

# Golf Competition 2007

**T**EEAM Golf Competition 2007 was successfully held on 9th August 2007. Some 153 enthusiastic golfers registered in the early morning. Golfers were grouped into A Medal and B Medal to vie for the Championship which was held at Tropicana Golf & Country Resort and Seri Selangor Golf Club. The game tee-off at 8:00 am and ended at 1:00 pm with lunch and prize presentation.



**Golfers with bon-bon girls** – (third from left) Mr Soh Chean Seng (Perniagaan Letrik A&S), Mr Beh Eng Lai (Guest of Genuine Electric Sdn Bhd), Mr Tan Lian Hua (Genuine Electric Sdn Bhd) and Mr Benson Yeoh Cheng Twan (Syarikat See Wide Letrik Sdn Bhd).



**Support from FUJI Electric FA and EITA** – EITA and FUJI officials posing with bon-bon girls for the album. (4th from right) is Engr Fu Wing Hoong (EITA CEO) and on his right is Mr Yoshinori Ichimura (FUJI Electric FA Singapore Pte Ltd).



**Cheer up** – Winners and TEEAM officials posing with the bon-bon girls.



**Tee-off** – Enthusiastic golfer, Mr Kua Jit How of Southern Pipe Industry (Malaysia) Sdn Bhd taking the green.



**VIP Flight** – (from left) Mr Liew Hoi Foo (Lysaght Marketing Sdn Bhd), Dato' Ir Lee Peng Joo (TEEAM President), Mr Danny Cheah (MFPA Vice President) and Mr Kua Jit How (Southern Pipe Industry (Malaysia) Sdn Bhd).



**Double Champion** – Nett A Champion (right) Mr Fung Swee Yen (PLK Electrical Accessories Mfr Sdn Bhd) receiving a unit of Nokia 3G phone and trophy from Dato' Ir Lee Peng Joo (TEEAM President). He scored 42 strokes. Mr Fung was also the Overall Nett Champion and he won the PJI Challenge Trophy.



**Gross A Champion** – (right) Mr Y K Seow (Guest of SnJ Lite Trading Sdn Bhd) received a unit of JVC 29" Flat Screen CTV and a trophy from Engr Fu Wing Hoong (TEEAM Deputy President). He scored 78 strokes.



**Nett B Champion** – (left) En Ishak Bin Omar (Guest of KDK Fans (M) Sdn Bhd) receiving a unit of Nokia 3G phone and a trophy from Dato' Ir Lee Peng Joo (TEEAM President). His score was 39 strokes.

# Golf Competition 2007 Winners

## A MEDAL

### GROSS

Gross Champion: **Y K Seow**  
Trophy + JVC 29" Flat Screen CTV

2nd Prize: **Yong Fen Nam**  
Trophy + Olympus Digital Camera

3rd Prize: **Tony Lai**  
Trophy + Philips DVD Micro Hifi

### NETT

Nett Champion: **Fung Swee Yen**  
Trophy + Nokia 3G E61i

2nd Prize: **Lui Seng**  
Trophy + Philips 29" Flat Screen CTV

3rd Prize: **Yee Tin Wah**  
Trophy + Olympus Digital Camera

4th Prize: **Wong Jiann Shyong**  
Odyssey Putter

5th Prize: **Danny Ang**  
Emix Putter

6th Prize: **Lim Chee Chuan**  
KDK 60" 5 Blade Remote Control Fan

7th Prize: **Y C Liew**  
Philips Jar Rice Cooker

8th Prize: **Chua Poh Aik**  
Elba Thermo Pot

9th Prize: **Yeow Soon Yong**  
Golf Travelling Bag +  
Amtec Liquid Engine Treatment

10th Prize: **Gary Foong**  
Penasonic Oven Toaster +  
Amtec Liquid Engine Treatment

## NOVELTY EVENT

NTP (Hole 8): **Fung Swee Yen**  
Golf Bag

NTP (Hole 13): **N S Seow**  
Golf Bag

NTP (Hole 18): **Y C Liew**  
Penasonic Blender & Grinder

Longest Drive (Hole 18): **Chua Poh Aik**  
Takada Hot Plate

Wooden Spoon: **Danny Teo**  
Ricson DVD Player +  
DVD on Golf Lessons

## B MEDAL

### GROSS

Special Prize for Best Gross:  
**Goh Haw Chuan**  
Trophy

### NETT

Nett Champion: **Ishak Omar**  
Trophy + Nokia 3G E61i

2nd Prize: **Goh Haw Chuan**  
Trophy + Philips 29" Flat Screen CTV

3rd Prize: **Lee Teck Soun**  
Trophy + Olympus Digital Camera

4th Prize: **Teoh Ka Yeen**  
Odyssey Putter

5th Prize: **Chew Siang Meng**  
Emix Putter

6th Prize: **Chuang Ah Chai**  
KDK 56" 4 Blade Remote Control Fan

7th Prize: **Jack Soon Lee Hock**  
Philips Jar Rice Cooker

8th Prize: **Rajendran**  
Elba Thermo Pot

9th Prize: **Kua Jit How**  
Golf Travelling Bag +  
Amtec Liquid Engine Treatment

10th Prize: **Cheong Tak Hua**  
Penasonic Oven Toaster +  
Amtec Liquid Engine Treatment

11th Prize: **Leong Mun Chiew**  
Toshiba Thumb Drive 2 GB +  
Amtec Liquid Engine Treatment

12th Prize: **William Tay**  
Takada Sandwich Maker +  
Amtec Liquid Engine Treatment

## NOVELTY EVENT

NTP (Hole 8): **P L Lim**  
Golf Bag

NTP (Hole 12): **C T Siew**  
Golf Bag

NTP (Hole 4): **Tan Ah Chee**  
Penasonic Blender & Grinder

Longest Drive (Hole 4):  
**Leonard Choong**  
Takada Hot Plate

Wooden Spoon: **Hj Abdul Wahab**  
Euro DVD Player +  
DVD on Golf Lessons

## OVERALL NETT CHAMPION

**Fung Swee Yen**  
PJI Challenge Trophy

## OVERALL GROSS CHAMPION

**Yong Fen Nam**  
TEEAM Challenge Trophy



## Special Hotel Room Rates for TEEAM Members

We in TEEAM care for our members' interests! One of the benefits for our members is that the TEEAM secretariat had obtained discounts on room rates from hotels in Malaysia. Whether you are on a business trip, family holiday or organising seminar, TEEAM will always be happy to assist you.

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# Thanks to Our Golf Sponsors

The TEEAM Sports & Recreation Sub-Committee wishes to record its thanks and appreciation to the following sponsors for their generous donations of goodies, prizes and cash for the TEEAM Golf Competition 2007:

**ABB Malaysia Sdn Bhd**  
200 pcs Car Screen Sun Visor

**Amoil (Malaysia) Sdn Bhd**  
18 bottles Amtec Liquid Engine Treatment

**Autovation Sdn Bhd**  
Hole-In-One  
(Toyota Vios)

**Clipsal (Malaysia) Sdn Bhd**  
A Medal Gross Prizes  
(1 unit JVC 29" Flat Screen CTV 100 Hz,  
1 unit Olympus Digital Camera &  
1 unit Philips DVD Micro Hifi)

**Controls Handling Engineering Sdn Bhd**  
RM1,000.00

**Davex (Malaysia) Sdn Bhd**  
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**EITA Holdings Sdn Bhd**  
680 packets of Golf Tee  
28 cartons Distilled Water

**Euro Electrical Sdn Bhd**  
RM500.00

**FUJI Electric FA Singapore Private Limited**  
Half way drinks & Beer for lunch

**Genuine Electric Sdn Bhd**  
RM1,000.00

**Hager Engineering (M) Sdn Bhd**  
A & B Medal Nett Champion Prizes  
(2 units Nokia 3G E61i)

**Jalita Engineering Sdn Bhd**  
RM1,000.00

**KDK Fans (M) Sdn Bhd**  
1 unit KDK 60" 5 Blade Remote Control Fan  
1 unit KDK 56" 4 Blade Remote Control Fan  
1 unit KDK 16" Stand Fan  
1 unit KDK 16" Table Fan  
1 unit KDK 12" Table Fan

