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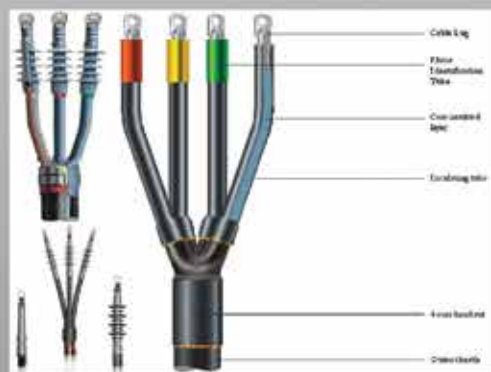


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TEEAM Specialised Group – Trading

By The Chairman, Mr Stan Lim Hui Ming

Surviving and Thriving in the Electrical & Electronic Marketplace

The social and technological advances in the late 20th and 21st century have led to an unprecedented paradigm shift in history. Innovations are marketed at the speed of thought and it is occurring in all fields from construction to the electrical industry. Recently, one of recent phenomenon in the lighting industry is the commercialisation of LED (Light Emitting Diode) as an alternative to traditional lighting systems.

Currently, there is a new platform name “LI-FI Technology” whereby, wireless data communication can be transmitted through an ordinary LED bulb or LED tube.

Other interesting developments: In year 2014, a US based company Witricity had commercialised “wireless electricity” for the typical household. Now in 2015, the Japan Aerospace Exploration Agency has successfully transmitted electricity through air with pinpoint accuracy to a receiver 55 meters away, paving a way for future new market that is totally uncontested.

What electrical suppliers need to do to stay relevant in the marketplace?

Amid the stated global technology advancement in the marketplace, the electrical supply industry in Malaysia remains promising but especially demanding. As Malaysia matures to a knowledge-based economy, customers are very well informed and have high expectation of their suppliers. Adapting to this scenario is challenging especially to the traditional wholesalers and dealers.

There is an urgent need for suppliers to innovate and change, in tandem with the current technologies, trends and customer expectations. In short, suppliers need to formulate their visions, goals and strategy to stay relevant in the electrical supply chain.

Blue Ocean Strategy

Blue Ocean Strategy is a book by W. Chan and Renée Mauborgne. In this book, the authors advocates that companies can succeed



not by battling competitors, but rather by creating “Blue Oceans” of uncontested market place. The main concept of the theory is about the importance of Value Innovation.



Stan Lim Hui Ming
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Red Oceans Vs Blue Oceans

“Red Oceans” markets are typically full of competitors, products and services are standards with very low profit margins.

“Blue Oceans” markets are vibrant, almost monopolistic market; products are unique and enjoy huge margins.

According to Kim and Mauborgne (2005), industries are always evolving. The operation management becomes more efficient, markets expand and market leadership rotates rapidly. This leads to realisation that the traditional business environment is under threat of being obsolete.

Battling in the “Red Oceans” requires company executives to suffer from pricing problems and struggles in the market place as they fight to maintain their market share and profitability.

The goal of the “Blue Oceans” is to pursue a unique market place that is untapped by competition. It is a strategic move, while searching and pursuing value innovation, which will result in a positive impact for employees and customers.

The book highlights 6 principles that a business can use to find their “Blue oceans”, which is identified in a study involving many industries and business.

- 1) Reconstruct market frontiers
- 2) Focus on the big vision / picture
- 3) Reach beyond existing demand
- 4) Getting the strategic sequence right
- 5) Overcoming formal barriers
- 6) Build the execution into the chosen strategy

Summary and Conclusion

Blue Ocean Strategy is one of the methods that a traditional supplier can utilise in the quest of achieving value innovation and success in the supply value chain. The gist of this method is that one must constantly evolve and continually aggressive in the pursuit of excellence. Commercial success will follow as a result of understanding and serving the unique market niche of the customers.



TEEAM Membership Recruitment Campaign

TEEAM appeals to members to help in recruiting companies and individuals to join the association to strengthen TEEAM's membership base. Incentives are offered by the Membership Recruitment Committee. Members introducing a company member will be entitled for two points, while introducing an individual member will be entitled for one 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 TEEAM website at www.teeam.org.my.

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State Associations News



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PEMA 67th Anniversary Dinner Celebration

Penang Electrical Merchants' Association (PEMA) celebrated its 67th anniversary dinner at the New Midland Court Restaurant, Penang on 28th March 2015. The event was graced by YB Phee Boon Poh, Penang



Happy Birthday PEMA! – Cake cutting ceremony.

Executive Councilor (Exco) and Venerable Lyan Shih, Sifu of Pure Lotus Hospice of Compassion. More than 500 members and guests including PEMA trustees and advisors attended the function.

In conjunction with the dinner, there was also the Charity event in aid of Pure Lotus Hospice of Compassion. Venerable Lyan Shih gave a short speech to introduce and highlight the role of Pure Lotus Hospice of Compassion. During the dinner there was also a charity sale of newspapers in aid of Pure Lotus Hospice of Compassion by Kwong Wah Yit Poh Press Bhd and Guang Ming Ribao which raised RM901.00 & RM503.00 respectively. The charity program for Pure Lotus of Compassion which was started in February had collected RM110,000.00. The amount together with the newspaper charity sales were presented to Venerable Lyan Shih by PEMA President, Mr Cheah See Yeong.

Lucky draw, karaoke, entertainment and presentation of new membership certificates were among the highlights of the night. During the event, PEMA President, Mr Cheah See Yeong presented appreciation certificates to Newlight Electrical Sdn Bhd, Pen Benglee Electrical Engineering Sdn Bhd, Kung Electrical Sdn Bhd, Thye Huat Sdn Bhd & Keat Radio Co Sdn Bhd in appreciation of their 50 years' of outstanding services and dedication to PEMA. Organizing Chairman, Mr Khaw Tatt Siew later presented appreciation souvenirs to Dato' Hong Yeam Wah, Dato' Ooi Kok Kee and Mr Cheah See Yeong for bringing honour to the Association when they were bestowed meritorious awards by the Governor of Penang during his birthday celebration.

It had been a challenging year for PEMA and what a better way to start afresh the occasion with members and guest mingled and enjoyed the dinner in the spirit of PEMA fellowship.



Good support – A good turnout from PEMA members and guests.

