



INDUSTRIAL TRAINING REPORT



CHUAN LIP FURNITURE SDN BHD
(1 MARCH – 13 AUGUST 2021)

RESEARCH TITLE: THE IMPACT OF RAW MATERIAL
COST ON COMPANIES' EARNINGS IN FURNITURE
INDUSTRY

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EXECUTIVE SUMMARY

Chuan Lip Furniture SDN BHD provided me with a remarkable and interesting industrial training. The company provides various types of sofa repair services, with a strong emphasis on quality control and smooth pleasant craftsmanship. The business is based at Juru Estate, Pulau Pinang. There were a few issues that I saw at the company during my internship. The fluctuation in raw material cost seems to have a major effect on the furniture industry. As a result, I have decided to do a research study on the impact of raw material cost on companies' earnings in furniture industry. This research uses secondary data to collect information. The data were gathered from the annual reports of selected furniture companies in Malaysia from year 2016 to 2020. The collected data was analysed in Excel to generate the multiple regression results. The study's dependent variable is company earnings. While, the independent variables are the raw material cost, labour cost and sales. According to the findings, sales and labour costs have a significant relationship with the dependent variable. While raw material costs have an insignificant relationship on a company's earnings. The study recommends that companies should consider paying closer attention to the amount of sales achieved in order to maximise profit. Furthermore, the next researcher is suggested to add or use other internal factors that are likely to be able to influence companies' earnings besides raw material cost.

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3. COMPANY'S PROFILE



- **Location** : 930, Mukim 12 Juru Estate, 14000 Bukit Mertajam, Penang

- **Operation Hour** : Monday to Friday (9.00 AM – 6.00 PM)
Saturday (9.00 AM – 1.00 PM)

- **Mission** : To carefully design and manufacture furniture that meets the needs and desires of the customer. In addition, the organization will provide a pleasant working atmosphere for all employees.

- **Vision** : To be a successful and leading manufacturer, supplier and exporter of high-quality furniture in Malaysia.

- **Products** : Chair, sofa, dining chair, headboard for bar, restaurants and hotel, bed

- **Services** : We offers sofa repair services for all types of sofas, with strong focus on quality control and smooth, satisfying craftsmanship.

➤ **About Us** :

Chuan Lip Furniture was incorporated in Malaysia on December 19, 2014, with the registration number 201401047543(1123732-T). The business is a private limited company that has been in operation for seven years.

Chuan Lip Furniture's business model is to trade and manufacture various types of furniture.

The company values its customers. They always prioritize the needs and quality aspects of their customers in order to meet their expectations and satisfaction, and they strive to be a high-performance furniture manufacturer.

4. TRAINING'S REFLECTION

It is been a while since I began my internship at Chuan Lip Furniture SDN BHD. My internship began on 1 March 2021 and will ended on 13 August 2021 (24 weeks). During my internship, I was assigned to the Finance department. It is extremely difficult to get an internship placement during the Covid-19 pandemic. I am very delighted that the organisation has agreed to hire me to work for them. Initially, I thought the job would be difficult because I had no prior experience in the field. However, the supervisor and the employees were extremely helpful in assisting me with the job. It was a fantastic experience to work at the company because I was able to leave with a set of skills that will help me prepare for the future. Besides that, during the internship, I also learn new skills in a real live and I also can discover new aspects of myself. Although there were some challenges, the benefits far overshadowed the costs, and I believe the experience empowered me to look headfirst into preparing for my "real-world" career.

On my first day of my internship, I am very terrified because I am a very introverted person. Working with a new person and adjusting to a new working environment is extremely difficult for me. However, after spending time in the office and getting into the right mindset, I realised that internships are meant to be educational experiences. During my internship period, my duties is to manage the supplier invoice, prepare payment for the supplier, prepare the quotation for the customer and others job that related with my studies. My supervisor also gives me authority to managed the company Facebook account to promote the company services. Therefore, I takes the opportunity to apply the skills that I have learn during the studies while also learning new things from my supervisor and co-workers.

