



SungeiWay

SEPTEMBER/DECEMBER 1989

KDN PP37/6/88

SungeiWay



THE SUNWAY TECHNOLOGY PARK

Lured by attractive investment opportunities, industrialists from around the world are now pumping in billions of dollars into Malaysia. This is good news for the country, for as we move into the 21st Century, Malaysia needs to become less dependent on the export of primary products for income.

The upshot of this increased investment in the manufacturing sector by local and multinational companies, is the growing demand for prime industrial land – particularly in the Klang Valley where an acute shortage now exists.

In answer to the urgent need for more industrial lots in the Klang Valley, Bandar Sunway Sdn Bhd will launch Phase 9 of its development plan – The Bandar Sunway Technology Park in October.

Bandar Sunway Sdn Bhd is very confident that the Techno Park will become the "golden hub of the light industry"

because of its very strategic location – only a few minutes from Kuala Lumpur, Petaling Jaya, Subang Jaya, Subang International Airport and Port Klang, the major commercial "hot spots".

In addition, the one and a half storey terrace factories (two designs – Alpha and Omega) boast the following standard features:–

- space saving column free design
- heavy-duty flooring to withstand heavy "battering"
- flexible layouts – you can tailor the interior to suit your business
- high ceilings to accommodate container loaded lorries – your goods can be loaded and unloaded on your shop-floor
- a mezzanine floor that can be converted into office space
- clean drainage and oil/grease traps to control pollution

A comprehensive alarm system, incorporating the Caddix Ranger 8800 control panel and vibration and smoke detectors, protect individual factories against break-ins and fire. (Heavy-duty roller shutter doors are fitted on all entry/exit points).

The alarm system is also linked to a 24 hour central monitoring station (CMS), where an around-the-clock watch on your factory will be maintained. Pay-roll protection service is also available.

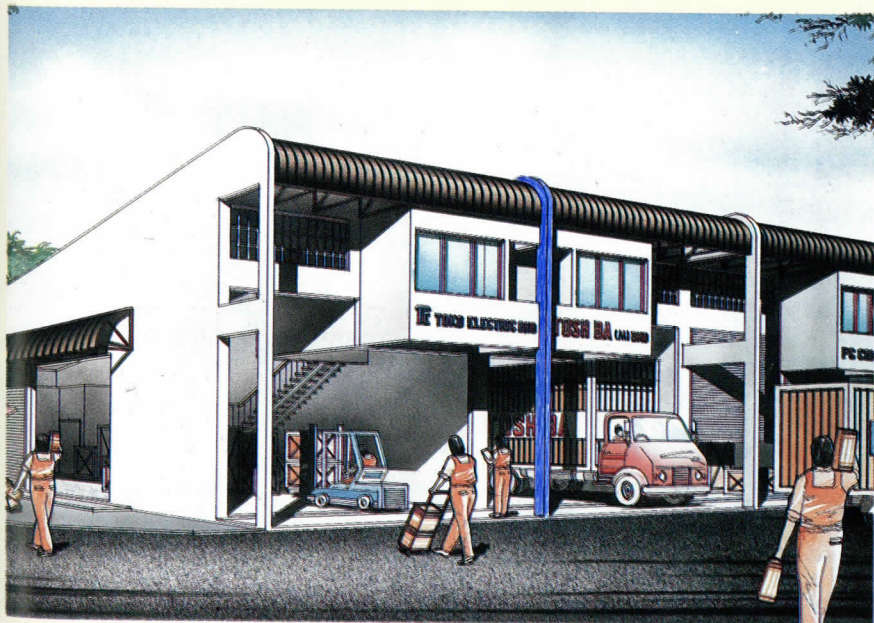
The advantages of setting up your business in Bandar Sunway are many. Apart from the well-designed Technology Park industrial lots, a good existing infrastructure is already available. This will soon be boosted by the completion of the Southern Expressway and the double-tracking of railway lines between Port Klang and Kuala Lumpur. Lastly, a strong existing market base and an abundance of labour in the Klang Valley is ready to be "tapped".

Strategic location, good infrastructure, abundant labour and well-designed factory units will undoubtedly ensure the runaway success of the Bandar Sunway Technology Park.

Central Monitoring is a link-up between an alarm system to a sophisticated "control station" or Monitoring Centre as it is correctly called. (This monitoring centre can be located any where).

When sensors detect an emergency, or an emergency panic button is pushed, the alarm control unit automatically sends a signal over your phone line to the 24 hour Monitoring Centre. This signal contains information that lets the monitoring centre operator know exactly what type of emergency it is.

The alarm is verified by the operators who then communicate information to the police, fire services and Bandar Sunway Security within seconds.



JAMES LOH CHEE YUEN
Sungei Way Properties

EDITORIAL

There cannot be many among us who have not seen, heard or even felt the dynamic resurgence in the businesses of the SungeiWay Group. To some extent, the Berita Sungei Way has successfully captured, reflected and portrayed this vibrant dynamism and the uplift in the morale of the Group's workforce.

Great scope still exists, however, for more and varied news, not only about our subsidiaries but life in the Group as seen through the eyes of its people. Can we hope that with the turn-around in our fortunes, the writing spark will be kindled in more of us in 1990?



Dr. L.J. Fredericks
Mushtaq Hussin
Purusothaman
Peter Ling
Jeannie Lau
Mok Sew Wah



A woman telephoned the builder of her new house to complain about vibrations that shook the structure when a train passed by some half-mile away.

"It's ridiculous," he told her. "I'll be over to check it."

"Just wait until a train comes along," said the woman when the builder arrived for inspection.

"It nearly threw me off the bed. Just lie down there and you'll see."

The builder accepted her challenge. He had just stretched himself on top of the bed when the woman's husband came home.

"What are you doing on my bed?" the husband demanded. The horrified builder shaking like a leaf replied, "Would you believe? I am waiting for a train."

MOK SEW WAH
Sungei Way Holdings.

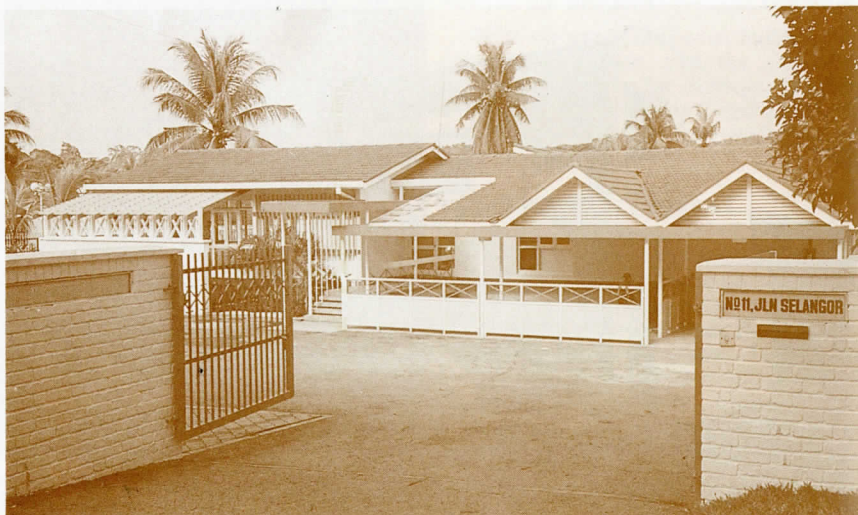
WHAT'S AT 11, JALAN SELANGOR

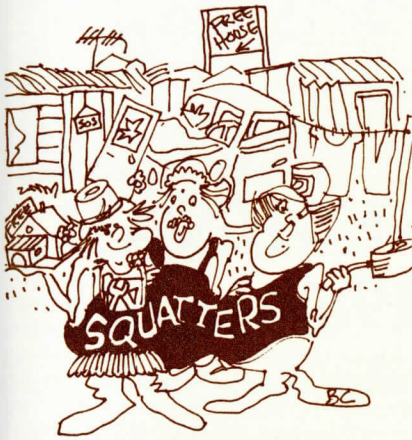


Picture the following! A good workout in a fully equipped gym, a sauna session, followed by a hot or cold shower, then relaxation with a long cool drink by the bar. How does that sound to you? Well, you lucky lot (Sungeiwayans) can do just about that with the successful completion of the renovation and upgrading work to the above bungalow. For those who love to imitate Morten Frost in action, badminton court is situated just at the left-hand side of the bungalow and for those ping-pong lovers, the tennis table is just at the right side of the front entrance to the bungalow.

