

マレーシア

鋳工業プロジェクト形成基礎調査

プログラム開発計画

調査報告書

## 1. マレーシア、アプリケーションS/W開発の現況

I . T ( INFORMATION TECHNOLOGY ) は マ レ ー シ ア 政 府 の 重点施策の一つで税法上の優遇制度もあり、世界中から最新のH/W (ハードウエア)、S/W (ソフトウェア) がなだれ込んでいる。又 I . T. の分野では、自作のアプリケーション開発から、パッケージS/Wを使用してカスタマイズする方向にあり、マレーシアでも、最新のパッケージS/Wを使い高級言語でカスタマイズするのが主流である。

(1) 数少ない独自のS/W開発も外国からの強力なサポートをうけている。

TELEKOM MALAYSIA (ONLINE BILLING SYSTEM)-----BELL CANADA

ROYAL CUSTOMS IN MINISTRY OF FINANCE-----NEC TOKYO

MITI-----SUN MICRO SINGAPORE

IBM MALAYSIA などは CICS/COBOL の様な PROGRAMMING の仕事を全部インドのTATAに出している。注 TATA社は日本を含め、世界中からPROGRAMMINGの仕事を請け負っている。

(2) 人材、1990年までは情報処理関係の大学卒業者は毎年250名程度であったが、現在1000人位に増加している。教育内容もPC, UNIX, OBJECT ORIENTED, CLIENT/SERVER に移行し、DATA BASE を中心とした高級言語を教え、COBOL、PL/1などは教えてない。

(3) プラットホーム (アプリケーションS/Wを構築するための踏み台)、世界中のあらゆるコンピュータ・メーカー、かなりのパッケージS/W会社が参入している。MAINFRAMEはIBMが80%、富士通が10%であり、台数ベースでは1990年頃から増えていない。従ってマレーシアの主なプラットフォームは MDOS, OS/2, UNIX, AS/400, MVS/CICS であり、ORACLEが、かなりの方面で使用されている。

(4) 英語のままではよいが、日本よりパッケージS/Wの使用が進んでいる。これはPROGRAMMINGの経験が日本より浅いためでもある。また、日本では知らないパッケージS/Wもかなりある。

(5) マレーシア側から見た日本のコンピューターS/W、英語のマニュアルが揃ってないし、英語の説明もない、英語で書かれていても、JAPANESE ENGLISHで難解である。また 特定の客先向けが多く、一般的でない。  
S/Wの開発はTQC的プロセスに重点をおき、高級言語などのHIGH PRODUCTIVITY TOOLを多用してない。

COBOLなどの言語でCODINGされたものは、運用 変更保守に困るところが多い。

## 2. マレーシアにおける統計用S/Wの現況

(1) 国連のアジア太平洋研修所が東京にあり、過去マレーシアから100人程度が参加している。研修指導官のためのADPコースでは、1989年頃より統計用パッケージS/W使用法を研修にとり入れている。LOTUS123、SPSS、SAS、CENTS4など。

### (2) DOS (マレーシア統計局)

COBOL FORTRAN の PROGRAMMING から、CENTRY、dBASE4、COCENTS、FILETAB、SAS などのパッケージS/Wへの移行が1990年頃からはじまった。

現在 SYSTEM ANALYST 12人 PROGRAMMER 20人 DATA ENTRY を含むCOMPUTER OPERATION に100人位いる。

1993年からはじまった商業統計では、DATA ENTRY は SERVICE DIVISION が行いその後の処理は COMPUTER DEPARTMENT が行っている、そのS/W開発では、一人がCOBOLでCODINGしただけである。

### (3) MDTCA (国内取引、消費者行政省) のCOMPUTER

IBM ES9000 512MBMEMORY、32GBSTORAGE と2台のHP9000 MODEL G30 64MBMEMORYと200台以上の端末機を使って、会社登録、事業登録、価格情報等を行っている。EDPMANAGER 1人、SYSTEM ANALYST 9人、PROGRAMMER 11人、OPERATOR 15人で7DAY/WEEK、6AM-11PMの間稼働している。S/W開発は、ORACLE、SAS、SPSS、ClipperCA、RDBMSなどのパッケージS/Wを使い、DATA BASE 中心の高級言語QUERRY LANGUAGEで、2つのS/Wハウスと共同で開発した。

### (4) 民間調査会社

PC、NOVELL、LAN上にパッケージS/W (MICROTABS、TABSCOPS、ORACLE) を中心にして一つ一つの調査の度にカスタマイズを行っている。SRM (SURVEY RESEARCH MALAYSIA)は、50人のS/W開発要員がいる子会社あり、POWER BUILDERの様な高級言語で開発している。FSA (FRANK SMALL ASSOCIATES)は オーストラリア、ニュージーランドに主力のS/W開発要員がおり、C言語で開発している。

### 3. プログラム開発コンサルタント

TIMES GUIDE TO COMPUTERS 1994/1994 MALAYSIA THAILAND の本に S/Wハウスが、100社以上掲載されている。この100社以上S/Wハウスは、日本の様にプログラム開発ではなくH/WとパッケージS/WのVAR (VALUE ADDED RESELLER)のところが多く、それぞれの規模も小さく、大きいところで100人程度である。仕事としては、製品の販売とS/Wパッケージのカスタマイズである。これらは2年から3年とが多く、ダイナミックに変化しており、現地でも、どこが一番歴史があるか、どこが一番大きいかなどははっきりせず、アプリケーションの種類、H/W、S/Wパッケージにより層別され、選択されているようである。

#### (1) S・Wパッケージ会社

SAS INSTITUTE (M) SASは20年の開発の結果、機能も大幅に増加し200以上のPROCEDURE LANGUAGEも用意され、今回の商業統計用S/WはSASだけで、十分に仕事ができると断言している。

#### (2) 調査会社

調査、統計のアプリケーションの経験が深く、調査の度ごとに、S/Wを開発してきており、他社用もてがけている。SRM (SURVEY RESEARCH MALAYSIA)、FSA (FRANKSMALL ASSOCIATES) 両者ともに、開発する能力がある。

#### (3) COMPUTER, S/W会社

SEPAKAT COMPUTER CONSULTANTは40人のS/W開発要員うち半数が5年以上経験があり、プログラム開発実績が示す様に、COBOL FORTRANから高級言語まで使って開発する能力がある。

SAPURA SYSTEMSもSAPURA GROUPのI. T. BUSINESSをあげて、DATABASEを中心として開発する能力がある。

IBMは人員も多く、TATAとも関係があり、十分に能力がある。

#### (4) 期限厳守の状況 要求定義が変わらないかぎり、完成期限には余裕がとられており、期限内に完成している。これはパッケージS/Wを使い高級言語によるところが大きい。契約にはペナルティー条項が含まれているが、IBMでは、政府との間だけペナルティー条項入りの契約をじている。

例として、MDTCAと契約をしたSEPAKAT CONSULTANTは最初パフォーマンスが悪く、応答時間が稼働端末が増えると悪くなる問題があり、四ヶ月程遅れたが、RM11,000,000の契約に対して、RM70,000のペナルティーを支払い、それでMDTCAはH/Wの増強にあて、解決した。

- (5) 契約締結までは 2 週間程度かかるのが 普通であるが、長くかかるものは問題により異なる。
- (6) 単価等は、各社 見積もりをさせて欲しいといい、十分につかめていないが、各社それなりのものは 個別に記す。

CONSULTANT CHECK LIST (PROGRAMMING DEVELOPMENT)

1. OUTLOOK OF CONSULTANT

- 1) NAME OF COMPANY AND CHAIR MAN  
SAS INSTITUTE SDN BHD AND COUNTRY MANAGER: AUG KIM LEONG
- 2) OFFICE LOCATION  
SUITE 8-12-2, LEVEL 12, PLAZA RAJA CHULAN, NO8, JALAN RAJA CHULAN,  
50200 KUALA LUMPUR  
TEL 03 238 3188  
FAX 03 238 3357
- 3) THE FORM OF COMPANY  
100% OWNED BY SAS US
- 4) ESTABLISHMENT  
1986 IN MALAYSIA AND 1976 IN US
- 5) CAPITAL AND ANNUAL SALES  
NOT APPLICABLE, HOWEVER, 300 SAS LICENSES IN MALAYSIA
- 6) THE BROAD OUT LINE OF COMPANY AND BUSINESS  
SALES OF SAS PACKAGE, DEVELOPMENT AND EDUCATION ASSOCIATED WITH SAS.

2. ORGANIZATION

3200 PEOPLE IN THE WORLD AND 15 PEOPLE IN MALAYSIA TO COVER NOT ONLY MALAYSIA BUT ALSO, INDONESIA, SINGAPORE AND THAILAND.

3. ACTUAL PROGRAMMING DEVELOPMENT

300 SAS ARE INSTALLED IN MALAYSIA. ONE APPLICATION IS NOT USED FOR ANALYSIS AREA, BUT USED AS INTERFACE PROGRAM TO CONVERT FUJITSU TAPE FORMAT TO IBM TAPE FORMAT.

MIS (MANAGEMENT INFORMATION SYSTEM)

4. PRICE OF WORKER

SAS PACKAGE: ANNUAL LICENSE CHARGE.