Charity Event in Aid of Pure Hospice of Compassion

In 2014, PEMA had a good start with the charity programme for Penang Home for the Infirm & Aged and Penang Cheshire Home. The tremendous success was a memorial moment and brought about a feeling of joyfulness in helping the poor and under-privileged with members giving their fullest supports. It was an eventful year and thank to all PEMA members, donors and supporters who had contributed money, time and effort to make the charity event such a success.

The Welfare Committee Chairman, Mr Khaw Tatt Siew started the ball rolling again in February 2015 with another charity programme to collect donation and money for Pure Lotus Hospice of Compassion, a place that provides solace for the sick who are suffering from cancer. It was another tremendous success and the programme collected more than RM110,000.00 which was handed over to Venerable Lyan Shih during PEMA's 67th Anniversary Celebration dinner.



Generous donation – President, Mr Cheah See Yeong (2nd left) presenting the donation of RM110,000.00 to Venerable Lyan Shih of Pure Lotus Hospice of Compassion, with (from left), Mr Khaw Tatt Siew (Organising Chairman), YB Phee Boon Poh, Dato' Ooi Kok Kee (Trustee) and Dato' Hong Yeam Wah (Past President).

PEMA Academic Award 2015

The 18th PEMA Academic Award 2015 was held at the Evergreen Laurel Hotel, Penang on 21st June 2015. The event was graced by YB Teh Lai Heng, State Assemblyman for Komtar, Penang. In conjunction with the Academic Award, an educational talk was conducted by Educationist Mr Choo Choon Sian who wowed the audience which includes parents and their children, students and recipients with his inspirational and motivational talk.

In his address, YB Teh Lai Heng, congratulated the Association's dynamic leaders for emphasising the importance of education to children of its members and their employees, as well as the importance of lifelong learning and continual upgrading. He was pleased to note that beside promoting academic education, PEMA also organizes training courses for the enhancement of technical and academic knowledge and skill of the younger generation, in line with the state government's economic transformation programme.

The PEMA Academic Excellence Award is presented to children of PEMA members and their employees who achieve outstanding results in the UPSR, PMR, SPM & STPM examination. A total of 52 recipients were presented with the awards and an amount of monies totaling RM8,950.00 were paid out. Beside the awards, the Association also presented the 4th & final year Scholarship Award



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..... Continue State Associations News

of RM2,000.00 to Lim Siong Hee. In his speech, Mr Lim Siong Hee thanked PEMA for the scholarship award that has made him worked even harder so as not to disappoint his family and PEMA.

PEMA President, Mr Cheah See Yeong thanked all members, organizations and individuals for their support which have made the Education Fund possible. After the award presentation, a token of appreciation was presented to the speaker for his excellent presentation. The President also presented a souvenir to YB Teh Lai Heng in appreciation for his time and effort in gracing the occasion. Thereafter a sumptuous lunch was treated for all.



Proud day – Academic award recipients posing with PEMA officials.

Introductory First Aid Course

Do you know what to do if a co-worker has a heart attack or is injured in an accident? Could you help, or would you just stand there watching helplessly? Would you be able to act if your child or one of the workers begins to choke, or would you make the situation worse by slapping them on the back?

Beside organizing technical courses, the Council and Chairman of Technical Committee, Ir Lee Weng Keen also realizes the need for members and their workers to be equipped with the essential skill, knowledge and confidence to help save lives when an emergency occurs.

A one-day Introductory First Aid Course was jointly organized with St John Ambulans Malaysia at their premises on 29th May 2015. The course covered the skill and knowledge required to provide first aid response, life support, management of casualties etc, until the arrival of medical and other assistance. The speakers for the course were Dr Tan Kean Chye and Mr Koay Seng Kie.

The response to the course was encouraging with more than 40 participants taking part. The course has ten CIDB CCD points and two BEM CPD hours. Each participant was presented with a certificate from PEMA and another from St John Ambulans Malaysia.



Solicitude – A group photo for the album.



Johor Bahru Electrical & Electronics Association

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Anniversary Dinner

Johor Bahru Electrical & Electronics Association (JBEEA)'s 37th Anniversary was celebrated with a grand dinner on 1st August 2015 at Grand Straits Garden, Danga Bay, Johor Bahru. A total of 68 tables were taken up by members, sponsors, guests and business associates. All the guests enjoyed the evening which was filled with laughter, songs, dances and games. TEEAM's representatives, Mr Stan Lim (Vice President - Trading) and Ir Chang Yew Cheong (Vice President - Construction & Services) attended the joyous occasion.



VIP table – TEEAM at JBEEA dinner.



Cheers! – Dinner Organising Committee proposing a toast to all members and guests.

Wiring Design Workshop

JBEEA supported TEEAM's Wiring Design Workshop which was held in the southern region. The workshop on wiring design aimed to provide an in-depth coverage of topics directly related to cable sizing and designing of safe LV wiring system. The interactive workshop which was held on 14th September 2015 at New York Hotel, Johor Bahru attracted some 45 participants. Chairman, Mr Leong Kam Meng together with JBEEA members attended the workshop.



Listening attentively – Good response from JBEEA.

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Newly Elected Council Members

Sarawak Electrical Association (SEA) was established 54 years ago and has been progressively developing into the association of today under the leadership of its committed and capable leaders.

SEA is now steered by a team of newly elected competent and dedicated Council Members led by Ir Peter Lu as the newly elected Chairman. The new Council Members are installed on 15th July 2015 with total commitment to realize a better service-oriented association dedicated to its members, as well as the utility industry and the society as a whole.