It has always been Dato's belief that a healthy body breeds a healthy mind and a healthy mind means healthy profits. So, see you guys and gals at our latest staff recreational centre soon.

LIM KAI KONG
Sungei Way Properties





MY EXPERIENCE WITH SQUATTERS

business, the ones who are genuine and not to say, the not very rich ones! There are some of them who want you to give them heaven and earth but do not want to take the initiative to make the first move – that is as if you would know how to read their minds. I would always say to them, “Come and see us, we are very friendly people. You make the first move and we’ll try to help you if we can!”

But of course, I always feel great when they are happy and are also thankful to me; – they say things like... “Oh, Maggie, you’re really great, I’m glad you’re able to help me...” I also see those with problems and want everything and not do anything about it; they remark harshly at me saying “You think you are all so great... blah, blah, ‘blah...” Ah... sometimes they do threaten us. There are also some of them who want more... Some need have several rounds of explanations on the same day, talking about the same problem and are not willing to move as they feel that they are not satisfied – sometimes their problems cannot be settled in one day.

I enjoy talking to these people... at times... though I feel that they’re asking too much from us. When the genuine ones, the really poor squatters approach me they

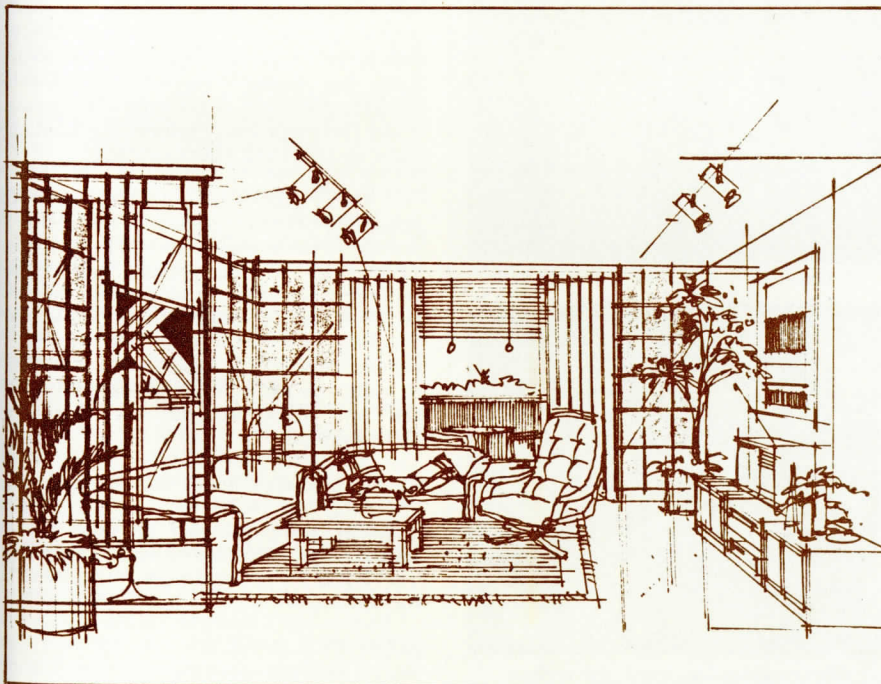
put on a sad face saying, “Please let me have more time to pay...”, Of course, I draw up a “savings plan” with strict dateline so that they understand how to settle the first 10% for their flat.

On funnier occasions... sometimes, during our first balloting exercise, we had to ask if they were married or not. My colleague, Edward, asked this old Indian man, “Is your wife married?” It sure took the man by surprise! At times they try hard to be funny, especially when they make me utterly speechless... you see. There was this bachelor, when I asked him if he was married, he said... “No, what about you?” They really make you angry and yet amused too!”

Though there were a lot of problems – heartaches, temper flaring, miscommunication, misunderstanding, and not forgetting the good things that we were able to do meaning educating the squatters on the procedures of buying a house and sorting both of our problems – we managed to handle them properly. For this, I have to thank my boss and everyone for giving me the chance to prove myself.

MAGGIE HO
Sungei Way Properties

An Apartment Living Room



The illustration is a simple designer’s view of an apartment living room.

The decor is very much contemporary, exuding a relaxed atmosphere.

The sofa settee comprises of a three and two-seater with plain, bold-coloured fabric upholstery so as to fit the small living room. The centre table made of wood is simply designed with a spray paint finish. There is also an easy arm-chair which is ideal for TV viewing and reading.

For the TV, a low side cabinet which is also in spray finish is placed against the wall so as to save space. Tinted mirrors with plywood backing at certain sections of walls brighten up the room and also give the illusion of space. A soft and pastel wallpaper with a little texture is suitable to blend in with the surrounding.

A divider screen, with lightly tinted glass panels, is not only decorative but it also places the layout of the room into better perspective. A small piece of rug is placed in the centre so as to soften the whole living area. Plants, decorative lightings, wall posters and various knick-knacks provide the finishing touches.

NELSON YONG
Design Tropics



ANNUAL EXECUTIVE SEMINAR OCTOBER 11 – 14, 1989

The SungeiWay Group being diversified in its nature and with the large pool of executives operating in the various divisions, the executive seminar is a must. It brings together the executives to participate freely and to foster a greater sense of belonging to the Group. At present, there are 270 executives employed with the Group and it is expected that 230 of them will be attending the seminar which will be held in Awana from October 11 – 14, 1989.

In following the tradition set last year, the Executive Seminar will also be held in conjunction with the Family Day

outing with the exception of the Car Treasure Hunt which will not be held this year. The seminar will be held just before the Family Day; last year it was held after the Family Day.

With the number of executives attending the seminar this year compared to only 160 last year, it will be a tough effort for HRD and the Kelab Sukan Sunway to organise both the functions, but I am sure they will try their best to meet our expectations.

Last year, the Kepnor-Tregor Management tools on problem-solving and

decision-making were chosen for our seminar in Awana and were seen to be well accepted by our executives. For the seminar this year, the HRD has identified a few modules considered of importance to be delivered to our executives.

HRD has approached Lens International (M) Sdn Bhd to give us a one day programme which focuses on 'CUSTOMER SERVICE: THE EDGE OF EXCELLENCE'. The objectives of this programme are:

- i) to enhance Management Commitment to providing excellent Customer Service.
- ii) to initiate the perspective that 'everyone is a salesman' as a component of active customer service.
- iii) to augment the current service strategies and actions across the Group.

This programme scheduled for October 12 will feature a participatory format including a presentation, teamwork, workshops and a video presentation. Its emphasis is on looking from the customer's perspective and will supplement the efforts already in process to provide a superior customer service. The consultants are experienced facilitators who have worked in Europe, America, Australia, India, Kenya, Philippines, Indonesia and Malaysia.

HRD has also approached Skilltek (S'pore) Pte Ltd. to conduct a one day programme on 'IMPROVING HUMAN PERFORMANCE' on October 13, 1989. It will be facilitated by Mr. Bruce Reidy, who is the Director of Skilltek. Mr. Bruce Reidy has extensive experience, providing consulting services in the area of Organisational Development, Performance Management and Reward Management.