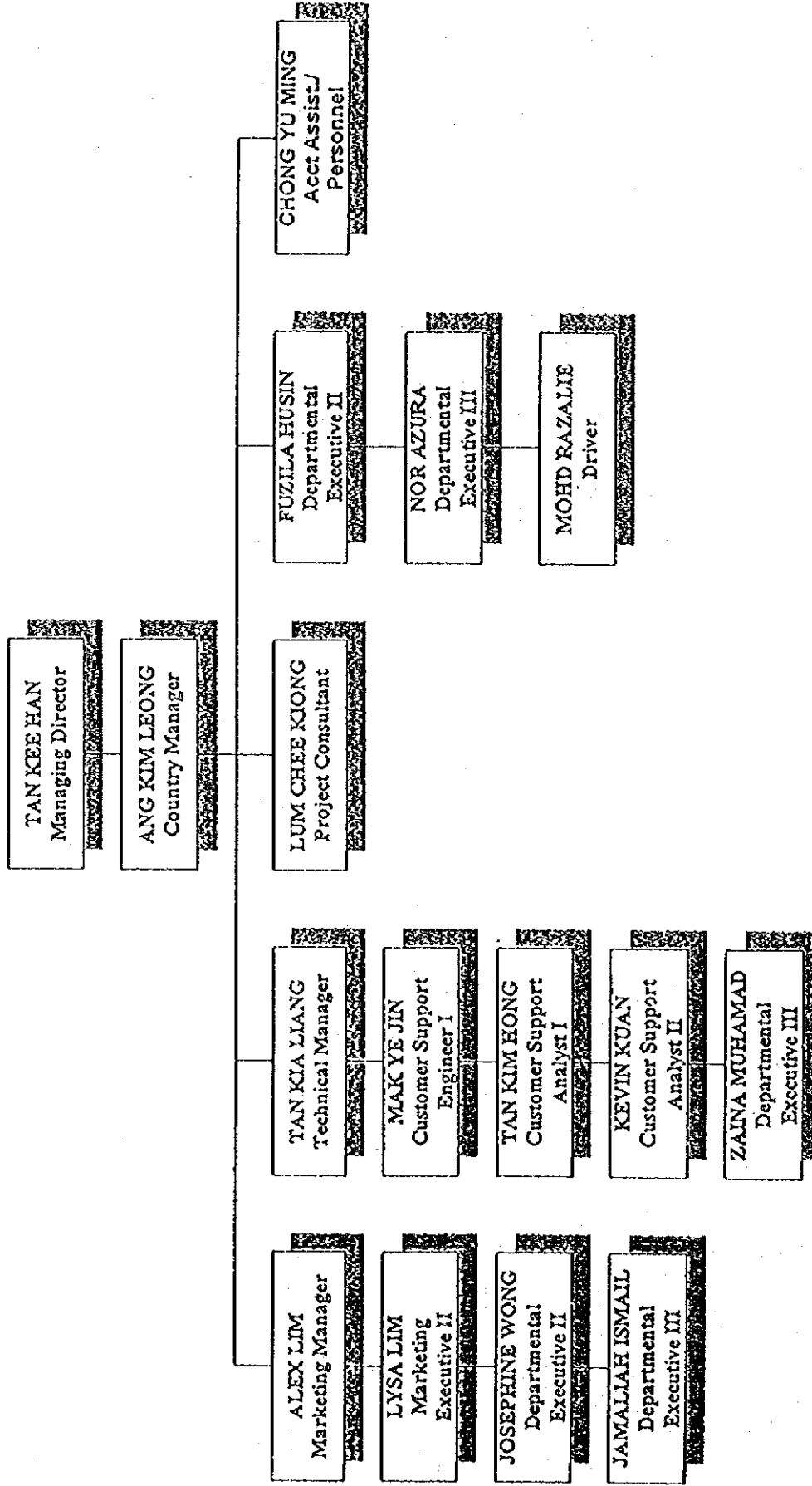
TIME AND MATERIAL BASE: RM500/HOUR MINIMUM 5 HOURS

PROJECT BASE: RM30,000/MONTH

EDUCATION COURSES ARE AVAILABLE WITH FEE.

# SAS Institute (M) Sdn Bhd

## ORGANISATION CHART



## CONSULTANT CHECKLIST (PROGRAMMING DEVELOPMENT)

### 1. OUTLOOK OF CONSULTANTS IN MALAYSIA

- 1) Name of Company and Chairman  
*Nielsen-SRG MIS (Subsidiary of SRM) and No Chairman*
- 2) Office Location  
*18th Floor Menara MPPJ  
Jalan Tengah  
46200 Petaling Jaya  
Selangor Darul Ehsan*
- 3) The Form of Company (Private or Corporate, Major Shareholders)  
*Private*
- 4) Establishment in Month and Year  
*April 1988*
- 5) Capital and Annual Sales  
*Not Applicable*
- 6) The Broad Outline of Company and Business  
*Software Development and Support*

### 2. ORGANISATION

- 1) Organisation Outline (Classified by Principal Office and Branch Office)  
*Head Office Only*
- 2) Number of Employees (Classified by Principal Office and Branch Office)  
*50*
- 3) Number of Project Managers, System Engineers and Programmers  
*8 Managers  
11 System Analyst/System Analyst Programmers  
24 Programmers*

### 3. ACTUAL PROGRAMMING DEVELOPMENT

- 1) Actual contracting work of programming development
  - Name of Customer ) *Mainly Internal*
  - Name of Programming Development ) *Customer*
  - The Content of Contract )
  
  - Name of Application and Kind of Application
    - 1) *Television Research System*
    - 2) *Radio Research System*
    - 3) *Advertising Expenditure Research System*
    - 4) *Print Research System*
    - 5) *Retail Research System*
    - 6) *Consumer Research System*



- Machine Type and System
  - 1) *Novell Network*
  - 2) *DOS*
  - 3) *Windows*
  
- Programming Language
  - 1) *Pascal*
  - 2) *Power Builder*
  - 3) *Foxpro*
  - 4) *Oracle*
  - 5) *Visual Basic*
  
- Workload (Number of Steps and Total Man Months) -
  
- Education for Customer Operations (Manuals, On The Job Training, etc) -

4. PRICE OF WORKER (Hourly Rate and Monthly Rate by Rank)

1)	Project Manager	<i>RM120 - RM180 per hour</i>
2)	System Engineer	<i>RM100 - RM120 per hour</i>
3)	Programmer	<i>RM 60 - RM100 per hour</i>

- 5. AVERAGE UNIT PRICE OF MACHINE USAGE AND MATERIALS -
  
- 6. FUTURE OUTLOOK OF CONSULTANTS -
  
- 7. EVALUATION OF CONSULTANTS -
  
- 8. OTHERS
  - Related materials, if there are available -

## **1. OUTLOOK OF CONSULTANTS**

- a.    Name                    Frank Small & Associates (SEA) Sdn Bhd  
      Chairman                Mr Pierre Weill  
      Regional Director       Mr John Smurthwaite
  
- b.    Address                   32nd Floor, UBN Tower, No 10, Jalan P. Ramlee  
                                  50250 Kuala Lumpur
  
- c.    In Malaysia the Company is a Private Limited Company (ie. Sendirian Berhad)
  
- d.    Frank Small & Associates has established in 1974 in Malaysia.
  
- e.    Capital is approximately RM1,000,000 paid up with annual Revenue at  
      RM13,000,000 approximately.
  
- f.    Broad outline of the Company follows in the following pages.

## FRANK SMALL & ASSOCIATES - A COMPANY PROFILE

### 1. HISTORY OF FRANK SMALL & ASSOCIATES IN ASIA

Frank Small & Associates (SEA) Sdn Bhd is a market research and marketing consultancy firm which is part of an international group operating in 11 countries with 17 different companies.

The Group Headquarters are in Sydney, Australia. Sydney is the regional head office for Australia and for North Asia (Hong Kong, China, Taiwan, Korea, Philippines) whereas Kuala Lumpur is designated as the regional office for South Asia (Malaysia, Thailand, Singapore and Indonesia and is responsible for expansion to Vietnam, Cambodia and Laos). The Malaysian office is also responsible for the subsidiary (Business Travel Monitor) in London and for co-ordinating international business in all other countries.

Frank Small & Associates started operations some 30 years ago in Sydney.

Frank Small & Associates expanded into Asia in the 1970's with Singapore (1973) and Kuala Lumpur (1974) being the first two Asian offices. By the late 1980's Frank Small & Associates had expanded its network into eleven countries.

The group is now one of the two largest market research organisations in the Asia Pacific rim. It employs some 800 full-time staff about one third of which are at management/executive level.

The total consultancy turnover as of 1994 was in excess of US\$27million in Asia Pacific.

The group has grown tremendously in the past decade and has been consistently the fastest growing market research organisation in the past five years with an average of 15% group growth rate.

**2. FRANK SMALL & ASSOCIATES - PART OF SOFRES GROUP**

During early 1995 Frank Small & Associates (Holdings) Pty Ltd and its companies were sold to the world fourth largest market research company, SOFRES based in France. Frank Small & Associates is now part of this international group.

Because of the European interest in Asia, there will be a growing demand for market research in Asia.

Regional and sub-Regional co-ordination is now required and the Malaysia office has been designated as the regional office (OHQ) for South Asia key role for Malaysia will be the development of offices in Indo-China and Myanmar. These are of considerable importance to SOFRES.

SOFRES has a staff of over 2200 and around US240,000,000 turnover in 1995. Being established in most European countries SOFRES will bring a new range of market research services to the Frank Small Group but will also open the door for the Frank Small Group in the European Union.

SOFRES has particular expertise in Modelised approaches for customer satisfaction surveys, brand equity management, marketing mix optimisation and advertising effectiveness as well as TV measurement and Consumer Panels.

## **FIELD OF ACTIVITY**

Our business is problem definition, data collection and analysis. We don't sell techniques, we sell a solution-oriented approach.

To this end we need to know how our research information will be used. Then we can provide a full consultancy and follow-up service to make this information effective.

We conduct hundreds of thousands of interviews a year, face-to-face, by mail or telephone-anywhere, anyway your problem requires.

Some of these ways include :-

- Market segmentation and definition studies
- Computer modelling
- Test market evaluations
- Product and taste tests
- New product development
- Government and social research

## **EXPERIENCE WITH PROJECTS FOR GOVERNMENT OF MALAYSIA**

Frank Small & Associates Sdn Bhd has been a major consultant to government funded survey project.

Being a large and capable company combined with the fact that we are majority Malaysian (Bumiputra) owned company have contributed to our close association with government projects. Frank Small & Associates Sdn Bhd puts extra care and emphasis on projects that have a national benefit implication.

Some of the government agencies, statutory bodies or national companies that contracted survey to us include

- Department of Irrigation and Drains
- MAMPU (Prime Minister's Department)
- Tourist Development Corporation
- Malaysia Airlines
- Ministry of Environment
- Pemas
- State of Selangor
- SEDC Sarawak
- RTM (Radio Television Malaysia)
- STM (Telecom)
- Economic Planning Unit (EPU)
- Ministry of Domestic Trade and Consumer Affairs

## WIDE EXPERIENCE AND LARGE PROJECTS CAPABILITY

In its 20 years of operation in Malaysia, Frank Small & Associates Sdn Bhd has acquired a wide experience of all types of surveys.

Nationwide large scale projects are very common in Frank Small & Associates Sdn Bhd. We have frequently conducted surveys of over 5,000 individuals over a 6-8 week period. These include our weekly omnibus (3,000 individuals per month), T.V. Audience Study (2,500 individuals every week) Debeers (5,000 interviews), Malayan Banking (6,000 interviews), RTM Establishment Survey (50,000 individuals).