SEA Council Members for year 2015 - 2016

Chairman	: Ir Peter Lu
Vice Chairman No. 1	: Mr Francis Chew
Vice Chairman No. 2	: Mr Then See Wee
English Secretary	: Mr Sim Meng Chung
Chinese Secretary	: Mr Ting Hie Chu
Treasurer	: Mr Wong Foo Kok
Asst. Treasurer	: Mr Sim Kheng Kui
Recreation Officer	: Mr Micheal Chin
Asst. Recreation Officer	: Mr Hon Hoon Kong
General Affair Officer	: Mr Yeo Nyan Sock
Asst. General Affairs Officer	: Mr Chu Gwo Jiun
Welfare Officer	: Mr Leong Kong Yoi
Asst. Welfare Officer	: Mr Ho Bee Huat
Committee Member	: Mr Leiwhuat Heng
Committee Member	: Mr Liew Thiam Fat
Committee Member	: Mr Then Jee Khim
Committee Member	: Mr Goh Chang Khoon
Committee Member	: Mr Wong Chen Yong
Technical Adviser	: Mr Anthony Ting
Auditor Officer	: Mr Ung Kah Kuok

Self-Test RCCB Safety Campaign

SEA has made great effort in co-organizing a Self-Test RCCB awareness roadshow together with TEEAM on 27th & 28th June 2015 at Boulevard Mall, Kuching. The objective of the roadshow is to create public awareness on understanding the needs for frequent self-testing of RCCB at home.

Ir Syed Mohamad Fauzi Shahab of the Electrical Inspectorate Unit and Mr Gilbert Lai of Sarawak Energy were present for the roadshow opening. TEEAM officials were also present to support the event which attracted a big crowd of shoppers.

TEEAM wishes to put on record our thanks and appreciation to Powerpoint Electrical Sdn Bhd for their generous sponsorship and to SEA and all the supporting organizations for their great support and assistance.



Safety awareness – Mr Francis Chew of SEA demonstrates on how to self-test RCCB.



At the booth – SEA & TEEAM officials at Boulevard Mall, Kuching.

Electrical Association of Sarawak & Sabah (EASS)

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 E-mail: sibuccci@gmail.com

Academic Excellence Awards & General Meeting

The Electrical Association of Sarawak & Sabah (EASS) held its 13th Academic Excellence Awards and 3rd General Meeting for the year 2013-2015 on 28th June 2015 at Sibu Chinese Chamber of Commerce and Industry Conference Room. The Chairman, Mr Hii Hua Chuon highlighted that EASS aims to create a platform to work closely with the government authority, i.e. Sarawak Energy, for the betterment of the industry. Mr Hii appealed to the government to allocate more funds to strengthen the development of the society.

The EASS wiring installer course is under discussion now and will be opened for registration soon. EASS also intends to organise a trade delegation to the European countries for more exposure and benefits for the members.



Well done! – (left) Recipient, Nelson Hii Hie Sheng receiving his award from Secretary, Mr Young Leh Luang.



Meeting in progress – The general meeting was well attended by its members



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Self-Test RCCB Safety Campaign

TEEAM and PEA co-organised a Self-Test RCCB awareness roadshow at AEON Kinta City Mall on 25th & 26th April 2015. The then Director of Energy Commission Ipoh, Ir Hj Nur Ali Omar was invited to attend and grace the opening of the event.

The Perak Chargeman & Wireman Competence Association and the Perak Electrical & Radio Dealers Association also extended their keen support to make the event a resounding success. Promotion of the roadshow included disseminating brochures and demo of self-test RCCB display panel to the public. The response from the public was overwhelming.



Good job! – PEA and TEEAM officials posing for the album.

PEA Anniversary Dinner

A grand dinner for 600 guests and members was hosted by PEA at Restaurant HLT on 1st May 2015 to celebrate their 52nd Anniversary. Programme highlights of the night included singing and dancing performances, certificates presentations and lucky draws.

A delegation from TEEAM headed by Immediate Past President, Mr Fu Wing Hoong attended the dinner at the invitation of PEA. It was an enjoyable night for everyone.



All smiles – TEEAM's delegation posing with PEA Officials.

TEEAM Golf Tournament

Deputy President, Mr Chan Kaim Sam with PEA members, Mr Thomas Foo, Mr Lee See Seng and Mr Khew Ah Hong participated in the TEEAM Golf Tournament which was held at Sultan Abdul Aziz Shah Golf & Country Club on 5th August 2015. It was a good platform for networking.



Fellowship – (left) PEA Deputy President, Mr Chan Kaim Sam with Mr Woo Soo Poo, Immediate Past President of Sabah Electrical Association.



Sabah Electrical Association

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Golf Tournament

On 5th August 2015, three golfers from Sabah Electrical Association led by its President, Mr Bunny Teh participated in the TEEAM Golf Tournament at Sultan Abdul Aziz Shah Golf & Country Club, Shah Alam. It was a joyous occasion where all mingled to get to know each other in the spirit of sportsmanship.



Smiles – Golfers having refreshment before tee-off. 2nd & 3rd from left are Mr Bunny Teh (President) and Mr Woo Soo Poo (Immediate Past President).

Other State Association Members' contacts:



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Intermach & Subcon Thailand 2015

Intermach and Subcon Thailand 2015 were co-hosted by the Thailand Board of Investment (BOI) and UBM Asia (Thailand) from 13th to 16th May 2015 at BITEC, Thailand. SUBCON Thailand 2015 is ASEAN's largest industrial subcontracting exhibition. It was the ninth edition of the annual event, attracting more than 300 subcontractors from Thailand, ASEAN and Japan, and about 22,000 local and overseas buyers from eighteen countries.

SUBCON Thailand has expanded significantly over the past eight years. This year's event showcased the diversity, high quality, and productive capacity of the Thai SMEs.

Intermach has been ASEAN's leading international industrial machinery exhibition. The show presented the latest high-tech machinery and cutting edge technology from around the world. Inter-mach is the only exhibition in Thailand that focuses exclusively on industrial machinery. Each year the event continues to attract more than 40,000 quality trade visitors from over 40 countries.

300 leading industrial part manufacturers from fifteen countries at Subcon Thailand had special business match-making meetings with industrial parts buyers from around the



Impressive – Official Opening.

world. In addition, special buyer's village was arranged where industrial part buyers displayed their need for specific parts and provide their requirements and procurement policies to suppliers.