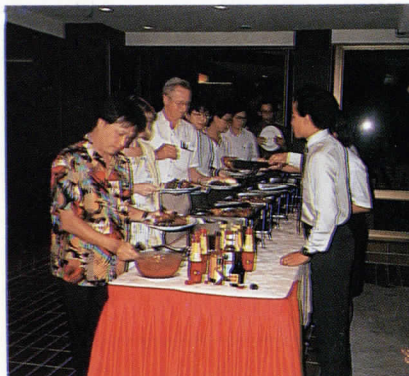
The HRD is also looking into the possibility of getting a speaker from IBM to portray to us the importance of Information Technology in the present and future economic scenario. If successful, this will be a half-day programme held on October 14, 1989. On the other hand, if this is unsuccessful, HRD has in mind a number of other programmes considered beneficial and important to our Executive Development.

As the seminar will be a 2½ day affair, the Management hopes that all executives attending will make the best use of this occasion to participate as well as to assimilate as much knowledge as possible. The HRD looks forward to seeing you at the seminar.

MUSHTAQ HUSSIN
Sungei Way Management



Anybody wants to work in Australia?



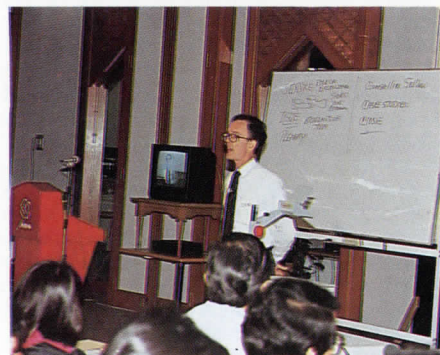
More sance please!



Group Discussions

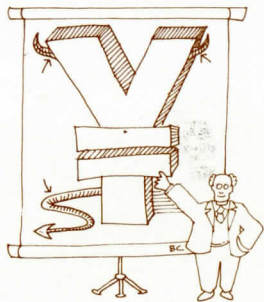


Keynote address by Dato' Jeffrey Cheah



Checking-in at our reception counter

IN SEARCH OF THE BIG YEN



The Malaysian government has always encouraged entrepreneurial skills in local businessmen. Local businessmen should go one step further to pit their entrepreneurial skills against the great Japanese in their home market.

Japan is really too important to ignore. It makes up 10 per cent of the world's economy and has 120 million affluent people. That makes it the largest single consumer market in the world. Foreign companies can compete with super-efficient industry of Japan that produces everything at rock-bottom cost; for however fast they imitate there are always niches to be filled.

Japan has, in the last 100 years, emerged from almost total isolation to make up (by most economic indicators) about 10 per cent of the world's economy. While growth has been most rapid in the sixties, it is certainly not a post-war phenomenon. Pre-war Japan was the most industrialised country in Asia, and developed unique institutions or conglomerates that are now so powerful.

An understanding of the culture of the Japanese will bring its rewards.

The Japanese system is regimented and disciplined and everything has rules, regulations and customs. To get into most companies you have to obtain an introduction and know the rules of getting the introduction. You also need to know exactly who you want to speak to and how to get to talk to him.

You must grasp that in Japan you are constantly dealing with a group system. Nobody does anything on his own. The Japanese are lesser individualists, and are more inclined to submerge in some large group to which they belong.

When attempting to break into the Japanese market, you must cope with the Ringi system. The process involves obtaining agreement from appropriate people in every department to be affected before arriving at an official decision.

The Japanese place a great deal of emphasis on human relations and human factors. Thus, your business approach has to become a human approach. Personal relationships with business clients are essential eg. inviting to your home with your wife acting as hostess.

You must have a fundamental inkling on how natives live and talk before you can hope to sell your products to them.

Japan is a society where the consumer rules. The boom in consumer expenditure is the result of the real improvement of spending power among Japanese workers. Nowadays consumer tastes and fashions are highly sophisticated. They have a firm eye for value and quality and a fine regard for the prestige product. There is no selling shoddy goods in Japan no matter what the price - consumers are fastidious about

product quality. Buying decisions are often based on the aesthetic appearance of packaging, containers and labels - their shape, colour and elegance.

A few concluding tips to do business in Japan. The entrepreneur must be prepared to plunge headfirst into the market, prepared to spend a vast amount of money with little in return.

The Japanese are only interested in long term prospects. They themselves look far into the future when it comes to business and they like to know if you will stick around. It has been said that Malaysia is not

too successful in Japan because we do not think long term. The Japanese want you to stick around; you cannot make quick returns in Japan.

A Japanese company taking risks will expect to make a loss for a few years. The Malaysian executives want profit instantly, mainly to keep shareholders happy. You should not give up because the results do not come immediately. It pays to be more far-sighted and visionary.

NGAN KIM SANG
Sungei Way Management

THE NATIONAL MANAGEMENT GAME

As promised in the last issue of the Berita, here are some extracts of the interview held with Mr. Larry Yap, Mr. Mok Sew Wah, and Mr. David Lee, on their experiences after participating in the first round of the National Management Game competition. It is also good to note that the team has now succeeded in entering the second round.

Mushtaq:

Larry, being the team leader, what is your comment on the total concept of the game?

Larry:

Well, like all simulation we can't totally reflect what goes on in real life, particularly in the type of game where people management does not arise. It is more a case of simply moving resources from one place or function to another with the aim of maximising profit. I find that the challenges lie in trying to anticipate over competitors move and therein lies a great similarity to what we do in the real world.

Mushtaq:

I understand that the first round was played over six weeks with each decision made submitted at the beginning of each week, and also that the second round will be in a similar format. Do you find problems in meeting regularly to make your decision as a team?

Larry:

I think 1989 is a very challenging year for all of us in the Group particularly in terms of time available for pursuits outside of our normal daily responsibilities. Yes, we do have some difficulties in meeting regularly to make our decisions but this is where our spirit of team work comes in. Where a decision has to be made, we just take in our stride whenever the team member is unable to make the meeting due to his work responsibilities.

Mushtaq:

Mok, I understand that the criteria to enter the second round of the National Management Game is profitability. How did our team fare in this aspect?

Mok:

I am afraid I cannot reveal this information to you as the results are yet to be approved by the Board of Directors. (jokingly)

Mushtaq:

So far how do you find the game? Do you find it interesting or boring?

Mok:

Well, it is definitely very interesting and exciting as we are put into a situation very close to the actual corporate battle environment. I don't think there is any boring moment but certainly there are moments of anxiety, especially trying to manoeuvre our ways within an out of tight liquidity situations and high stock levels.

Mushtaq:

David, how have you benefitted from the game?

David:

I personally feel the game has certainly offered us an opportunity to improve our qualities in a few areas. Firstly, it would be synergy among team members to make a concerted decision particularly under very difficult trading conditions. Secondly, I am able to acquire a better know-how of financial aspects in running a business, being a non-financial man.

Mushtaq:

Now that the team is in the second round, what do you think are our chances of entering the next round?

David:

Naturally, we have learnt a lot from the first round. It is obvious that improvements can be made after learning from some of our earlier mistakes. In the second round, I feel we are better geared as we have a better idea of the game particularly under simulated and not real-life conditions and the morale of the team is also high. I think the team can progress.

Mushtaq:

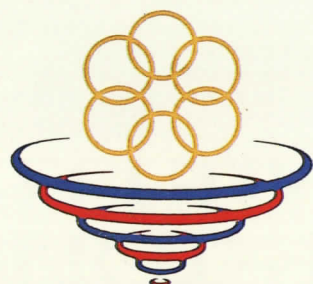
Ng, In your opinion, what are the critical areas of this game?

Ng Back Heang:

This game calls for meticulous planning especially on product pricing where precise anticipation of competitor's reaction towards market changes is critical. Also, patience, perseverance and team work are essential to maintain profitability and to emerge as winners.

We wish them the best of luck in the second round of the National Management Game.