In the past few years, we have conducted many of the large scale survey projects for large multinational companies, large local companies, government ministries and specialised agencies.

CLIENT	PROJECT/LOCATION	PERIOD
Economic Planning Unit	Distributive Trade Census And Survey among 150,000 wholesalers and retailers	1995
Department of Environment	National Study on Public Awareness Towards Environmental Issues	1995
Department of Environment	Environment Study	1994
Ministry of Domestic Trade & Consumer Affairs	Daily retail price for TV1 and TV3	1994
Ministry of Trade	Medic Consultancy	1994
TDC	Domestic Tourism study involving 5,000 interviews	1993
Bank Pertanian Malaysia	Effectiveness of AJDF loans	1993
TDC	Study of 5,000 foreign Tourism Spending Patterns	1992
Economy Planning Unit	Census of Wholesale and Retail Trade in Malaysia	1991
DID(JICA)	Non-Grainy Irrigated Area Rationalisation and Crop Diversification Project - Peninsular Malaysia and Sabah and Sarawak	1989

CLIENT	PROJECT/LOCATION	PERIOD
DEBEERS	Social cultural survey- Malaysia and 4 other Asian countries	1989
RTM/TV3	TV Audience Monitoring Survey - Peninsular Malaysia	1989
STM	User Attitude & Satisfaction Study - Peninsular & East Malaysia	1989
Shell Malaysia	Corporate Image Study - Peninsular & East Malaysia	1989
Maybank	Corporate Image Study - Peninsular & East Malaysia	1989
PERDA	Market & Development Study on Bandar Butterworth	1988
MAS	MAS Corporate Image Research - Peninsular & East Malaysia	1988
IBM	Corporate Image & Satisfaction Study - 11 countries	1986-1988
Petronas	Major Corporate, Product, Dealer and Consumer Study - Peninsular & East Malaysia (2,500 Interviews)	1986-1987
Mardi. Serdang	Agriculture research in Johor Bahru	1986
Perusahaan Otomobil Nasional	Research Export market for Proton Saga - 12 countries	1986
Kementerian Sains, Teknologi dan Alam Sekitar	Public perception & Awareness toward environment - Peninsular Malaysia	1986
TDC	Domestic and Regional Tourism study - Peninsular Malaysia & neighbouring countries (10,000 Interviews)  Census of Public Road Transport amenities and vehicles - Peninsular Malaysia	1985



## **EXPERIENCE WITH JICA AND A.J.D.F.**

Frank Small & Associates has conducted two studies in recent years in conjunction with JICA.

### **1. Bank Pertanian Malaysia**

Together with Japanese Consultant Nippon Koel, an analysis was conducted on the Asean Japanese Development Fund in Malaysia. The Study was undertaken among 1,000 farmers and agro-businesses with the output being provided to assist Bank Pertanian Malaysia in repositioning the Bank and improving its products, services and marketing. Areas of new product development were determined and recommended.

### **2. Non-Granary Irrigated Area Rationalisation and Crop Diversification Project, Malaysia**

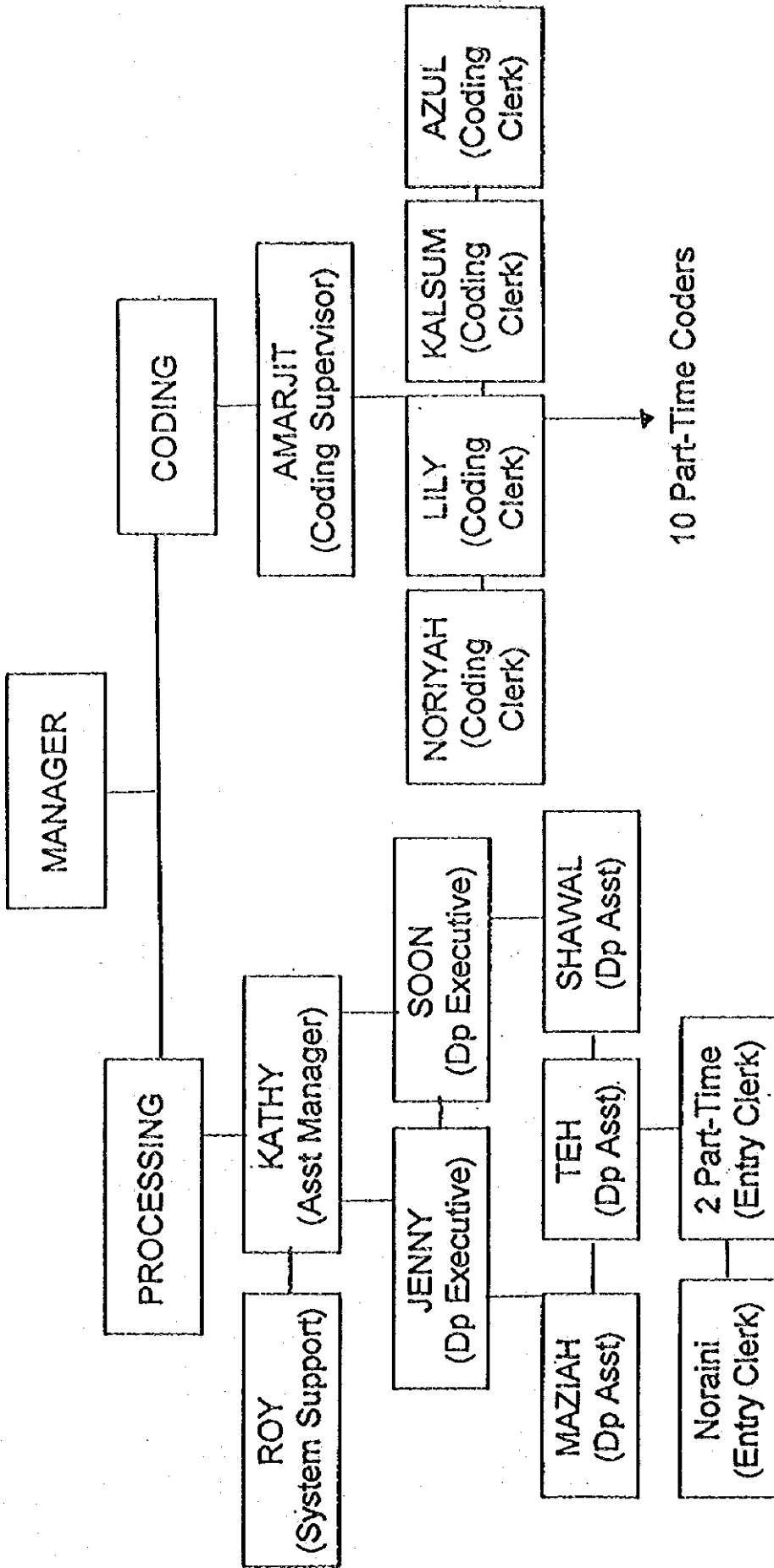
Overall responsibility for technical financial and quality aspects of this major project for Japan International Co-operation Agency (JICA) on behalf of the Department of Drainage and Irrigation in Malaysia. Objective of study was to understand the habits and attitudes of rice farmers and opinion leaders in special areas in Malaysia.

The project involved some 5,000 interviews across Peninsular Malaysia as well as Sabah and Sarawak.

### **3. Tokyo Gas and JICA**

A study was conducted in 1989 for JICA/Tokyo Gas on the demand for gas in Malaysia.

# EDP



Total Permanent Staff : 14

Total Part-Time Staff : 12 - 20

### SOFTWARE USED

1. Microtab - Research package from Entry to Analyse Data  
- Conversion Data to (i) ASCII  
(ii) IBM Column Binary  
(iii) SPSS  
(iv) Excel
2. Mediapro
3. Toolbox
4. Microsoft Professional

### HARDWARE USED

1. Server running under Novell V3.12
2. PC
  - a) 1 units pentium
  - b) 4 units 486 DX 100
  - c) 4 units 386 DX

### STAFF RATE

1. Manager @ RM100 per hour	10,000 per month
2. System Support @ RM60 per hour	6,000 per month
3. Dp Executive @ RM36 per hour	4,600 per month
4. DP Assistant @ RM36 per hour	4,600 per month
5. Entry Clerk @ RM30 per hour	4,000 per month
6. Coding Superior @ RM36 per hour	4,600 per month
7. Coding Clerk @ RM30 per hour	4,000 per month
8. Part-time workers @ RM20 per hour	3,000 per month
9. System analysl @RM400 per hour	40,000 per month
10. Programmer @RM100 per hour	10,000 per month

CONSULTANT CHECK LIST (PROGRAMMING DEVELOPMENT)

1. OUTLOOK OF CONSULTANT

- 1) NAME OF COMPANY AND CHAIR MAN  
SEPAKAT COMPUTER CONSULTANT SDN BHD AND MANAGING DIRECTOR : ROSELY ISSA
- 2) OFFICE LOCATION  
LOT D1-1, BLOCK D, BANGUNAN SPPK, 46 JALAN DUNGUN DAMANSARA HEIGHTS  
50490 KUALA LUMPUR  
TEL 603 254 9666  
FAX 603 254 7418
- 3) THE FORM OF COMPANY  
PRIVATE, OWNED BY ROSELY 65% AND HAMID 35%
- 4) ESTABLISHMENT  
1982
- 5) CAPITAL AND ANNUAL SALES  
NOT APPLICABLE
- 6) THE BROAD OUT LINE OF COMPANY AND BUSINESS  
SYSTEM INTEGRATION, S/W DEVELOPMENT AND CONSULTANT, VAR FOR HP SYSTEM,  
ICL, COMPAQ PC AND ORACLE RDBMS.

2. ORGANIZATION

15 PEOPLE IN MAIN OFFICE AND 68 PEOPLE IN ONLY ONE BRANCH OFFICE.  
6 DIVISIONS: SALES, TECHNICAL, CORPORATE MARKETING, ORDER & PROCESSING,  
FINANCE, SPECIAL ASSIGNMENT DIVISION

3. ACTUAL PROGRAMMING DEVELOPMENT

SEE NEXT 6 PAGES.

