

ND23 (F)  
MAHATHIR-CONTRACTORS  
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KUALA LUMPUR, JUNE 15 (BERNAMA) -- (DATUK SERI DR MAHATHIR MOHAMAD) HAS URGED BUMIPUTRA CONTRACTORS TO ENSURE THAT THEIR CREDIBILITY AND CAPABILITY ARE NOT OPEN TO QUESTION BY THEIR CLIENTS, INCLUDING THOSE FROM THE PRIVATE SECTOR.

HE SAID THAT IF THEIR TENDERS WERE MUCH LOWER THAN THOSE OF THEIR RIVALS AND THEY WERE MORE CAPABLE, THE PRIVATE SECTOR CLIENTS, THOUGH NOT COMPLETELY SYMPATHETIC TO BUMIPUTRA CONTRACTORS, WOULD STILL ACCEPT THEIR BIDS TO SAVE MONEY.

THE PRIME MINISTER WAS OPENING A THREE-DAY SEMINAR FOR BUMIPUTRA CONTRACTORS AT A LEADING HOTEL HERE TODAY.

DATUK SERI DR MAHATHIR ADDED THAT IF THE DEALINGS WITH THE BUMIPUTRA CONTRACTORS WERE BENEFICIAL TO THE CLIENTS, HE WAS CONFIDENT THAT THESE CONTRACTORS WOULD BE ACCEPTED AS EFFECTIVE CONTRACTORS.

AS SUCH, BUMIPUTRA CONTRACTORS SHOULD REVIEW THEIR CAPABILITY IF THEY WISHED TO SUCCEED AND BE TRUSTED BY THEIR CLIENTS, NOT ONLY FROM THE GOVERNMENT BUT ALSO FROM THE PRIVATE SECTOR. -- BERNAMA MORE 1250/SZ

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HE BELIEVED THAT A SMALL NUMBER OF BUMIPUTRA CONTRACTORS HAD THE CAPABILITY, AS SHOWN IN THE EAST COAST WHERE 12 SUCH CONTRACTORS COMPLETED A PWD CONTRACT SIX MONTHS AHEAD OF SCHEDULE.

THIS, HE SAID, SHOWED THAT BUMIPUTRA CONTRACTORS HAD THE CAPABILITY BUT THEY MIGHT NOT BE SO EFFICIENT IN THEIR APPROACH OR WERE OVER DEPENDENT ON THE GOVERNMENT AS A SOURCE OF CONTRACTS.

"THIS ATTITUDE OF OVERDEPENDENCE ON THE GOVERNMENT IS UNHEALTHY," DATUK SERI DR MAHATHIR SAID.

THEY SHOULD FACE THE CHALLENGES SUCH AS THE UNSYMPATHETIC ATTITUDE AMONG OR DISCRIMINATION BY THE PRIVATE SECTOR AND THEIR SHOULD THINK OUT WAYS TO OVERCOME THEM INSTEAD OF KEEPING QUIET ABOUT IT.

THE PRIME MINISTER SAID THAT BUMIPUTRA CONTRACTORS CAN BE CONSIDERED SUCCESSFUL IF THEY REACH THE STAGE WHERE THEY WERE CAPABLE OF NOT ONLY CONSTRUCTING GOVERNMENT BUILDINGS BUT ALSO HAVING THEIR TENDERS ACCEPTED BY THE PRIVATE SECTOR BECAUSE THEY WERE LOWER AND THEIR WORK MORE EFFICIENT. -- BERNAMA MORE 1325/LK

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HE ALSO SUGGESTED THAT SUCCESSFUL BUMIPUTRA CONTRACTORS EMPLOY NON-BUMIPUTRA PROFESSIONALS IN ORDER TO ATTRACT PRIVATE SECTOR CLIENTS.

HE SAID THIS WINDOW DRESSING FORMULA HAD BEEN SUCCESSFULLY APPLIED BY NON BUMIPUTRA CONTRACTORS WHO HAD EMPLOYED BUMIPUTRA PROFESSIONALS FOR THE PURPOSE.

+WE HAVE REACHED THE STAGE WHERE FIRMS ARE CALLED +BABA-ALI+ BUMIPUTRAS EMPLOYING NON BUMIPUTRAS TO SHOW THAT THERE IS NO DISCRIMINATION,+ HE SAID.

HE SAID THAT IN THE BUSINESS WORLD, SUCH A STEP WAS THE MOST EFFECTIVE FORM OF ADVERTISING BECAUSE IF NON BUMIPUTRAS COULD USE BUMIPUTRAS AS WINDOW DRESSING, THERE WAS NO REASON WHY THE BUMIPUTRAS COULD NOT DO LIKEWISE.

+WHAT IS IMPORTANT IS NOT THE PRESENCE OF OTHER PEOPLE IN THE FIRM BUT ITS SUCCESS,+ HE SAID. HE SAID SUCH A MOVE SHOULD BE CONSIDERED. -- BERNAMA MORE 1358/SZ

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DATUK SERI DR MAHATHIR SAID ALL MEASURES TO OVERCOME THE SHORTCOMING OF BUMIPUTRA CONTRACTORS SHOULD BE TAKEN OR THEY WOULD MERELY REMAIN AN EXTENSION OF THE PWD.

ON THE IMPLEMENTATION OF PROJECTS ON A TURNKEY BASIS, THE PRIME MINISTER SAID NOT ALL MAJOR PROJECTS WERE CARRIED OUT IN THIS MANNER.

CERTAIN LARGE PROJECTS WOULD BE GIVEN TO INTERNATIONAL FIRMS WITH THE CAPABILITY OF CARRYING OUT COMPLEX PROJECTS.

IN THE CONTRACT, THE FIRM WOULD HAVE SUB-CONTRACTS WHICH COULD BE UNDERTAKEN BY SMALL CONTRACTORS INCLUDING BUMIPUTRAS.

IN ADDITION, THE INTERNATIONAL FIRM SHOULD HAVE 30 PER CENT BUMIPUTRA PARTICIPATION BUT THE RESPONSIBILITY WOULD BE BORNE BY THE PARENT COMPANY.

THIS ARRANGEMENT WOULD BE HIGHLIGHTED IN THE FUTURE TO ENABLE BUMIPUTRAS TO LEARN HOW TO MANAGE PROJECTS, HE SAID. -- BERNAMA 1400/SZ