MUSHTAQ HUSSIN
Sungei Way Management



SEA GAMES XV
KUALA LUMPUR
1989



**STADIUM
MERDEKA**

Our Contribution to the SEA GAMES XV

Our involvement in the SEA Games XV first began with an idea from the Sunway Student Council to participate in the Torch Run as a way of showing Sunway College's contribution to the Games. We then applied for support in sending a team of Sunway students and staff members on 1 - 2km route. However, Encik Abdullah, the Public Affairs Manager of The SungeiWay Group had an even better idea. Instead of merely enjoying a few short minutes of exposure, why not lead for greater support to the nation's efforts to make the SEA Games a success by working as one of the ticket-selling arms of the SEA Games Ticketing Sub-committee. By the time Encik Abdullah finished his short presentation to the Council on 24th June 1989, we were all as enthusiastic as he was about this idea.

So, the Torch Run idea was quickly dropped and the Student Council began planning for its new task. Our strategy was not complicated as our aim was to 'pre-sell' SEA Games tickets to the public before the events started. We had to concentrate on schools, colleges, universities, sports associations, shopping complexes and other public places. As the school holidays were just around the corner we decided to devote the first 2-weeks to sports clubs and setting up booths in shopping complexes, colleges, universities in the K Lumpur/P Jaya areas. When the schools re-opened, we directed our attention there, right before 17th August which was our deadline.

Our first attempt of selling the tickets at places like Sungei Wang and Puduraya were disheartening. Only 2 tickets were sold despite our best efforts. Some members of the public commented that the games were still far off and they preferred to buy the tickets at a later date. The potential customers had a limited choice because we were given tickets for only certain events.

As we proceed on with a hectic schedule, we were often short-handed and decided to recruit a number of volunteers to help us. We managed to produce various order forms and information sheets for what we perceived to be our biggest customers - schools and private colleges/



Our Student Counsellor presenting Sea Games tickets for the unfortunate to En. Hitam Bin Cik - Deputy Director General of the Ministry of Welfare.

universities. A programme was also introduced to recruit part-time workers at \$18.00 per day to man booths at major shopping complexes in KL/PJ areas. However, we suffered some setback as some schools would not allow us into their premises, claiming that they had not received any letters from the Ministry of Education.



One for the Album - with Dato' Najib

Ms Lee Siok Ping
(Sunway College)
Mr M Elangovan
(Sunway College)
Encik Abdullah Mohd
(SW Management)

Mr Loh Pak Lin
(SW Management)
Mr Lai Kam Mun
(SW Computer Services)
Mr Nicholas Ng
(SW Computer Services)
Ms Norazimah A Nawawi
(Human Resource Div.)

- Ticketing
Sub-Committee
- Ticketing
Sub-Committee
- Ticketing Committee

Opening Ceremony Officials
(gymnastics)

- Ticketing
Sub-Committee



Our campaigner's for the Sea Games.

However, despite all this, we succeeded in collecting \$4,469.00 with the sales of tickets through the efforts of students, staff members and with some contribution from Sungei Way Management.

While selling the tickets, the Student Council, the staff of Sunway College as well as the staff of The SungeiWay Group of Companies were collecting donations for purchasing the SEA Games tickets to be presented to the 'unfortunates' from the Welfare Institutions. A total of 1,836 tickets for various games (swimming 254, athletics 948, gymnastics 384, sepak takraw 50, karate 100, silat 100) were purchased and presented to Encik Hitam bin Chik, Deputy Director General of the Ministry of Welfare by Ms Lee Siok Ping, the Student Counsellor on August 19, 1989.

According to Encik Hitam, this was the first time in history that the 'unfortunates' were able to witness the international events of the SEA Games. Thanks to all donors.

Our participation in the SEA Games did not end here. Another 20 more students volunteered to undertake duties either as ticket sellers, gate checkers and supervisors at various venues during the games.

A total of 87 students and 10 staff members from The Sungeiway Group of Companies were directly or indirectly involved in the SEA Games.

Many thanks finally to Ms Lee Siok Ping, the Student Counsellor, Mr Elangovan and Encik Abdullah for all their help.

BARRY GOH MENG YEW
PRESIDENT
Sunway Student Council



SUNWAY TOASTMASTERS CLUB – TOWARDS THE GREAT DEBATE

The "Battle of the Wits" is under way. The debate is a brainchild of the Institute of Public Relations Malaysia (IPRM) and has attracted 24 teams from the various Toastmasters Clubs, private organisations and Universities.

The teams will battle it out for the Challenge Trophy and the prestigious title "Wit of the Year", will be awarded to one who will also represent Malaysia in the "Great Debate" between Oxford and Cambridge Universities sometime next year.

The first elimination round is in progress and we are proud to announce that Sunway Toastmasters Club has battled its way with wits and wisdom to enter the second round.

The big night was August 14, 1989. The atmosphere was electrifying and the room was packed to only "standing room". The opposition for the night was a team – from Damansara Toastmasters Club (an all ladies team!) and the topic of the debate was "Men are indeed polygamous in Nature". Sunway Toastmasters Club was represented by three courageous men – Dr L J Fredericks, CTM Peter Ling and Rama Kerishnan who were willing to admit in public that men are indeed polygamous.

The men bulldozed their way through and Sunway Toastmasters Club emerged Winners of the Night. We were also awarded a bonus – Dr L J Fredericks emerged as the Best Speaker.

Come September, Sunway Toastmasters Club will again be on centre-stage as we proceed to the 2nd round. With the level of competence of our speakers, we do believe we will make it happen and reach the final showdown to be held at Dewan Tunku Chancellor, University Malaya at the end of the year.

Foot Note: We are there!

Sunway Toastmasters Club is now one of the 3 teams in the Final Round. The final round will be held on November 6, 8, 10 and the top 2 teams will **"BATTLE"** it out for The Coveted Champion Team for The Year 1989.

SEE ALL OF YOU THERE!

PETER LING

Sungei Way Management



A Competent Toastmaster was walking up and down in the other room waiting for his turn to deliver a speech when a lady entered.

"What are you doing here?" asked the lady.

"I am waiting to give a speech" replied the Competent Toastmaster.

"Are you nervous?" asked the lady.

"No, I am not. I never feel nervous before a speech." replied the Competent Toastmaster.

"Then, what are you doing in the ladies room?" asked the lady.

An old man of 70, suddenly disappeared for a month from attending a social gathering in his community. When he resume after a month, one of his buddies came to him and asked.

Buddy : "Where have you been. We have not seen you for a month."

Oldman : "I was in jail."

Buddy : "In jail?"

Oldman : "Yes, There was this beautiful young girl whom I had never met before. She came up to me with a policeman while I was in the supermarket and started shouting at me. "He did it, he did it." (moving nearer and whispering to his friend). "To tell you the truth, I was so proud I admitted guilty."

MUSHTAQ HUSSIN

Sungei Way Management

TROPIGRO

YOUR ONE-STOP HORTICULTURAL CENTER

The SungeiWay Group recently established a joint-venture company with TROPIGRO GARDEN PRODUCTS PTY LTD of Australia. The joint-venture company, INDAH WANGI SDN BHD, aims to establish itself as a one-stop horticultural center serving:

- The nursery industry
- Government Departments
- Horticulturists
- Landscape architects and landscapers
- The home garden market

Tropigro, a manufacturer and wholesaler of garden products and commercial nursery supplies is the Top End of Australia. Tropigro product range contains more than 12,000 products including fertiliser growing media, micro irrigation,

APPLICATION RATES

NEW PLANTINGS

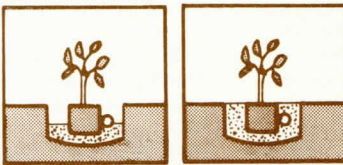
(a) Forestry & Plantation Work

Plant Height	Number of 10g. tablets
less than 0.5 metres	1-2
0.5 to 1 metre	2
greater than 1 metre	3-5

(b) Landscape & Nursery Work

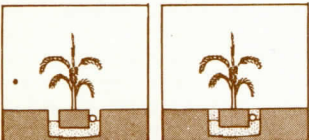
Plant Height	Number of 20g. tablets
less than 0.5 metres	1
0.5 to 1 metre	2
greater than 1 metre	3-5

METHOD OF APPLICATION NEW PLANTINGS



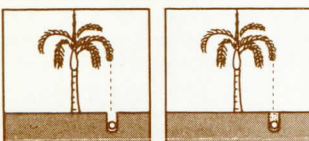
After positioning the new plant in the hole, backfill with soil $\frac{1}{2}$ way up the side of the root ball. Place tablet(s) against the root ball and complete backfill with remaining soil.