Besides, I also have learned communication skills and team work as it is very important in working. I did not know how to interact with other people in the office at first, so I kept to myself for the first day or two. But then I learned to communicate with other parties in order to have consistent discussions. Teamwork is also essential because it is all about being able to function smoothly and efficiently within a group. If we do not have teamwork all the work cannot be done smoothly. Communication is important for job satisfaction because it promotes efficiency, understanding, morale, and even joy. I have learned that we need to communicate with others in order to solve and share problems.

Moreover, I also develop more professional skill like interpersonal and intrapersonal skills. When dealing with customers and co-workers, I learn to put the skills I have learned to use in real life. I am also working on improving my time management abilities. It is preferable to devote your time to achieving a specific goal or resolving the issue that we encountered.

My analytical thinking was also be improved. This skill has both technical applications, such as data analysis or financial analysis, and broad applications, such as generalised problem-solving. I learn how to solve problem when the account is not balance and how to deal with the customer. This experience equipped me with knowledge and skills that I would have been able to develop on my own.

In conclusion, the internship period provided me with invaluable experience. I have gained a better understanding of the finance industry, which has greatly aided my career planning. I am grateful to have learned how to improve my communication skills, as well as my intrapersonal and interpersonal skills. Furthermore, it is extremely beneficial to apply what we learn in the classroom to real-life situations. The friendships and relationships formed as a result of the internship were the most important takeaways for me. It is unquestionably important and advantageous to have confidants and peers in the same industry. I am glad I have finished this internship, and I am very excited to see what the future holds for me.

5. SWOT ANALYSIS

<p style="text-align: center;"><u>STRENGTH</u></p> <ul style="list-style-type: none"> • Reliable suppliers – The company has a strong base of reliable raw material suppliers, allowing it to overcome any supply chain constraints. • High level of customer satisfaction – the company has achieved a high level of customer satisfaction among current customers and good brand equity among potential customers thanks to its dedicated customer relationship management department. 	<p style="text-align: center;"><u>WEAKNESS</u></p> <ul style="list-style-type: none"> • Marketing - Even though the product is a sales success, its positioning and unique selling proposition are not clearly defined, which may lead to competitor attacks in this segment. • Technology - As the company plans to expand on a larger scale, it will require more investment in new technologies. More money should be invested in technology to integrate processes across the board.
<div style="border: 1px solid black; background-color: #ADD8E6; padding: 10px; display: inline-block;">SWOT</div>	
<p style="text-align: center;"><u>OPPORTUNITIES</u></p> <ul style="list-style-type: none"> • New customers from the online channel – Over the last few years, the company has become involved in an online platform. Chuan Lip Furniture SDN BHD has gained a new sales channel as a result of this engagement. • Design - The company is increasing the number of innovative designs that can attract customers. 	<p style="text-align: center;"><u>THREATS</u></p> <ul style="list-style-type: none"> • Shortage of skilled workers - A shortage of skilled workers poses a threat to Chuan Lip Furniture SDN BHD's consistent profit growth. • New Competitors - As competition pays higher margins to local distributors, the growing strength of local distributors poses a threat in some markets.

6. REGRESSION ANALYSIS**6.1 BACKGROUND OF STUDY**

The goals of every company are not always the same, but in general, the establishment of a company aspires to make a huge profit, because the rise or failure of the profits earned in carrying out its operational operations serves as an indicator of a company's performance. The company's owners must carry out their activities in order to maximize profits, and maximum profits can only be achieved if the company's owner or leader makes the proper decisions on the types of goods or services to be sold, as well as the types and amounts of production factors to be used.

According to Akbar (2017), net profit is a company's taxed profit or profit after tax. Next, sales are an activity that aims to find a customer, influence and guide them so that they can customise their needs with the production in the offer, as well as hold price offers that benefit both parties (Moekijat, 2014). The pay of workers who participated in the manufacturing process are known as direct labour costs (Mulyadi, 2012). Meanwhile, raw material costs refer to the costs of the major components that make up the finished product as a whole (Sujarweni and Sujarwati, 2015). Companies typically reduce their production costs in order to maximise profits (Suzan and Nabilah, 2020).

