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Challenges and Opportunities in Electrical Industry - Part 12

This paper is prepared by Ir Chew Shee Fuee, TEEAM Vice President and Editor of Suara TEEAM.

ISO-CD 50001 Energy Management Systems-Requirements with Guidance for Use

It is very refreshing to note that finally there is an International Standard that will promote Energy Efficiency. Although it is still in the drafting stage we can look forward to better environment for the promotion of Energy Efficiency when the ISO 50001 finally makes its debut. Looking at the progress we may have the ISO in place by 2011.

Introduction

The purpose of the International Standard is to enable organisations to establish the systems and processes necessary to improve energy performance, including energy efficiency and intensity. The Standard should lead to reductions in cost, greenhouse gas emissions and other environmental impacts, through systematic management of energy. It is applicable to all types and sizes of organisations irrespective of any geographical, cultural or social conditions. Successful implementation depends on commitment from all levels and functions of the organisation, and especially from top management.

The International Standard specifies requirements for an energy management system (EnMS) to develop and implement an energy policy, establish objectives, targets, and action plans, which take into account legal requirements and information pertaining to significant energy use. An energy management system enables an organisation to achieve its policy commitments, take action as needed to improve its energy performance and demonstrate the conformity of the system to the requirements of the International Standard. Application of the standard can be tailored to fit the requirements of the organisation, including complexity of the system, degree of documentation, and resources and applies to the activities under the control of an organisation.

General Requirements

- a. Establish an appropriate energy policy
- b. Identify the significant uses arising from the organisation's activities
- c. Identify applicable legal requirements and other requirements to which the organisation subscribes
- d. Identify priorities and set appropriate energy objectives and targets
- e. Establish a relevant structure and programs to implement the policy and achieve objectives and meet targets
- f. Facilitate planning, control, monitoring, preventive and corrective actions, auditing and review activities to ensure both that the policy is complied with and that the energy management system remains appropriate

Planning

- a. An analysis of the energy consumed by the organisation has to be made.
- b. Identify the areas of significant energy use.
- c. Identify and prioritise opportunities for improving energy performance, including use of renewable or alternative energy sources.
- d. Establish the energy baseline.
- e. Monitor performance using energy performance indicators.

- f. Identify applicable legal requirements
- g. Set objectives, targets and action plans

Implementation and Operation

- a. Those persons identified by the organisation whose work could affect significant energy uses are competent to perform the tasks to which they are assigned.
- b. Training needs are identified and actions are taken to ensure the provision of training.
- c. All persons are aware of the organisation's energy policy, energy management system and the energy performance that could be affected by their work.

The ISO will be most useful to convince the management to embark on a course of Energy Management which will ensure the preservation and efficient use of all resources and thus promote protection of the environment.

This augurs well for those who had been involved in the energy efficiency business as it will provide a more accelerated approach when the ISO is finalised. The opportunity in providing services in this area is greater in the near future.

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 Vice President (Engineering Construction and Services) of The Electrical and Electronics Association of Malaysia (TEEAM). He was TEEAM President 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 over 30 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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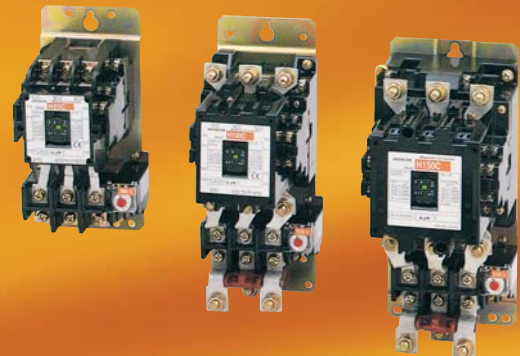
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Fellowship Gathering

On 24th October 2009, TEEAM organised a membership gathering to foster fellowship among members. Beer was free-flowed while members enjoyed a sumptuous buffet dinner and karaoke. Everyone truly enjoyed the gathering. It was a good networking event particularly for the newly joined members.



Membership Recruitment Chairman – Ir Chang Yew Cheong giving his speech to kick start the fellowship nite.



Networking – Some 40 members enjoyed the gathering.

Karaoke Session:



(left) Ir Steven Ng Khoon Hwa (TEEAM Deputy President) and Ir Ng Kam Weng from Perunding NKW.



(left) Mr Fong Mun Loon from Letrik PJ Union.



(left) Mr Lewis Chong from RDG Supply and Mr Charles Lee Wai Chiew from Skytronic.



(left) Ms Theresa D'Silva from AM SGB and Ir Steven Ng Khoon Hwa (TEEAM Deputy President).



(left) Mr William Young Chee Keong from Eura Industrial and Mr How Chee Seng from CS Project.



(left) Mr Shawn Lim Kar Seong and Mr Ricky Douglas Goh from RDG Supply.



Mr Philip Yong from AFS Engineering.

Technical Visit to China

The TEEAM Engineering Construction & Services Committee intends to organise a technical visit to China in April 2010. Places of interest are the National Aquatics Centre (Water Cube), the National Stadium (Bird's Nest), CCTV Building, World Trade Centre and Hydro Power Station. Members who are interested to join the technical visit may contact the TEEAM Secretariat for details.



Beijing's National Stadium (Bird's Nest)

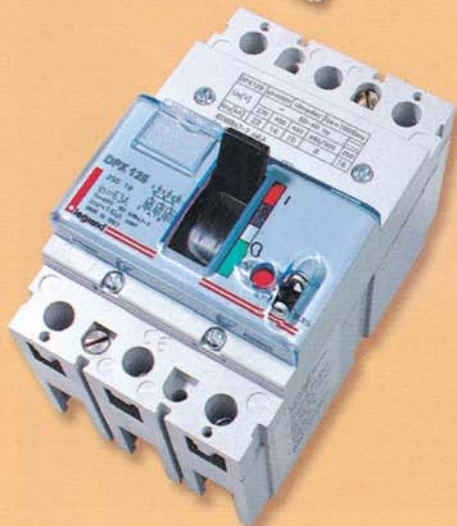
Beijing's National Aquatics Centre (Water Cube)



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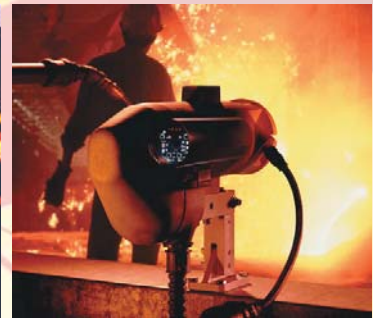
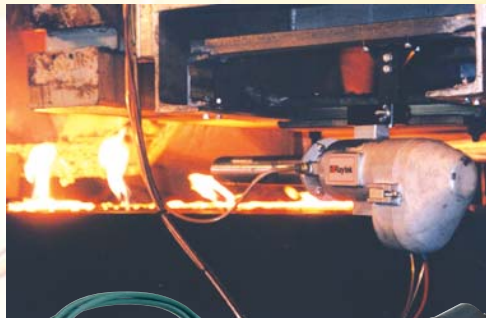
New Members

The following new members have been approved and accepted by the TEEAM Council (as at 14th November 2009). A warm welcome to all the new members and special appreciation is extended to those who introduced these new members. For those who are not yet members.... why wait? Join us and find out how our Association can offer our services to you.