PLANTING OUT



After positioning the new plant in the hole, backfill with soil $\frac{1}{2}$ way up the side of the root ball. Place tablet(s) against the root ball and complete backfill with remaining soil.

STOCK IN GROUND



Use a sharp steel bar (crow bar) to make holes 150mm (6") - 200mm (8") deep, evenly around the tree's dripline. The number of holes and the number of tablets is dependant on tree size (see application rate). Place tablets in holes and tamp the soil back in by foot.

nursery pots, shade cloth, spray equipment, nursery accessories, etc., etc.

Tropigro has a small show room in its office and we invite staff of The SungeiWay Group to come and buy things at staff price. Some of the garden products that should interest the staff and executives of the SungeiWay Group are:

- a slow release fertiliser. Its advantages are:
 - it requires only one application for twelve months
 - there is no loss through leaching in our high rainfall climate
 - it is a non-burning substance that saves labour
 - it is economical

ii) Tropigro Potting Mix

This is a new growing mix which replaces soil for pot plants. It is rich in peat and humus but allows excellent drainage. Tropigro Potting Mix makes plants grow faster and helps produce bigger flowers and brighter colours.

iii) Tropigro 'claybreaker'

This is a complete soil conditioner. It breaks up clay and laterite bound soils and improves water penetration and reduces evaporation loss. It is recommended that claybreaker be used in planting holes and around existing plants.

Claybreaker is a must for your new garden as Malaysian soil is typically laterite and clay.

iv) Tropigro Fertilisers. Tropigro has a range of fertilisers:

- TROPIGRO 10-88 is a 100% organic fertiliser and contains all major and minor trace elements in pure organic form. 10-88 does not just feed your plants, it helps build up your soil too.
- Master Green - this is Tropigro's blend of lawn fertiliser.
- TROPIGRO 10-97 complete fertiliser, Tropigro seed-raising mixture, etc., etc.

v) Irrigation

We can supply a fully automatic micro irrigation system for your garden. Imagine going for a long holiday and not having to worry about your garden!!

There are many other products that will interest you. Come visit us and give your garden a treat with our products. Our office is opposite the Sunway Nursery. Call us at 03-7347740.

WONG FOOK CHAI
Indah Wangi Sdn Bhd.



REPORT ON PERFORMANCE OF SUNWAY STUDENTS IN LEICESTER UNIVERSITY EXAMS JUNE 1989



The results of the Leicester University Sunway students in the examination taken this June were very pleasing. Overall they performed as well as, and in some cases better than, the students taking the exams at Leicester. As regards the individual subjects the position was as follows:

1. LAW

a) First Year

The pass rate for the Sunway students was 82.2%, i.e. 2% higher than last year. Those who failed get a second chance in September, when most are expected to pass.

A total of 201 students set the exams at either Sunway or Leicester. Of the 45 Sunway students, no less than five were in the top ten of the combined list.

The outstanding performance, however, was that of Miss Ooi Huey Ling. She headed the combined Sunway/Leicester list with an aggregate more than 20 marks higher than her nearest rival. She scored the top marks in Contract and in Tort (in which Sunway students were the only ones

to gain First Class marks). Her performance in Tort won her the Toller Hales & Colcutt prize of £100, awarded by a firm of Solicitors in England. An excellent performance, which led to her being given one of the Leicester University Sunway Scholarship (worth £1,000 per annum)

b) Second Year

The Sunway students who joined the 2nd Year at Leicester last October are also continuing to do well. 31 of them took the second-year LL.B. exams at Leicester this year. 28 passed all five papers, a pass rate of 90.3%. The pass rate for non-Sunway students was 85.0%. The three Sunway students who each failed just one paper will resit this in September. They will then almost certainly proceed to the final year of the course.

The best individual performance in this group of Sunway students was by Mr R Jayakumar Nayar, who came second out of the 155 students sitting the exams, with First Class marks in Criminal Law and International Law (in which subject he was the top student).

2. ENGINEERING

The picture here is of a very good overall performance by the Sunway students as compared to the Leicester-based students. 14 of the 18 Sunway students passed all papers in June – a success rate of 78%. All four who failed passed the September resit.

In all papers and coursework the average mark of the Sunway students was equal to or higher than the Leicester students. This led the Leicester Board of examiners to minute the following comments on the Sunway students:

“Generally the marks (of the Sunway students) are very good and clearly all these students will be a welcome addition to our second year.”

“The Examiners were impressed with the overall quality of the scripts from the Sunway College students and offer congratulations to both students and staff.”

11 of the Sunway students were in the top 20 of the combined Leicester Sunway list.

On an individual level the best performance was by Willey Liew Yun Hsien, a Sabah Scholar, who came 3rd in the combined list. A Leicester University Sunway Scholarship was awarded to Kee Yang Hooi, who was the next best Sunway student.

3. ECONOMICS

The Economics students also obtained good marks, with Chai Yet Lee being among the top 5 students in Economics papers, and also receiving a Leicester/Sunway scholarship.

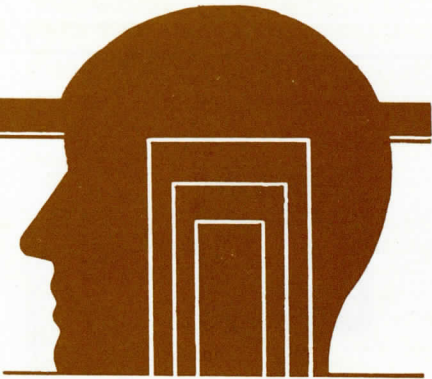
The strong performance of the Leicester/Sunway students this year led to the University Scholarships Committee granting three scholarships rather than the expected two. The generally high standard achieved is a tribute not only to the undoubted hard work of the students themselves, but also to the skill, dedication, and commitment, of the lecturers. They have all set an excellent example for future years to follow. It augurs well for the development of the link between Leicester and Sunway, which will be able to build on these strong foundations.