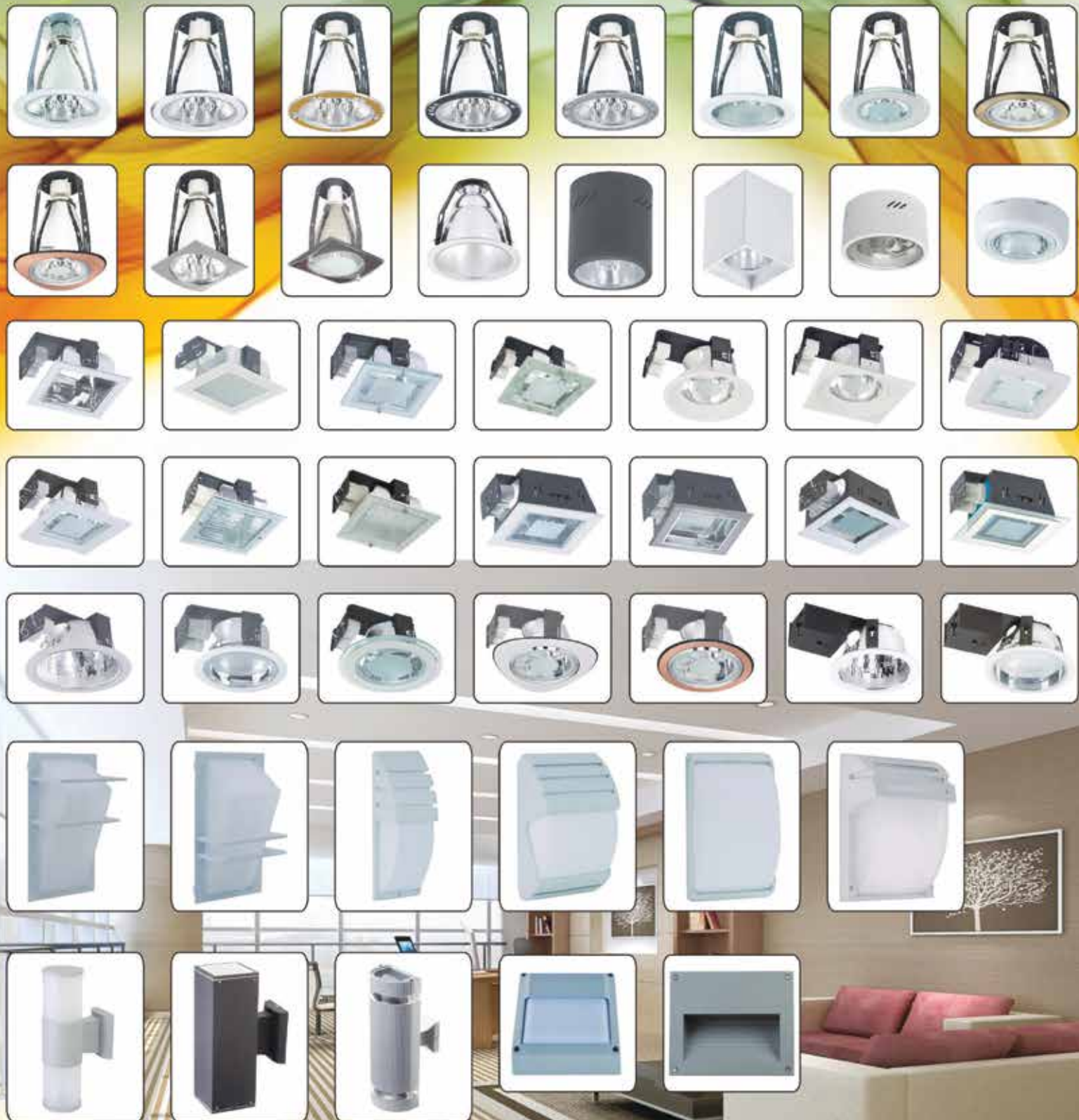
TEEAM was one of the supporting organisations and also took part as an exhibitor to gain exposure to the Thai market. Next year's edition of Inter-mach & Subcon Thailand 2016 will be held from 11th to 14th May 2016 at BITEC Thailand.



Furutec busbar – (left) Mr Vincent Lai and Mr Liew Nam Soon at TEEAM/Furutec booth.

Intermach & Subcon Thailand 2015 Snapshots





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CFL & FL Recycling

TEEAM's recycling programme on Compact Fluorescent Lamp (CFL) and Fluorescent Lamp (FL) progressed well into the second phase which placed special emphasis on households and school children. The aim is to instill in families and youths a deeper sense of environmental responsibility and awareness. It is also to ensure that the young people are ready to become agents of positive change - in their schools, on their campuses, and in their future workplaces.

TEEAM aims to elevate the public awareness and understanding of CFL & FL recycling through educational talks. Thus far, TEEAM has been conducting free awareness talks in schools, colleges, offices and residential areas to reach out to many platforms of audience such as office staffs, students/teachers and general public. TEEAM has helped to establish more than 40 collection centres – at retail outlets, trader outlets, government agency offices, corporate offices, organizations, universities and schools.

Roadshows and awareness talks were conducted at the DHL office in Cyberjaya on 11th March 2015, UCSI University on 27th March 2015, Publika Mall on 28th March 2015, Low Yat Plaza on 11th April 2015,



For the album – Awareness Talk at DHL, Cyberjaya

SMK Assunta on 18th April 2015, MMU on 27th April 2015, Schneider Electric on 30th April 2015 and SMK Damansara Jaya on 15th June 2015.

The goals of this project are to make more people aware of the benefits of recycling and to ensure that the target groups are knowledgeable on what they can recycle in order to improve the recycling habits.

With the successful completion of the second phase of the CFL & FL Recycling Programme, TEEAM will carry on with our Corporate Social Responsibility (CSR) mission and efforts to educate and instill

environmental awareness among school students and the general public.

Going forward, TEEAM with Malaysia CIE (MyCIE) plan to continue this effort for another four years until the government establishes a permanent CFL & FL recycling system in Malaysia. This programme which will continue until 2019, involves state and local government representatives, recyclers, SWCorp and the solid waste management concession companies, stakeholders and lighting manufacturers. The programme hopes to generate collaborative strategies to increase the collection of used lamps and ensure their final safe disposal.

Snapshots of CFL & FL Recycling Roadshows and Awareness Talks





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Bangkok RHVAC and E&E 2015

The Department of International Trade Promotion (DITP), Ministry of Commerce, Thailand together with the Air-conditioning and Refrigeration Industry Club, the Electric and Electronic Industry Club and the Federation of Thai Industries organised the 10th Bangkok Refrigeration, Heating, Ventilation and Air-Conditioning 2015 (Bangkok RHVAC 2015) in conjunction with the 6th Bangkok Electric and Electronics 2015 (Bangkok E&E 2015).