One of the important components for a business is raw material which makes managing it is as crucial as any other components. The raw materials used to deliver a certain final good as demanded by customers are the primary influence of a quality production in any manufacturing organisation. Any volatility in the price of raw materials as inputs clearly causes a fluctuation in the price of finished goods as outputs. This effect can be severe if the price of the finished good is highly economically linked to the price of the raw materials. Having said that, the raw material cost is an important variable in determining the end product price and will have an impact on the company's profits.

6.2 ISSUE IDENTIFICATION

Malaysia's performance in the furniture business over the previous three decades has been impressive, growing from a small cottage sector to a multibillion-dollar export-oriented industry. Malaysia was identified as one of the fastest-growing countries that produce furniture in the wood-based industry sub-sector. Malaysia is also the leading exporter of wooden furniture globally. According to the Malaysia Timber Council (MTC), Malaysia's total exports of wood-based industry has increased 9.9 percent year on year to RM6.04 billion in the first quarter (Q1) of 2021, despite the country facing the pandemic. With many issues happening in the world economy, this furniture industry is prone to the uncertainty especially when it involves raw material that is essential to production. Over the last few years, the furniture industry has been plagued by unprecedented increases in the cost of raw materials. Prices of certain raw materials used in manufacturing, such as leather, wood, foam, PU, and fabric, fluctuate rapidly due to intervening factors such as global demand and supply conditions. If the costs of major raw materials rise significantly and the company is unable to raise the prices to customers or seek alternative sources for such raw materials at competitive prices, the company's net income may suffer. Furthermore, the global COVID-19 pandemic and the subsequent movement control order (MCO) in Malaysia have an economic impact on the furniture manufacturing industry. To survive, a company must go through a difficult and long fight that is aided by planning in dealing with many challenges and hurdles that arise, such as operational issues, financial or marketing issues with a product in production (Haryono,2009).

Therefore, this study is conducted to find out the impact of raw material cost on company's earnings in the furniture industry. Specifically, it aims to examine the relationship of raw material cost, labour cost and sales on companies' earnings from year 2016 to 2020 for 10 selected furniture companies in Malaysia.

6.3 RESEARCH OBJECTIVES AND RESEARCH QUESTIONS

Research Objectives

General Objective:

1. To study the impact of raw material cost on companies' earnings in furniture industry.

Specific Objectives:

1. To examine the impact of raw material cost, labour cost and sales on companies' earnings in furniture industry.
2. To identify the most significant factor(s) that affect companies' earnings in furniture industry.

Research Questions:

1. Do raw material cost, labour cost and sales have a significant impact on companies' earnings in furniture industry?
2. What are the most significant factors influencing companies' earnings in the furniture industry?

6.4 SCOPE OF THE STUDY

1. The focus of this research is on the impact of raw material costs on companies' earnings in furniture industry.
2. In this report, the dependent variable is companies' earnings, while the independent variables are raw material cost, labour cost and sales.
3. The data used in this study were extracted from 10 furniture companies listed on Bursa Malaysia:
 - Eurospan Holdings Berhad
 - Lii Hen Industries Berhad
 - Homeritz Corporation Berhad
 - Latitude Tree Holdings Berhad
 - SHH Resources Holdings Berhad
 - Tafi Industries Berhad
 - Poh Huat Resources Holdings Berhad
 - Sern Kou Resources Berhad
 - SYF Resources Berhad
 - DPS Resources Berhad
4. This study uses the annual panel data from year 2016 to 2020 with 50 observations.
5. The duration of the study is around 6 months as the internship start from 1 Mac 2021 until 13 August 2021.

6.5 LITERATURE REVIEW**DEPENDENT VARIABLE: NET PROFIT**

Companies must be able to compete against other companies in order to maintain market share, as well as build their business and finance their operations in order to survive. According to Suzan and Nabilah (2020), earnings results can provide insight into the company's performance. In order for the company to create maximum profits, expenses must be effectively managed (Risjana and Suzan, 2018). Haryani (2017) also states that the difference between the amount of product sales results and the amount of expenditure to buy resources in producing products will generate profit. As a result, profits can be formed by combining income and costs.