Blitecon Engineering Sdn Bhd 6A, Jalan SM10, Taman Sri Manja, 58000 Petaling Jaya, Selangor Darul Ehsan. Tel: 603-7783 5178 Fax: 603-7783 4560 E-mail: hingwchung@gmail.com Website: www.blitecon.com Contact Person: Mr Chung Hing Woh <i>Business: Electrical contractor.</i>	VL Success Marketing Sdn Bhd Bg 16, Seri Indah Mas, Jalan PBS 14/3, Seksyen 14, Taman Perindustrian Bukit Serdang, 43300 Seri Kembangan, Selangor Darul Ehsan. Tel: 603-8945 5121, 8945 7121 Fax: 603-8945 9121 E-mail: gvlsmsb@yahoo.com Contact Person: Mr Lee Chak Seng <i>Business: Electrical (importer & reseller).</i>
Vesta PMS Sdn Bhd Suite 1.1, Level 1, Block C, Plaza Damansara 45, Jalan Medan Setia 1, Bukit Damansara, 50490 Kuala Lumpur. Tel: 603-2093 0033 Fax: 603-2093 0033 E-mail: vesta@vestagroups.com Website: www.vestagroups.com Contact Person: Mr Chai Yaw Sang (Dr Dixon) <i>Business: Energy conservation solution provider & manufacturing of energy saving equipment / system.</i>	Vesta Technasco Sdn Bhd Suite 1.1, Level 1, Block C, Plaza Damansara 45, Jalan Medan Setia 1, Bukit Damansara, 50490 Kuala Lumpur. Tel: 603-2093 0033 Fax: 603-2093 6913 E-mail: vesta@vestagroups.com Website: www.vestagroups.com Contact Person: Mr Don Bin Hussin <i>Business: Trading on electrical products - ballast, lamp & lighting products. Energy saving equipment.</i>
Mestron Engineering Sdn Bhd No. 7J, Lot 9566, Jalan MP 8, Taman Perindustrian Meranti Permai, 47100 Puchong, Selangor Darul Ehsan. Tel: 603-8061 8125 Fax: 603-8061 8561 Email: info@mestron.com.my Website: www.mestron.com.my Contact Person: Mr Loon Chin Seng <i>Business: Manufacturing of street lighting column.</i>	Target Precast Industries Sdn Bhd No. 18, Jalan LP 2A/2, Taman Lestari Perdana, 43300 Seri Kembangan, Selangor Darul Ehsan. Tel: 603-8944 1388 Fax: 603-8941 7288 E-mail: choong.josephine@gmail.com Website: www.targetprecast.com Contact Person: Mr Loh Swee Keong <i>Business: Manufacturer of precast concrete manhole.</i>
Jumbohan Marketing Sdn Bhd No12, Jalan Haji Salleh, Sentul, 51100 Kuala Lumpur. Tel: 603-4041 9333 Fax: 603-4043 3433 E-mail: enquiry@jumbohan.com Website: www.jumbohan.com Contact Person: Mr Johan Siew Kok Hon <i>Business: Trading, agent, manufacturer of emergency lights.</i>	Tunjang Delima Sdn Bhd Plot 69, Tingkat Atas Rumah Kedai (Emina), Pusat Bandar Barat, Bandar Darulaman, 06000 Jitra, Kedah Darul Aman. Tel: 604-916 3594 Fax: 604-916 3593 E-mail: amantdsb@yahoo.com.my Contact Person: Mr Aman Hassan <i>Business: Mechanical and electrical contractor.</i>
KVE Electrical Supplies Sdn Bhd No.18, Jalan Dato Yusof Shahbuddin 44, Taman Mewah Jaya, 41200 Klang, Selangor Darul Ehsan. Tel: 603-5161 0217, 5161 0215 Fax: 603-5161 3751 E-mail: kve_electrical@yahoo.com Contact Person: Mr Chong Kiun Yow <i>Business: Electrical supplier.</i>	Controlec Engineering Enterprise Sdn Bhd 17, Laluan Perusahaan Kledang 3, Taman Perindustrian Chandan Raya, 31450 Menglembu, Perak Darul Ridzuan. Tel: 605-282 3153 Fax: 605-282 6160 E-mail: jason.chan@controlec.com.my Contact Person: Mr Jason Chan <i>Business: Electrical engineering & contracting.</i>
Kabac Cable Accessories (M) Sdn Bhd Lot 1827-3, Jalan KPB 1, Jalan Balakong, 43300 Seri Kembangan, Selangor Darul Ehsan. Tel: 603-8961 2828 Fax: 603-8962 6868 E-mail: sales@kabac-m.com Contact Person: Mr Hwang Soo Khoon <i>Business: Cable accessories.</i>	Skyace (M) Sdn Bhd 13, Jalan Saujana Indah 6, Taman Perindustrian Saujana Indah, Seksyen U2, 40150 Shah Alam, Selangor Darul Ehsan. Tel: 603-7845 2282 Fax: 603-7846 0955 E-mail: skyacesb@streamyx.com Contact Person: Mr Gilbert Ying <i>Business: Trading & servicing of industrial battery & charges & lighting.</i>
Ir Ng Kam Weng 11, Persiaran Baiduri 4, Wangsa Baiduri, 47500 Subang Jaya, Selangor Darul Ehsan. Tel: 603-5633 7806 Fax: 603-56337806 E-mail: ngkw.pnkw@gmail.com <i>Business: Engineering consultancy for M&E building services.</i>	Multi Electrical Power Sdn Bhd 687, Jalan Tasek, Taman Musim Bunga, 31400 Ipoh, Perak. Tel: 605-546 1070 Fax: 605-546 3740 E-mail: multi99@streamyx.com Contact Person: Mr Lim Chun Sing <i>Business: Electrical contractor.</i>
Alexander a/I Arulanandhu No. 8, Jalan Bukit Maluri 12, Taman Bukit Maluri, 52100 Kepong, Selangor Darul Ehsan. Mobile: 019-332 9848 Fax: 603-6274 7518 E-mail: gobalex@yahoo.com <i>Business: Cable jointer 11kV.</i>	Sin Lian Wah Lighting Sdn Bhd No. 529, Jalan Tiong, Batu 3, Jalan Ipoh, 51100 Kuala Lumpur. Tel: 603-4044 1366 Fax: 603-4044 8199 Email: maggietan@slwlighting.com.my Contact Person: Mr K. S. Chia <i>Business: Philips lighting distributor.</i>
RDG Supply Sdn Bhd 13-2, Jalan Kuchai Maju 2, Kuchai Entrepreneur's Park, 58200 Kuala Lumpur. Tel: 603-7980 7788 Fax: 603-7981 7788 E-mail: info@rdg.com.my / admin@rdg.com.my Website: www.rdg.com.my Contact Person: Mr Ricky Douglas Goh <i>Business: Subsurface utility engineering equipment and services.</i>	Jalita Engineering Sdn Bhd 33, Jalan Empat, Off Jalan Chan Saw Lin, 55200 Kuala Lumpur. Tel: 603-9222 8055 Fax: 603-9221 7321 E-mail: clhard@tm.net.my Contact Person: Mr Goh Han Chuan <i>Business: Trading of hardware products.</i>



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TEEAM Specialised Group - Trading

By the Chairman, Engr Leong Kam Seng.

We had our Trading Committee meetings for the year 2009-2011 on 29th July 2009 and 16th September 2009. Below are some of the issues discussed.

90 days Payment Term

The Committee Members have to play the role to encourage members to practise 90 days payment term in order to have a healthy business environment.

Substandard Products and Fake Products

Members must avoid selling substandard and fake products. Ir Chew Shee Fuee, Mr Yap Ching Kiat and myself have attended the lunch meeting chaired by En Dahari Mat Siran of ASAFEE (Association of Suppliers Against Fake Electrical Equipment, KL) on 4th August 2009. We will keep you informed on the development with regard to enforcement on fake products by ST on the 31 controlled items.

Health Care Screening Workshop

Mr Charles Lee Wai Chiew will soon be organising the event which covers talks and tests on stroke, cancer, electrocardiogram test (ECG) and blood

test analysis. It is important to have preventive medical care. Members are encouraged to participate.