4. PRICE OF WORKER

PROJECT MANAGER: RM 15000/MONTH  
SYSTEM ANALYST: RM 9000/MONTH  
PROGRAMMER: RM 6000/MONTH

SEPAKAT'S EXPERIENCE (BRIEF) LIST OF MAJOR WORKS

PRESENT ASSIGNMENTS

ORGANISATION	APPLICATION SYSTEM DEVELOPED	DATABASE & DEVELOPMENT TOOLS	HARDWARE	CONTACT PERSON
Telekom M'sia Bhd	-	-	IBM 3803-3	Name : En. Tuma'suri Sukami Tel : 03-7179393  Telekom M'sia Bhd Unit Senggaraan Hadwer Komputer (CHARM) Taman Tun Dr. Ismail 60000 Kuala Lumpur
Koperasi Polis Diraja (M) Bhd	-	UNIVERSE	HP 9000/G40	Name : En. Roslan Adam Tel : 03-2749299  No. 1 Jalan Sulaiman Bangunan Koperasi Polis 50000 Kuala Lumpur
Computer Recovery Facilities	-	-	IBM 3390-A33 IBM 3390-B3C 3725-Memory Upgrade	Name : En. Mohd Fatoni Hj. Ali Tel : 03-7039999  Computer Recovery Facilities No. 3 Jalan SS 6/3 47301 Kelana Jaya Selangor
Jab. Ukur dan Pemetaan	a) MIS b) CDS c) LMS d) CPS	ORACLE, ARC/INFO, CIVIL CAD	HP Workstation	Name : En. Harun bin Daud Tel : 03-2925311  Jabatan Ukur dan Pemetaan Malaysia Ibu Pejabat Jabatan Ukur dan Pemetaan Jalan Semarak 50578 Kuala Lumpur
Universiti Pertanian Malaysia	-	ARC/INFO	Workstation ARC/INFO	Name : En. Hamimi Tel : 03-9486101  Universiti Pertanian Malaysia Maklumat Anatomi Kayu Fakulti Perhutanan 43400 Serdang Selangor
Lysaght Marketing S/B	-	FORTRAN 77	HP 9000/425E	Name : Tel : 03-2384085  Lysaght Marketing S/B 9th Floor, Bgn Yee Sang 15th Jalan Raja Chulan 50200 Kuala Lumpur
Universiti Islam Antarabangsa	-	ARC/INFO	Workstation ARC/INFO	Name : Zaidi Abdul Ghani Tel : 03-7903516  Universiti Islam Antarabangsa Jalan Universiti 46350 Petaling Jaya Selangor

SEPAKAT'S EXPERIENCE (BRIEF) LIST OF MAJOR WORKS

PRESENT ASSIGNMENTS

ORGANISATION	APPLICATION SYSTEM DEVELOPED	DATABASE & DEVELOPMENT TOOLS	HARDWARE	CONTACT PERSON
Universiti Teknologi Malaysia	-	ARC/INFO	Workstation ARC/INFO	Name : En. Mohd Ghazali Hashim Tel : 07-756160  Universiti Teknologi Malaysia Karung Berkunci 791 80900 Johor
German Malaysia Institute	-	Hardware		Name : Mr Francis Tel : 03-9861708  German Malaysia Institute Head of Dept. Admin 3rd floor, No. 119 Jalan 7/91 Taman Sharmelin Parkasa 3 1/2 miles, Cheras 56000 Selangor
Kementerian Belia dan Sukan	-	Hardware		Name : Tel : 03-2552255  Kementerian Belia dan Sukan Unit Komputer Pusat Bandar Damansara 50490 Kuala Lumpur
Institut Teknologi MARA	-	Hardware		Name : Dr. Hj Wan Mohd bin Hj Wan Abd. Kadir Tel : 03-5592311  Institut Teknologi Mara Pejabat Bendahari 40450 Shah Alam Selangor
Permodalan Nasional Berhad	-	-	IBM 3180	Name : Abdulllah Ahmad Tel : 03-2610588  Permodalan Nasional Berhad 27th Floor, Balai PNB 201A Jalan Tun Razak 50400 Kuala Lumpur
Bank Bumiputera Malaysia Berhad	-	-	IBM 4700 (Banking Terminal) DS/2	Name : Tuan Hj. Azali Setapa Tel : 03-825211  Pusat Data Putra Lot 60 Jalan Air Hitam 43000 Kajang Selangor
Jabatan Pertanian	a) Geographical Information System b) Image Analysis	ARC-INFO ERDAS ORACLE	HP 9000/750 HP 9000/720 HP 9000/710	Name : Dr. K. Zulkifli Tel : 03-2952011  Jabatan Pertanian Cawangan Teknologi Maklumat Kementerian Pertanian Jalan Sultan Salahuddin 50632 Kuala Lumpur.

SEPAKAT'S EXPERIENCE (BRIEF) LIST OF MAJOR WORKS

PRESENT ASSIGNMENTS

ORGANISATION	APPLICATION SYSTEM DEVELOPED	DATABASE & DEVELOPMENT TOOLS	HARDWARE	CONTACT PERSON
Jabatan Perikanan	a) Geographical Information System b) Image Analysis	ARC-INFO ERDAS	HP 9003/720 HP 9000/705	Name : En. Hambal Hambal Tel : 04-872777  Institut Penyelidikan Perikanan Gelugor Pulau Pinang
Jabatan Perangkaan	a) Geographical Information System	ARC-INFO	HP 9003/720	Name : En. Daniel Tel : 03-2922133  Jabatan Perangkaan M'sia Tingkat 3, Blok B Wisma Statistik Jalan Cenderasari 50514 Kuala Lumpur
Kementerian Pertahanan	-	-	HP 9000/827s	Name : Major Mokhtar b Salleh Tel : 03-2353861  Bhg Perisikan Pertahanan Risiko 4 Jalan Padang Tembak Kuala Lumpur
Negeri Sembilan State Treasury/ State Government	Conversion a) Budget b) General Ledger c) Subsidiary Ledgers d) Loans Taken/Granted e) Project Monitoring f) Low cost housing g) Cash Receipts and Disbursement	ORACLE RDBMS	HP 9000/847s	Name : Kamaruddin Kelling Tel : 06-739751  Pejabat Kewangan Negeri Negeri Sembilan 70000 Seremban Negeri Sembilan
Johore Port Authority	a) Manifest b) Consignee Billing c) Vessel Accounting d) Debtor e) Creditor f) General Ledger g) Payroll h) Personnel	ORACLE RDBMS & 4th GL	HP 9003/847	Name : Hajah Ramiah Sulaiman Tel : 07-512601  Johore Port Authority P.O. Box 66 81707 Pasir Gudang Johor

SEPAKAT'S EXPERIENCE (BRIEF) LIST OF MAJOR WORKS

PAST ASSIGNMENTS

ORGANISATION	APPLICATION SYSTEM DEVELOPED	DATABASE & DEVELOPMENT TOOLS	HARDWARE	CONTACT PERSON
Petroleum Nasional (Petronas)	a) Account Payable b) Account Receivable c) General Ledger d) Fixed Asset	ORACLE RDBMS	PC	Name : Bohri Mat Isa Tel : 03-2754215  Petroleum Nasional Berhad Tkt 27, Menara Dayabumi Jalan Sultan Hishamuddin 50050 Kuala Lumpur
Kementerian Tanah dan Pembangunan Koperasi		ORACLE	HP9000/847	Name : Mohd Hashim Tel : 03-4216335  Kementerian Tanah dan Pembangunan Koperasi Tingkat 1, Blok B Pejabat Tanah Wilayah Persekutuan Jalan Tun Razak 50678 Kuala Lumpur
Ministry of Domestic Trade And Consumer Affairs (11.67 m).	a) Registration of Company b) Registration of Business c) Price & Control Item Sys. d) Trademarks System e) Licence	ORACLE RDBMS	IBM MAINFRAME ES 9000 MODEL 190	Name : Wan Mohd Rosdi Wan Dollah Tel : 03-2329955  Kementerian Perdagangan Dalam Negeri dan Hal Ehwal Pengguna Tkt 40, Menara Maybank Jalan Tun Perak 50050 Kuala Lumpur
Sarawak Electricity Supplies Corporation (SESCO)	a) ALCIE GL Conversion b) Data Conversion	ORACLE RDBMS	HP 9000/827s	Name : Patrick Shi Tel : 082-441188 x 1831.  Sarawak Electricity Supplies Corporation Ibu Pejabat SESCO Petra Jaya 93700 Kuching Sarawak
Jabatan Alam Sekitar	a) Geographical Information System	ARC INFO	HP 9000/740	Name : Tengku Bakry Shah Tengku Johan Tel : 03-2938955  Jabatan Alam Sekitar Tkt 13, Wisma Sime Darby Jalan Raja Laut 50662 Kuala Lumpur
SUK Selangor	-	-	IBM ES 9121 IBM 3390-A24 IBM 3390-B28 IBM 3490-D41	Name : Kamaruddin Mohd Tel : 03-5591957  Pusat Komputer Negeri Ibu Pejabat Kerajaan Selangor Tkt 2 Bgn Sultan Salahuddin 40503 Shah Alam Selangor



SEPAKAT'S EXPERIENCE (BRIEF) LIST OF MAJOR WORKS

PAST ASSIGNMENTS

ORGANISATION	APPLICATION SYSTEM DEVELOPED	DATABASE & DEVELOPMENT TOOLS	HARDWARE	CONTACT PERSON
Cempaka Finance Berhad	a) Savings Account System b) Fixed Deposit System c) Hire Purchase System d) General Ledger System e) Loans f) Leasing g) Payroll/Personnel h) Money Market i) Fixed Asset	ORACLE RDBMS	Sequent S16	Name : Tel : 03-2301299  Cempaka Finance Berhad 4th floor, Wisma TAS 21, Jalan Malaka 50100 Kuala Lumpur
United Nation Development Program	a) Water Resources b) Sanitation System	PARADOX	-	Name : Rosmah Jenita Tel : 03-2933333  Unit Perancang Ekonomi Jabatan Perdana Menteri Jalan Dato' Onn 50502 Kuala Lumpur
Lembaga Elektrik Sabah	a) Budgetting System b) Payroll System	COBOL 85	FACOM 760 FACOM 740	Name : Rokiah Hj. Abdul Tel : 088-211693  Lembaga Elektrik Sabah Wisma LLS Jalan Tunku Abdul Rahman 88673 Kota Kinabalu Sabah
Jabatan Bekalan Air Terengganu	a) Water Revenue System b) Water Supply Operation and Management	ORACLE RDBMS	MIPS	Name : Zulkifli Kadir Tel : 09-622444 x 6320  Jab. Bekalan Air Terengganu Tkt 3, Wisma Negeri Jalan Pejabat 20200 Kuala Terengganu Terengganu
Jabatan Kerja Raya Kelantan - Bah. Air	a) Water Revenue System b) Water Supply Operation and Management c) Vote Expenditure	INFORMIX DBMS ANO 4TH GL	HP9000/815	Name : Wan Mohd Zamri Wan Ismail Tel : 09-784040  Jab. Kerja Raya Kelantan Bahagian Bekalan Air Jalan Kuala Krai 15050 Kota Bharu Kelantan
Jabatan Alam Sekitar	a) IRPA b) Office Administration c) Presting Evaluation d) Environment Impact Analysis e) Enforcement & Licensing f) Environmental Quality Monitoring g) Inventory of Source Emission h) Environmental Input to Development Planning	Altbase HP4thGL	HP9000/825	Name : Tengku Bakry Shah Tengku Johan Tel : 03-2938955  Jabatan Alam Sekitar Tkt 13, Wisma Sime Darby Jalan Raja Laut 50662 Kuala Lumpur