INDEPENDENT VARIABLE**I. SALES**

According to Budi Rahardjo (2016), the income statement of the company reveals the existence of a close relationship of the sale to grow its net income, because the profit will arise if the product sale exceeds the costs incurred. Previous researchers like Rustami (2014) claims that sales are closely linked to an increase in a company's net profit. Furthermore, prior research by (Wisasa et al., 2014; Putranto, 2017; Simangunsong, 2019), also explain that sales have a significant positive relationship on company profits. However, it differs from research undertaken by Hesti Alifiani (2016), which claims that sales have insignificant relationship on a company's net profit. It is consistent with the findings of Suzan and Nabilah (2020), that claim sales have insignificant relationship on earnings. The findings are corroborated by Sitohang et al. (2015); Zahara and Zannanti (2018) and Hidayanti et al. (2019).

II. PRODUCTION COST

Mulyadi (2012) states in his previous studies that the cost of production is an economic resource that must be sacrificed in order to produce output, with the output value expected to be greater than the input sacrificed in order for the organization's activities to generate income. According to a research done by Oktapia et al (2017), there is a significant negative relationship between production costs (raw materials cost, labours cost, overhead cost) and the company's net profit. It shows that the higher the production costs the lower the company's net profit. The findings are corroborated by Juwita and Budiati (2015); Andri et al., (2018) and Casmadi (2019). This contradicts from what Sembiring and Siregar (2018) claims, which argues that costs of production and net profit have a significant positive relationship. Research conducted by Etale and Bingila, (2016) that examines the effect of inventory cost management proxied by raw materials cost, work in process cost and finished goods cost on the profitability reveals that efficient inventory cost management has a significant positive relationship on profitability. The findings are also consistent with Ramadhan (2015) research, which find that production costs (raw materials, labour, and factory overhead) have a significant and positive effect on profits. It is confirmed with findings by Putranto (2017); Fauzi Dwi (2017); Felicia and Gulton (2018) and Suzan and Nabilah (2020).

6.6 RESEARCH METHODOLOGY

For the purpose of studying the impact of raw material cost on company’s earnings in the furniture industry, the data and information for this study were collected from the secondary data only. Data for the dependent and independent variables were gathered from the annual reports of selected furniture companies in Malaysia from year 2016 to 2020. The data was obtained from the Bursa Malaysia.

The multiple regression model of this study to be estimated is as follows:

$$lnCE_{it} = \beta_0 + \beta_1 lnRMC_{it} + \beta_2 lnLC_{it} + \beta_3 lnS_{it} + \epsilon_{it}$$

Where:

CE = Companies’ Earnings

RMC = Raw Material Cost

LC = Labour Cost

S = Sales

$\beta_1, \beta_2, \beta_3$ = Coefficients

ln = logarithm

t = time

i = cross section

ϵ = Error term

Variables	Proxy	Unit
Companies’ Earnings	Net Profit	RM
Raw Material Cost	Raw Material Cost	RM
Labor Cost	Labor Cost	RM
Sales	Sales	RM

Hypothesis

H₁: There is no significant relationship between raw material and cost companies' earnings.

H₂: There is no significant relationship between labour cost and cost companies' earnings.

H₃: There is no significant relationship between sales and companies' earnings.

Data Analysis

Microsoft Excel is used in this study to get the estimated results. This study uses regression analysis to find out the relationship between dependant variable and independent variables. The tests used to get estimated results are coefficient of determination; R², ANOVA; F-test and t- test.

The coefficient of determination test (R²) is a statistical measure that represents the proportion of the variance explained by an independent variable or variables in a regression model for a dependent variable. The coefficient of determination is also a measure of the goodness of fit. For analysis of variance (ANOVA) test, it is used to determine the influence of independent variables on the dependent variable where significant F value indicates how reliable the results are. Next, t-test compares the average values of two data sets to see if they are from the same population. Hypothesis testing has been obtained in part. When the significance value is less than 0.05, the H₀ results are rejected and the H_a results are accepted, indicating that the independent variable (X) can influence the dependent variable individually (Y).

6.7 FINDINGS AND ANALYSIS

Table 1: Coefficient of determination (R₂)

Model	R	R Square	Adjusted R Square	Std Error of the Estimation
1	0.769	0.591	0.565	2.27266

Based on the results in table 1, the value of Adjusted R² is 0.565, which means that the ability of independent variables; raw material cost, sales and labour cost to influence the dependent variable; companies' earnings is 56.5 percent, and the remaining 43.5 percent is influenced by other factors not examined.