Meeting / Gathering

Mr Ooi Eng Guan and Mr Lim Ming Kow will help to arrange informal meeting/gathering on a monthly basis. It is hoped that members can raise problems/share market information / have closer rapport this way.

BRIS Presentation

Mr Joseph Khor and his colleague have presented services offered by BRIS Information Services Sdn Bhd on 29th July 2009. This includes company and bankruptcy search, financial report and credit information report (available through TEEAM Secretariat).

However, debt recovery services have to be done through individual company basis. Please contact Secretariat if you are keen.

Malaysia – Uzbekistan Trade

A meeting on the above was held on 11th August 2009 at MITI office. It is learned that there are some 52 projects worth RM 1 million to RM 52 million available in Uzbekistan through Islamic Development Fund. However there are issues with regard

to bilateral payment arrangement, issuance of visa entry, languages barriers, reliability on source of funds etc.

Elecrama 2010, India

TEEAM will be organising a trade delegation to this biennial trade exhibition on electrical and industrial electronic equipment which will be held from 20th – 24th January 2010 in Mumbai, India. The size of this exhibition is approximately nine times of Elenex 2009 held in KLCC recently. Members are encouraged to join this delegation to capture opportunities available.

WETEC 2010

From 9th to 11th March 2010, the Dubai Electricity & Water Authority will be organising WETEC 2010 (Water, Energy Technology and Environment Exhibition) at Dubai Convention & Exhibition Centre, Dubai, UAE. Members are welcomed to visit the show. For more details, please log to www.alfajer.net.

Conclusion

Lastly, I would like to appeal to members to actively participate in our activities and whenever possible assist the association to recruit new members.



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Guangzhou International Lighting Exhibition 2010

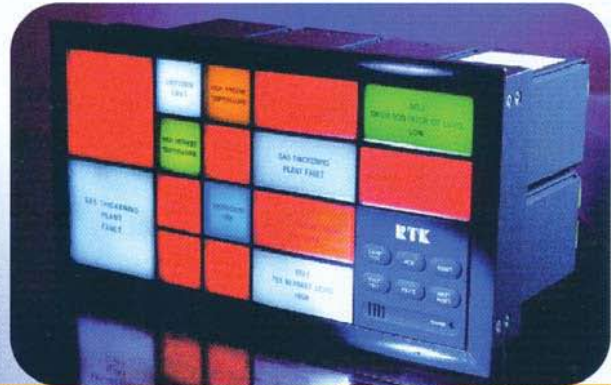
9th to 12th June 2010

Guangzhou International Lighting Exhibition 2010 is in its 15th edition and is established as the world's second biggest lighting show for lighting products and services. Exhibit profile includes accessories and electronics components; decorative lighting; electric lights; LED technology; light control, management & measurement system; professional lights; and technical lighting.

TEEAM intends to organise a trade delegation to the exhibition. Members who are interested to join the delegation may contact the TEEAM Secretariat for details.



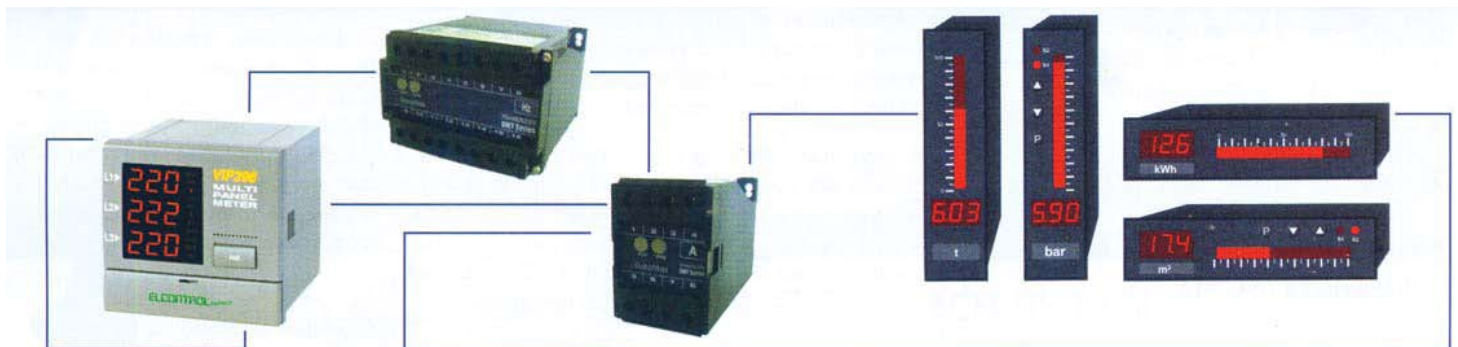
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Electrical Industry and Green Business in Korea

The paper is presented by Mr James Kang Sang Wook of Korea Electrical Contractors Association at the AFEEC/FAPECA Conference & Meeting 2009 held on 15th July 2009.

Korea's power industry has four aspects: it's geographically isolated in the Korean Peninsula; 97% of its energy sources depend on imports; the recent years have witnessed a soaring rise in demand along with 5.8% increase rate of power sales over the last five years; and it has diverse power sources with coal, gas, and nuclear power accounting for 31%, 26%, and 25%, respectively. Korea became an independent player in producing its energy in a short period of time and today makes energy exports, as well. Some say you can encounter all types of nuclear reactors in the world in Korea.

As you can see from the current state of power generation facilities, nuclear power claims a relatively huge percentage with fossil fuels and other materials accounting for more than 50%. Today the Korea Hydro and Nuclear Power and five power plants supply 90% of the power generation.

Since Korea runs an exports-oriented industrial structure, most of power is spent on operating businesses. The facility capacity and maximum demand increased by 9.6% and 12.6%, respectively, from 1985 to 2008. Those increases inevitably led to the increased consumption of energy materials.

Korea is one of the world's top ten nations in terms of power consumption and has maintained world-class quality based on the global competitiveness-based charging system and ongoing technological development. I am proud to inform you that Korea's blackout time is merely 17 minutes per year. The government has maintained the power rates low to lessen the burden on the industries.

However, the environment of Korea's power industry has taken a bad turn.

The emission of greenhouse gases is concentrated on energy sectors and industries. If there are no further efforts to cut down greenhouse gases following the Kyoto Protocol, they will increase by 180% between 1990 and 2030.

Korea's industrial structure is based on manufacturing, which means much energy consumption and raises an important issue of reducing carbon emission.

Let me introduce the Korean government's policies for electric power. It focused on oil in the 1970, tried to graduate from the heavy dependency on oil by introducing nuclear power in the 1980s, shifted its focus to clean

LNG (Liquefied Natural Gas) in the 1990s; and it has sought out balance between nuclear power and other energy sources and focused on the conventions on climate changes and sustainable growth since 2000.

We have witnessed the following issues in the power field.

There are more demands for renewable energy; permits nuclear power plants to be postponed; new and diverse technologies have been developed including power IT technology, power line communication, and digital transformer substations.

Since the industry has reached its growth limitations in the nation, it needs to search for new drives for future growth.

The Korean government has set up a long-term power source plan and is going to increase the percentage of clean energy by applying diverse directions to power sources.

Thus we will build a system for environment-friendly power supply. Promoting the distribution of new and renewable energy. It will encourage investments through the power balance system and RPA (Renewable Portfolio Agreement) in order to meet the goal of 2.7% of new and renewable energy distribution by 2007 and 11% by 2030.

We will apply a variety of policies regarding carbon dioxide emission in the power field and pursue harmonious growth by developing decentralised power sources.

The biggest issue in the power industry in recent years is a smart grid, which is a new technology to maximise efficiency by combining the power line communication with IT technology and regarded as the next-generation drive force for growth by the government.

Currently, the project is moving forward fast in relation with other policy tasks based on the demonstration in Jeju. It's also working on an idea of collaborating with the US.