**Lysaght Marketing Sdn Bhd**  
RM500.00

**M.E.A. Automation Trading Sdn Bhd**  
RM1,000.00

**Mittrich Sdn Bhd**  
6 units Golf Travelling Bag

**Mittrich Systems Sdn Bhd**  
4 units Golf Bag

**OSRAM (Malaysia) Sdn Bhd**  
220 pcs Cap

**Omron Electronics Sdn Bhd**  
220 pcs T-Shirt

**PDL Electric (M) Sdn Bhd**  
1 unit LG DVD Player

**PJI Holdings Berhad**  
RM3,000.00  
(PJI Challenge Trophy)

**PLK Electrical Accessories Manufacturer Sdn Bhd**  
4 pcs Golf Putter

**Schneider Electric Industries (Malaysia) Sdn Bhd**  
220 pcs Club Towel

**SnJ Lite Trading Sdn Bhd**  
220 pcs Club Towel

**Southern Pipe Industry (Malaysia) Sdn Bhd**  
RM1,000.00

**Stantrich Sdn Bhd**  
170 pcs Bath Towel

**Sumber Engineering Trading (M) Sdn Bhd**  
150 pcs Drinking Mug  
50 pcs First Aid Kit

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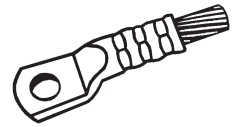
## Membership Recruitment Campaign

(1st June 2006 to 31st May 2008)

**T**EEAM appeals to members to help in recruiting companies and individuals to join the association to strengthen TEEAM membership base. Incentives are offered by the Membership Recruitment Committee. Members introducing a company member will be entitled for 2 points, while introducing an individual member will be entitled for 1 point. The points can be accumulated and used to redeem free advertisements in Suara TEEAM or redeem membership subscription. For details, please contact the TEEAM Secretariat at Tel: 603 – 9221 4417. Membership application form can be printed from the TEEAM website at [www.teeam.com](http://www.teeam.com).

# A GOOD ELECTRICAL CONNECTION BEGINS WITH THE CONNECTOR

## Malaysian Standard MS 1540:2002



### SPECIFICATION FOR THE MATERIAL, MARKING AND DIMENSIONS OF CRIMP TYPE CABLE LUGS FOR USE WITH COPPER CONDUCTORS IN LOW VOLTAGE APPLICATIONS

Importance of using Cable Lug compliant with MS 1540:2002

- To prevent joints and terminations from overheating which will cause **power loss** and even **high risk to fire**
- To prevent inferior, sub-standard and questionable quality cable lugs to be used in the electrical installation
- To have standardized cable lugs to suite the crimping die
- Suitable for cable compliant with IEC 228



**CP-240 Hydraulic Crimping Tool**  
Dies: 16mm<sup>2</sup> to 240mm<sup>2</sup>



**CP-400 Hydraulic Crimping Tool**  
Dies: 50mm<sup>2</sup> to 400mm<sup>2</sup>



**CP-630 Hydraulic Crimping Tool**  
Dies: 185mm<sup>2</sup> to 630mm<sup>2</sup>



**Bimetal Lug & Link**  
Size: 16mm<sup>2</sup> to 630mm<sup>2</sup>  
Tested to IEC 1238-1:1998



**CK-10**  
1.5 to 10mm<sup>2</sup>



**CH-630 Hydraulic Indent Tool**  
Al. Ferrule & Bimetal  
300mm<sup>2</sup> to 630mm<sup>2</sup>



**CH-240 Hydraulic Indent Tool**  
Al. Ferrule & Bimetal  
16mm<sup>2</sup> to 240mm<sup>2</sup>



**CK-16**  
1.5 to 16mm<sup>2</sup>



**BC-150 Bar Cutter**  
Max. 10mm (thickness)  
Max. 150mm (width)



**CP-630 Foot/Hand Pump**  
Max. Pressure:  
700Bar/10,000p.s.i



**1HP-EP Electric Pump**  
Max. Pressure:  
700Bar/10,000p.s.i



**CC-630 Cable Cutter**  
Up to 630mm<sup>2</sup> Cu/Al  
Stranded Cable



**BB-150 Bar Bender**  
Max. 150mm (width)



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Dies: 16.8mm – 52mm



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# Power Quality - Challenges and Opportunities in Electrical Industry - Part 6

*This paper was prepared by Ir Chew Shee Fuee, TEEAM Immediate Past President.*

## Implications by De-registration of Electrical Contractors

If you have read my article in the last issue of SUARA, I am pleased to update you that De-registration of Electrical Contractors is no longer being pursued.

## Remote Switching of 11 kV Breakers

11 kV breakers in the commercial and industrial installations are usually not designed for remote operation for economic reason. It may also be true to assume that Consultant Engineers do not see the need for remote switching. Generally everyone accepts that local switching has been the norm and no one has strongly requested for this to be upgraded.

It is noted that switching 11 kV breakers can be a risky operation. Even with all the tests and safety measures taken it is still quite harrowing to turn on the breaker right in front of it.

In order to provide better safety for those operating at 11 kV it is advantageous to provide remote switching of breakers.

The following are a few suggestions to achieve remote switching:

1. Provide remote switching panel in room adjacent to the switchgear room. This is the most ideal solution as it will provide isolation from the impact of any unfortunate incident. This will be best incorporated during the planning of the substation design.
2. Provide remote switching panel in the same room with the switchgear. The panel is to be located furthest from the switchgear. This is the alternative solution as it will allow the operator to carry out switching away from the switchgear. This can be provided at existing substations by adding the panel with necessary wiring.
3. Provide portable remote switching device. This is done by providing a portable unit with a special plug. The breaker's operating circuit will be wired to a special

socket outlet in each feeder panel. The portable device has a sufficient length of cable so that in the event of a switching the operator can do it outside the switch room.

It is hope that Consultant Engineers and Managers can appreciate the reason for operators to request for safer method of operating high voltage breakers. With the current high cost in the provision of electrical installation, remote switching can be easily integrated in the overall scheme.

## Provision of Earth Fault Protection

The reason to mention the provision of earth fault (EF) protection is derived from incidents in low voltage (LV) capacitor boards. There had been cases of tripping of LV main breakers when a fault developed in the capacitor panel.

Generally power factor (PF) Correction Capacitor boards are connected to the busbar via a MCCB. EF protection relay is seldom used. It is quite true to say that capacitor failures can usually be isolated by fuses or moulded case circuit breakers (MCCBs) for each capacitor. The problem arises when large capacitors are in use. Insufficient discrimination between the Incomer EF and the fuses/MCCBs may cause the unnecessary

tripping of the whole board when there is a fault in the capacitor board.

The EF relay is a sensitive device and can isolate faults efficiently. In fact every outgoing LV feeder in the LV Board is recommended to have an EF protection. Otherwise EF faults will be cleared by the LV Incomer and a total outage of the board is inevitable. The individual EF relays can help to identify the faulted circuits and thus assist in restoration of supply. The investment in installing EF relays will bring about tremendous advantage in the event of a fault in any part of the system.

## Installation of Electrical Energy Meters with Power Quality Analysis

In view of the need to evaluate the energy consumption of an installation it is necessary to install Electrical Energy Meters. These meters should incorporate power quality (PQ) analysis capability. With these meters it will be possible to know the pattern of energy consumption in order to appreciate and monitor energy efficiency programs. The PQ analysis will assist in the event of any supply problems. With the prices of such electronic equipment coming to a more affordable level it will be easier to convince the management on the need and benefit of installing them.

**Ir Chew Shee Fuee** B.Sc. (Hons) (Strathclyde), PEng, CEng, FIEM, MIEE Member, IEEE Member, 1st Grade Electrical Engineer (Competent up to above 500 kV).