RICHARD STONE
Resident Director
Leicester University

WELCOME ABOARD

NAME	DESIGNATION	DATE JOINED	NAME	DESIGNATION	DATE JOINED
SW QUARRY INDUSTRIES			SW RISK MANAGEMENT		
1. GAN KENG MEOW	PROJECT ENGINEER	01.06.89	1. PHANG WAIKHEONG	GENERAL INSURANCE CLERK	03.06.89
2. CHAN MOK SUI	QUANTITY SURVEYOR	18.05.89	2. ZULKIFLEE B SULAIMAN	CLAIMS CLERK	19.06.89
3. PIK CHUAN CHAI	QUANTITY SURVEYOR	01.06.89	3. ALEX CHEN CHEE KONG	UNDERWRITING ASSISTANT	24.08.89
4. ONG KING	MARKETING MANAGER	16.06.89	4. PHUN PEY MING	CLERK/TYPIST	14.08.89
5. MOHD SHARIF OTHMAN	SR. MARKETING EXEC.	15.07.89	SW COLLEGE		
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7. YEOH GUAN MIN	DATA PROCESSING CLERK	22.08.89	2. TAN LYE KIT	LECTURER	02.05.89
8. CHIN CHUN KEONG	COUNTER SALES CLERK	19.06.89	3. HARJIT KAUR GILL	LECTURER	03.05.89
9. TONG SWEE KWEE	STOREKEEPER	17.07.89	4. MOHAMAD BIN IBRAHIM	SECURITY GUARD	12.05.89
10. CHEW SOK FUNN/CINDY	STENOGRAPHER	01.08.89	5. KOMARASAMY S/O	SECURITY GUARD	12.05.89
11. HUSIN BNGAH AZIZ	SECURITY GUARD	05.08.89	6. SARADHA	LECTURER	04.09.89
12. LIEW KHEN YONG	SITE SUPERVISOR	21.08.89	7. THANARAJASINGAM	LECTURER	10.07.89
SW MOTIVATL QUARRY			8. ANIL JOSHI	LECTURER	19.06.89
1. LIM POH SAN	DATA PROCESSING CLERK	06.06.89	9. GUDREY MARIA MARTINEZ	CLERK/TYPIST	19.06.89
JUARASAMA			10. ROY RAMESH S/O	LIBRARY ATTENDANT	19.06.89
1. CHONG NYOK FAH	ACCOUNTS CLERK	28.06.89	11. MUNIANDY	LECTURER	01.08.89
2. HEDDY ANG POH LENG	STENOGRAPHER	01.09.89	12. KANNAN KANIAH S/O	LECTURER	01.08.89
SW MACHINERY			13. MANIKAM	DATA ENTRY CLERK	17.07.89
1. NG POH CHOOON	PRODUCTION SUPERVISOR	16.05.89	14. HARIENDER SINGH	LIBRARY ATTENDANT	17.07.89
2. LEONG KAM SENG	SITE MANAGER	02.05.89	15. ANTHONY MICHAEL BOX	LIBRARY CLERK	17.07.89
3. CHANG PIT NGAN/AILEEN	STENOGRAPHER	30.06.89	16. FRANCIS O/DEVASASAYAN	ADMIN. CLERK	10.07.89
SW CONSTRUCTION			17. ELANGOVAN A/L	REGISTRAR	07.08.89
1. TONY TAY BENG KONG	ASSISTANT SITE AGENT	02.05.89	18. MARKANDAN	LECTURER	04.09.89
2. TEH KHING BOON	ASSISTANT ACCOUNTANT	15.05.89	19. TENG CHENG SIONG	SECURITY GUARD	23.08.89
3. TAMBI CHEK B BACHEK	SECURITY GUARD	01.05.89	20. MAVATHISAILAJA D/O		
4. ABDULLAH RAHIMNGAH	SECURITY GUARD	01.05.89	21. SUBRAMANIAM		
5. YAP CHENG SUN	COSTING CLERK	02.05.89	22. SALLEH BIN DIN		
6. HO LILY	STENOGRAPHER	22.05.89	SW MANAGEMENT		
7. GEOH SWEE YUEN	CLERK/TYPIST	29.05.89	1. HELEN LEE HUI LOON	STENOGRAPHER	19.06.89
8. MAY WONG MAY LEE	RECEPTIONIST	25.05.89	2. PETER LING SHUOY HUAH	ASSISTANT MANAGER-HRD	16.08.89
9. POON MUN FOONG	SURVEYOR	22.05.89	3. LAI WAI YIN	EDIT ASSISTANT	14.08.89
10. TAY SIOW WAH	ASSISTANT QUANTITY SURVEYOR	23.05.89	4. MIMI TAN PECK MOOI	MISA	21.08.89
11. CHANDRAN A/L PERUMAL	TOWER CRANE OPERATOR	01.06.89	5. LIM THIAM TATT	MISA	26.07.89
12. PHUA KIM MOEY	ACCOUNTS CLERK	11.03.90	6. CHAN YOON KIAT/ JENNIFER	CLERK/TYPIST	12.09.89
13. FOONG MEE KEN	ACCOUNTS CLERK	17.07.89	7. ANGELINE TEH GUAT SHAN		
14. RAVIDRAN A/L SUPPIAH	ASSISTANT STORE CLERK	01.06.89	SW NURSERY & LANDSCAPING		
15. LEE YIK FUN	COSTING CLERK	17.07.89	1. LEE LAI HOCK	SITE SUPERVISOR	15.05.89
16. CHIN SENG PHUEN	SITE CLERK	05.06.89	2. SHAH AMRI MD SAUD	LANDSCAPE ARCHITECT	03.07.89
17. YAP THIAN CHIN	SURVEYOR SUPERVISOR	01.07.89	3. UTHAYASOORIAN A/L	ASSISTANT SUPERVISOR	21.08.89
18. DAVID MARSHALL PEREIRA	SURVEYOR SUPERVISOR	14.06.89	BINTUTARA		
19. NG YUN CHIN	SITE SUPERVISOR	25.07.89	1. LIEW KIM YEN	MARKETING OFFICER	16.06.89
20. RIDZUAN B YAHYA	SITE CLERK	14.06.89	2. OTHMAN BIN MAT PENAI	SECURITY GUARD	22.05.89
21. SELVARAJAH A/L SUBRAMANIAM	SITE CLERK	02.06.89	3. MAT ROZAZLI B HI AHMAD	SECURITY GUARD	15.06.89
22. ZAILI B AHMAD RAZAK	SITE CLERK	-17.04.90	4. MANOHARAN S/O PERIASAMY	SECURITY GUARD	02.09.89
23. PUCHEL BAMA A/L SODALAIMUTHU	MACHINE OPERATOR	26.07.89	SW CORPORATION		
24. TANG SENG	SITE SUPERVISOR	01.07.89	1. AZMIR BIN MAMAT	SECURITY GUARD	15.06.89
25. BALAKRISHNAN A/L PARAMASIVAM	APPRENTICE	01.08.89	SW PROPERTIES		
26. KOH GEOK SENG	SITE CLERK	01.07.89	1. AZAHARI BIN SUPARTHY	OFFICE BOY	17.07.89
27. A ELLUMALAI A/L ARUMUGAM	OFFICE BOY	18.07.89	2. WONG FOOK SUN	EARTH SITE SUPERVISOR	01.08.89
28. TEO HAH HWAH	SITE SUPERVISOR	01.09.89	3. HOW KIAN ANN	CREDIT CONTROL CLERK	12.06.89
29. HENG YEE MOY	ADMINISTRATION/ ACCOUNTS CLERK	01.01.90	4. AMY YONG YOKE CHUAN	CREDIT CONTROL ASST.	06.06.89
30. MOHAMAD IDRIS BIN DARMIN	SECURITY GUARD	15.08.89	5. ROSLI B ABDUL RASHID	SECURITY GUARD	23.08.89