Korea's electrical work industry is run on the back of 12,000 members, most of them are small-sized recording a performance of 300 million won or less. In fact, they account for 40% of all. In future, I expect many of them will go through a merger and abolition process facing with growth limitations.

Under those circumstances, they are eager to actively join the government's new and renewable energy business.

Today about 25% of the members or 2,500 electrical contractors are registered as experts on renewable energy as part of the government program and depend heavily on the distribution support projects of the government.

The major distribution support projects include the power generation balance system, subsidies, obligation to public agencies, and RPA by large power plants. In addition, they run loan and tax reduction programs, too.

Those programs are led by the Ministry of Knowledge Economy and Korea Energy Management Corporation.

Although the goal is to promote sustainable growth through those programs, the member contractors are not satisfied completely yet. The major problems are the restricted government subsidies and lack of consistency on the part of the government. In addition, many electrical contractors suffer from the technological shortage and competition in the small market. And sometimes, most of the shocks that can be a curse to the business often comes from inconsistent government policies.

I would like to wrap up my presentation with the following suggestions:

There will be a lot of international cooperation over Korea's renewable energy business. The Ministry of Knowledge Economy has already promised to provide much support for renewable energy projects between Asian nations as well as exploration of foreign markets.

FAPECA is determined to play a role in those international cooperation projects in relation with renewable energy. Although it's not confirmed, I believe the next FAPECA meeting will be held in Seoul, where we can search for further business opportunities regarding renewable energy. I hope you all can come and join in the search.

James Kang Sang Wook has been working as Secretariat staff of FAPECA since 2003. In Korea Electrical Contractors Association (KECA), he is the Manager of Overseas Business Team who handles overseas affairs in supporting KECA members' overseas business.

He can be reached at swkang@keca.or.kr / mindmapper@hanmail.net.

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Malaysia's Free Trade Agreements (FTAs)

A guide book published by MATRADE.

Introduction

Malaysia continues to accord high priority to the rule-based multilateral trading system under the World Trade Organisation (WTO).

Regional and bilateral trading arrangements are allowed by the WTO provided that tariffs are eliminated substantially on all trade, that all parties to the agreement must eliminate duties according to mutually agreed rules and time frames.

To date, Malaysia has concluded and signed two bilateral Free Trade Agreements (FTAs) with the following countries:

- Japan; and
- Pakistan.

At the regional level, Malaysia and its ASEAN partners have established the ASEAN Free Trade Area (AFTA). ASEAN has also concluded FTAs with China, Japan and Korea.

Who Should Use This Book

This guide is for Exporters, Businessmen, Service Providers, Investors and Public Officials.

How To Use This Book

The book is divided into four sections to facilitate the reader and responses to frequently asked questions are included in each section.

Section 1: General Information

A: FTA in General

1. What is an FTA?

FTA is an agreement made between two or more countries under which countries involved accord preferential market access to each other.

2. What is the basic component of an FTA?

FTAs have traditionally been confined to trade in goods. However, after the establishment of the WTO, it has extended to trade in services. Other areas may be included such as investment, intellectual property protection, competition policy and cooperation measures.

3. What is Early Harvest Programme (EHP)?

The EHP is a mini fast track prelude to the FTA under negotiation. The products under EHP are eligible for tariff preference even before the whole FTA is completed. Either party to the FTA can further improve tariff concessions for items of significant commercial interests.

The EHP provide preferential duty access to a substantial number of products within a specific time. The list of products shall be agreed during bilateral negotiation. By doing this, exporters from either country or party can enjoy concessionary import duty in comparison to exporters of similar products from other non FTA countries.

4. Which Agreement has the EHP element?

The EHP between Malaysia and Pakistan, which was implemented since 2006, has now been replaced when the full Malaysia-Pakistan Closer Economic Partnership Agreement took effect on 1st January 2008.

Under the ASEAN FTA with China, the EHP between Malaysia and China was implemented between 1st January 2004 to 31st June 2005 and has now been replaced when the Agreement on Trade In Goods under the ASEAN-China FTA came into force 1st July 2005.

B: Malaysia's Involvement in FTAs

1. How many FTAs have Malaysia signed and with whom?

To date, Malaysia has signed and is implementing two bilateral FTAs and four regional FTAs. The bilateral FTAs signed are with Japan (MJEPA) and Pakistan (MPCEPA). Together with its ASEAN partners, Malaysia are parties to the ASEAN Free Trade Area (AFTA), ASEAN-Japan Close Economic Partnership Agreement (AJCEP), ASEAN Korea Free Trade Agreement (AKFTA) and the ASEAN-China Free Trade Agreement (ACFTA).

2. Where can I obtain the legal texts of the respective FTAs?

The complete text of all FTAs is available on the FTA website maintained by the Ministry of International Trade and Industry (MITI) at www.miti.gov.my.

3. What are the upcoming FTAs?

Malaysia is currently negotiating bilateral FTAs with Australia, Chile, India, New Zealand and the United States of America. As part of ASEAN, Malaysia is currently negotiating an FTA with Australia-New Zealand, India and the European Union.

C: Benefits of FTAs

1. What are the benefits to Malaysian based exporters?

Exporters in Malaysia will benefit from FTAs through preferential tariff treatment and market access. Exporters will also enjoy cost savings from mutual recognition agreements, trade facilitating customs procedures, trade facilitating sanitary and phytosanitary measures (SPS) and enhanced transparency of trade regulations. For service providers, FTAs provide improved market access for various commercial and professional services from Malaysia. FTAs also provide for more predictable and conducive environments for investment in the FTA partner country. Non FTA partner investors investing in Malaysia can take advantage of the originating status Malaysia provide for their exports from Malaysia.

2. Would FTAs bring about increased competition?

Yes. The tariff liberalisation implemented by Malaysia would facilitate imports from our FTA partners. These imports may also be inputs for manufacturers in Malaysia for their export products thus contributing to enhancing competitiveness of Malaysian exports.

Section 2: Trade in Goods

A: Preferential Tariff

1. What are Preferential Tariffs?

Preferential tariffs are customs import duties imposed on goods from an FTA partner which is set either at zero or at a lower tariff than that imposed on products from other non FTA countries. The elimination/reduction exercise does not cover internal taxes such as sales tax, VAT or excise duties.

2. Will my product enjoy preferential tariff under the FTA when imported into the FTA partner country?

Prior to exporting, companies are advised to check their product HS Code with the Customs Department. Companies should also check whether their product is included in the Inclusion List of the FTA partner or the importing ASEAN country with MATRADE or Ministry of International Trade and Industry (MITI). To qualify for preferential treatment, your product must also qualify as an originating good under the Rules of Origin.



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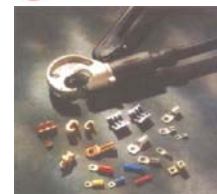
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..... Continue Malaysia's Free Trade Agreements (FTAs)

3. What is the tariff elimination/reduction schedule?

It is a schedule indicating how tariff reduction or elimination is implemented. The schedule usually include the HS Code, description of the product, the base rate applied at the date the FTA comes into force, and the schedule of elimination/reduction.

4. How to check the product HS Code?

Product classification is normally in accordance with the Harmonised Commodity Description and Ceiling System (HS). The related agency in determining HS Code is the Royal Malaysian Customs Department. Exporters should advise their importers to consult the host country's customs authorities to confirm the HS Code.

Under Malaysia's FTAs, goods are classified under 9 digit level. The first two digits are known as the 'chapter', the first four digits as the 'heading' and the first fifth and sixth digits are 'subheadings'. The seventh to ninth digits consist of further detailed tariff nomenclature breakdown.