Bangkok RHVAC 2015 and Bangkok E&E 2015 were two of the region's most significant trade fairs, which were held from 13th to

16th August 2015 at BITEC, Bangkok under the theme of "Think: Best Quality, Eco-Friendly, Cooling Innovation" which focuses on environmental responsibility, energy saving, new innovation and the signification of ASEAN Economic Community (AEC).

Nearly 400 Thai and overseas exhibitors displayed their latest products and innovations including environmental friendly and technologically advanced creations during the 4-day event. In addition to the comprehensive exhibition of refrigerators, air-conditioners, electric and electronic products manufactured in Thailand, the two events also featured technical seminars

on hot topics of the industry as well as interesting business presentations hosted by renowned experts.

TEEAM was invited by DITP as a delegate of the International Press Mission and Mr Ooi Eng Guan (TEEAM Publication Chairman) participated as a Press delegate. Apart from visiting the exhibition, the delegates also had the opportunity to visit air-conditioning and assembly plants such as P.P.J. Engineering Co Ltd and Pro Concept Manufacturer Co Ltd. It was a good exposure for everyone to explore and seek business opportunities in the Thai market. Overall it was indeed a fruitful business trip.



Opening ceremony – (centre) Mr Wuttichai Duangrat, Deputy Permanent Secretary to the Ministry of Commerce presided over the official launch.



Warm welcome – Delegates arriving at Bangkok RHVAC and Bangkok E&E 2015. 4th from left is Mr Ooi Eng Guan (TEEAM Publication Chairman cum Council Member).



Technical seminar on energy efficiency – Participants listening attentively.



RHVAC and E&E 2015 – A cross section of the exhibition

Technical Visit



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ABB

Workshop on Power Quality

TEEAM organised a 1-Day Workshop on Power Quality on 25th March 2015 at KL Convention Centre in conjunction with the Electric, Power and Renewable Energy Malaysia – EPRE 2015 (incorporating Asean Elenex) Exhibition.

This Power Quality (PQ) workshop is an essential course for practitioners, facility and factory managers, maintenance engineers, design consultants, contractors, specialist consultants and regulators in the electrical industry. PQ phenomena such as voltage dips, surges, transients and harmonics are increasingly important issues on system design, reliability and attendant economic consequences. This workshop includes topical discussions of PQ fundamentals, PQ regulations, mitigations, case studies and PQ assessment.

Workshop topics covered:

- EMC requirements for industries in Malaysia

- Fundamentals of PQ, basic concepts, technical standards
- Managing voltage sags, standards, causes and solutions
- EMC and earthing
- Power & PQ monitoring
- Transients and surge protection devices
- Short circuit studies & assessing voltage dips
- Mitigations solutions for PQ

- Assessing harmonics

The workshop was supported by the Energy Commission, the Association of Consulting Engineers Malaysia (ACEM) and the Institution of Engineers Malaysia (IEM). TEEAM wishes to thank the sponsorship from Tenaga Nasional Berhad (TNB), ABB Malaysia, Fluke Electronics and Saturn Pyro. Some 50 participants attended the workshop.



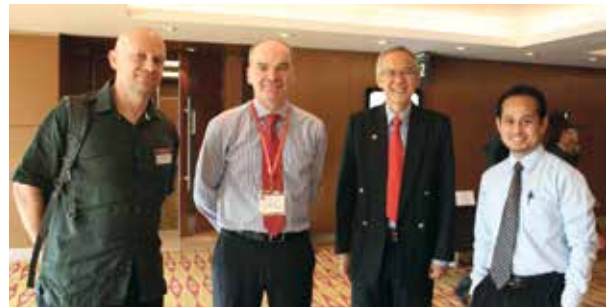
Products promotion – Display of Fluke's range of PQ products.



Show of support – (left) Datuk Ir Ahmad Fauzi Hasan (ST Chief Operating Officer) and Ir Nirinder Singh Johl (TNB General Manager of Strategic Communications).



During seminar – Participants listening attentively to the presentation.



Networking – (from right) Mr Sansubari Che Mud (TNB Senior Manager), Ir Chew Shee Fuae KMN (TEEAM President), Mr Alun Jones (MES General Manager) and a guest.

Speakers



Ms Ruzaida Daud



Ir Dr Mohamed Fuad Faisal



Mr Saravana Jothi Arumugam



Mr Ngai Chee Hong



Dr Che Hang Seng



Ir Looi Hip Peu



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Schneider
Electric

Self-Test RCCB National Campaign

In response to the tragic electrocution accidents in relation to household water heaters, TEEAM strongly believe that the Residual Current Circuit Breaker (RCCB) is the protection device that can save lives and therefore it is necessary to ensure that these devices are in good working condition to prevent electrocution by faulty electrical appliances.

Since the launch of the National Campaign on Self-Test RCCB in June 2014, TEEAM continues to conduct more awareness roadshows in difference locations to spread the message on the need for regular self-testing of RCCB. To date, fourteen roadshows had been conducted in shopping malls, campuses and residential areas to educate the public on how to test their home RCCB through demo units. The cities that the campaign has covered to date are Kuala Lumpur, Petaling Jaya, Penang, Ipoh, Johor Bahru, as well as Kuching in East Malaysia. TEEAM



21st April 2015 – A press conference was hosted by Energy Commission in Ipoh to promote the safety campaign.

intends to organise another roadshow in Kota Kinabalu, Sabah soon.

TEEAM wishes to thank our State Association Members, namely Penang Electrical Merchants' Association, The Perak Electrical Association, Perak Electrical Chargeman & Wireman

Competence Association, Johor Bahru Electrical & Electronics Association and Sarawak Electrical Association for their support and great contributions.

Please visit our campaign website <http://testrcb.my> or www.facebook.com/testrcb for more information.



27th March 2015 – Awareness talk at UCSI University.



12th April 2015 – Awareness talk in conjunction with the 30th AGM of Persatuan Alumni AOTS Malaysia in Crystal Crown Hotel.