Table 2: ANOVA (F-test)

Model		Sum of Squares	Df	Mean Square	F	Sig. F
1	Regression	343.71530	3	114.57177	22.18236	0.00000
	Residual	237.58974	46	5.16499		
	Total	581.30504	49			

As shown in table 2, it is shown the probability value is 0.000 that is less than 0.05. This demonstrates that dependant variable; companies' earnings are affected by the independent variables; raw material cost, labour cost and sales.

Table 3: t-test

	Coefficients	Standard Error	t Stat	P-value
Intercept	-39.63491	5.60092	-7.07650	0.00000
RAW MATERIAL COST	2.50971	1.61776	1.55135	0.12767
LABOUR COST	-5.18749	2.03069	-2.55454	0.01401
SALES	7.93542	1.47828	5.36800	0.00000

Meanwhile, in table 3, the independent variables that show significant result are sales and labour cost which is recorded at 0.00 and 0.01. Therefore, the null hypothesis is rejected, confirming that there is a significant relationship between sales and company earnings and a significant relationship between labour cost and company earnings. Sales has a significant positive relationship with companies' earnings, for every 1 percent increase in sales, companies' earnings will increase by 7.94 percent. In the case of labour costs, every 1 percent increase in labour costs reduces a company's earnings by 5.19 percent. Meanwhile, raw material cost shows an insignificant relationship with companies' earnings. Hence, it is failed to reject null hypothesis.

The following shows the model of this study after regression test:

$$\ln CE_{it} = (39.6349) + 2.5097RMC_{it} + (5.1875)LC_{it} + 7.9354S_t + \varepsilon_{it}$$

7. DISCUSSION AND RECOMMENDATION

DISCUSSION

Based on the estimated results, it is found that sales have a significant positive relationship with companies' earnings. This finding is in line with the previous research by Putranto (2017), Asep and Wati (2017) and Simangunsong (2019), that explains sales have a positive influence on companies' earnings. Since sales are a part of a company's profit, increase in sales indicates a higher likelihood of increased business profits. Sales are also a revenue to a business. Getting more revenue can also lead to no profit, however, profit cannot be gained without revenue. In this case, sales have contributed to its profit, hence the positive relationship.

Other than that, labour cost also has significant negative relationship with net profit. The results of this study are strengthened by findings of Oktapia et al., (2017), Suzan and Nabilah (2020), Asep and Danny (2020) and Suparno and Sajili (2021). Since labour costs is a component of production costs, increases in labour costs may reduce a company's earnings. Higher labour costs (higher wage rates and employee benefits) benefit the workers, but they reduce company's earnings. As labour costs rise, it becomes increasingly difficult for businesses to maintain their maximum profit margins.

On contrary, raw material cost has an insignificant relationship with companies' earnings. This study's findings are consistent with previous research by Syaputra et al (2018) which found that the cost of raw materials has no effect on net profits. The raw material cost has no effect on a company's earning might be due to the manufacturer have already passed on the cost to customers by raising the selling price. Furthermore, the manufacturer might also discover ways to reduce expenses, allowing the company's earnings to remain unaffected. Finally, amongst the independent variables, sales have the most significant impact on companies' earnings, followed by labour cost.

Recommendations

The recommendations that can be given in this research are as follows:

1. As sales have impact on companies' earnings, companies should consider paying closer attention to the amount of sales achieved in order to maximise profit. It can be accomplished by improving product quality, increasing sales promotion, and lowering production costs. This shows that in order to achieve a certain profit, the company must try to achieve a certain sales volume in order to support the company's growth.
2. The next researcher is suggested to add or use other internal factors that are likely to be able to influence companies' earnings besides raw material cost such as accounts receivable turnover, inventory turnover and total asset turnover as its potential to influence the earnings of the companies.

