

11 OCT 2001

BUSINESS FOCUS-AGREEMENTS

BUSINESS FOCUS FIRMS SIGN BACK-TO-BACK PACTS

LANGKAWI, Oct 11 (Bernama) - The Business Focus (BF) group of companies signed simultaneous agreements at the maritime section of the Langkawi International Maritime and Aerospace 2001 Exhibition (LIMA '01) here today.

The signing of the agreements was witnessed by the Prime Minister Datuk Seri Dr Mahathir Mohamad

Business Focus Marine System Sdn Bhd (BFMS), a subsidiary company of the BF group, entered into an alliance with the Financial & Industrial Group (FIG) of Russia to produce hydrofoils and ekraoaoplans for the local and Asean markets.

The hydrofoils and ekraoaoplans are widely used in Russia and the neighbouring countries including some European countries. These high-speed craft are used to transport passengers, troops and offshore platform workers. The ekraoaoplans are suitable for research and rescue operations at sea.

The alliance was formalised by the signing of a strategic alliance pact. The memorandum of agreement was signed by Faridah Shah Omar Shah representing BFMS in her capacity as company director while Danilov Gennady signed on behalf of FIG as the Russian company's director general.

With the signing of the strategic alliance agreement, BFMS would have the rights to use the designs provided by FIG to market and construct the hydrofoils and ekraoaoplans in the region. Local engineers and technicians would have access to acquire the necessary know-how on the design and construction process.

In the local market, BFMS is targeting the navy, the marine police and coast guard and ferry service operators in Malaysia and the neighbouring countries. Orders for the construction and delivery of the high-speed vessels would be acted on at the PSC-Naval Dockyard in Lumut (Perak) operated by sister company of BFMS.

BFMS is a subsidiary of Business Focus Sdn Bhd, a company actively involved in the maritime and defence related industry in Malaysia while FIG is a consortium of Russian companies with vast experience in designing and construction of hydrofoils, ekraoaoplans and other marine high speed vessels and specialised craft.

Another MoA was signed between a BF company, Business Focus Infra Sdn Bhd (BFI) and the Philippines National Police (PNP) for the supply of 10 units of high speed patrol craft with BFI undertaking the design, engineering and supply of the units.

Building work on the project, valued at RM18 million, would commence at BFI's Lumut Dockyard in the near term.

BFI is involved in the construction, shipbuilding, ship repair, marine engineering, fabrication of oil and gas structure and civil engineering. PNP would provide the project exclusively to BFI until a period of 12 months post the signing.

The agreement was signed by BFI director Abdul Basit Asi Nizami and the Philippines Police director General Reynaldo Velasco.

BF's Penang Shipbuilding and Construction Sdn Bhd (PSC) received a letter of award by Penang Port Sdn Bhd for the supply, delivery, testing and commissioning of six units of eight wheeled rubber-tyred gantry (RTG) cranes for Penang Port's North Butterworth terminal.

The PSC project for Penang Port is valued at RM22 million.

PSC has in the past successfully delivered by contract 46 types of port

cranes such as the Super Post-Panamax, Panamax, Grab Tyre Unloader, Level Fulfilling and RTG Cranes. PSC is the prime crane manufacturer for South East Asia with the capacity to supply all types of port cranes.

Representing PSC was its group managing director Azlan Shah Omar Shah while Penang Port was represented by Datuk Ahmad Ibni Hajar.

PSC also signed a MoA with Universiti Teknologi Mara (UTM) for the purpose of setting up a scholarship scheme in which PSC sponsors a maximum of six students of Marine technology Masters Degree Programme at UTM.

PSC has agreed to establish an academic scholarship programme worth RM240,000 to deserving students to pursue their Master in Marine Technology at UTM.

PSC's PSC-MTA is responsible for monitoring and liase the programme with UTM which is scheduled to start in November 2001.

The MoA was signed by Tan Sri Amin Shah Omar Shah (executive chairman of the BF group) for PSC and Datuk Professor Dr Ir Mohd Zulkifli Tan Sri Ghazali for UTM.

PSC-Marine Technology Academy (MTA), a subsidiary of PSC signed an MoA with Universiti Teknologi Malaysia (UTM) for collaboration in its School of Professional and Continuing Education (SPACE) programme.

The MoA was signed by Tan Sri Amin Shah on behalf of PSC-MTA and Datuk Prof. Dr. Ir. Zulkifli of UTM.

The SPACE programme offers a bachelor's degree in mechanical engineering (marine technology) for employees of PSC with the aim of improving their professional and tertiary knowledge. The 54-month programme commenced on June 23, 2001 and it is offered to all engineering diploma holders employed by PSC-Naval Dockyard.

PSC-MTA also signed MoA with Universiti Sains Malaysia (USM) to develop a collaboration project in ferro-cement technology in marine structure.

The contract would enable PSC-MTA to assess performance and to make proposals on the modification of existing marine structures with the use of ferro-cement technology where necessary.

PSC-MTA was established to undertake various training and research of Maritime Industries with the ferro-cement project being the next step of implementation.

The academy would conduct studies with USM in the usage and application of the new ferro-cement technology in marine structures. From the studies a new design and engineering concept can be identified for future marine projects.

Along side with agreements involving the BF group, two Memoranda of Understanding (MoU) and two agreements were signed at the combined ceremony.

Comlenia Sdn Bhd and Alenia Marconi Systems signed an MoU to establish a relationship for the purpose of transferring technology, for Comlenia to provide its customer, the Royal Malaysian Navy with better after-sales service.

Gem Ellettronica S.R.L of Italy and Comintel Bhd signed an MoU to establish a joint operation for complete operational support and technical services and in particular has the intent to transfer its technology.

The Malaysian government and the Langkawi Research and Development Academy Sdn Bhd (Lardac) signed an agreement for a programme to upgrade the avionics of Royal Malaysian Air Force F5F fighter aircraft.

Lardac also signed an agreement with Caledonian Airborne System of Scotland for the formation of Malaysian-Caledonian Technologies Sdn Bhd. --

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