

# Learn to swim before plunging in — 1ST 10 JUN 1981 Dr M

**KUALA LUMPUR, Tues. — Datuk Seri Dr Mahathir Mohamad** told bumiputra contractors today to study all things relevant to the running of their businesses and winning contracts.

He reminded them not to overlook even the smallest detail concerning projects, as "the smallest thing can lead to huge losses.

They should not just race to bid for contracts as they could end up being contract-winners but business-losers.

Speaking at the opening of the Bumiputra Contractors Services Co-ordination Centre here, the Deputy Prime Minister said bumiputra contractors must be sincere and interested in the field they have chosen.

"There are many who say they entered the contractors' field to answer the Government's call," he said.

## Suicide

"But this doesn't mean that they need not learn about the job. They must be interested in it in the first place."

He said the Government encouraged bumiputra to become contractors, but they should not do so blindly.

"Learn to swim before plunging in," he told them. "The Government doesn't ask you to commit suicide."

Datuk Seri Dr Mahathir also said bumiputra contractors should cultivate good relations with the officials they had to deal with, as this would help them go about their work.

The services co-ordination centre is one step taken by the Government to help the bumiputra contractors who face difficulties, he said.

He urged them to make full use of the services provided by the centre, especially since it is being manned by specially selected, efficient and dedicated officers.

He also called on them to bid for contracts in the private sector as this would really mean that bumiputra contractors have achieved some measure of success.