The chapters are organised according to materials or to degree of processing, for instance:

• Live animals	Chapter 01
• Rubber and articles thereof	Chapter 40
• Wood and articles thereof	Chapter 44
• Paper pulp	Chapter 47
• Paper	Chapter 48
• Books	Chapter 49
• Wool yam and woolen fabrics	Chapter 51
• Cotton yam and cotton fabrics	Chapter 52
• Articles of apparel	Chapter 61

Within each chapter, there are several headings. Within chapter 01, there are several headings, namely:

- Live horses, asses, mules and hinnies
- Live bovine animals
- Live swine
- Live sheep and goats

Within each heading, goods are categorised into subheadings, as follows:

0101.10.00	for purebreeding animals
0101.90	for others

Within each subheading, there are several subheadings, such as:

0101.90.10	Horses
0102.10.20	Buffaloes

5. How to check whether the product is covered under the tariff elimination/reduction schedule?

Exporters must check whether the goods are included under the tariff reduction schedule of our FTA partner. First determine the 6-digit code number of your product. Scan through the tariff schedule of the FTA partner to see whether your product is listed for elimination or reduction.

- The tariff schedules for each of Malaysia's FTA partner can be obtained from MATRADE or the respective embassies in Kuala Lumpur.
- The tariff schedule for Malaysia can be obtained from MATRADE and the Royal Malaysian Customs and Excise Department.

B: Rules of Origin(RoO)

1. What are Rules of Origin (RoO)?

Rules of Origin are the criteria used to determine the country in which the good has been produced or manufactured. It is the basis used for international trade purposes. RoO is needed to "determine the origin of products eligible for the preferential tariff concession".

2. What are Originating Goods?

Originating Goods are goods that meet the conditions for preferential market access. All other goods are called non-originating goods.

3. How is the originating status of a product determined?

A product is deemed as originating from a particular country based on two criteria:

- it contains no materials or processing from outside country, ie the product is "wholly obtained"; or
- "sufficient working or processing" or substantial transformation has taken place.

4. What are "wholly obtained goods"?

Among the criteria to determine whether a good is wholly obtained are:

- live animals born and raised in that country,
- animals obtained by hunting, trapping, fishing, gathering or capturing in that country,
- products obtained from live animals;
- plants and plant products harvested, picked or gathered in that country;
- products of sea-fishing and other products taken from the sea outside a country;
- goods obtained or produced on board factory ships;
- products taken from the sea-bed or subsoil beneath the sea-bed outside a country;
- minerals and other naturally occurring substances;
- scrap and waste derived from manufacturing or processing operations or from consumption in that country and fit only for disposal or for the recovery of raw materials; and
- goods obtained or produced in that country solely from products referred to above.

5. What are the measurements used in determining that a product has undergone substantial transformation (ST)?

Substantial Transformation (ST) can be measured through:

- Value Added (VA) test of origin method
 - defines the degree of transformation required in terms of:
 - ☐ minimum percentage of value that must come from the originating country; or
 - ☐ maximum amount of value that come from the use of imported parts and materials;
 - The general rule is for their product to satisfy that at least 40 per cent (either local content of individual countries or ASEAN cumulative content whichever applies)

An example of one of the formulae used in determining product satisfaction of the 40 per cent rule is:

$$Q.V.C. = \frac{F.O.B. - V.N.M.}{F.O.B.} \times 100$$

Q.V.C. - Qualifying Value Content
F.O.B. - Free on Board Value
V.N.M. - Value of Non-Originating Materials

- Change in Tariff Classification (CTC)
 - ST occurred if a good obtained is classified in a different tariff classification than that of its non-originating inputs used in the process.
- Specified process of manufacture
 - defines certain manufacturing or processing operations that a product must undergo in the exporting country to confer origin (positive test); or
 - specifying manufacturing / processing procedures that do not confer origin (negative test).
- Combination of the above.

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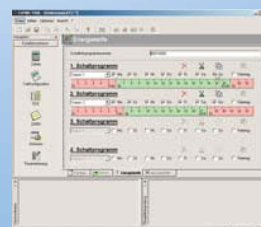
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C : Certificate of Origin (CoO)

1. What is Certificate of Origin (CoO)?

Certificate of Origin certifies the country of origin of a particular product. Its main function is to enable the importer of other countries to take advantage of the preferential tariff rate of duty from the country of origin, eg Malaysia. It is also used to satisfy trade requirements such as supporting letters of credit. CoO is also used as supporting documents for certification by another Chamber.

2. What are the types of forms used when applying for CoO?

Application for CoO can be made by using specific forms designed for every FTAs.

- Form MPFTA for Malaysia-Pakistan FTA;
- Form MJEPa for Malaysia-Japan;
- Form E for ASEAN-China; and
- Form AK for ASEAN-Korea.

For exports to ASEAN countries, exporters can choose to use either CEPT Form D or ACFTA Form E or Form AKFTA. However, it is advisable to use Form D, unless using Form E or Form AKFTA could render more benefits.

3. Where can companies forward their application for CoO to?

Companies can obtain the blank forms from FMM and its branches. Prior to CoO approval by MITI, cost-analysis is undertaken to determine the origin of a product as required. The cost analysis is valid for two years. The form on cost-analysis is available from MITI.

4. How can a company claim for preferential tariff treatment?

A company can claim for preferential tariff treatment by presenting the CoO to Customs Authority of the importing party.

D: Other Important Things to Know

1. What are Sanitary and Phytosanitary (SPS) Measures?

Sanitary and Phytosanitary Measures (SPS) refer to regulations, rules, standards, and procedures that governments employ to protect humans, animals, and plants from diseases, pests, toxins, and other contaminants. Exporters are required to adhere to the rules and regulations on products they are exporting concerning SPS of the FTA partner country or their products will be rejected entry. SPS rules and regulations may vary from country to country.

FTAs can help ensure that each country's food safety and animal and plant health laws and regulations are transparent, scientifically defensible, and fair.

2. What are Technical Barriers to Trade (TBT)?

Technical regulations and standards are important to ensure environmental protection, safety, security and consumer information. Exporters are obligated to adhere to the respective rules and regulations of the importing FTA partner country. These may vary from country to country. Technical Regulations and Standards can become a barrier to trade.

To help reduce costs to Malaysian exporters and remove barrier to the movement of goods to FTA partner country, Malaysia has included negotiations on mutual recognition agreements (MRA) on conformity assessment in all our FTAs.

3. What are Mutual Recognition Agreements?

A MRA is an agreement between the FTA partners to recognise, or accept each other's conformity assessment results eg test reports, certificates and inspection results, thereby not requiring them to undergo similar tests and certification in the importing country. This will save time and eliminate the cost of duplicative procedures.

Section 3: Investment

One major benefit from the FTAs is that Malaysian and foreign investors of partner countries generally enjoy a more transparent and predictable investment regime. Investors enjoy fair and equitable treatment and enhanced investment protection and security with regards to their investments as well as avenue for dispute settlement. Investors will be allowed to transfer profits, capital gains, dividends, royalties, interests, earnings and remuneration freely and without delay in any freely usable currency. FTA partners are not permitted to expropriate or nationalise each other's investments unless for public purpose and with due compensation. The investor has the right to seek recourse under the dispute settlement mechanism of the agreement.

Section 4: Trade in Services

Under Malaysia's FTAs, Malaysian service providers enjoy market access in the following sectors among others:

- professional services;
- communication;
- construction;
- distribution;
- education;
- environment;
- financial services;
- health related and social services;
- tourism and travel related services; and
- transport.

FTA parties are required to ensure enhanced transparency on laws, regulations and other relevant measures affecting bilateral trade in services. Service suppliers of FTA partners are required to provide recognition of the education and experience obtained, requirements met, or licences or certifications granted to a service provider for the purposes of the fulfilling the standards or criteria set for the authorisation, licensing or certification of service suppliers.