*Ir Chew is the President of The Electrical and Electronics Association of Malaysia (TEEAM) for 2001 - 2003 and 2003 - 2005. He is the Past President of the Asean Federation of Electrical Engineering Contractors (AFEEC).*

*Ir Chew is the Managing Director of G. H. Liew Engineering (1990) Sdn Bhd and QATM Engineering Services Sdn Bhd. He graduated from the University of Strathclyde, Glasgow with a B. Sc (Hons) in Electrical & Electronics Engineering. He is a Professional Engineer and is also licensed by Energy Commission as a competent engineer (without voltage limits) and a service engineer to carry out electrical testing up to a voltage of 500 kV.*

*Ir Chew has 26 years experience in electrical control and relay protection. He is also specialised in electrical site tests on power equipment, electrical fault investigation, service and maintenance of electrical switchgear and relays. His work also includes electrical supervision of substations and electrical audit. He presents lectures on electrical apparatus and the protection system. He can be reached at E-mail: sfchew@ghliew1990.com*

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- Motor Starting Auto Transformer
- Harmonic Circuit Filter Reactor
- Line Reactor
- Energy Saving Lumens Regulator
- Servo Motor Automatic Voltage Stabilizer

### Other Products Range:

- **"SES"** Current Transformer  
(ASTA Certified)
- **"SUPER-LITE"** Battery Charger Series.

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## HIGH RISE BUILDINGS

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- HT and LV electrical systems
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- Fire protection services
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- Pumping stations
- Associated electrical and mechanical works
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## HOSPITALS

- Electrical & mechanical services
- Design and construct building for hospitals
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- Lighting and power
- Public address systems
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- Lighting systems for stadiums, tunnels, decorative, highways etc.
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Informative reference materials are available in our Library. The Library is opened to members from 9:00 am to 5:45 pm, Monday to Friday.

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| <p>Title : 50 Years of Charting Malaysia's Development<br/>Publisher : Economic Planning Unit</p> <p>Title : ACCCIM Bulletin August 2007<br/>Publisher : The Associated Chinese Chambers of Commerce and Industry of Malaysia</p> <p>Title : Annual Report 2006<br/>Publisher : SIRIM Berhad</p> <p>Title : Asean Elenex / Industrial Automation 2007 Exhibitors' Directory<br/>Publisher : Malaysian Exhibition Services Sdn Bhd</p> <p>Title : Berita FMM September-October 2007<br/>Publisher : Federation of Malaysian Manufacturers</p> <p>Title : Berita KLSCCCI April-June 2007<br/>Publisher : The Chinese Chamber of Commerce &amp; Industry of Kuala Lumpur and Selangor</p> <p>Title : Convention &amp; Exhibition Calendar, June 2007-2012<br/>Publisher : Tourism Malaysia, Ministry of Tourism</p> <p>Title : Economic Report 2007/2008 Volume 36<br/>Publisher : Ministry of Finance</p> <p>Title : Electrical Building Technology Guangzhou, Official Catalogue 2007<br/>Publisher : Messe Frankfurt (Shanghai) Co. Ltd</p> <p>Title : Electrical Industries in Japan 2007<br/>Publisher : The Japan Electrical Manufacturers' Association</p> <p>Title : Electronics Electrical &amp; Supporting Industries, Asia Edition 2007<br/>Publisher : Asian Trade Press Pte Ltd</p> <p>Title : EUMCCI Review October 2007<br/>Publisher : European Union-Malaysia Chamber of Commerce and Industry</p> | <p>Title : FMM Directory 2007<br/>Publisher : Federation of Malaysian Manufacturers</p> <p>Title : Guidelines for Application of Market Development Grant<br/>Publisher : Malaysia External Trade Development Corporation</p> <p>Title : Guangzhou International Lighting Exhibition, Official Catalogue 2007<br/>Publisher : Messe Frankfurt (Shanghai) Co. Ltd</p> <p>Title : IEEMA Journal August, September &amp; October 2007<br/>Publisher : Indian Electrical &amp; Electronics Manufacturer's Association</p> <p>Title : IEEMA Members' Directory 2006<br/>Publisher : Indian Electrical &amp; Electronics Manufacturer's Association</p> <p>Title : JEMA Journal<br/>Publisher : The Japan Electrical Manufacturers' Association</p> <p>Title : Journal of Industrial Technology Volume 15, 2006<br/>Publisher : The Association for Overseas Technical Scholarship</p> <p>Title : KENSHU, Summer 2007<br/>Publisher : The Association for Overseas Technical Scholarship</p> <p>Title : Malaysia Builders Directory 2007/2008<br/>Publisher : Marshall Cavendish Business Information</p> <p>Title : Malaysian Standards Catalogue 2007 (CD)<br/>Publisher : SIRIM Berhad</p> <p>Title : Master Builders Journal 2nd Quarter 2007<br/>Publisher : Master Builders Association Malaysia</p> <p>Title : MEEC 2007, Malaysia Export Exhibition Centre<br/>Publisher : Malaysia External Trade Development Corporation</p> | <p>Title : MGCC Quarterly July/August 2007<br/>Publisher : Malaysian-German Chamber of Commerce and Industry</p> <p>Title : PIKOM 20 Years of Excellence (1987 - 2007)<br/>Publisher : Association of the Computer and Multimedia Industry of Malaysia</p> <p>Title : Proceeding for 2006 International Energy Conference<br/>Publisher : The Associated Chinese Chambers of Commerce and Industry of Malaysia</p> <p>Title : SIEF 2007 Official Directory<br/>Publisher : Korea Electrical Manufacturers Association</p> <p>Title : Singapore Precision Engineering &amp; Metalworking Industry Directory 2006-2007<br/>Publisher : Singapore Precision Engineering &amp; Tooling Association</p> <p>Title : SIRIM Link, 2/2007<br/>Publisher : SIRIM Berhad</p> <p>Title : Standards &amp; Quality News 1/2007<br/>Publisher : SIRIM Berhad</p> <p>Title : SUARA Perunding Second Quarter 2007<br/>Publisher : Association of Consulting Engineers Malaysia</p> <p>Title : Tenaga Link Vol. 1/07 &amp; Vol. 2/07<br/>Publisher : Tenaga Nasional Berhad</p> <p>Title : The 2008 Budget<br/>Publisher : Ministry of Finance</p> <p>Title : The Ingenieur June-August 2007<br/>Publisher : Board of Engineers Malaysia</p> <p>Title : The Strategist, June 2007<br/>Publisher : Asian Strategy &amp; Leadership Institute</p> |
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# Market Development Grant

## Guidelines for Application

### Objective

The objective of the scheme is to assist Small and Medium Enterprises (SMEs) undertake promotion activities for the development of export markets.

### Eligible SMEs

To qualify for the Market Development Grant (MDG), Small and Medium Enterprises (SMEs) must be:

- Incorporated under the Companies Act 1965.
- For professional services (such as accountants, engineers and architects), partnerships and sole proprietors are also eligible.
- At least 60% equity held by Malaysians.
- For manufacturing and agricultural sector, having an annual sales turnover not exceeding RM25 million (based on the latest financial report) or not more than 150 full-time employees.
- For services sector, having an annual sales turnover not exceeding RM5 million (based on the latest financial report) or not more than 50 full-time employees. (Financial service, tourism sector and property development are not eligible for MDG).
- For trading companies that meet the following conditions:
  - a. having annual sales turnover of at least RM10 million or export sales of at least RM3 million. (Women owned enterprise are exempted from this condition), and
  - b. exporting "Made In Malaysia" products especially those manufactured by SMEs, and
  - c. not more than 20% of the company's annual sales is derived from trading in primary commodities. For description of primary commodities, please refer to Annex A of MDG Application Form.

Note: Status of SME will be checked annually based on financial accounts. EPF Statement, Form 24 and 49. Companies must notify the MDG Secretariat if there are any changes to particulars that affect the SME status. For detailed application criteria, please refer to application form MDG Rev 1/06.

### Form of Grant

Companies can obtain a 50% reimbursable matching grant on the approved cost of the eligible activities. The grant is available for one or more of the eligible activities.

### Eligible Activities

The following activities are eligible for MDG:

1. Participation in international trade fairs.
2. Participation in trade and investment missions.
3. Participation in specialised marketing missions.
4. Participation in overseas in-store promotion.
5. Participation in industry related international conferences overseas.

Note: For participation in the same international trade fairs and industry and professional related conference overseas, companies are eligible to apply for MDG for up to three (3) repeat participation.

For local international trade fairs, trade and investment mission, specialised marketing mission and in-store promotion there is no limit on repeat participation for MDG.