31. PAK AH YING	COSTING CLERK	01.09.89	6. CHENG CHOOI LING	CLERK/TYPIST	15.10.89
32. LAW LEE TIEW	COSTING CLERK	21.08.89	SW COMPUTER SERVICES (M)		
33. CLARENCE CHUNG PHING TING	ACCOUNTS CLERK	01.09.89	1. FREDDY WONG POK SENG	MARKETING EXECUTIVE	02.05.89
34. GOH CHEONG KEAT	SITE AGENT	16.08.89	2. RONNIE OOI LEONG SENG	TRAINEE	15.05.89
35. MANIKAM D/O N PERIASAMY	DATA ENTRY CLERK	24.08.89	3. AHMAD ZAHARUDDIN B ABDUL AZIZ	ASSOCIATE MKTG EXEC.	17.04.89
36. SELVASEELAN S/O V DORAIRAJOO	MACHINE OPERATOR	01.08.89	4. LIN CHIEN FATT	ASSOCIATES S.E.	24.08.89
PMI PILE CONSTRUCTION			5. ROBERT CHENG SENG YUE	ANALYST PROGRAMMER	29.05.89
1. ONG THIAN LIN	SALES ENGINEER	08.06.89	6. NICHOLAS NG BOON CHUAN	PROGRAMMER	17.07.89
2. SIA BENG HE	SALES MANAGER	01.06.89	7. WAHIDA BEGUM BT MOHD NOR	RECEPTIONIST CUM TYPIST	01.09.89
3. LEE CHUN LEONG	SITE SUPERVISOR	17.05.89	8. TAN KIAN MUN/DARREN	SYSTEM ENGINEER	14.08.89
4. WONG SAE YIN	ACCOUNTS CLERK	23.05.89	SW COMPUTER SERVICES (S)		
5. PANEER SELVAM A/L SALARAVATHI	FORKLIFT DRIVER	11.05.89	1. WONG YOK KOON	ANALYST PROGRAMMER	01.06.89
6. BASKARAN A/L KESEREN	CONSTRUCTION MANAGER	04.05.89	2. YEO KENG HUA	SYSTEMS ENGINEER	01.09.89
7. JIMMY CHEAH SIUK THYE	SITE SUPERVISOR	15.05.89	3. PILVINDER KAUR	RECEP/CLERICAL ASST.	14.08.89
8. ONG LEONG	SITE SUPERVISOR	21.06.89	4. LIEW MEI FEI/MANDY	SECRETARY/ADMIN. ASST.	18.09.89
9. LIM SIM WAH	PROJECT SUPERVISOR	26.06.89	SW LEASING		
10. LING HING LEE	ACCOUNTS CLERK	01.09.89	1. CHAN SUK CHING	CREDIT CONTROL CLERK	14.07.89
11. RAVINDER KAUR	ACCOUNTS ASSISTANT	18.09.89	2. GAN SOON CHOON	CREDIT CONTROL EXEC.	01.08.89
12. ONG SUAT MUI			3. WONG CHEN KEONG	CREDIT CONTROL EXEC.	01.08.89
PRK			4. CADELLA KEE YEAN WAH	MARKETING EXECUTIVE	04.09.89
1. RAHIM BIN KASSIM	ASSISTANT SITE SUPERVISOR	01.05.89	5. KELVIN LIEW KIM WENG	MARKETING ASSISTANT	02.10.89
2. LEE BAN CHIN	ASSISTANT SITE AGENT	10.08.89	6. MONICA LEE CHEW KEOK	MARKETING MANAGER	23.10.89
3. YAP GLOK LIN	QUANTITY SURVEYOR	01.10.89	7. GUOK SOON WAH	CREDIT CONTROL CLERK	16.10.89
SUN BLOCK			SW GROUP TRANSPORT		
1. CHAN KIA LIANG	PRODUCTION MAMAGER	01.05.89	1. THANGARAJA A/L NADARAJA	TOYERMAN	13.06.89
2. WEE ENG HOON	PRODUCTION SUPERVISOR	05.06.89	2. LEE CHECK EK @ LEE SAM CHEK	MECHANIC	17.06.89
3. CHRISTINE LEEM BION THIANG	CONFIDENTIAL SECRETARY	01.08.89	3. A ANDREW JAMES	TRANSPORT CLERK	01.09.89
4. MORGAN S/O DURAISAMY	TRAINEE FORKLIFT DRIVER	01.07.89	SW ENTERPRISE		
5. MOHD SOALEH BIN AWALUDIN	FORKLIFT DRIVER	01.06.89	1. MOK THAI HENG	WELDER	01.05.89
6. GANASEN S/O RAMAN THANG	FORKLIFT DRIVER	01.07.89	2. HALIM BIN HASHIM	SECURITY GUARD	18.05.89
7. SURES A/L P. MENOKARAN	MACHINE OPERATOR	01.07.89	3. CHANDRASEGARAN SELVARAJAR	WELDER	01.07.89
8. GEOFFERY HO YEW CHONG	ACCOUNTS CLERK	01.08.89	4. MURALI A/L KRISHNAN	APPRENTICE	01.07.89
9. MUHAMMAD HATIF B YACOB	MACHINE OPERATOR	14.08.89	5. CHOOI LEE CHENG	ACCOUNTS SUPERVISOR	12.07.89
10. GUNASEELAN A/L MUNIANDY	CUM TECHNICIAN FORKLIFT DRIVER	01.08.89	6. CHEW HAIN ONN	ASSISTANT QS	28.06.89
11. DIAMOND LOH SOON LING	CLERK	01.08.89	INDAH WANGI		
12. SUBRAMANIAM A/L ELLUMALAI	FORKLIFT DRIVER	01.08.89	1. GNANA DOSS JEBAKUMAR S/O NARAMONEY	MKT EXECUTIVE	03.07.89
13. BATUMALAI S/O K RAJU	FIELD TECHNICIAN	14.07.89	2. ZULKIFLI B MAHMUD	CLERK CUM APPRENTICE	04.09.89
SUN-MIX CONCRETE			SW HOLDINGS		
1. JENNIFER DING SONG SONG	ACCOUNTS CLERK	15.05.89	1. CAPTAIN LEE KUOS @ KUOS AHOUN	SECURITY EXECUTIVE	04.07.89
2. CHIN YOON KHIM	SALES REPRESENTATIVE	01.06.89	2. CHIN KAP PING	TEMP. GEN. CLERK	28.08.89
3. LEE YAM CHAI	ASSISTANT MAINTENANCE SUPERVISOR	16.05.89	3. DEVID O/MAYANDI PERIASAMY	TEMP. GEN. CLERK	-31.10.89
4. MOHAMAD BIN JANTAN	SECURITY GUARD	15.06.89			-28.10.89
5. YUSOFF BIN YOB	SECURITY GUARD	15.06.89	SW MARKETING		
6. CHIN LU FEI	ACCOUNTS CLERK	28.06.89	1. LOO HSU HUI	ACCOUNTS CLERK	02.05.89
7. ROSLAN BIN IBRAHIM	DRIVER	01.06.89	2. KRISHNAN A/L GANGAIAAN	STORE ASSISTANT	01.06.89
8. LIM KAH HONG	ACCOUNTANT	21.08.89	3. CHONG WAI TEE	ACCOUNTS CLERK	22.06.89
9. B SUSEELADEVI	TELEPHONE OPERATOR/ RECEPTIONIST	16.09.89	4. THAM LEE PING	ACCOUNTS CLERK	27.07.89
10. MAHENTHIRAN	SECRETARY	23.08.89	5. YONG CHOW KEONG	SALES REPRESENTATIVE	02.10.89
11. CHAN LOO SEE	SECRETARY	01.09.89			
12. ONG SWEE HOON	ACCOUNTS CLERK	01.09.89			
13. TAN YUNG WEI @ ALICE	STENOGRAPHER	02.10.89			
14. AUDREY TAN PHAIK SUAN	SECRETARY	02.10.89			