SEPAKAT'S EXPERIENCE (BRIEF) LIST OF MAJOR WORKS

PAST ASSIGNMENTS

ORGANISATION	APPLICATION SYSTEM DEVELOPED	DATABASE & DEVELOPMENT TOOLS	HARDWARE	CONTACT PERSON
Mines Research Institute	a) Geographic Information System (GIS)	ARC/INFO	HP Vectra 386	Name : Kamarudin Tel : 05-577053  Institut Penyelidikan Galian Jalan Sultan Azlan Shah 31400 Ipoh Perak
Ministry of Education	-	ORACLE RDBMS	IBM/ES 9000 MODEL 170	Name : Rokiah Haron Tel : 03-2513504  Kem. Pendidikan Malaysia Bah. Perkhidmatan Komputer Paras 3, Blok J Utara Pusat Bandar Damansara
Jabatan Kerja Raya Labuan, Bahagian Bekalan Air	a) Water Revenue System		IBM PC NETWORK	Name : Shahlin Tel : 087-414040  Jabatan Kerja Raya Wilayah Persekutuan Peti Surat 2 Jalan Tanjung Kubong 87008 Labuan Sabah
Accountant General Malaysia (AG)	a) Department Reporting Sys	UNG	BURROUGHS A3	Name : Zulkifli Ahmad Tel : 03-2547022  Jabatan Akauntan Negara Tkt 2, Blok 8 Kompleks Pejabat Kerajaan Jalan Duta 50662 Kuala Lumpur
Affin Credit (M) Sdn Bhd	a) Hire Purchase Subsystem b) Block Discounting Subsystem c) General Ledger System d) Accounting Subsystem e) Payroll Personnel Subsystem f) Finance and Leasing Subsystem g) Statistical Analysis Program	Prime Information	PRIME 2250	Name : Rahim Mohd Som Tel : 03-2487766  Affin Credit (M) Sdn Bhd Tkt 8, Bangunan LTAT Jalan Bukit Bintang 55100 Kuala Lumpur
Perak State Treasury	a) Budget b) General Ledger c) Subsidiary Ledgers d) Loans Taken/Granted e) Project Monitoring f) Low Cost Housing g) Cash Receipts and Disbursement	UNG	BURROUGH XES20	Name : Roslan Abd Rahman Tel : 05-531957  Perbendaharaan Neg. Perak Tkt 1, Bangunan Pejabat Kerajaan Negeri Jln Panglima Bukit Gantang 30000 Ipoh Perak

SEPAKAT'S EXPERIENCE (BRIEF) LIST OF MAJOR WORKS

PAST ASSIGNMENTS

ORGANISATION	APPLICATION SYSTEM DEVELOPED	DATABASE & DEVELOPMENT TOOLS	HARDWARE	CONTACT PERSON
Perak State Economic Development Corporation (PSEDC)	<ul style="list-style-type: none"> <li>a) General Ledger</li> <li>b) Cash Receipts and Disbursement</li> <li>c) Accounts Receivables (Sales/Debtors Ledger)</li> <li>d) Sales Tracking System</li> <li>e) Project Cost and Quantity Estimation</li> <li>f) Project Monitoring and Control</li> <li>g) Housing/Industries Area Application</li> <li>h) Industries and Manufacturing Establishment</li> <li>i) Computerised Statistical Data Bank</li> <li>j) Joint-Venture Companies or Project</li> </ul>	COBOL	BURROUGH XE520	<p>Name : Tahiruddin Tahir Tel : 05-503666</p> <p>Perbadanan Kem. Ekonomi Negeri Perak Wisma Wan Muhammed Jalan Kelab 30000 Ipoh Perak</p>
Kumpulan Karangkräf	<ul style="list-style-type: none"> <li>a) Circulation System</li> <li>b) General Ledger</li> <li>c) Accounts Payable</li> <li>d) Accounts Receivable</li> <li>e) Book Distribution</li> <li>f) Payroll and Personnel</li> </ul>	PICK	ALTOS	<p>Name : Zakaria Tel : 03-7174799</p> <p>Karangkräf Edar Sdn Bhd Computer Department No. 50-52, Uq Rahim Kajal 14 Taman Tun Dr. Ismail 60000 Kuala Lumpur</p>
Miri Port Authority	<ul style="list-style-type: none"> <li>a) Manifest</li> <li>b) Consignee Billing</li> <li>c) Vessel Accounting</li> <li>d) Debtor</li> <li>e) Creditor</li> <li>f) General Ledger</li> <li>g) Payroll</li> <li>h) Personnel</li> </ul>	Universe 4thGL	HP9000/825	<p>Name : Sadiq bt Tu Tel : 086-38525</p> <p>Miri Port Authority Jalan Bandahera Pet Surat 1179 98008 Miri Sarawak</p>
Malayan Railway/KTM	<ul style="list-style-type: none"> <li>a) Payroll</li> <li>b) Billing and Rent Billing System</li> </ul>	MVS	IBM 4341	<p>Name : Mohd Isa Tel : 03-2747412</p> <p>Keretapi Tanah Melayu (KTM) Jalan Sultan Hishamuddin Kuala Lumpur</p>
Perbadanan Kemajuan Kraftangan Malaysia	<ul style="list-style-type: none"> <li>a) Management Reporting</li> <li>b) Accounting and Budgetary Systems</li> <li>c) Subsidiary Ledgers</li> <li>d) Fixed Assets</li> </ul>	COBOL	IBM PC	<p>Name : Jaafar Puteh Tel : 03-2925322</p> <p>Perbadanan Kemajuan Kraftangan Malaysia Tkt 9, Wisma Kraftangan Jalan Tun Perak 50050 Kuala Lumpur</p>
Standard Industrial And Research Institute (SIRIM)	<ul style="list-style-type: none"> <li>a) Personnel and Payroll System</li> </ul>	IMAGE Database COBOL	HP3000/48	<p>Name : Junaidah Tel : 03-5592601</p> <p>Inst. Pwawan dan Penyelidikan Perindustrian Malaysia (SIRIM) Persiaran Dato' Menteri Seksyen 2 40911 Shah Alam Selangor</p>

SEPAKAT'S EXPERIENCE (BRIEF) LIST OF MAJOR WORKS

PAST ASSIGNMENTS

ORGANISATION	APPLICATION SYSTEM DEVELOPED	DATABASE & DEVELOPMENT TOOLS	HARDWARE	CONTACT PERSON
Implementation & Co-ordination Unit (Prime Ministers' Department)	a) Health Application System (MERAH II)	ORACLE RDBMS	-	Name : Hamdon Mohamad Tel : 03-2321957  Jabatan Perdana Menteri Jalan Dato' Onn 50502 Kuala Lumpur
Negeri Sembilan State Treasury/ State Government	a) Budget b) General Ledger c) Subsidiary Ledgers d) Loans Taken/Granted e) Project Monitoring f) Low cost housing g) Cash Receipts and Disbursement	ORACLE RDBMS	Wang VG7110	Name : Kamaruddin Keling Tel : 06-739751  Pejabat Kewangan Negeri Negeri Sembilan 70000 Seremban Negeri Sembilan
Jabatan Perhutanan Malaysia	a) Forest Resource b) Harvesting and Revenue Collection c) Geographic Information System (GIS)	ORACLE RDBMS  ArcInfo	HP9000/835S  HP375CH Workstation HP Vectra 286/12	Name : Asri Hassan Tel : 03-2981660  Jabatan Perhutanan Semenanjung Malaysia Jalan Sultan Salahuddin 50660 Kuala Lumpur
Jabatan Perhutanan Selangor		ORACLE	HP9000/817	Name : Hj. Ahmad Lamsan Tel : 03-5591957 x 2543  Unit Komputer Pejabat Perhutanan Negeri Selangor Bangunan Setiausaha Kerajaan Negeri Selangor 40000 Shah Alam Selangor
Tourist Development Corporation	a) Integrated Accounting System b) TOPIS c) MAPIS d) TDIS	ORACLE RDBMS	HP9000/845S	Name : Halmi Baharom Tel : 03-2913334  Perbadanan Kemajuan Pelancongan Malaysia (TDC) Tkt 26, Menara Dato' Onn Putra World Trade Centre Jalan Tun Ismail 50480 Kuala Lumpur
Tenaga Nasional Berhad	SRCS a) Stores & Inventory b) Motor Vehicles c) Time Sheet d) CRS e) Overtime f) Income Summary g) Administration Module	COBOL	BN8859	Name : Rashidan Taher Tel : 03-2558844  Siemen Nixdorf Computer (M) Sdn Bhd 36-40, Medan Setia 2 Off Jalan Setia Budi Bukit Damansara 50490 Kuala Lumpur
Utusan Melayu	a) General Ledger b) Personnel System c) Payroll System d) Account Payable e) Account Receivable f) Invoicing System	ORACLE RDBMS	HP9000/815 HP9000/825 HP9000/822 HP9000/827	Name : Azlan Mohd Yusof Tel : 03-2217055  Utusan Melayu (M) Bhd 46M, Jalan Lima melalui Jalan Chan Sow Lin 55200 Kuala Lumpur

CONSULTANT CHECK LIST (PROGRAMMING DEVELOPMENT)

1. OUTLOOK OF CONSULTANT

- 1) NAME OF COMPANY AND CHAIR MAN  
SAPURA SYSTEMS MALAYSIA SDN BHD AND GENERAL MANAGER : UNGHOR FAISAL
- 2) OFFICE LOCATION  
21 FLOOR ,MENARA TUN RAZAK. JALAN RAJA LAUT.  
50350 KUALA LUMPUR  
TEL 03 293 8090  
FAX 03 298 3040
- 3) THE FORM OF COMPANY  
JOINT VENTURE BETWEEN SAPURA HOLDING 70% AND HEWLETT-PACKARD 30%.  
SAPURA GROUP HAS I.T. BUSINESS UNIT, WHICH HAS 10 COMPANIES. SAPURA SYSTEMS  
IS ONE OF TEN COMPANIES.
- 4) ESTABLISHMENT  
FEBRUARY ,1991
- 5) CAPITAL AND ANNUAL SALES  
NOT APPLICABLE
- 6) THE BROAD OUTLINE OF COMPANY AND BUSINESS  
SOLUTION PROVIDER.