6. Participation in meetings related to negotiations on Mutual Recognition Agreement (MRA), Free Trade Agreement (FTA), ASEAN, World Trade Organisation (WTO) and other market access negotiations by representatives of trade and industry associations and professional bodies.
7. Preparation of promotional materials to develop export markets.
8. Initial cost of setting up office overseas for purpose of:
  - a. undertaking activities for promotion of Malaysian products and services.
  - b. seeking opportunity for outsourcing and subcontracting business.
  - c. to undertake research on the market.
  - d. to undertake and monitor implementation of projects and contracts.
9. Promotional activities undertaken with hypermarkets and retail outlets overseas.
10. Participation in overseas international tenders.
11. Overseas cost of conducting export market research for the purpose of:
  - a. selecting new markets for new products or existing products.
  - b. gathering information on existing export market.
12. For women owned enterprise, additional eligible activities for MDG are:

- a. participation in Malaysia Export Exhibition Centre (MEEC) at MATRADE.
- b. participation in export training seminars and workshops held locally.

Definition for women owned enterprise:

- For companies 100% owned by Malaysian:
  - a. a woman owns at least 51% of the equity, or
  - b. biggest shareholder is a woman and she manages the company, or
  - c. Managing Director / Chief Executive Officer of the company is a woman and owns at least 10% equity.
- For companies 60% owned by Malaysian:
  - a. a woman owns at least 51% of the local equity and the company is managed by her, or
  - b. Managing Director / Chief Executive Officer of the company is a woman and owns at least 10% of the local equity.

### Claimable Expenses

#### 1. Participation in International Trade Fairs

- Participation fee.
- Economy class airfare for one person. Cost does not include items such as visa fees, excess baggage and insurance premium.
- One hotel room not exceeding RM200 per night for local international trade fairs and RM750 per night for overseas fairs. Payment will cover the duration of the event and two days before or after the event.
- Rental of standard booth which is limited to:
  - a. 18 sq m for small products (prime rate)
  - b. 36 sq m for larger products (e.g. furniture, machinery equipment)
  - c. exhibit in lifestyle concept; or
  - d. exhibit under country pavilion organised by government, Trade and Industry Association and Professional Bodies.
- Construction and enhancement of standard booth or shared cost of construction on group basis. Construction and enhancement of booth cost is limited to maximum 50% of the eligible booth rental cost.
- Interpreter services for non-English speaking countries, maximum cost of RM800 for the duration of the international trade fair.
- Shipment of exhibit and promotional materials. Cost does not include items such as import duties, bank guarantee and surcharge.

..... Continue Market Development Grant

- For local international trade fair sending of samples and promotional materials is subject to maximum cost of RM2,000.
- Standard advertisement in trade fair show directory. For local international trade fair subject to maximum cost of RM500.

- For claims related to participation in Local International Trade Fair, company must submit a copy of the event report from the fair organiser, which has been certified by an external auditor. The report must certify that the fair has fulfilled the criteria of an international trade fair, as follows:

- minimum space occupied for the fair must be at least 1,000 sq meters gross, and
- at least 10% of visitors must be foreign visitors, or
- at least 20% net space is rented to foreign exhibitors, or
- at least 20% of exhibitors are foreign exhibitors.

Note: Companies are not eligible for the grant if 50% of the cost of eligible expenses is already borne by the organiser or sponsor e.g. booth rental, airfare and accommodation (package).

## 2. Participation in Trade and Investment Missions and Specialised Marketing Missions

- Participation fees.
- Economy class airfare for one person. Cost does not include items such as visa fees, excess baggage and insurance premium.
- One hotel room not exceeding RM750 per night. Payment will cover the duration of the event and two days before or after the event.

Note: Trade and investment missions organised to promote exports of Malaysian made products and services by government agencies, trade and industry associations and professional bodies are eligible for MDG. The trade mission programme must be submitted to MATRADE at least one month before the event for approval of the programme. Once approved, companies participating in the programme must apply for the MDG individually and will be subjected to the qualifying criteria for MDG.

## 3. Participation in In-store Promotion Overseas

- Economy class airfare for one person. Cost does not include items such as visa fees, excess baggage and insurance premium.
- One hotel room not exceeding RM750 per night for overseas fairs. Payment will cover the duration of the event and two days before or after the event.
- Interpreter services for non-English speaking countries, maximum cost of RM800 for the duration of the promotion.

- Shipment of exhibit samples and promotional materials.

## 4. Participation in Industry Related International Conference Overseas

- Participation or registration fee.
- Economy class airfare for one person. Cost does not include items such as visa fees, excess baggage and insurance premium.
- One hotel room not exceeding RM750 per night. Payment will cover the duration of the conference and two days before or after the conference.

## 5. Participation in meetings related to negotiations on MRA, FTA, ASEAN, WTO and other market access negotiations by representatives of Trade and Industry Associations and Professional Bodies

- Economy class airfare for one person.
- One hotel room not exceeding RM750 per night covering the duration of the meeting and two days before or after the meeting.

## 6. Preparation of Promotional Materials

- Companies are eligible for a maximum grant of RM15,000 for preparation of export promotion materials.
- Cost incurred in relation to the production of promotional materials such as brochures, catalogues, flyers, banners, posters and CD-ROM.
- Eligible expenses include:

*Printed materials such as:*

- design concept
- finished artwork
- colour separation
- printing
- re-printing (for trade fairs or trade missions only)

*Production of CD-ROM can be considered for MDG only if it is part of the company's participation in trade fairs or trade missions.*

- content of text, audio, video, photography, graphic, animation, etc.
- design
- development
- replication and production
- CD-ROM packaging

- Companies must use the services of local printing and CD-ROM companies to benefit from this grant.

Note: Application for the grant must be one month before the printing or production of material. The approval of the claim is subject to the acceptance of the promotional materials by the MDG Approval Committee. Companies that have utilised the maximum grant of RM15,000 are not eligible to apply for MDG for this activity.

## 7. Initial cost of setting up office overseas

- Companies are eligible for a maximum grant of RM50,000 per office or the initial three (3) months set up cost of the office (whichever is earlier)
- Eligible expenses are:
  - rental of office; and
  - utilities (water / electricity)

Note: Application for the grant must be at least one month before setting up overseas office. For repeat applications, office must be set up in a new city or country. The setting up of overseas office must be for the purpose outlined in the Eligible Activities, point 8.

## 8. Promotional activities undertaken with Hypermarkets and Retail Stores Overseas

- Companies are eligible for a maximum grant of RM30,000 per activity.
- Eligible expenses are:
  - listing fee, and
  - joint advertising and promotion

Note: For repeat applications, promotional activities must be in a different hypermarket or retail store. For promotional activities with the same hypermarket or retail store it must be in a different location.

## 9. Participation in International Tenders Overseas

- Expenses incurred for purchase of international tender documents for supply of Malaysian products or services.

## 10. Export Market Research.

- Companies are eligible for a maximum grant of RM30,000 per export market study conducted overseas.
- Eligible expenses are:
  - research fees
  - cost of publication of initial report

Note: Application for the grant must be made at least one month before undertaking the activity. For repeat application, market research must be for a different market, products or services. SMEs must use the services of the research companies to do the export market research.

## 11. For women owned enterprise, additional eligible expenses

- Participation in Malaysia Export Exhibition Centre (MEEC).
  - participant fee
  - cost of transport of exhibits
- Participation in local Export Training seminars / workshops.
  - participation

# DANGER!

## IMITATION ELECTRICAL EQUIPMENT!

### DO NOT RISK LIVES...

Buying and installing imitation electrical equipment such as circuit breakers (MCB), residual current devices (RCCB) and wiring accessories may save you a few ringgit. However, you are risking lives as these items may not provide the required protection.

These imitation products are manufactured and sold by irresponsible traders who do not have civic consciousness, with no service back up and technical competence. They are threat to safe use of electricity, giving users a false sense of safety. Using these products may result in serious electrical injuries or even death.

## ASAFEE

Persatuan Pembekal Menentang Barangan  
Elektrik Palsu, Kuala Lumpur

Association of Suppliers Against Fake Electrical  
Equipment, Kuala Lumpur

ASAFEE was formed to take initiative to inform and warn the public about the dangers of using imitation electrical equipment.

We at ASAFEE therefore strongly recommend that you buy only the genuine products which have complied with local and international electrical standards.