For further information, please contact:
 Malaysia External Trade Development Corporation (MATRADE)
 Trade Advisory Services Unit
 2nd Floor, East Wing, Menara MATRADE,
 Jalan Khidmat Usaha, Off Jalan Duta,
 50480 Kuala Lumpur.
 Tel: +603-6207 7077 Fax: +603-6203 7253
 E-mail: info@matrade.gov.my
 Website: www.matrade.gov.my
 Toll free: 1-800-88-7280

Trade Visit to Elecrama 2010

20th to 24th January 2010, Mumbai, India

TEEAM is participating as an exhibitor at Elecrama 2010 and is organising a trade delegation to the exhibition. Itinerary is as follows:

January 19th : Depart for Mumbai MH 194, 2005-2240.

January 20th : After breakfast, transfer to fairground. Evening return to hotel.

January 21st : After breakfast, transfer to fairground. Evening return to hotel.

January 22nd : After breakfast, transfer to fairground. Late evening transfer to airport for departure. MH 195, 2350-0725.



Members who are interested to join the visit may contact the TEEAM Secretariat for air ticket and hotel arrangement.

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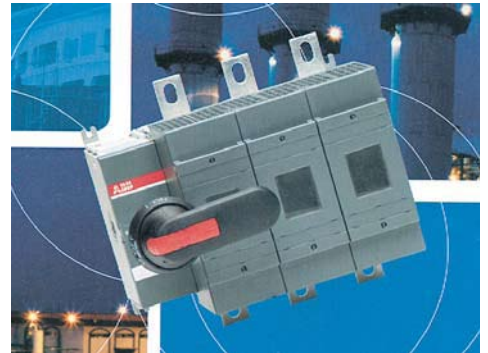
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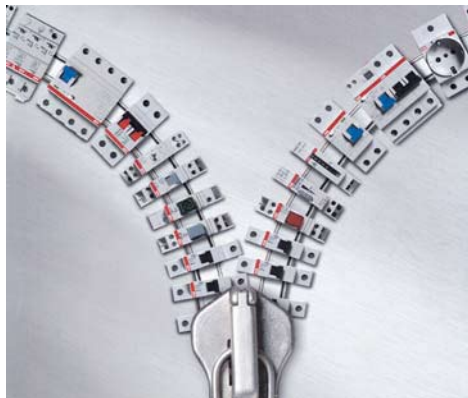
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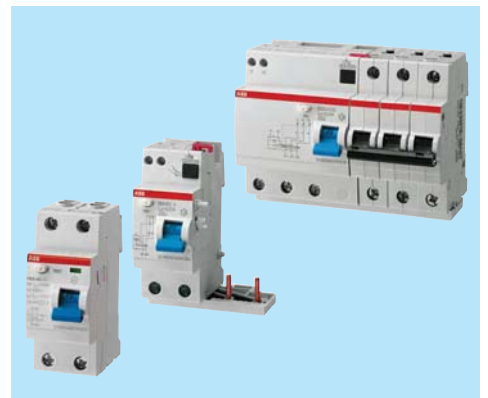
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TEEAM Specialised Group - Engineering Construction & Services

By the Chairman, Ir Chew Shee Fuee.

The economy has been impacted by the global slowdown beginning from the US and Europe. However there had been a substantial recovery and our government had injected stimulus funds in order to aid the various sectors. The construction sector will see more projects funded by the government in due course. The manufacturing has recovered somewhat and full capacity was noticed in some in the last few months.

We are grateful to AOTS Japan for organising another training course on Energy Efficiency this year in Japan. Those who attended last year benefited tremendously. 16 participants were approved for this year. The course was held from 9th – 20th November in Yokohama, Japan. The requirement for Energy Manager has been mandatory for installations that consumed the stipulated amount of electrical supply by the Electrical Regulations. ISO 50001 is being drafted and will introduce the Energy Management System. The course will certainly be relevant to the fulfillment of both legal and ISO requirements.

TEEAM coorganised with JCAA and TNB to conduct the Cable Construction Course from 6th to 9th October 2009 in ILSAS. The course benefited those in cable jointing but it was also an informative training for engineers and supervisors. Similar courses

had been organised before and TNB had sent a large number of participants. The number of participants for this year is 62. We are pleased to receive the good response from our members and TNB

In November we made courtesy visit to TNB VP for Distribution. We also plan to visit the JKR Director for Electrical Section. We hope to discuss some of the difficulties and problems faced by our members. This is also our opportunity to network with the relevant bodies in order to improve the quality of our service to the industry.

Effective 1st July 2009, stamp duty for all services agreement including construction contract is chargeable with ad valorem stamp duty of RM 5 for every RM 1,000 (0.5% of contract value). MOF has since reviewed the issue and granted private contract with first-tier (client & main contractor) at 0.5% of contract value and second-tier (sub-contractor) at RM 50 flat rate. MOF has further invoked its power to defer the new ruling to be effective on 1st January 2011 only. Therefore we are reverted to the old requirement for the time being. However we are reminded to cost the stamp duty on all contracts in view of the new requirements.

Our CIDB Wiring Installer Course had been ongoing and we intend to make a survey on those who had completed the course. We

hope to find out whether they are employed in the electrical industry. In the meantime we shall continue to encourage young people to take part in the course to promote the opportunity to work in our industry.

A proposal on a Course of Tender Estimation has been made and TEEAM will initiate this. We are working on the course syllabus and requirements. This work has been endorsed by the CIDB and we hope it will benefit many of us and upgrade the level of Tender Estimation.

In order to widen our perspective in modern building technology we are planning for a Technical Visit to Iconic Buildings in Beijing. The tentative visit will be planned for the month of April 2010. We hope to have good response from our members so that the visit can be successfully organised. It will be an opportunity to view the inside of these famous buildings and also the historical site of Beijing.

TEEAM has recently informed the Press on the danger that can be posed by poor wiring on Instant Electric Water Heaters. We highlighted the need for proper wiring and protection for the installation of these water heaters. We have also pointed out on poor and undersized cabling for air-conditioners. We urge the public to be aware of such poor practices and seek the service of fully licensed contractors for proper wiring installation.



Contractors Registered by Contractor Registration Grade (as of June 2009)

States	Total Contractors Registered	Contractors Registered by Contractor Registration Grade						
		G1	G2	G3	G4	G5	G6	G7
		Paid Up Capital: RM5,000.00 Tendering Capacity: < RM100,000.00	Paid Up Capital: RM25,000.00 Tendering Capacity: < RM500,000.00	Paid Up Capital: RM50,000.00 Tendering Capacity: < RM1 million	Paid Up Capital: RM150,000.00 Tendering Capacity: < RM3 million	Paid Up Capital: RM250,000.00 Tendering Capacity: < RM5 million	Paid Up Capital: RM500,000.00 Tendering Capacity: < RM10 million	Paid Up Capital: RM750,000.00 Tendering Capacity: No Limit
Johor	6,754	3,565	1,010	1,267	277	256	114	265
Kedah	3,601	2,251	496	377	116	130	58	173
Kelantan	3,494	2,469	277	348	82	147	37	134
Melaka	2,228	1,199	333	373	101	98	38	86
Negeri Sembilan	3,563	2,388	412	459	91	103	37	73
Pahang	3,717	2,256	461	565	142	140	42	111
Pulau Pinang	3,356	1,483	571	662	138	183	88	231
Perak	4,572	2,810	603	679	141	166	60	113
Perlis	1,236	996	88	74	22	31	3	22
Selangor	10,710	4,990	1,174	2,162	475	737	257	915
Terengganu	3,646	2,353	283	439	129	220	63	159
Sabah	6,200	3,851	732	879	161	185	84	308
Sarawak	2,860	1,268	441	468	136	178	78	291
Kuala Lumpur	8,176	1,942	894	2,173	495	952	345	1,375
Labuan	276	196	18	36	3	10	3	10
Total	64,389	34,017	7,793	10,961	2,509	3,536	1,307	4,266