8. CONCLUSION

The purpose of this study is to examine the impact of raw material cost, labour cost and sales on companies' earnings in furniture industry. Based on the findings of the study, both labour cost and sales have positive significant impact on companies' earnings. Meanwhile, raw material cost has no relationship with companies' earnings. It is suggested for future researcher to add or use other internal factors that are likely to be able to influence companies' earnings other than raw material cost. Other than that, since sales is an important factor in determining companies' earnings, steps should be taken to improve the sales performance in order to be able to maximise profit.

Significance

1. Industry

This research could give an insight of the impact of raw material costs on company earnings. Aside from that, the industry could identify potential factors that affect the earnings of the companies. It could also benefit by comparing their own growth to other industries.

2. Organization

This research might further explain the importance of production costs, specifically raw material costs, labour costs, and sales affect their earnings. It could give assistance to organisation in making more effective decisions in order to increase profits.

3. University

This research promotes provides up-to-date information as far as raw material costs and company earnings is concern. Besides, students can use this study as a reference for future research in developing a variety of new and fresh ideas about raw material issues.

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APPENDICES





Chuan Lip Furniture SDN. BHD.

Published by Chuan Lip Furniture

16 April at 14:59 · 🌐



Good evening, and have a fantastic day. 😊😊

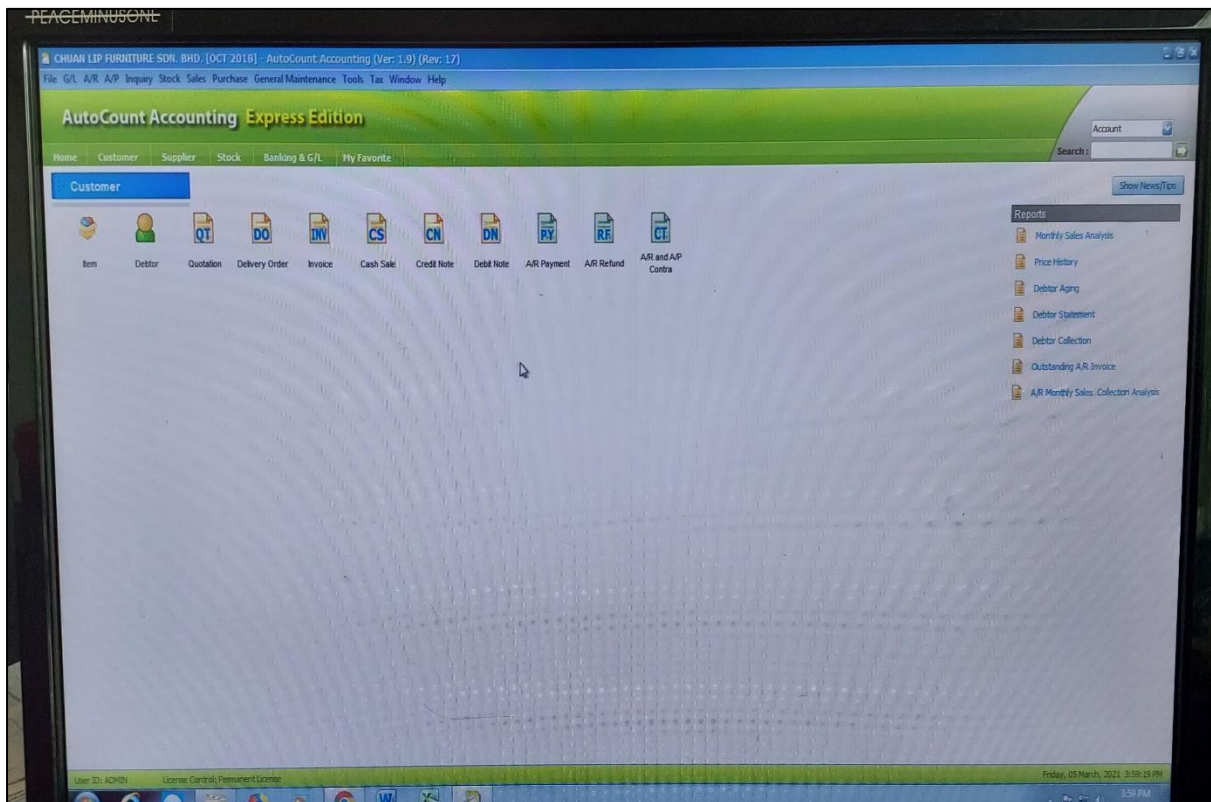
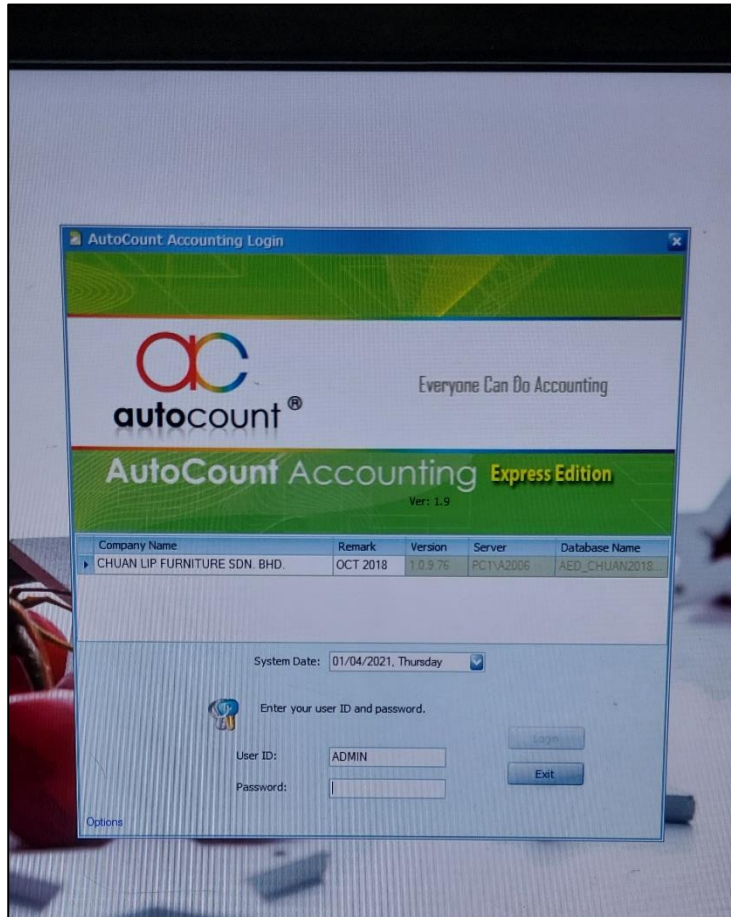
The other repair request has been fulfilled.