#### Members of ASAFEE:



**ABB Malaysia Sdn. Bhd.** (210262-T)  
Website: [www.abb.com.my](http://www.abb.com.my)



**Clipsal Malaysia Sdn. Bhd.** (64099-M)  
E-mail: [clipsal@clipsal.com.my](mailto:clipsal@clipsal.com.my)



**Hager Engineering (M) Sdn. Bhd.** (335686-U)  
E-mail: [general@hager.com.my](mailto:general@hager.com.my)



**PDL Electric (M) Sdn. Bhd.** (107740-V)  
E-mail: [pdlelectric-pem@pdlasia.com.my](mailto:pdlelectric-pem@pdlasia.com.my)



**Telemecanique**



**Merlin Gerin**

**Schneider Electric Industries (M) Sdn. Bhd.** (378576-M)  
E-mail: [helpdesk@my.schneider-electric.com](mailto:helpdesk@my.schneider-electric.com)



**Siemens Malaysia Sdn. Bhd.** (93008-X)  
Website: [www.siemens.com.my](http://www.siemens.com.my)



**Terasaki Electric (M) Sdn. Bhd.** (156365-X)  
E-mail: [ykkoh@terasaki.com.my](mailto:ykkoh@terasaki.com.my)

#### WARNING AGAINST INFRINGEMENT OF TRADEMARKS

The companies mentioned above claim all rights in respect of the trademarks in Malaysia and will take all legal steps against any person, firm or corporation, counterfeiting, imitating, or otherwise infringing upon any of the trademarks in Malaysia.

#### Supported by:



Kementerian Perdagangan  
Dalam Negeri & Hal Ehwal  
Pengguna



Sirim Berhad



Suruhanjaya Tenaga



The Electrical and  
Electronics Association  
of Malaysia

# DANGER!

## FAILURE OF ELECTRICAL EQUIPMENT MAY CAUSE FIRE AND ELECTROCUTION

NEWS STRAITS TIMES MONDAY, JANUARY 2, 2005

### Supervisor electrocuted

**Kuala Terengganu...** A company supervisor was electrocuted while drilling into a wall of his house in Taman Perumahan Bukit Mentok yesterday....

THE STAR THURSDAY, JULY 7, 2004

### RM1mil lost in clinical lab blaze

**Port Dickson:** Part of a clinical laboratory at the district health clinic on the Seremban-Port Dickson road was destroyed in a fire yesterday.... District fire chief, S. Gopalakrishnan said preliminary investigation revealed that the fire had sparked off after a short-circuit.

NEWS STRAITS TIMES THURSDAY, OCTOBER 7, 2005

### SHOCKING!

Wife electrocuted while trying to revive hubby

**Kuala Lumpur:**... However, in trying to revive him, she too was electrocuted the moment she touched him....

THE STAR MONDAY, NOVEMBER 14, 2005

### Minimise risk of electrocution

**Petaling Jaya:** ... many house owners fail to realise the risk they pose if electrical wirings are not properly installed, according to Tenaga Nasional Bhd. To minimise the risk of electrocution, house owners who have water features and aquariums should have electric circuit breakers installed and have them regularly checked by qualified electricians.

THE STAR MONDAY, APRIL 10, 2005

### Police suspect short-circuit caused Sabah hostel fire

**Kota Kinabalu:** Papar police Deputy Supt Mender Singh said they believe that an electrical short-circuit might have been the cause of the fire on the empty floor of the three-story hostel building, where 69 students of SMK Kinarut escaped unhurt.

NEWS STRAITS TIMES THURSDAY, OCTOBER 7, 2005

### Short circuit in lighting may have caused fire

**Taiping:** Electrical sparks from a faulty overhead fluorescent light could have caused a fire which damaged seven cars and an administrative office of a used car dealer in Jalan Assam Kumbang here early yesterday...

... there could have been a short circuit in the fluorescent lights condenser...

THE STAR SUNDAY, OCTOBER 11, 2005

### Boy electrocuted while trying wash hands in pond

**Arau:** A casual attempt to wash his hands in a fountain/pond at a public park here cost an 11-year-old boy his life. Mohd Adib Osmi was electrocuted when he dipped his right hand into the pond and died instantly in the 9.15 incident on Friday.

NEWS STRAITS TIMES WEDNESDAY, DECEMBER 28, 2005

### Teenager electrocuted

Tragedy after she gave mum a bath

**Banting...** "However, when my niece pulled the towel, the wire came down and made contact with the light holder and she was electrocuted."....

Ensure that these equipment are genuine before you buy...



MCB



RCCB (ELCB)



Fuses



Switches



Socket Outlets

# Brand Promotion Grant

## Guidelines for Application

### Objective

The objective of the Brand Promotion Grant (BPG) is to develop and promote in the international market, brand names owned by Malaysian companies for products and services originating from Malaysia.

### Selection of Brands

The Brand Promotion Grant will only be granted to eligible brands identified to be assisted by the Brand Grant Approval Committee. Evaluation of brands to be selected for the grant will be based on several considerations including:

- Branding Strategy and Plan.
- Business and Marketing Plan.
- Resources invested by the company on branding and its commitment to the branding programme.
- Activities undertaken to promote the brand.
- Trend in overall sales and exports over past 3 years.
- Market share, both local and overseas markets.
- Potential for the brand to further expand in the international market.
- How the brand will help project Malaysia's image as supplier of quality products and services.

### Form of Grant

Companies can apply for either one of the following forms of grant:

- A 100% reimbursable grant for the development and promotion of brand subject to maximum grant of RM 1 million. Small and Medium-Sized Enterprises are eligible to apply for the 100% reimbursable grant.

For the 100% reimbursable grant, only up to a maximum 10% of total grant approved will be disbursed in the form of "advance payment", while the remaining 90% of grant approved will be disbursed as 100% reimbursable grant. Advance payment will only be considered for all initial work related to development of branding plan.

- A 50% reimbursable grant for non-SMEs subject to maximum grant of RM 2 million per company.
- A 100% reimbursable grant and a 50% reimbursable grant for Small and Medium Enterprises (SMEs) only. (Maximum grant of RM 2 million per company).

To encourage companies to promote the brand overseas, not more than 10% of the total grant approved should be spent on branding activities for the brand in the domestic market.

### Eligibility Criteria

To be eligible for the grant, companies must fulfill the following conditions:

- Incorporated under the Companies Act 1965.
- At least 60% equity is owned by Malaysians.
- Company owns the brand and is the registered approved owner of the trademark.
- For the Brand Promotion Grant focus market, company must own the trademark or at least have filed for the trademark registration in one of the markets.
- Annual sales turnover of not more than RM 250 million (based on the latest financial report).
- For 100% reimbursable grant:
  - » Manufacturing company's annual sales turnover must not exceed RM 25 million or with no more than 150 full time employees.
  - » Services sectors enterprises – annual sales turnover not exceeding RM 5 million or with full time employees not exceeding 50.
- Product/services are already exported for at least 3 years, with at least 20% export sales.
- For companies that do not meet the 20% export condition, the application may be considered based on the export potential and commitment of the company to develop the brand into an international brand. Factors to be considered:
  - » Resources invested on branding and company's commitment to the branding programme.
  - » Promotion programmes and activities undertaken by company to promote brand.
  - » Indication of market penetration and consumer acceptance (e.g. share of market) both local and overseas.
  - » Trend in overall sales and export growth.
  - » Awards and recognitions received.
  - » International quality certifications obtained such as HACCP, ISO or Quality Improvement Programme, GMP or approved the use of the 'Malaysia's Best' quality seal.
- Growth in export sales over the last 3 (three) years.
- Products/services should originate from Malaysia. For products manufactured

offshore, the brand can be considered if the company undertakers value-added activities in Malaysia such as research and development, designing, packaging, marketing, distribution and invoicing.