FOOD FOR THOUGHT



From the desk
of HRD

Life in the fast Corporate World

Take it easy, you have been working too hard! How many times have you heard such an advice? Is that so...

Sad to say, the truth of the matter is, if anyone thinks that he can "take it easy" and still climb the executive ladder to the top... he must be daydreaming!

If you want to enjoy "life", and be a clock watcher, well, forget about the promotion and the management job (and a higher salary!) Doesn't the pay commensurate with the tougher problems that you encounter? Well, with the many management tools from "One Minute Manager" to "The Art of Goal Setting" many "day-dreamers" will BOAST, "once I get this organised... I will be able to enjoy life!" (keep on dreaming!)

How untrue!! all these management tools will only help you to get more organised and to have a specific objective in life. However it will not make all the problems disappear. No management job is ever problem-free! Remember the saying, "When the problems end, so does the job!"

Ironically, many people are extremely jealous of successful men and women who have the power and the position. But do these two "p's" come from solving the problems that they have to face every working day.

They are not the people who, when given the responsibilities will pass the "buck" around, will abdicate and will have a rate of perseverance of almost nil.

Good managers have to stick with it. Remember the American President who said "The bucks stop here" and "if you can't stand the heat, stay out of the kitchen."

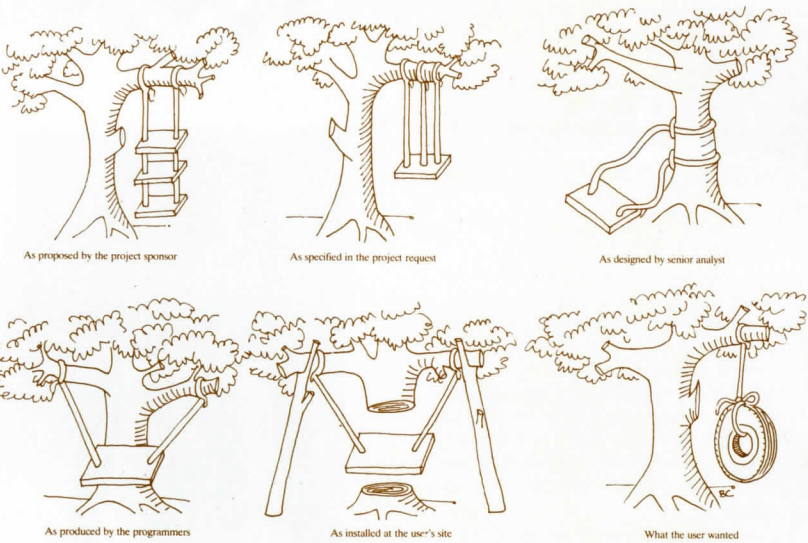
Top management enjoy problems, because only through them, they have the opportunity to use their management skills and to improve themselves. Good workers are not part of the problems but they are

part of the solutions.

Life in the fast corporate world is such... that you must make your problems as the opportunity to grow... easy jobs just don't pay.

PETER LING
Sungei Way Management

WHY COORDINATION IS NECESSARY?

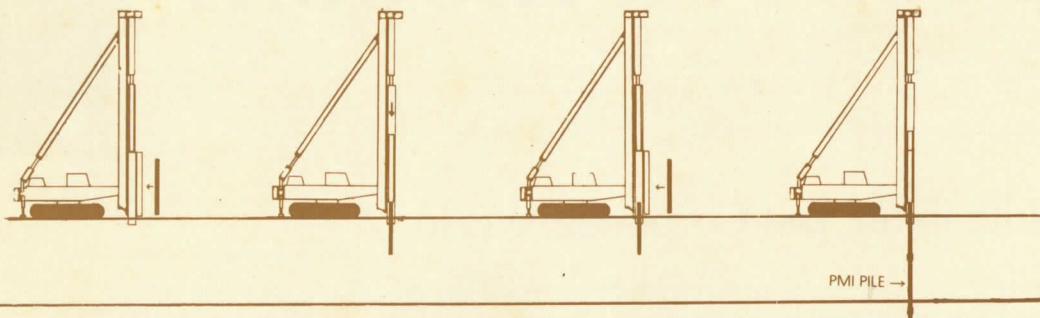
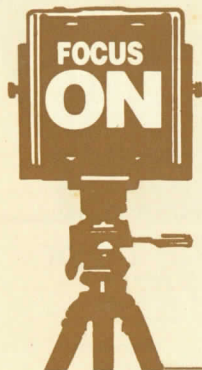


CHECK THIS WITH YOUR PERFORMANCE!

PERFORMANCE APPRAISAL

PERFORMANCE FACTORS	FAR EXCEEDS JOB REQUIREMENTS	EXCEEDS JOB REQUIREMENTS	MEETS JOB REQUIREMENTS	NEEDS SOME IMPROVEMENT	DOES NOT MEET REQUIREMENTS
QUALITY	Leaps tall buildings with a single bound	Must take running start to leap over tall buildings	Can only leap over tall buildings with no spares	Crashes into buildings when attempting to jump	Cannot recognise buildings at all, much less jump
TIMELINESS	Is faster than a speeding bullet	Is as fast as a speeding bullet	Not as fast as a speeding bullet	Would you believe a slow bullet	Wounds self with bullet
INITIATIVE	Is stronger than a locomotive	Is stronger than a bull elephant	Is stronger than a bull	Shoots the bull	Smells like a bull
ADAPTABILITY	Walks on water consistently	Walks on water in emergencies	Washes with water	Drinks water	Passes water in emergencies
COMMUNICATION	Talks with God	Talks with the Angels	Talks with himself	Argues with himself	Loses those arguments

PERCAST MICRO INJECTION PILE CONSTRUCTION SDN. BHD.



INTRODUCTION

On March 15th 1989, Precast Micro Injection Pile Construction Sdn Bhd was acquired by Sun-Mix Concrete Sdn Bhd and is now a member of the SungeiWay Group.

Much widely known as PMI-Pile, this patented filing system, since its introduction to this country in 1986, has been Tried, Tested and Proven in over 80 projects installing more than 1800km of PMI-Piles all over Malaysia.

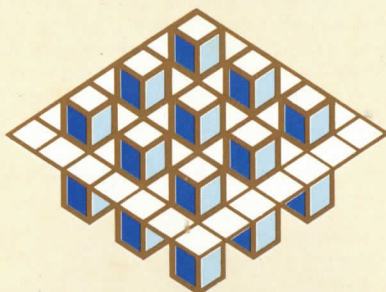
Piling is a related downstream activity of the SungeiWay Group's business focus and the Group's involvement with PMI-Pile will see the blossoming of this technological breakthrough in piled foundation system.

The precast micro injection pile system, designed and developed by a Malaysian engineer, uses hydraulic power to inject concrete piles smoothly and silently without the hammering or boring of other systems. It is also a more economical system, offering cost savings of about 20 percent over the conventional piling methods. In urban areas, where vibration and noise pollution are strictly controlled, PMI-Pile system offers a substantial cost-saving when compared with the often used bored piles.

In conventional piling most of the cost incurred are not to meet the requirements of the load carrying factor of the pile but rather the handling and installation requirements. For example, conventional hammer-driven concrete piles need to be at least six to seven inches square purely to withstand the driving stress of the hammering action. Apart from the additional steel reinforcements required to withstand such stress, their size and weight require the use of cranes and other heavy equipment for handling, moving, pitching and installing, which add to the cost.

The PMI-pile, being injected and not hammered, needs less steel reinforcement as there is no driving stress. The 82mm square precast prestressed concrete pile has a single prestressing wire to resist bending stress and the piles come in manageable and easily transportable three (3) metres lengths. Thus they can be manually handled and carried on site without the need for heavy equipment. Savings are also effected from less wastage, due to its shorter length, of cut-off ends and the ease and speed of installation.

The piles are precast in the factory and because of its design simplicity, manufacturing is economical and each pile can



be easily checked and monitored for quality.

The PMI-Pile is designed to carry an allowable working load of eight tonnes. The relatively lower bearing capacity of the pile allows more economical design for foundations and efficiency in choosing the number of piles required to carry a certain column load.

For joints, the use of epoxy means no welding is required and the job can be economically and quickly done.

Each PMI-Pile installed is individually tested by actual force applied by the ram of the hydraulic injection system to at least twice the working load of the pile. By virtue of the installation method, piling records can be easily kept by simply recording the pressure gauge of the hydraulic ram. This enables easy checking and comparison with soil investigation reports for every pile driven in.

Static load tests following the recommendations of BS 8004 have also proven that PMI piles are suitable for a wide range of soils from marine clay and sandy silt to residual soils.

The PMI-pile system is suitable for use in foundations for houses, low-rise industrial and commercial buildings (one to five storeys), roads, road embankments, culverts as well as in other civil works.

Since its introduction, the system has been used in some 80 over projects throughout Malaysia and has found acceptance among contractors, planners, architects, engineers and Government bodies.

These include housing projects undertaken by the Penang Development Corporation, the Perbadanan Kemajuan Negeri Sembilan, Perbadanan Kemajuan Negeri Selangor, Lion Properties and Metroplex, to name a few. Institutions that have been founded upon PMI-Pile include the MIED College, Seremban, Metroplex, Majlis Perbadanan Petaling Jaya and the Bank Simpanan Nasional's office extension.

The PMI System with its development of bigger section piles, which is now underway, coupled with the already mentioned cost-savings and design advantages, efficient and quick installation process plus quiet and smooth operation, should be set to catch on in the country with its association with the SungeiWay Group.

FRANKIE ANG
Precast Micro Injection Pile
Construction Sdn Bhd