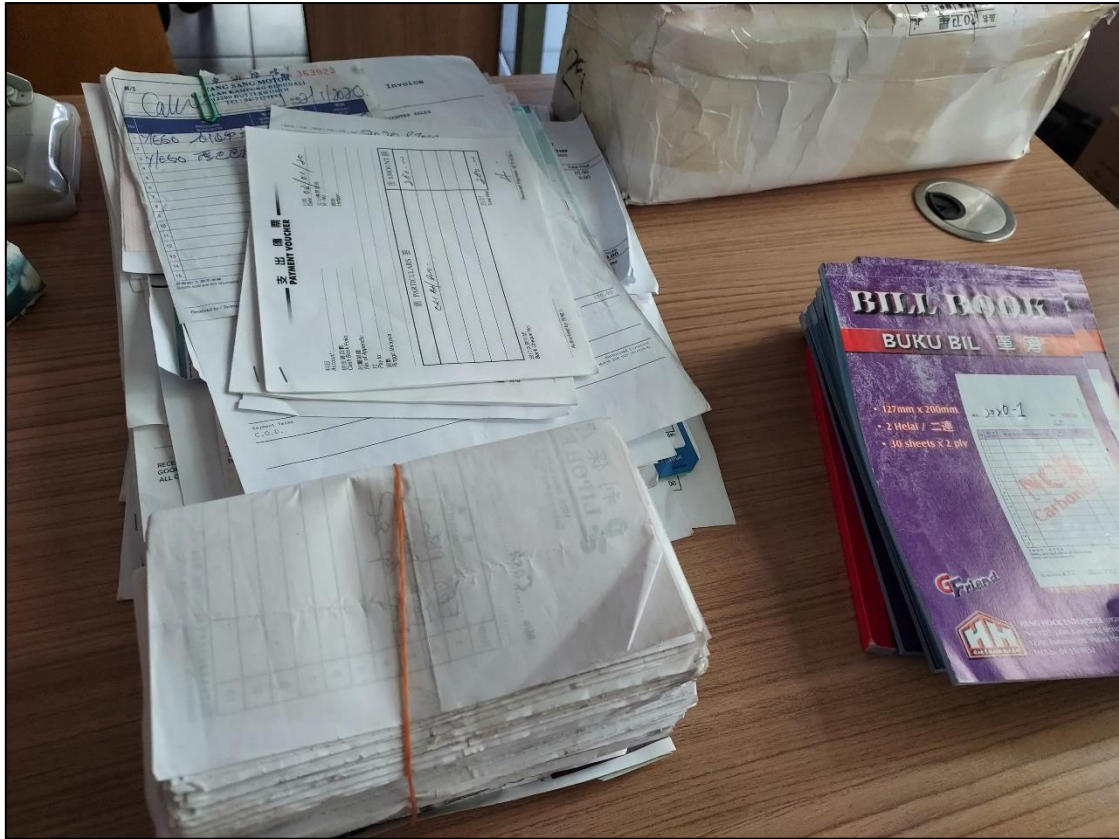
Thank you for trusting in our abilities to to help you.