### Branding and Marketing Plans

Companies interested in applying for the grant must submit the following document and information:

- Comprehensive proposal for the development and promotion of the brand including:
  - » Background of the brand, the brand concept, its values, current market position.
  - » Measures already undertaken to develop and promote brand.
  - » Detailed costing on the activities for which the grant is required.
  - » Detailed schedules of implementation of branding activities to be undertaken.
  - » Proposed performance report on the implementation of the branding activities including milestones and key performance indicators.
  - » How the brand will benefit the company and country's image.
  - » Resources allocated to the brand development and promotion strategy.
  - » Key Performance Indicators to measure the brand performance based on intended marketing strategies.
- Business and Marketing Plans for 2 years outlining:
  - » Target markets.
  - » Marketing strategies to penetrate the target markets.
  - » Brand communication plan.
  - » Allocation of company's financial resources to implement the plans.
  - » Current and projected sales both locally and overseas of the brand.
- Corporate profile, organisational structure, profile of management and branding team.

### Eligible Expenses

The grant will cover the cost of developing and promoting only one brand per company. Companies can apply for the grant for any of the following expenses involved in brand development and promotion:

- Branding/Marketing Strategy Consultancy (subject to maximum limit of not more than 10% of grant approved) such as:
  - » Brand strategy, creation and development
  - » Marketing strategy and implementation
  - » Media strategy

..... Continue Brand Promotion Grant

- » Brand communication strategy
- » Brand management system
- » Brand manual & information system

\* Please provide the profile of the expert to be engaged to undertake the branding plan/strategy

- Brand Development such as:
  - » Logo design and redesign
  - » Packaging design and redesign
  - » Intellectual property matters, including registration and trademark works for other targeted markets (excluding renewal of trademark and patent)
- Brand Promotion such as:
  - » Customer relationship management system to monitor brand
  - » Advertising and Promotion (maximum 50% of grant approved)
  - » Enhancement of Brand Website (maximum grant RM 50,000.00)
- Brand Research such as:
  - » Brand Audit
  - » Brand Tracking

Note: Expenses listed are only a guide. Not all activities may be relevant to the company. Companies should apply for the grant only for expenses relevant to the branding plan.

## Application Procedure

Companies are encouraged to apply for the grant at least three months before undertaking the activity for which the grant is required. Grant approved is based on the projected spending over the next 2 years.

Application for the grant is made using the application form BPG (1/07) which is available free of charge at MATRADE or can be downloaded from MATRADE's website at [www.matrade.gov.my](http://www.matrade.gov.my)

All supporting documents that companies must provide when applying for the grant are described in the BPG application form and the checklist attached to the form. Companies are advised to submit all the relevant documents when applying for the BPG.

Companies are encouraged to submit all claims for the grant within 3 months of undertaking the activity. Claims must be accompanied with original receipts and invoices or copies certified by external auditors with relevant supporting documentary evidence related to the implementation of the activities concerned or work undertaken for making claims.

MATRADE has the right to use the brand names of the BPG recipients in any promotional activities by MATRADE in promoting Malaysian brands at any time.

## Contractual Obligation and Reporting

Companies approved the grant will be required to:

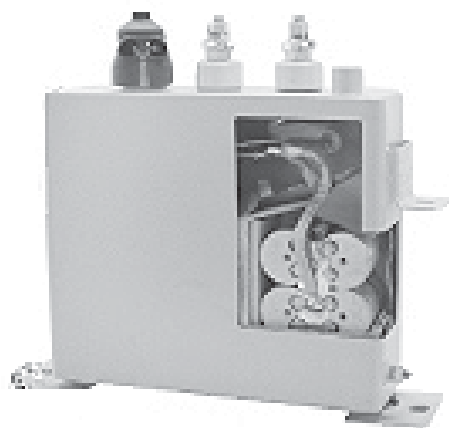
- Sign a Letter of Acceptance with MATRADE indicating that if the company fails to fulfill its obligation in implementing the branding plan, MATRADE has the right to cancel the approval of the brand promotion grant and seek reimbursement of the grant already disbursed.
- Submit quarterly report based on the format as in Annex 1 or progress report based on the implementation milestone (whichever is earlier) of the activities implemented for which the grant is disbursed.

For enquiries on the BPG please contact:  
Malaysia External Trade Development Corporation (MATRADE)  
Brand Promotion Grant Unit  
9th Floor, Menara MATRADE,  
Jalan Khidmat Usaha, Off Jalan Duta,  
50480 Kuala Lumpur.  
Tel: 603-6207 7077 Fax: 603-6203 7251  
E-mail: [info@matrade.gov.my](mailto:info@matrade.gov.my)  
Website: [www.matrade.gov.my](http://www.matrade.gov.my)



# SHIZUKI ELECTRIC CO., INC.

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- Hemetically sealed 1.6mm thick steel case
- Case Integrity Protection
- Pressure Sensitive Circuit Interrupter built-in
- Excellent heat dissipation
- High harmonic withstand
- Ceramic Insulator with Solid Brass Terminal
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E-mail: [wisepro@streamyx.com](mailto:wisepro@streamyx.com)

**Extended Warranty  
to 5 Years**  
(Model: RG-2)

# MAXGUARD



 Suruhanjaya Tenaga



SIRIM



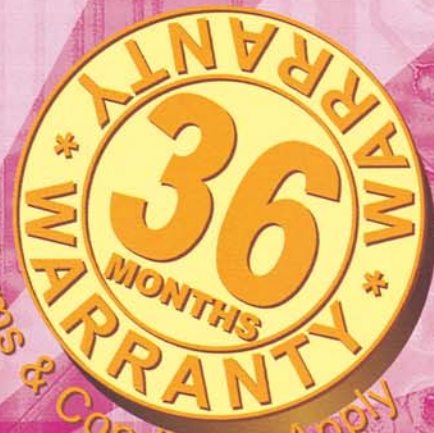
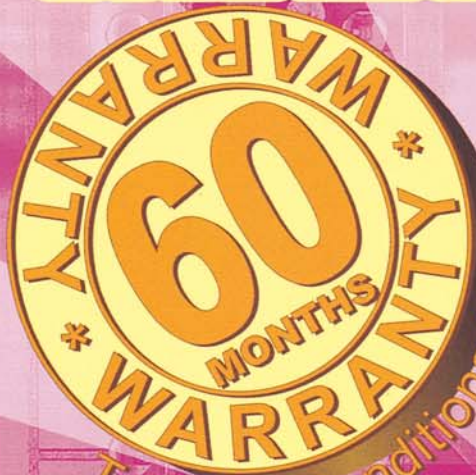
SIRIM  
SAFETY MARK

Approved for  
Government Projects

 Intertek Testing Services  
ETL SEMKO



# WHAT ARE THE ADVANTAGES OF USING **MAXGUARD?**



Others may claim, but only  
**MAXGUARD**  
puts it in Black & White

**100% Genuine Parts**

**Proven Track Record**

Since 1998 we have sold more than  
800,000 RCCB & 10,000,000 poles of MCB

MCB, RCCB, RCBO & Switchfuse with

**Sirim Safety Labels**

**if it's not good, we don't sell it**

**if it's not perfect, we replace it**

**if it's not guarantee, it's not MAXGUARD**

We're not the best & we're not the cheapest.  
But our **QUALITY** products  
are the most competitive in the market.

**12 ~ 60**

**Months Warranty**

against manufacturers defects  
-refer to relevant products

MCB, RCCB, MCCB are Fully Type-tested by

**ETL SEMKO (Sweden)**

MCB, RCCB & Switchfuse with

**Suruhanjaya Tenaga Approval**

MCB, RCCB, MCCB with

**CB & Products Safety  
Certificates**

by ETL SEMKO (Sweden)

MAXGUARD products

**Meet Customer's Requirements  
& Fits Their Budgets.**

\*\* Terms and conditions apply

**For peace of mind get**



Only we guarantees the above entitlements should you encounter problems with your  
**MAXGUARD** products. Recognised at any of our authorised distributor centres across Malaysia.

**Maxguard Switchgear Sdn. Bhd.**

(Formerly known as Flexicon Marketing Sdn. Bhd.)

No. 48, 50 & 52, Jalan Tambur 33/19, Sek. 33. 40400 Shah Alam, Selangor. Malaysia.

Tel: (603) 5121 2288 Fax: (603) 5121 2868. Email : flexicon@streamyx.com Website : <http://www.maxguard.com.my>



# FOR SALE

## USED SWITCHBOARD



Item A:

### 1000A LV SWITCHBOARD

1 X 1000A ACB

9 X MCCB

290kVAR Auto PF Bank

E/F, O/C, Meters etc.