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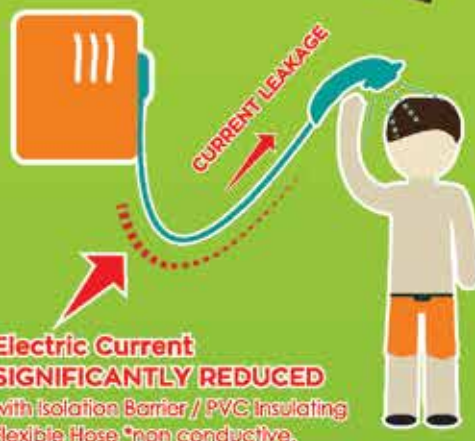
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Solar / Storage Water Heater Isolation Barrier

SAFETY
STARTS
WITH ME



Comparison of water heater with Isolation Barrier and without Isolation Barrier

3.3 kW
240V
14 Amp
(Load Current)

Without Isolation Barrier



Stainless Steel Hose/
Direct contact with
electric current

In Malaysia, whenever there is a current leakage at home and, the Earthing and Residual Current Circuit Breaker (RCCB) are not functioning properly, the Earth wire will be Electrified, and lead to a HIGH CHANCE of fatality caused by the device which is, the Storage / Solar Water Heater.

Reasons:

- The Storage / Solar Water Heater's tank is made of metal (conductive), and it is connected to a stainless steel hose, which is exposed to users.
- The earthing system in the entire house is inter-connected. Instead of being life-saving, it can become the root cause of electrocution simply due to the electro-mechanical failure of the RCCB (residual current circuit breaker) which is supposed to disconnect the circuit if it detects a leakage current. A leakage current happens when the electric current is not balanced between the live conductor and the neutral conductor.
- Refer to the picture without isolation barrier, the 14A is the load current of water heater = $3300/240 = 13.75$ approx. = 14A. The maximum leakage current should reach $240V/500 \text{ Ohm}$ (average body resistance under wet conditions) = 0.48 Amp. (Assume a total short). The key fact in electrical shock is that, any shock current is more than 0.01 Amp (10 milli Amp) can kill a person.

3.3 kW
240V
14 Amp
(Load Current)

With Isolation Barrier



Electric current
significantly reduced

Water is conductive but it is not a good current conductor. Therefore, an isolation barrier is added to elongate the water pathway and turn it into a "non-conductive" pathway. Studies have shown that a 1.0 metre long pathway will reduce the electric current to less than 0.005 Amp (in compliance with IEC standard). It has also been studied and confirmed that if water is traveling through a 1.0 metre (3.3 feet) long pathway and in a 10 mm inner diameter hose, the electric current will not kill a person even if the person is standing barefoot on a wet floor. Therefore, when a user touches the stainless steel hose, it is still safe.



Distributed by:

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Risk & Myth of Electrocution of Electric Storage Water Heater in Malaysia

This article is contributed by Mr Choo Wei Seng, ShowerTec Industries Sdn Bhd

Introduction

There are different types and ranges of water heaters in the Malaysian market today, mainly: (1) Electric Instant Water Heater, (2) Electric Storage Water Heater, (3) Solar Water Heater and (4) Industrial Heat Pump for commercial / hotel applications.

Counting on the number of unit per annum being sold to the market, the Instant Electric Water Heater is always the best seller (500,000 units per year), followed by Electric Storage Heater (80,000 units per year) and Solar Water Heater (20,000 units per year) in Malaysia.

Given the above statistics, Electric Storage Water Heater is another popular method of heating water in Malaysian households, particularly for bathrooms in luxury condominiums, service apartments, SOHO and SOVO, where small-sized storage water heaters (30-50 liters) were installed instead of the Electric Instant Water Heater. Despite the popularity and increasing usage of Electric Storage Water Heater, some aspects of the safety measures are overlooked. They are a handful of fatalities involving water heaters each year.

What actually happened in all cases of Electrocution via Water Heater?

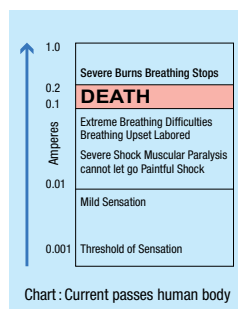
1. As per investigation reports, all the fatal cases had failed Residual Current Circuit Breaker (RCCB), which didn't trip to save lives.
2. Most fatal cases had no earth connectivity anymore (due to the building's unreliable earth wiring), some are due to poor quality of earth rod clamps (rusted & disconnected) and some earth chambers were chopped off during renovations (car porch tiling)
3. Non-qualified electricians were engaged to install water heaters where undersized wire was used. After a period of time, the live wire melted and bonded with earth wire, and current then leaked from live to earth.
4. External current leakage: when an appliance (such as a kettle, fluorescent lamp) leaks, current combines with failed RCCB and broken mains earthing system, the leak current will be looking for a direct pathway to earth. During this unfortunate incident, if a person is having shower and if the shower system is connected to stainless steel hose and chrome hand shower, he/she will be electrocuted because the current travels through the earth system, through tank's body, stainless steel hose and then their body to exits through their bare feet to the earth /wet floor.
5. As a result of the above, the earth system is electrified and most of the time they are connected by stainless steel hose and conductive chrome hand shower that are exposed to users. If the user touches them, he/she will be electrocuted.

Risk of Electrocution

How much current can kill a person? The chart below explains it:

As shown in the chart, current shock is relatively more severe as the current rises.

For current above 10 milliamps (0.01A), muscular contractions are so strong that the victim cannot let go of the stainless



steel hose that is shocking him. At values as low as 20 mA, breathing becomes laboured, finally ceasing completely even at values below 75 milliamps.

Is my house wiring properly wired according to the Electricity Regulation Act?

In Malaysia, the installation of "individual" RCCB with leakage current sensitivity of 10mA in a wet area is a statutory requirement under Electric Regulation Act 1994, however, many houses are only protected by the mains RCCB with the leakage current sensitivity of 100mA.

The wiring regulation assumes that RCCB is always in working condition and also protective earth is reliably connected in all circumstances, and everything is perfect and safe.

However, the ugly truth is that, there are just too many sub-standard products such as electrical wires that are thinner than the required specifications, varieties of RCCB in different brands that come without SIRIM/ST approval (illegal) flooding the market. Besides that shoddy workmanship conducted by foreign labourers, incompetent and unlicensed electricians who carry out electrical works are worsening the situation.