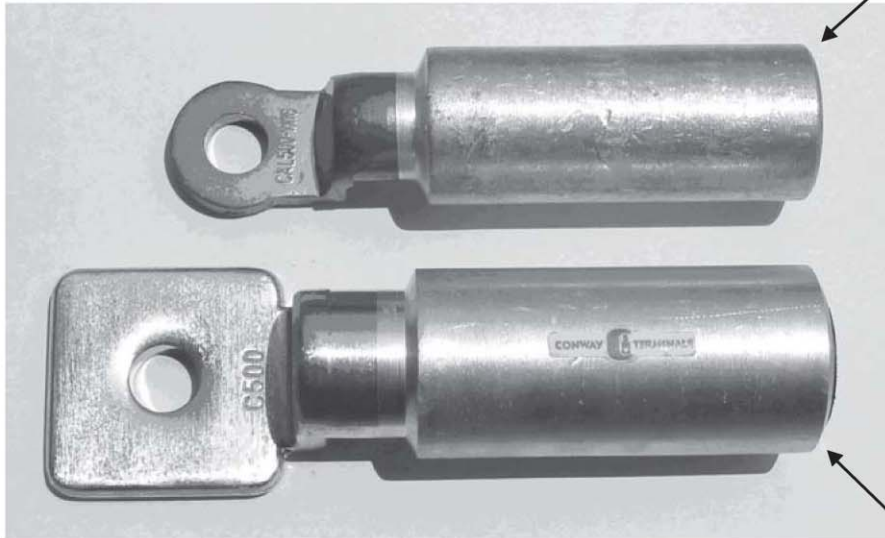
Source: Construction Quarterly Statistical Bulletin published by Construction Industry Development Board Malaysia.

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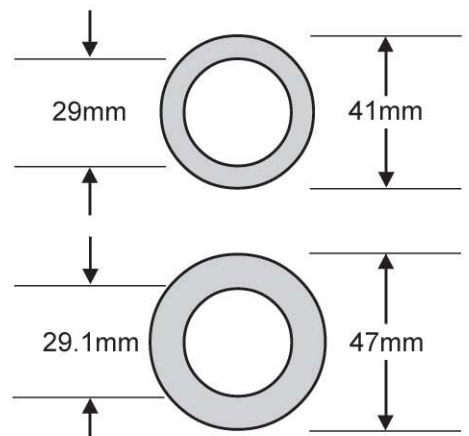
Comparison Between Standard & Non-Standard Bimetal Lug

500mm² Bimetal Lug



Non-Standard Bimetal Lug

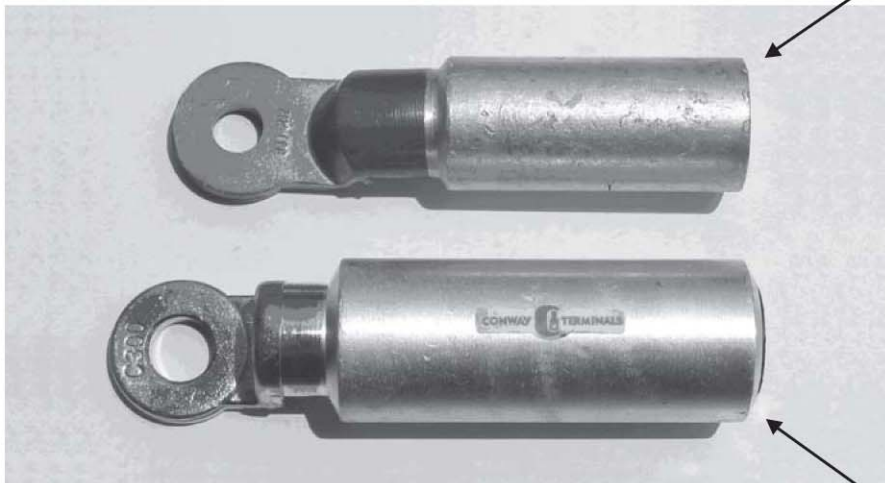
Aluminium Barrel Thickness: 6mm
Weight: 412gram



IEC Standard Bimetal Lug

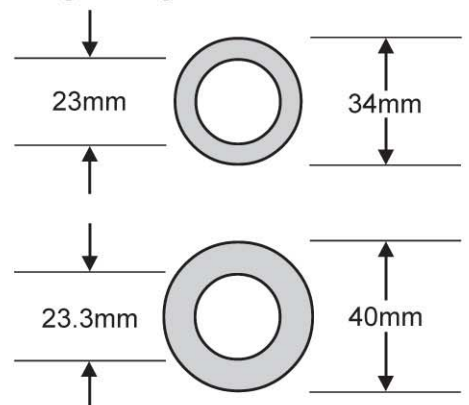
Aluminium Barrel Thickness: 8.95mm
Weight: 823gram

300mm² Bimetal Lug



Non-Standard Bimetal Lug

Aluminium Barrel Thickness: 5.5mm
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IEC Standard Bimetal Lug

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Popular Chinese Herbs and Tonic Products – Part 3

This article is extracted with courtesy of “Health Discovery” magazine published by Life Publishers Berhad.

Tian Qi

This is a popular herb favoured by Chinese consumers, to strengthen blood corpuscles and blood clotting quality. Good for those who suffer from slow healing and haemorrhage.

Food for thought: Chicken drumstick Tianqi stew

A common tonic for women in confinement. Chicken drumsticks are double-boiled with Tianqi slices for at least three hours. Add some Chinese wolfberry to enhance the taste.



Ba Ji

This herb is a popular tonic for men. It benefits the circulatory system, kidney(which is related to potency) and the general excretion system.

Food for thought: Fish head Baji porridge

Boil a freshwater fish head and Baji with suitable amount of water for two to three hours. Add salt to taste. Consumed regularly, it is beneficial, especially to man.



Yu Jin

A ginger-like plant originated from India, it is now widely cultivated in tropical and subtropical countries, as an important spice. It is also an common ingredient in curry powder. This herb is good for the gall and stomach, with the added benefit of pacifying the body and mind.

Food for thought: Mussel and Yu Jin dish

Boil Yu Jin to extract its flavour, which is poured onto cleaned mussels which had been fried with ginger shreds and other taste enhancers. A good appetiser which also benefits the stomach.



Tu Fu Ling

Found commonly from China to Burma, it is a root which is regularly used as a blood cleanser for the eradication of toxins in the body.

Food for thought: Tu Fu Ling & Turtle soup

Double boil the ingredients for more than three hours, with the addition of slices of dried orange peels to enhance the taste.



Chuan Xiong

Chuan Xiong – A very common and functional herb made from the roots of an umbrella-like plant found commonly in the province of Szechuan in Central China. It has the efficacy of improving blood circulation and relieving pain, besides pacifying the mind.



Bai Shu

Another popular herb to strengthen the stomach and kidneys. It works well against indigestion, poor appetite and weakness of limbs caused primarily by fatigue and stress.

Food for thought: Bai Shu/Goat Stomach soup

A tonic soup prepared from Bai Shu and Goat stomach (with slices of dried orange peels to enhance the taste), it is beneficial to the digestive system. Double boil for three hours and add salt to taste.



Sheng Di

It is the root of Di Huang, another common herb. It has the properties of dissipating heat and cooling the blood, beside harmonising all the internal organs. It is used generally as part of many healthcare prescription.

Food for thought: Shendi Longan concoction

Shendi is boiled with dried longan (available in Chinese medicine shop) over slow heat for at least two hours. Add suitable amount of honey to enhance the taste.



Star Anise

Another popular herb used by all races in Malaysia for food preparation, this product helps to relieve pain, prevent vomiting and generally improve the digestive system.