**RM14,000**

Item B:

### 11kV SWITCHGEAR

2 X 12kV 630A VCB

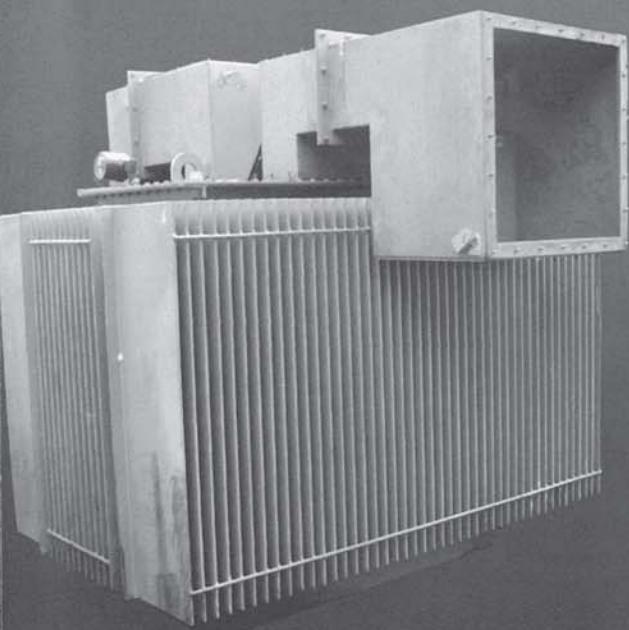
1 SET EARTH SWITCH

2 X ABB SPAJ135C PROTECTION RELAY

1 Lot VTs & CTs

ABB BRAND

**RM70,000**



Item C:

### 2MVA TRANSFORMER

11kV

ABB BRAND

**RM55,000**

# MAKE AN OFFER !!!

## HIGHEST OFFER SECURES

Interested, please contact

MR. LAI

TEL. : +603 9057 8949

MOB. : +6012 6934 568

# Re-thinking Transformer for Safety, Performance and Value

Transformers can have lives of 15, 30 and even 50 years or more, depending on their design, loading, application, protection and maintenance. So it is important to evaluate all of the transformer attributions that affect the final purchase decision.

The transformer types are:

- Mineral oil
- Fire resistant fluid
- Cast Resin

The transformer attributes are:

- *Installation*
  - Outdoor
  - Indoor
- *Performance*
  - Efficiency
  - Overload capability
  - Operating temperature
  - Sound level
  - Repairability
- *Capabilities*
  - Electrical withstand
  - Partial discharge
  - Harmonic withstand
- *Total life cycle cost*
  - First cost
  - Installation cost
  - Maintenance cost
  - Reliability
  - Environmental impact
  - Energy cost
  - Total life cycle summary

| Transformer attributes      | Type of Transformer |                      |               |
|-----------------------------|---------------------|----------------------|---------------|
|                             | Mineral Oil         | Fire Resistant Fluid | Cast Resin    |
| <b>Installation</b>         |                     |                      |               |
| Outdoor                     | Good                | Good                 | Poor          |
| Indoor                      | Poor                | Good                 | Excellent     |
|                             |                     |                      |               |
| <b>Performance</b>          |                     |                      |               |
| Efficiency                  | High                | High                 | Moderate      |
| Overload Capability         | Good                | Good                 | Fair          |
| Operating Temperature       | Low                 | Low                  | High          |
| Sound Level                 | Low                 | Low                  | Moderate/High |
| Repairability               | High                | Moderate             | Low           |
|                             |                     |                      |               |
| <b>Capabilities</b>         |                     |                      |               |
| Electrical Withstand        | High                | High                 | Low           |
| Partial Discharge           | Excellent           | Excellent            | Good          |
| Harmonic Withstand          | Good                | Good                 | Fair          |
| Dust Withstand              | Excellent           | Excellent            | Fair          |
| Humidity Withstand          | Excellent           | Excellent            | Low           |
|                             |                     |                      |               |
| <b>Total Cost</b>           |                     |                      |               |
| First Cost                  | Low                 | Moderate             | High          |
| Installation Cost (Outdoor) | Low                 | Low                  | Moderate      |
| Installation Cost (Indoor)  | High                | Low                  | Low/Moderate  |
| Maintenance Cost            | Low                 | Low                  | Moderate      |
| Reliability                 | High                | High                 | Moderate      |
| Environmental Impact        | Low                 | Excellent            | High          |
| Energy Cost                 | Low                 | Low                  | Moderate      |
| Total Life Cycle Summary    | Low                 | Moderate             | High          |

Each transformer application has its own unique set of requirements that make the transformer type more appropriate than another. The above table provides a thorough comparison of transformer attributes. When the benefits and cumulative costs for each alternative are compared, liquid filled transformer provides more flexibility, better performance, safety and better value than other transformer type.

#### Engr Leong Kam Seng

(Graduate IEM Member, IEEE Member, IERE Member)  
Engr Leong is a Council Member of The Electrical and Electronics Association of Malaysia (TEEAM). He is also the Vice Chairman of the Trading Committee.

Engr Leong is the Managing Director of Cahaya Fasa Sdn Bhd and has 22 years of practical experience dealing with switchgears and various type of transformers - mineral oil, fire resistant fluid, cast resin, etc. His work also includes substation supervision. He can be reached at teohpi33@streamyx.com



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#### MDG Application & Claim Procedure

- Application for the grant is made using the application form MDG Rev 1/06 which is available free of charge at MATRADE or can be downloaded from MATRADE's website: [www.matrade.gov.my/exporter/mdg.htm](http://www.matrade.gov.my/exporter/mdg.htm). All companies must apply for MDG at least one month before undertaking the activity. This is to ascertain if the activity is eligible for the grant.

- Claims for reimbursement for all eligible activities must be submitted within 3 months of completion of the activity with the invoices and original receipts or copies certified by external auditors.
- All application and claim supporting documents that companies must provide when applying for the grant is described in the MDG application form and the checklist

attached to the form. Companies are advised to submit all the relevant documents when applying for MDG.

For further clarifications please contact:  
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# Ginseng

*This article is extracted with the generous permission from “Health Discovery” magazine published by Life Publishers Berhad.*

**T**his is a true story. Wu Mei Yao, a varsity student in Taiwan, is a nature-lover actively involved in mountain-climbing. One day, she decided to conquer Qi Lai peak which is notorious for its highly difficult terrains. At a point more than 3,000 feet above sea level, she fell off a cliff. Beside suffering from frostbite, her pelvis was fractured and dislocated. She also broke her left hand. She was totally immobilised.

She was not rescued until ten days later. During this critical period of life and death, Wu Mei Yao was kept alive only by vitamin supplements and most importantly, ginseng.

When asked before entering the operating theatre why she chose to bring along ginseng instead of chocolate bars, sweets or other high energy foods to replenish energy for her mountain-climbing, a practice commonly done by most mountaineers, Wu replied, “Because ginseng restores vital energy (qi) and boosts stamina!”

What Wu professed is an open secret for survival. In China, ginseng has long been used as an effective life saver to re-energise the very sick, but the components it contains and its efficacy are not well understood, even until today.

“During ancient times, ginseng decoction was considered a life-saving medicine used to treat severe haemorrhage or shock caused by dehydration. Ginseng is effective at strengthening the heart, increasing blood pressure level and refreshing the mind,” Dr Xie Jia Rong, a traditional Chinese physician at Chang Geng hospital, explained.

In traditional Chinese medicine, ginseng is called “The King of All Tonics”. But is ginseng truly that miraculous? Is it suitable for everyone? Since there are a lot of ginseng products out in the market, what should consumers be looking for?

## Invigorating The Vital Energy

In “Shen Nong’s Herbal Classic”, ginseng is categorised as a top-class tonic and considered to have a myriad of benefits, such as:

- nourishing the five organs
- soothing the mind and spirit
- relieving anxiety
- eliminating pathogenic factors, and
- brightening vision and stimulating mental ability.

Studies in modern medicine has also confirmed that ginseng is effective at increasing appetite, strengthening the heart, boosting mental capability, fighting

fatigue, enhancing the body’s immunity, combating aging, improving anaemia, impotence and neurasthenia. Judging from the long list of benefits above, there is no doubt that ginseng is the undisputed king of all tonics.