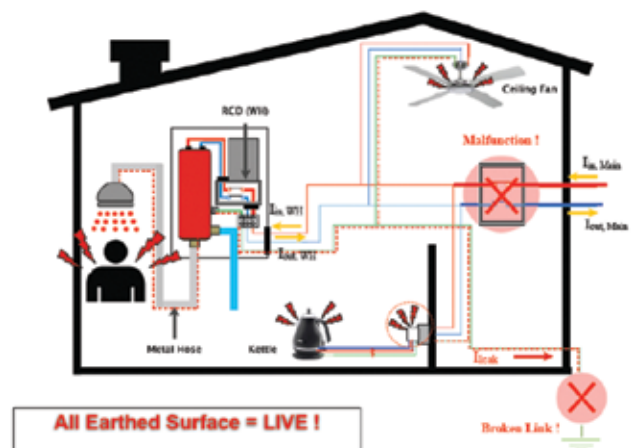
Now, let us share a few MYTHS in Electrocutions via Water Heater.

MYTH 1

Many think that if the Storage Water Heater is switched off, it will be safe.

FACT 1

Any electrical leakage at home, if earthing and RCCB are not properly functioning, the Earth system in the whole house will be electrified and lead to a high chance of fatality caused by the device, which is the Water Heater, through the Stainless Steel Hose. The reason is simple, because current comes from earth connection at Storage Water Heater tank's body. As a result, many people perceive that the water heater is causing the electrocution. This perception is wrong, refer to Picture 1.



Picture 1: Showing failed RCCB, and Earth Chamber ground wire disconnected/ broken. Fact: Chances of user touching the Water Heater's Stainless Steel hose is VERY HIGH.



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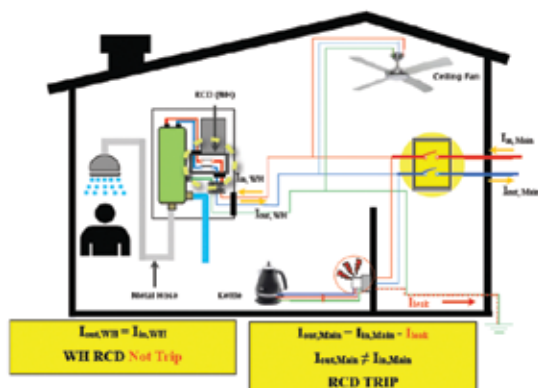
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MYTH 2

Many think that the RCD/ELCB that is built in the Electric Instant Water Heater is the ultimate solution for safety.

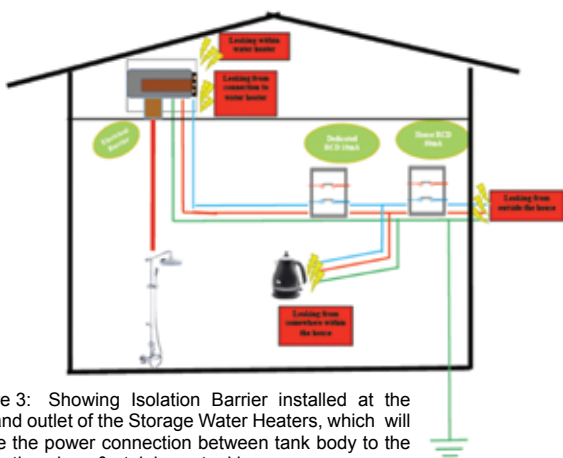
FACT 2

Instant Water Heater with built-in RCD/ELCB is only protecting electrical leakage within the water heater itself.



Picture 2: Showing the RCD only protects the circuit after the heater, not before the heater. Fact: Built in RCD in IWH will not trip in the event if current leakage comes from external.

In Malaysia, Electric Storage Water Heaters in the market are without built-in RCD because it is installed above ceiling (hidden from view). Very often a dedicated RCCB with 10mA sensitivity is not installed in conjunction with the Electric Storage Water Heaters. And the only protection comes from 100mA or 300mA rated RCCB in the Distribution Board. The safety solely relies on the working RCCB at the main Distribution Box (DB) and the protective earth connection. Imagine if both of them fail, precious lives will be lost!



Picture 3: Showing Isolation Barrier installed at the inlet and outlet of the Storage Water Heaters, which will isolate the power connection between tank body to the conductive pipes & stainless steel hose.

Summary

- 1 Water heaters should only be installed by qualified electricians.
- 2 Use only water heaters that are approved by SIRIM and ST (Suruhanja Tenaga). (*you may refer to www.malaysiancertified.com.my for more details)
- 3 Always test the RCCB in your house Distribution Box regularly to ensure its functionality. The requirement says it should be tested 4 times annually.
- 4 House wiring system is recommended to be inspected by qualified electrical contractors every 10 to 15 years for possible deteriorations.

The above are often neglected due to ignorance from users, unscrupulous businesses which sell sub-standard and illegal products in the market, weak enforcement on safety regulations, and many other factors making the installation of water heating systems in a risk-free environment impossible.

In order to adapt to the current situation, Isolation Barrier is a simple and quick solution to prevent electrocution. It has been studied and confirmed that if water is travelling through a 1.0 metre (3.3 feet) long pathway and in a 10 mm inner diameter hose, the electric current will not kill a person even if the person is standing barefoot on a wet floor. Installation Isolation Barrier on water heater is able to mimic the same principles of elongating the water pathway and turn the highly conductive current pathway into a “non-conductive” pathway in the event of electrocution. Refer to Picture 3.

Conclusion

Electric Instant Water Heater users are advised to change to PVC insulated flexible hose and plastic taps at inlet and outlet today. For Electric Storage Water Heater, install the isolation barrier at inlet and outlet of the Storage Water Heater, to avoid failed RCCB and broken mains. It will save lives!

Mr Choo Wei Seng is the Factory Manager of ShowerTec Industries Sdn Bhd, a manufacturer of Electric Water Heater. He is also an active committee member of SIRIM Working Group WG02 for Household Heating Appliances, and Working Group WG01 for Household Electric Motor Appliances. Over the years, he has helped suggesting ideas and changes in developing Code of Practices, Safety of Household and Electrical Appliances for MS and IEC standards.