2. ORGANIZATION

18 S/W PEOPLE OUT OF 41 PEOPLE IN TOTAL.  
TECHNICAL TIE-UP WITH SAPURA ADVANCED SYSTEMS IN I.T. GROUP.

3. ACTUAL PROGRAMMING DEVELOPMENT

AIRPORT SYSTEM  
GRAPHIC INFORMATION SYSTEM  
EXECUTIVE INFORMATION SYSTEM  
BILLING SYSTEM FOR WATER BOARDS

4. PRICE OF WORKER

3YEARS--6YEARS EXPERIENCED	RM1800-RM2300/DAY
2YEARS--3YEARS EXPERIENCED	RM1000-RM1800/DAY

CONSULTANT CHECK LIST (PROGRAMMING DEVELOPMENT)

1. OUTLOOK OF CONSULTANT

- 1) NAME OF COMPANY AND CHAIR MAN  
IBM MALAYSIA AND GENERAL MANAGER : RODZIAN, AKIB ABU BAKER
- 2) OFFICE LOCATION  
PLAZA IBM, JALAN TUN MOHD FUAD TAMAN TUN DR. ISMAIL 6000 KUALA LUMPUR  
TEL 03 717 7788  
FAX 03 717 2188
- 3) THE FORM OF COMPANY  
100% OWNED BY IBM WORLD TRADE
- 4) ESTABLISHMENT  
1960
- 5) CAPITAL AND ANNUAL SALES  
NOT APPLICABLE
- 6) THE BROAD OUTLINE OF COMPANY AND BUSINESS  
DISTRIBUTION OF IBM MAINFRAME AND MIDRANGE COMPUTER

2. ORGANIZATION

110 S/W PEOPLE OUT OF 300 PEOPLE IN TOTAL.  
250 S/W PEOPLE INCLUDING SUBSIDIARY COMPANIES.

3. ACTUAL PROGRAMMING DEVELOPMENT

SINCE FIRST SYSTEM 360 INSTALLED IN 1967, CONTINUOUSLY DEVELOPING  
APPLICATION SOFTWARE.

RECENT DEVELOPMENT : CALL DATA INFORMATION FOR TELEKOM MALAYSIA  
DEVELOPED WITH 4 S/W HOUSE.  
SAP (USING GERMAN FINANCE MODULE PACKAGE)

4. PRICE OF WORKER

PROJECT MANAGER	RM330/HOUR
SYSTEM ANALYST	RM258/HOUR
PROGRAMMER	RM188/HOUR

(3) PROGRAMMING DEVELOPMENT

Name of the Company	Address	Tel and Fax	Contact Person	Nature of Business
IBM WORLD TRADE	Plaza IBM, Jalan Tun Habb Fund, Taman Tun Dr. Ismail, 6000 K.L.	03 717 9078 FAX 03 717 2188		Distributor of IBM computer systems
FUJITSU SYSTEM BUSINESS SDN BHD	FUJITSU Bldg. 1A, Jalan Tandang 204 46270 Petaling Jaya Selangor Daerah Ehsan	TEL 03 793 3005 FAX 03 793 4799	TAN HOEK SAI MANAGING DIRECTOR	Distributor of Fujitsu systems
ELECTRONIC DATA	17 1/2 Floor, Wisma Semantan	TEL 03 253 6676		Manufacturer
INTERCHANGE SDN BHD	Jalan Galangang, Bukit Damansara, 95050 K.L.	FAX 03 253 7957		
KANEMATSU INFORMATION SYSTEMS SDN BHD	Suite 84 8 1/2 floor, Menara Cold Storage, Jalan Semangat 45, Petaling Jaya, Selangor, Daerah Ehsan	03 717 5050 FAX 03 717 3110	TEO (757 8767)	VAR of IBM
SEMINTI Computer Consultant SDN BHD	Lot D1-1, Block D, Bangunan SPPK 46, Jalan Dunsun, Damansara Heights, 50490 K.L.	03 254 9666 FAX 03 254 7418	Kasmani Hj. Abu Hassan General Mgr. Uysher Faizal	software developer VAR of HP series
Daerah Technology SDN BHD	39A, Jalan SS 20/11, Damansara Utama 47400, Petaling Jaya	03-719 2085 FAX 03-719 3488	ACHARRI SUKRIMI	VAR of HP series
NEW STRAITS TIMES TECHNOLOGY SDN BHD	96 (Earth Information Systems S6) Block Level 6 South, Pusat Bandar Damansara Heights, K.L.	254 9808 FAX 254 9157		software system and developer





業務記録

日付(日)	用務先	用務	用務先西語名	係名
11月1日(水)	19:45 KL着 (JL723)			The Regent
11月2日(木)	(AM) JICA Malaysia Office	調査目的期間マテリアル等打合せ	小田次長 Mr. KOK CHONG EATT offices (Technical Cooperation)	
	(PM) Information Technology Exhibition '95	情報展資料収集		
11月3日(金)	(AM) MDITCA	調査目的期間マテリアル等打合せ	Mr. MOHAMAD AZIZ MOHD ISA Director of DTP	
			Mr. NAGALINGAM/L. THAMBIAH Principal Assistant Director	
			Mr. ZAMZURIBIN ABDULAZIZ Assistant Director	
	(PM) AI System Development Laboratory	情報展資料収集	工屋新五郎 (工屋システム)	
			山本 泉 (資格調整)	
			永谷光行 (エレクト)	
			瀧口淳一郎 (エレクト)	
11月4日(土)		資料整理及び打合せ		長谷川 大志
11月5日(日)	(AM) MDITCA	統計調査の現状情報資料の収集	Mr. NAGALINGAM Mr. ZAMZURIBIN	
	(PM) MA TRADE	現地コンピュータ関連情報収集	Mr. MASAO KUSHI (文司)	早瀬氏 (05:45)
				長谷川公治 照会 12
				11:15

日期(日)	用務先	用務	用務先面談者	備考
11月28(日)	(AM) MDICA (PTD)	統計學之研討會	Mr. MAGALINGAM	
	" (ROB. ROC)	MDICA之Computer之現況	Mr. ZAMZURBIN	System Analyst
	(PM) JICA Malaysia Office	調查結果之整理	Ms. NORZAMAN	"
	(AM) Frank Small & Associates	企社概要之把握	Ms. HASNAH	"
11月28(日)			Mr. JOHN D. SMURTHWITE Regional Director, South East Asia	
			Mr. L. SUPRAMANIAN Associate Director	
			Ms. CHING HONG KIEW ERP Manager	
			Mr. SEE TOH KOW CHENG Field Director	
	(AM) Fujitsu Systems Business (Malaysia) Berhad	企社概要之把握	Mr. TAN HOCK SAN Managing Director	
			Mr. CHANG WEI HOONG Executive Director	
			Mr. PHUA CHENG KHAN Assistant General Manager	
	(PM) Department of Statistics	統計學之研討會及統計學之現況	Ms. PUWALDAH (Statistician)	Communications
		統計學之現況	Mr. KUAN ( )	Operation Division
			Mr. SHEE (Head, Services Division)	
			Ms. } Computer Services Division	
			Ms. }	

月日(日)	用務先	用務	用務先附設者	備考
11月9日(木)	(AM) JETRO, K.L.	現地での出張に因る成績報告	店 秀輝 松崎 八重子	
	(PM) Survey Research Malaysia	会社概要の把握	Mr. EUGENE WONG Deputy Managing Director	
			Mr. JAN YEONIG KIM Managing Director	(SRG-MUS)
11月10日(金)	(AM) JICA Malaysia Office	中間報告、今後の打合せ	小田 次長	
	Association of the Computer Industry Malaysia (PIKOM)	コンピュータの現状と今後の把握	Mr. ALAN FUNG Executive Director	
	(PM) IBM World Trade Corporation	IBMにおける700シリーズの現状と今後の把握	Mr. WANG JACK JONG Country Services Manager	
			Mr. PAUL KANG HIAN BENG Senior Consultant	(IBM Consulting Group)
11月11日(土)	---	調査結果の整理		長谷川 次長
11月13日(月)	(AM) JICA Malaysia Office	JICA事務打合せ	小田 次長 小田 次長	
	(AM) 日本大使館	参 考	森 勝彦 二等書記官	
	(PM) JICA Malaysia Office	JICA事務打合せ	同員 打合せ	

月	日	用務先	用務	用務先西語名	備考
11月	14日(水)	江崎岡長はもと同一行初			
11月	18日(土)				
11月	20日(月)	MDTCA	スケジュール打合せ	Mr. ZAMZURI ABDUL AZIZ	
			資料収集	Mr. NOP ZAMAN	
		(PM) JICA MALAYSIA OFFICE	報告	水田邦高	
		日本大使館	報告	山田次長	
				森書記官	
11月	21日(火)	MDTCA	スケジュール打合せ	Mr. ZAMZURI ABDUL AZIZ	
		Information Tools	Yがサブ国策・コンサル外機取扱	Mr. DONALD GOH	
		(PM) DOS (Services Division)	商業センター・ソフトウェアの補足	Mr. CHEE	
11月	22日(水)	(AM) Frank Small's Association	会社概要の補足	Mr. JOHN D. SMURTHWITE	
				Mr. L. SUFFAMANIAN	
				Mr. SEE TOH KOW CHENA	
		(PM) Arthur Andersen	会社概要の取扱	Mr. K.H. LI (Business Consulting Manager)	
				Mr. CHRISTOPHER CHUA (Consulting Partner Manager Services)	
		SAS Institute Sdn Bhd	会社概要の取扱	Mr. Ang Kim Leang (Country Manager)	
				Mr. C. K. Lum (Project Consultant)	
				Mr. Aloy Lim Chong Kee (Marketing Manager)	

