingency plans and exit strategies, and comprehend the rules and regulatory issues of customs.

The seminar was conducted by Mr Stephen Kum, a Fellow of the Institute of Freight Forwarders (UK), the Institute of Logistics and Transport (UK), Professional Member of the Logistics and Supply Chain Management Society and former Vice Chairman of the Persatuan Logistik Selangor.

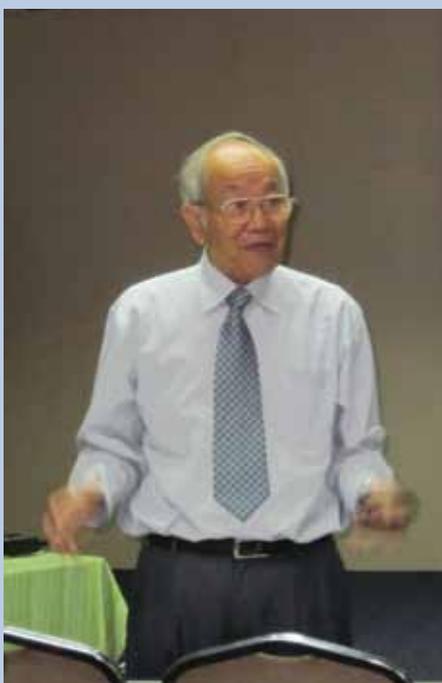
Seminar on Manufacturing Cost Reduction Strategies

MREPC conducted a technical seminar on Manufacturing Cost Reduction Strategies on 10 December 2013. The objective of the seminar was to provide strategies, tools and practical methods to achieve sustainable manufacturing cost reduction for companies in the rubber products industry. Four papers were presented at the seminar by senior managers from the rubber products industry with considerable experience in the field, as follows:

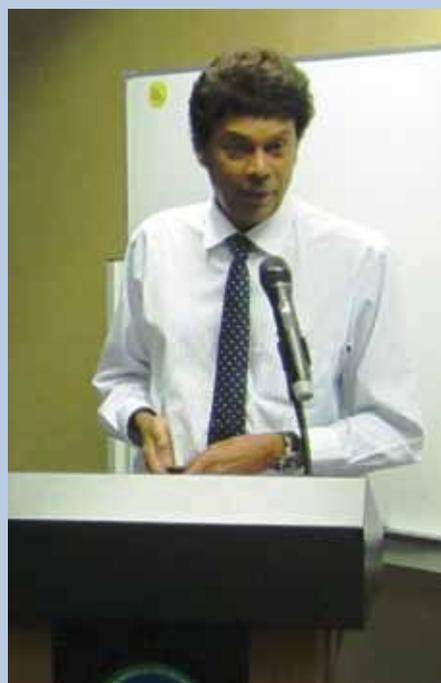
i.	Dato' Mohamed Ishak bin Abdul Hamid, "Overall concept and importance of Cost Reduction in rubber product manufacture – main cost drivers, analysis and techniques";
ii.	Mr. Leow Kai Chiew, "Cost reduction through product design";
iii.	Dr Muniandy Karuppiah, "Compounding, quality control and testing for scrap and cost reduction";
iv.	Mr. Yang Lim Guey, "Cost reduction possibilities in processing, production and machine maintenance".



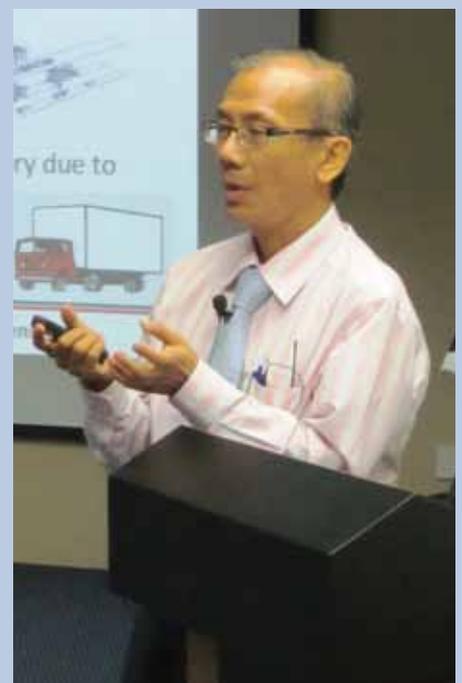
Dato' Mohd Ishak bin Abdul Hamid



Mr. Leow Kai Chiew



Dr. Muniandy Karuppiah



Mr. Yang Lim Guey

Seminar participants comprised personnel from the purchasing, finance, operations, production, R&D, technical, quality and HR divisions of 15 companies. This seminar benefitted participants a great deal as the speakers drew on their personal experiences in the rubber product industry for their presentations.

3 words inspire confidence

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