Food for thought: Deep-fried fish in Star Anise gravy

Deep fried suitable fish cutlets, such as mackerel or tuna. Prepare gravy by first frying Star Anise, ginger, onion and five-flavour powder. Add suitable amount of water and corn starch to enrich the gravy. Pour the hot gravy over the fried cutlets and serve. A delicious food which strengthens the stomach.



White pepper

Originate from India, this plant is now widely grown in China and Southeast Asia. There are two types of pepper, the white type, and the black type made from the former. The white pepper is milder and more fragrant than the black one. It stimulates the stomach and improve the appetite.

Food for thought: White pepper chicken soup

Slow boil crushed white pepper (sealed in a cloth bag) and whole chicken for three hours. Add red dates to enhance the taste. Effective in getting rid of excessive gas in the body and ‘warms’ up the stomach (a ‘cold’ stomach tends to get sick easily).





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Cinnamon stick

Its unique aroma is soothing enough, with the added function of improving the respiratory system. Combined with other herbs, it is used to cure joint illnesses, such as gout and rheumatism, especially among women.

Food for thought: Lean meat and Cinnamon stick soup

Boil lean meat, cinnamon stick and sweetened date over slow heat for two hours. Add salt to taste. Good for women during menopause.



Cinnamon bark

An important culinary ingredient for taste enhancement. The cinnamon bark is a vital raw material for the extraction of cinnamon oil. It is also well known to be a mild medicine for strengthening the stomach, and to remove gastric gases, especially for women during menstruation.



Food for thought: Cinnamon bark and kidney soup

Slow boil cinnamon bark and prepared kidney slices for two hours. Add dried dates and wine to enhance taste. Good for the kidneys and general waist weakness.

Mulberry branch

Mulberry tree is common in China, and some parts of Malaysia, especially Terengganu. Its leaves are the vital foods for silk worms. Its stems and branches are cut into slices for drying. The older it is, the better. Good for getting rid of internal heat and phlegm, besides strengthening the joints.

Food for thought: Mulberry soup

Remove shells of hard-boiled eggs and boil with mulberry slices for half an hour. Sieve out the woody ingredient. Add rock sugar and boil for another twenty minutes. Good for the liver, stomach, joints and bones.



Deng Xin Hua

Made from the core fibre of Deng Xin tree stems, it was in fact used as the lamp filament in the olden days, hence its name (meaning lamp filament flower). It is sold in small bunches. Quite a common herb, it is used for reducing the internal heat and as a diuretic.

Food for thought: Deng Xin Hua and Wax gourd soup

Slow boil Deng Xin Hua, wax gourds and lean chicken meat for three hours. Add salt and some red dates to taste. A delicious drink to suppress your body heat.



Lily bulb (Bai He)

Prepared from the dried bulb of the lovely Lily. This is a very common ingredient for making delicious Chinese soup, hot or cold. Beside being rich in calories, it also has a rich amount of minerals in it. As a herb, it is good for the lung and helps to pacify the mind.

Food for thought: Lotus seed and Lily Bulb soup

Slow boil white lotus seed, lily bulb and ginkgo fruits in suitable amount of water. Add rock sugar to taste. A delicious and nutritional soup to enhance the appetite.



Du Zhong

A very popular herb for men, it is derived from the bark of Du Zhong tree. It is highly nutritious and good for general healthcare. It is known to improve the libido of men and sexual performance.

The market has a wide range of tonic wines made from this herb.

Food for thought: Du Zhong pig tail soup

The tail of animal is believed to improve the libido of men. At least psychologically. Combined with Du Zhong, the power of this delicious soup is doubled. Stew Du Zhong and pig tail (cut into small sections) for three hours. Add red dates and salt to taste.



Pi Pa leaf

This inexpensive herb is the dried leaves of Pi Pa tree. It is a common ingredient in soup meant for improving the respiratory system.

Food for thought: Pi Pa leaf and Almond soup



Slow boil Pi Pa leaves and crushed Almond seeds for two hours. Add rock sugar to taste. A soup with a peculiar smell, it helps cure the 'hot-type' of cough (meaning having yellowish phlegm).

Tian Ma

The root of an elevated gastrodia, this herb being relatively rare, has attracted fake imitations. Buy it from trustworthy outlets. It is a well established herb for improving general health, and is especially effective in reducing pains and joint problems.

Food for thought: Tian Ma and Pig brain stew



Double boil Tian Ma and pig brain (its red capillaries should be removed, using a fork or chopstick). Add ginger slices and salt to taste. When it is ready to serve, add in some good wine. It helps to remove the 'wind' in the body and improve blood circulation.

Dry tangerine peel

Available in the market, it can be easily prepared by drying the peels of the orange or mandarin orange we eat during the Chinese New Year. Unknown to many, it is rich in vitamins and minerals. It benefits the stomach, lung and kidney. Its most common usage is to improve appetite.

Food for thought: Dry Tangerine peel haruan soup

Slow boil the fish with dry tangerine peels. Add ginger slices, wine, and salt to taste. Boil for at least one hour. Drink only the soup. Good for improving the appetite and prevent cough.



Lotus seed

The lotus seed is a nutritional food which is used extensively, including in the making moon cakes. It is beneficial to the pancreas, stomach and kidneys. Consumed regularly, it helps prevent male nocturnal emission (spermatorrhea) and irregular vaginal discharge on the part of women.

Food for thought: Wax gourd lotus soup

A very interesting dish to enliven the dinner atmosphere. Cut open the crown of a round wax gourd. Remove the seeds and fluidic fibre within. Add in lean chicken meat, Chinese wolfberry and lotus seeds and suitable amount of water. Add salt to taste. Replace the cover. Steam it for two hours. Serve as it is.



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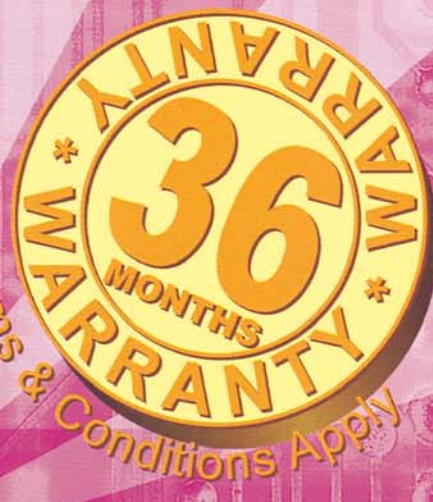
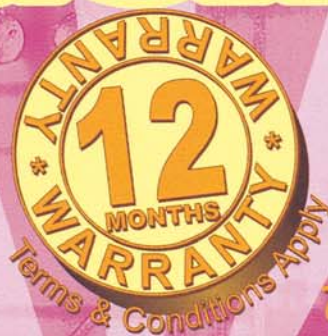
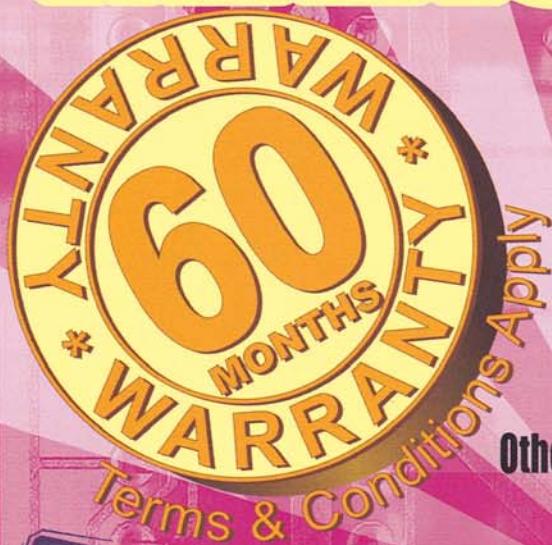
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