Ginseng is one of the medicinal herbs commonly used for nourishing the body in autumn and winter. In Korea and China, it has long been considered as the No.1 invigorant to strengthen the body and rejuvenate vital energy. According to Dr Xie Jia Rong, the main function of ginseng is to invigorate vitality, thus extremely beneficial to those with a weak constitution.

In western medicine, it was discovered that ginseng contains ginseng saponin that enhances the body’s immunity. Taking ginseng helps boost the body’s resistance against illnesses. Combined with other Chinese medication, ginseng will also benefit the digestive system, enhance the sexual functions, improve blood circulation and replenish the vital energy.

According to traditional Chinese medicine, those deficient in vital energy are generally sedentary workers who are overworked, stressful, experience pressure on the chest, lack exercise and insufficient sleep. Moderate intake of ginseng will help eliminate fatigue and boost physical strength. However, ginseng is not suitable for just anybody. People interested in taking ginseng on a long-term basis or those prone to experience excessive internal heat are advised to refrain from taking red ginseng. White ginseng is better for people in this category as its nourishing property is more moderate.

## Unscrupulous Intake Not Advisable

Below is another true story narrated by a possible ‘victim of ginseng’. “My grandfather had a brain tumour. My family heard about the benefits of ginseng, so after my grandfather underwent the surgery, we gave him ginseng tea in place of water. To our surprise, he passed away faster than expected. My family suspected that the ginseng had actually nourished the cancer cells and aggravated his condition.”

Now, what has gone wrong? Should cancer patients take ginseng to restore their health? According to Dr Xie Jia Rong, cancers at the early stages should be treated by attacking and eliminating the cancer cells. At this time, the patients are not advisable to take ginseng. However, for cancer patients at the final stages



*Ginseng – “The King of all tonics”.*

who have undergone surgery or chemotherapy and become weak, ginseng is definitely helpful to restore vitality and increase the body’s resistance. The skin of the patients who have undergone radiotherapy is prone to get burnt, so in order to avoid excessive internal heat, it is advisable to choose white ginseng which is milder than the red one.

Though ginseng is highly beneficial, it is not necessarily good for anyone. Owing to its strong nourishing property, it is likely to cause excessive internal heat. Those prone to experience dry mouth and tongue, constipation and nosebleed are particularly unsuitable to take red ginseng. Too much of it will cause choking sensation in the chest, chapped lips, severe palpitation, and breathlessness.

In addition, ginseng also increases contraction of muscles and blood vessels, leading to increased blood pressure level. Thus, it is not suitable for those with high blood pressure, unless they have a weak constitution. Besides, ginseng has anti-diuretic property, so people suffering from kidney disease and edema must be cautious when taking it.

..... Continue Ginseng

However, if you are prone to common cold and generally require 2 to 3 weeks to recover, ginseng is a good choice for you. But when the body exhibits symptoms such as coughing, running nose, ache and pain, it is better to stay away from ginseng to avoid excessive internal heat.

Ginseng is also beneficial to those with allergy, asthma, sinus, poor appetite after a serious illness, prolonged diarrhoea, prolapsed uterus and bladder. It helps to invigorate vitality, boost resistance and increase muscle contraction. But it is worth noting that ginseng is not a magic bullet that performs miraculous cure. One must seek medical advice to treat these diseases, and although a combination of ginseng and other medication will help, unscrupulous use of ginseng may bring about unwanted outcome.

## Pregnant Women to Avoid Indiscriminate Use

The human body is very much affected by the foods we eat. We should stop or reduce the intake of tonics when enough of them has been taken to avoid over nourishment.

Most pregnant mothers believe that they are eating for two, so they tend to consume excessive amount of nourishing foods such as ginseng/chicken soup or Korean ginseng, resulting in break-out of acne and rashes, and even hemorrhoid.

Dr Xie Jia Rong stressed that ginseng is meant only for those who are deficient in vital energy. Pregnant women with a weak constitution may have problems such as vaginal bleeding, backache, lower abdominal pain or severe vomiting. In this case, a combination of ginseng and other medication to invigorate the spleen will help improve the condition.

Ginseng enhances uterine contraction, resulting in shortened labour time. In addition, it helps speed up the recovery of physical strength after childbirth, making it effective at preventing postnatal bleeding due to weak uterine contraction. However, pregnant women deficient in yin properties who at the last trimester experience problems such as dry



Ginseng plant

mouth and tongue, inability to endure heat or acne breakout, are advised to take ginseng with precaution at this point to avoid aggravating gestational discomfort.

At the later stage of the gestation period, some pregnant women may have edema of the lower limbs. In severe cases, they may suffer from toxanemia (high blood pressure, edema and proteinuria). Indiscriminate intake of ginseng at this point may increase blood pressure level and aggravate edema. Thus, whether or not a pregnant woman is suitable to take ginseng depends on her constitution and condition during pregnancy.

## Which ginseng to choose from?

The small and unattractive ginseng may not look good, but it is the all-natural wild ginseng. Generally, cultivated ginseng looks plumper and nicer. However, according to traditional Chinese physicians, natural wild ginseng is better in terms of efficacy.

In addition, traditional Chinese physicians also recommend ginseng that comes in a complete piece with distinct grains. For the

purpose of consumption, ginseng can be sliced or ground into powder according to individual needs.

## What you should know about taking ginseng

Since ginseng has the property of nourishing your brain cells, those prone to insomnia should avoid taking it at night. However, it certainly helps students who need to burn the midnight oil. In traditional Chinese medicine, it is believed that radish counteracts the efficacy of ginseng when both are taken together. If you experience headache, insomnia or escalated blood pressure level after taking ginseng, you can take decocted radish seeds or tea leaves to lessen the side effects.

For improving health and preventing diseases, Korean ginseng is suitable for consumption in winter and autumn due to its strong nourishing effects with warm and dry properties, while white ginseng is best taken in summer. When the weather is cold, brew several slices of ginseng in a teapot. Five minutes later, you'll have hot ginseng tea to warm you up. The ginseng slices can be re-brew 4 to 5 times, after which you can use them to cook chicken soup or simply chew them up.

Many people take ginseng daily to maintain good health. However, ginseng is not suitable for everyone due to its strong nourishing property. On a regular basis, taking astragalus root, Chinese wolfberry, and red dates are good enough to nourish and invigorate your body. But when you need the extra oomph, ginseng is surely better than tea or coffee. As to which type of ginseng to take, it depends on your body constitution, and you will need to seek a doctor's advice on this matter.

| Ginseng         | Red ginseng                                                                                                          | White ginseng                                                                                                             |
|-----------------|----------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------|
| Types           | Korean ginseng (divided into 4 grades: heaven, earth, good, sliced), Kirin ginseng, Shizhu ginseng, ginseng rootlet. | American ginseng (divided into Panax quinquefolium and Fenguang ginseng), Prince ginseng, dangshen (Codonopsis pilosula). |
| Characteristics | Strong nourishing effects with warm and dry properties, likely to cause excessive internal heat.                     | Gentle nourishing effects with cooling property, not likely to cause excessive internal heat.                             |

## Ginseng Recipes

Aside from ginseng tea, you can try the following delicious and nutritious ginseng soups to nourish your body:

### Wax Gourd Ginseng Chicken Soup

#### Herbs:

Korean ginseng 12 g  
Chinese wolfberry 5 g

#### Materials:

Winter melon 600 g  
Chicken breast meat 100 g  
Carrots 75 g  
Peeled water chestnut 100 g  
Chinese mushroom 5 pieces

Dried black fungus 2 pieces

Old ginger 3 slices

Salt, cooking wine 1 teaspoon each

#### Method:

Cut wax gourd and carrots into cubes. Soak mushroom and fungus in hot water until soft, remove the stem and cut into cubes. Clean chicken and water chestnut, cut into small cubes together with ginger.

Place herbs and other materials evenly in a stewing pot. Add salt, wine and 4 cups of water. Cook for 20 minutes, turn off flame and leave for 15 minutes.

#### Benefits:

Regulates the flow of qi, improves countenance, helps diminish pigmentation, freckles and wrinkles. Nourishes qi and blood, enhances vigor, relieves anxiety, improves anemia, insomnia and palpitation.

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