1-Day Wiring Design Workshop

Date : Thursday, 19th November 2015
Time : 9:00am – 6:00pm
Venue : Impiana Hotel Ipoh
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Table Tennis Tournament

TEEAM successfully organised the 2015 table tennis tournament for members and their employees on Sunday, 14th June 2015 at Sports Forum 19, Petaling Jaya, Selangor. Some 39 players competed in the singles' championship. They were staff members of Conway Terminals Manufacturer Sdn Bhd, EITA Resources Berhad, Gruppe Lighting Solution Sdn Bhd, Indkom Engineering Sdn Bhd, Schneider Electric Industries (M) Sdn Bhd and Yuan Ming Electric Sdn Bhd. TEEAM Sports Committee, Member Mr Chong Kwong Fah also took part.

The list of winners appears on page 73.



Cheerio! – A group photo before the game.



Via for championship – (left) Mr Tan Kok Heng (Conway Terminals Manufacturer Sdn Bhd) versus Mr Peh Boon He (Yuan Ming Electric Sdn Bhd).



Support from EITA – Strong contingent from EITA.



Champion – (2nd from left) Mr Tan Kok Heng (Conway Terminals Manufacturer Sdn Bhd) received a trophy & AEON cash vouchers from Ir Chew Shee Fuee KMN (TEEAM President). Looking on are (far left) Mr Liang Kok Boon (TEEAM Sports Chairman) and Mr Fong Mun Loon (TEEAM Sports Committee).



Congratulations! – The jubilant winners and participants posing with TEEAM officials.



3rd Runner-Up – (2nd from right) Mr Wong Jiann Shyong (EITA Resources Berhad) received AEON cash vouchers from Mr Liang Kok Boon (TEEAM Sports Chairman). With them are (left) Mr Fong Mun Loon (TEEAM Sports Committee) and Ir Chew Shee Fuee KMN (TEEAM President).



2nd Runner-Up – (2nd from right) Mr Wong Siew Heng (Yuan Ming Electric Sdn Bhd) received a trophy & AEON cash vouchers from Mr Liang Kok Boon (TEEAM Sports Chairman). With them are (left) Mr Fong Mun Loon (TEEAM Sports Committee) and Ir Chew Shee Fuee KMN (TEEAM President).



1st Runner-Up – (2nd from right) Mr Peh Boon He (Yuan Ming Electric Sdn Bhd) received a trophy & AEON cash vouchers from Ir Chew Shee Fuee KMN (TEEAM President). Looking on are (far left) Mr Fong Mun Loon (TEEAM Sports Committee) and Mr Liang Kok Boon (TEEAM Sports Chairman).



- **100% Manufacture in Europe**
- **Comply to IEC 60898-2, IEC 609472, IEC 61008 and etc**

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TEEAM Specialised Group – Engineering Construction & Services

By The Chairman, Ir Chang Yew Cheong

Engineering Construction & Services Group is the biggest group among TEEAM's membership. Members range from individual members to multinational companies and listed companies which are involved in construction and services, consultancy, contracting and so on. This year is a challenging year for the engineering construction and service members because of the implementation of GST (Goods and Services Tax) by the Malaysian Government and the regional economic integration of the ASEAN Economic Community (AEC).

GST

The GST come into effect on 1st April this year. All businesses that have sales turnover equal or more than RM 500,000 are required to register for GST. TEEAM had organised a series of GST seminars starting from last year with the intention to help members understand the GST's implementation. However, many members still face problems on the implementation of GST after 1st April.

For the Engineering Construction & Service Group members, the execution of the GST may sometimes differ from those applicable to the Trading and Manufacturer Members. For example, the projects involve progress payments, or sometimes the service works are completed before the purchase orders are issued by clients.

AEC

The ASEAN Economic Community (AEC) will take effect this year, where the AEC areas of cooperation include human resource development and capacity building, recognition of professional qualifications, closer consultation on macroeconomic and financial policies and so on.

The AEC will transform ASEAN into a region with free movement of goods, services, investments and skill labours. This will offer an opportunity for TEEAM Engineering Construction members to explore the 600 million population market in this region. Under the recognition of the ASEAN Framework Agreement on Services (AFAS), Article V states that each Member State may recognise the education or experience obtained, requirements met, or licenses or certifications granted in another Member State for the purpose of licensing or certification of service suppliers. With this, TEEAM members will be able to venture into the new market, especially for Engineering Construction and Service members to form any consortium that includes the consultation, contracting or project management or executing project in other countries. Working with Manufacturing Group members hand in hand, I believe this will help to promote more Malaysian products in the ASEAN countries.

RCCB Safety Programme

Household electricity safety is neglected by most people. According to Suruhanjaya Tenaga's (ST) report on the accidents related to electricity, there were 46 cases in year 2013 compared to 55 cases in year 2012. Despite the drop in the accident cases, there are still a lot of households which are not aware of the importance of electrical safety at home, especially the required regular test of the RCCB.



Ir Chang Yew Cheong
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With the objectives to improve the awareness on the importance to perform RCCB test regularly, and with Trading Members leading the event, we have organised a series of "Self-Test RCCB Campaign" over the whole of Malaysia including Penang, Johor, Perak, Sarawak and Klang Valley. The events have recorded very good responses from the local communities, with the support from the ST and media publicity.



AFEEC FAPECA Conference & Meeting

Last but not least, this year's AFEEC FAPECA Conference and Meeting was held in Pattaya, Thailand from 20th to 23rd August 2015. In conjunction with the event, the "Best Contractor Award 2015" was presented during the conference. About 19 TEEAM participants, including the award winning contractors, attended this event.

In conclusion, I hope that the Engineering Construction and Services Members will always connect with TEEAM and make use of TEEAM's communication channels as the platform to obtain first hand information related to technical expertise or potential businesses, which will help to further improve your business success across the border.



..... Continue Table Tennis Tournament

Table Tennis Tournament Result

Men's Singles Event

Champion	1st Runner-Up	2nd Runner-Up	3rd Runner-Up
Tan Kok Heng	Peh Boon He	Wong Siew Heng	Wong Jiann Shyong
Conway Terminals Manufacturer Sdn Bhd	Yuan Ming Electric Sdn Bhd	Yuan Ming Electric Sdn Bhd	EITA Resources Berhad
Trophy & AEON Cash Voucher RM 200	Trophy + AEON Cash Voucher RM 120	Trophy + AEON Cash Voucher RM 80	AEON Cash Voucher RM 50