If you have any other questions, please contact us at 0122528118.

#refurbished #repairsofa







CHUAN LIP FURNITURE SDN. BHD. (1137201)
 800, MUKIM 12, JALAN ESTATE, 46000 SIMPAT, ALURU
 Tel: 04-5720014, 016-4179288, Fax: 04-5728016
 Sales Tax ID No: P13-1608-2000091

DELIVERY ORDER No. : **CLF1493**

EUROSPAN FURNITURE SDN BHD
 1168, KAMPUNG TELUK SUNGAI DUA,
 KAWASAN PERUSAHAAN SG. LOKAN,
 13800 BUTTERWORTH.

Your P/O No. :
 Terms : C.O.D.
 Date : 06/06/2020
 Page : 1 of 1

SST No. :
 TEL : 604-356 3727 FAX : 604-3561728

Item Code	Description	UOM	Qty
1. EDA 4500128143 EXPRESS12230 AC-20033795 (3906)	C83601 CUSHION SEAT	PCS	370
2. EDA 4500128300 MAGNOLIA NCR-2003195 (2421)	C82401 CUSHION	PCS	840
3. EDA 4500128300 CAMEL-JDY14922 HBR-2003368 (3960)	C8801 BACK CUSHION	PCS	300

Notes:
 1. All cheques should be crossed and made payable to CHUAN LIP FURNITURE SDN. BHD.
 2. Goods sold are neither returnable nor refundable. Otherwise a cancellation fee of 20% on purchase price will be imposed.

M/S. Das
Receipt's Chop & Signature

CHUAN LIP FURNITURE SDN. BHD. (1137201)
 800, MUKIM 12, JALAN ESTATE, 46000 SIMPAT, ALURU
 Tel: 04-5720014, 016-4179288, Fax: 04-5728016
 Sales Tax ID No: P13-1608-2000091

INVOICE No. : **CLF1492**

HAI KAWANG FURNITURE SDN BHD
 225 BAKAN LEBAI TAHR,
 BAKAN ALAM,
 13000 BUTTERWORTH.

Your Ref. :
 Our D/O No. : CLF1492
 Terms : C.O.D.
 Date : 04/06/2020
 Exempted No. :
 Page : 1 of 1

SST No. :
 TEL : 604-333 2256 FAX : 604-333 3572

Item Code	Description	Qty	UOM	U Price	Disc.	Total
1. S10 COLOR:TN003	SINGLE BED C.183 3P-R	1	SET	220.00		220.00

Sub Total (Excluding SST) **220.00**
 Sales Tax @ 10% on 220.00 **22.00**
 Total (Inclusive of SST) **242.00**

RINGGIT MALAYSIA TWO HUNDRED FORTY TWO ONLY

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