月日(時)	用務先	用務	用務先面談者	備考
11月23日(木)	(AM) Sapura Systems Malaysia	会社概要の把握	Mr. IZAM HASSI BIN OTHMAN Mr. ISZAHAR ABDULLAH Ms. ZALIANNA ZAMAN KHAN Ms. PABIHAH HASBULLAH	(Account Manager) (Technical Manager) (Sales Manager) (Consultant)
	(PM) Kassim Chan	会社概要の把握	Mr. KOICHI HAYASE (Executive Director)	
	Sepakat Computer Consultant	会社概要の把握	Mr. DENNIS HOCK MANSON Mr. TAN JIT KOH Mr. ABUL GANI AHMAD HANIFFA	(Technical Director) (Sales Manager) (Consultant)
11月24日(金)	(AM) JICA Malaysia Office	調査結果の報告(口頭)	山口次長	
	(PM) IBM World Trade Corporation	2007年4月調査価格等の把握	Mr. WAN JACK JONG Ms. TUNAI DAH UJANG Mr. AHMAD AZAMI BIDAWI	(Country Services Manager) (Professional Services Manager) (Services Manager)
11月25日(土)	---	資料整理及び報告書作成		
11月27日(月)	(PM) MDTICA	帰国前	Mr. NAGALINGAM Mr. RAMZURI	
	JICA Malaysia Office	調査結果の報告(提出)	山口次長	(不在)
	移動 (KL 時 23:30 JAL724便 →			
11月28日(火)		成田着 6:50 JAL724便)		

別添

- 1) TIME GUIDE TO COMPUTERS 1994/1995
- 2) EXHIBITION SHOW GUIDE OF IT'95 MALAYSIA'S PREMIER IT EXHIBITION
- 3) STRATEGIC PLANNING AND MANAGEMENT OF INFORMATION TECHNOLOGY IN MALAYSIA
- 4) MDTCA COMPUTER SYSTEMS
- 5) RELATED MATERIALS OF COMPANY

SAS INSTITUTE

SAPURA SYSTEMS

SURVEY RESEARCH MALAYSIA

FRANKSMALL ASSOCIATES

AUTHER ANDERSEN

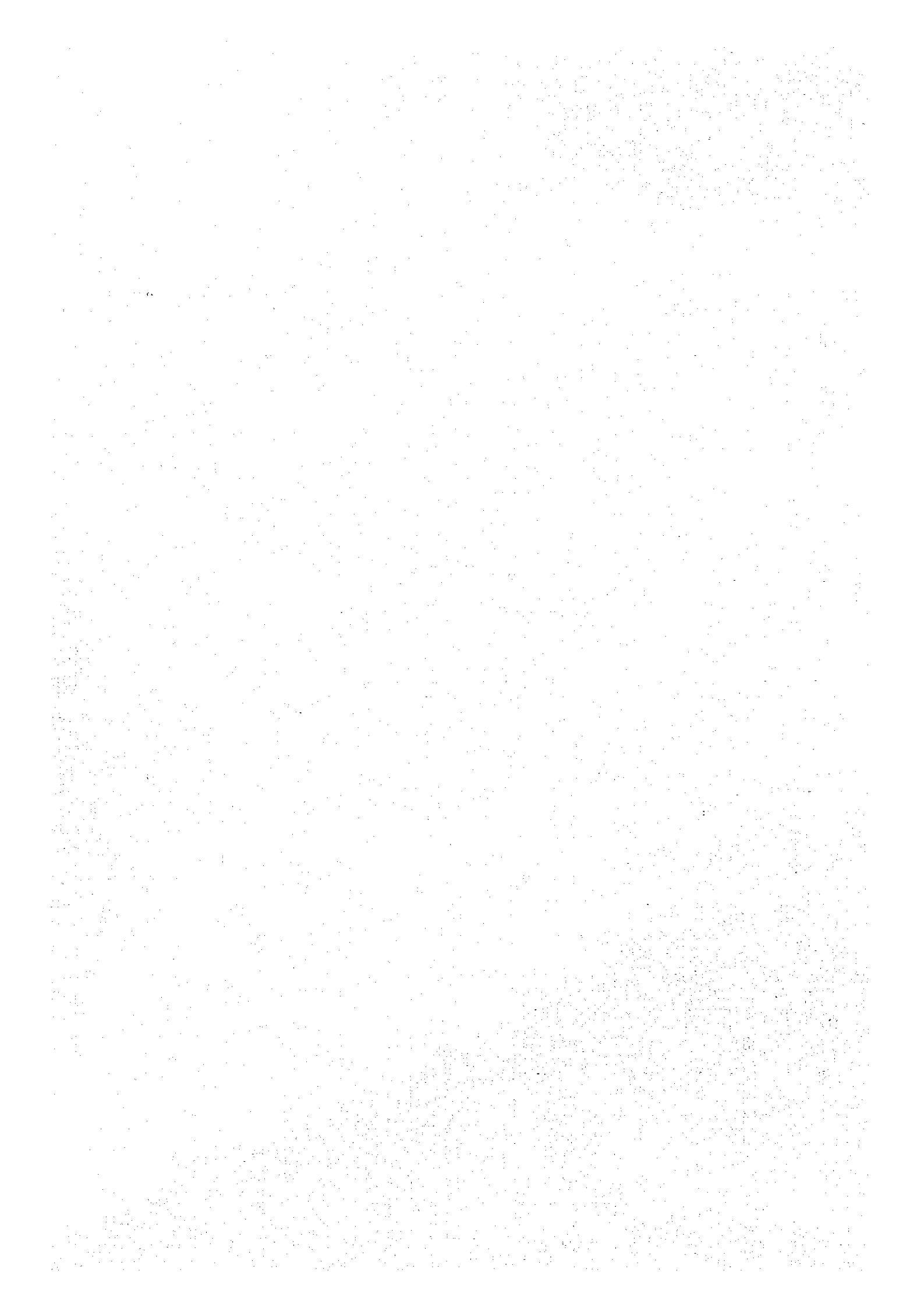
FUJITSU SYSTEM BUSINESS (M)

INFORMATION TOOLS



## VII. その他





NO. RUJUKAN : REFERENCE NO:

Negeri	D. Pembinaan	D. Bandi	State	No. BP	OS	No. Sin
0000	0001	0002	0003	0004	0004A	0005

JABATAN PERANGKAAAN MALAYSIA

DEPARTMENT OF STATISTICS, MALAYSIA

**SULIT  
CONFIDENTIAL**



**PENYIASATAN PERDAGANGAN BORONG, PERDAGANGAN RUNCIT DAN  
KATERING, MALAYSIA  
SURVEY OF WHOLESALE AND RETAIL TRADES AND  
CATERING, MALAYSIA  
1993**

**MUSTAHAK / IMPORTANT:**

Dengan kuasa yang diberikan kepada Ketua Perangkawan di bawah Seksyen 5, Akta Perangkaan 1965 (Disemak 1989), dengan ini notis diberikan bahawasanya tuan dikehendaki memberikan butir-butir yang diperlukan di dalam penyata ini pada tarikh yang ditetapkan. Kegagalan pihak tuan untuk berbuat demikian membolehkan tuan didenda mengikut Seksyen 7 Akta ini. Mengikut peruntukan Akta tersebut, kandungan penyata ini adalah sulit dan tidak akan dibocorkan kepada sesiapa atau mana-mana institusi di luar Jabatan ini. Borang ini adalah untuk memberikan maklumat bagi semua aktiviti yang dijalankan oleh PERTUBUHAN ini seperti yang ditakrifkan di bawah\*. Satu borang yang berasingan adalah diperlukan bagi tiap-tiap cawangan. Jika AKAUN TERAKHIR BELUM SEDIA ATAU AKAUN BERASINGAN TIDAK DI SEDIAKAN, SILA BERIKAN ANGGARAN YANG MUNASABAH.

*By virtue of the powers vested in the Chief Statistician under Section 5 of the Statistics Act 1965 (Revised 1989), you are hereby given notice to furnish the particulars required in this return by the due date. Non-compliance on your part will render you liable to penalties under Section 7 of the Act. Under the provisions of the Act, the contents of this return are confidential and will not be divulged to any person or institution outside this Department.*

*This form is for providing information for all activities carried out by this ESTABLISHMENT as defined below\*. A separate form is to be filled in for each branch. If FINAL ACCOUNTS ARE NOT READY OR SEPARATE ACCOUNTS ARE NOT PREPARED, PLEASE PROVIDE REASONABLE ESTIMATES.*

**KETUA PERANGKAWAN MALAYSIA  
CHIEF STATISTICIAN, MALAYSIA**

(Sila nyatakan nombor rujukan pertubuhan ini dalam semua surat menyurat)  
(Please quote the reference number of this establishment in all correspondence)

Hendaklah dilengkap dan dikembalikan kepada:  
To be completed and returned to:

Sebelum:  
By: \_\_\_\_\_

(Jika alamat surat menyurat di atas tidak betul, sila pinda)  
(If the above mailing address is incorrect, please amend)

Simpan satu salinan untuk rekod tuan.  
Retain one copy for your record.

**PENGAKUAN / DECLARATION**

Penyata ini adalah lengkap dan betul sepanjang pengetahuan dan kepercayaan saya.  
This return is complete and correct to the best of my knowledge and belief.

Tandatangan:  
Signature: \_\_\_\_\_

Nama:  
Name: \_\_\_\_\_

Taraf:  
Status: \_\_\_\_\_

Tarikh:  
Date: \_\_\_\_\_

**PERTANYAAN / QUERIES**

Orang yang akan dihubungi jika timbul pertanyaan berhubung dengan penyata ini.  
Person to be contacted if queries arise regarding this return.

Nama:  
Name: \_\_\_\_\_

Alamat:  
Address: \_\_\_\_\_

No. Telefon:  
Telephone No: \_\_\_\_\_

\* Sebuah PERTUBUHAN adalah ditakrifkan sebagai satu unit ekonomi yang bergiat di bawah satu hakmilik atau kawalan yang tunggal, di dalam satu atau sebahagian besarnya satu jenis aktiviti ekonomi yang terdapat di satu tempat.

An ESTABLISHMENT is defined as an economic unit which engages, under a single ownership or control, in one or predominantly one kind of economic activity at a single physical location.

**BAHAGIAN A: MAKLUMAT AM**  
**PART A: GENERAL INFORMATION**

A - 1

**LOKASI PERTUBUHAN**  
**LOCATION OF ESTABLISHMENT**

1.1 Lokasi aktiviti perniagaan pertubuhan ini ( kedai, gerai, pejabat, restoran, dll. )  
*Location of business activity of this establishment ( shop, stall, office, restaurant, etc. )*

1.1.1 Nama perniagaan / syarikat :  
*Name of business / company :* \_\_\_\_\_

1.1.2 Jalan / Road : \_\_\_\_\_

1.1.3 Bandar / Town : \_\_\_\_\_

1.1.4 Daerah / District : \_\_\_\_\_

1.1.5 Negeri / State : \_\_\_\_\_

1.1.6 Poskod / Postcode :

**ARAHAN / INSTRUCTION :**

Semua maklumat yang diberikan dalam soal selidik ini mesti merujuk kepada pertubuhan tersebut di atas.  
*All information given in this questionnaire must refer to the establishment indicated above.*

1.2 Adakah pertubuhan ini ibu pejabat atau sebuah cawangan ? ( Pangkah satu kotak sahaja )  
*Is the establishment a head office or a branch ? ( Cross one box only )*

Ya, ibu pejabat  
*Yes, head office*  1

Ya, cawangan  
*Yes, branch*  2

Tidak  
*No*  3

Jika ibu pejabat atau cawangan sila berikan nama, alamat dan aktiviti utama bagi setiap cawangan / ibu pejabat di muka surat 9.  
*If head office or branch, please provide the name, address and main activity of each branch / head office on page 9.*

**Kegunaan pejabat / Office use**  
**PENSAMPELAN**

Aktiviti  00  01

Jenis Perniagaan 01  
*KOB - A*

Faktor Gandaan 02

Kegunaan pejabat  
*Office use*

00

01

02

Kegunaan pejabat  
*Office use*

02

03

A - 2

**TARAF SAH**  
**LEGAL STATUS**

2. Taraf Sah aktiviti perniagaan : ( Pangkah satu kotak sahaja )  
*Legal Status of the business activity : ( Cross one box only )*

2.1 Hakmilik Perseorangan  
*Individual Proprietorship*  1

2.2 Perkongsian  
*Partnership*  2

2.3 Syarikat Sendirian Berhad  
*Private Limited Company*  3

2.4 Syarikat Awam Berhad  
*Public Limited Company*  4

2.5 Koperasi  
*Co-operative*  5

2.6 Perbadanan Awam  
*Public Corporation*  6

2.7 Pertubuhan Persendirian Tanpa Untung  
*Private Non-Profit Making Organisation*  7

2.8 Lain-lain (Nyatakan) :  
*Others (Specify) :*  8

Kegunaan pejabat  
*Office use*

03

00

A - 3

**PENDAFTARAN**  
**REGISTRATION**

3.1 Pendaftaran aktiviti perniagaan ini : ( Pangkah satu kotak sahaja )  
*Registration of the business activity : ( Cross one box only )*

3.1.1 Didaftarkan dengan Pendaftar Syarikat  
*Registered with the Registrar of Companies*  1

3.1.3 Didaftarkan dengan Pihak Berkuasa Lain  
*Registered with Other Authorities*  3   0400

3.1.2 Didaftarkan dengan Pendaftar Perniagaan  
*Registered with the Registrar of Business*  2

3.1.4 Tidak didaftarkan  
*Not registered*  4

3.2 No. Pendaftaran : (Hanya bagi 3.1.1 atau 3.1.2)  
*Registration No. : (Only for 3.1.1 or 3.1.2)* .....

0401

<b>A - 4</b>	<b>JENIS HAKMILIK FORM OF OWNERSHIP</b>							
Sila nyatakan peratus (%) hakmilik pertubuhan berdasarkan kepada modal dibayar / dana pemegang saham / modal digunakan seperti pada 31.12.1993. <i>Please provide the percentage (%) ownership of the establishment based on paid-up capital / shareholders' funds / capital employed as at 31.12.1993.</i>								
4.1 Dipegang oleh Pemastautin Malaysia <i>Held by Malaysian Residents</i>								
4.1.1 Dimiliki oleh Persendirian <i>Privately-owned</i> .....	%	00 <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td> </td><td> </td><td> </td></tr></table>						
4.1.2 Dimiliki oleh Kerajaan * <i>Government-owned *</i> .....	%	01 <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td> </td><td> </td><td> </td></tr></table>						
4.2 Dipegang oleh Bukan Pemastautin Malaysia <i>Held by Non-Malaysian Residents</i> .....								
4.3 Jumlah <i>Total</i> .....	%	02 <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td> </td><td> </td><td> </td></tr></table> <table border="1" style="display: inline-table; vertical-align: middle;"><tr><td>1</td><td>0</td><td>0</td></tr></table>				1	0	0
1	0	0						
* 'Kerajaan' termasuk kerajaan persekutuan, kerajaan negeri, pihak berkuasa tempatan dan perbadanan awam. <i>'Government' includes federal government, state governments, local authorities and public corporations.</i>								

<b>A - 5</b>	<b>BUTIR-BUTIR OPERASI DAN PERAKAUNAN OPERATING PARTICULARS AND ACCOUNTS</b>										
5.1 Data di dalam soal selidik ini merujuk kepada tempoh laporan berikut: <i>Data in this questionnaire refer to the following reporting period:</i>											
Dari <i>From</i>	0600 <table border="1" style="display: inline-table;"><tr><td> </td><td> </td><td> </td><td> </td></tr></table>					Hingga <i>To</i>	0601 <table border="1" style="display: inline-table;"><tr><td> </td><td> </td><td> </td><td> </td></tr></table>				
5.2 Sila nyatakan bilangan hari pertubuhan ini beroperasi dalam tempoh tersebut di atas. <i>Please provide the number of days this establishment was in operation during the above period.</i>											
Bilangan hari <i>No. of days</i> .....	0602 <table border="1" style="display: inline-table;"><tr><td> </td><td> </td><td> </td></tr></table>										
5.3 Penyediaan akaun kewangan bagi operasi pertubuhan: <i>Preparation of financial accounts for the operations of the establishment:</i>											
	Pangkah satu kotak sahaja <i>Cross one box only</i>	Kegunaan pejabat <i>Office use</i>									
5.3.1 Hanya akaun Untung dan Rugi disediakan <i>Only Profit and Loss Accounts prepared</i> .....	<table border="1"><tr><td>1</td><td> </td></tr></table>	1		06 <table border="1"><tr><td> </td></tr></table>							
1											
5.3.2 Akaun Untung dan Rugi dan Kunci Kira-Kira disediakan <i>Profit and Loss Account and Balance Sheet are prepared</i> .....	<table border="1"><tr><td>2</td><td> </td></tr></table>	2		03 <table border="1"><tr><td> </td></tr></table>							
2											
5.3.3 Akaun-akaun tersebut di atas tidak disediakan <i>Accounts mentioned above are not prepared</i> .....	<table border="1"><tr><td>3</td><td> </td></tr></table>	3									
3											

<b>A - 6</b>	<b>AKTIVITI UTAMA PERTUBUHAN MAIN ACTIVITY OF THE ESTABLISHMENT</b>									
6.1 Sila nyatakan aktiviti-aktiviti perniagaan pertubuhan ini pada tahun 1993. <i>Please specify the business activities of this establishment in 1993.</i>										
6.2 Deripada apa yang dinyatakan di atas, sila kenalpasti satu aktiviti utama yang telah menyumbangkan peratusan terbesar kepada keuntungan kasar pertubuhan ini pada tahun 1993. <i>From what has been specified above, please indicate one main activity which contributed to the largest proportion of the gross profit of this establishment in 1993.</i>										
	Pangkah satu kotak sahaja <i>Cross one box only</i>	Kegunaan pejabat <i>Office use</i>								
6.2.1 Perdagangan Borong <i>Wholesale Trade</i> .....	<table border="1"><tr><td>1</td><td> </td></tr></table>	1		07 <table border="1"><tr><td> </td></tr></table>						
1										
6.2.2 Perdagangan Runcit <i>Retail Trade</i> .....	<table border="1"><tr><td>2</td><td> </td></tr></table>	2		00 <table border="1"><tr><td> </td></tr></table>						
2										
6.2.3 Jualan Makanan dan Minuman (Katering) <i>Sales of Food and Drinks (Catering)</i> .....	<table border="1"><tr><td>3</td><td> </td></tr></table>	3								
3										
6.2.4 Hotel dan Tempat Penginapan Lain <i>Hotels and Other Lodging Places</i> .....	<table border="1"><tr><td>4</td><td> </td></tr></table>	4								
4										
6.2.5 Aktiviti Lain (Nyatakan): <i>Other Activities (Specify):</i> .....	<table border="1"><tr><td>5</td><td> </td></tr></table>	5		07 <table border="1" style="display: inline-table;"><tr><td> </td><td> </td><td> </td></tr></table> 01 <table border="1" style="display: inline-table;"><tr><td> </td><td> </td><td> </td></tr></table> KOB - B						
5										

A - 7 JUMLAH PEKERJA PADA AKHIR BULAN DISEMBER, 1993 ATAU PADA TEMPOH GAJI TERAKHIR, 1993  
TOTAL NUMBER OF PERSONS ENGAGED AS AT END OF DECEMBER, 1993 OR DURING THE LAST PAY PERIOD, 1993

Kewarganegaraan / Bangsa Citizenship / Race	Pemilik-pemilik Yang Bekerja dan Rakan-rakan Niaga Yang Aktif Working Proprietors and Active Business Partners		Pekerja - Pekerja Keluarga Tidak Bergaji Unpaid Family Workers		Pekerja - pekerja Bergaji Paid Employees						Jumlah Total	
	Lelaki Male	Perempuan Female	Lelaki Male	Perempuan Female	Penuh Masa Full-time		Sambilan Part-time		Jumlah Total	Lelaki Male	Perempuan Female	Jumlah Total
					Lelaki Male	Perempuan Female	Lelaki Male	Perempuan Female				
7.1 Warganegara Malaysia Malaysian Citizens	08	09	10	11	12	13	14	15	16	17	18	19
7.1.1 Melayu Malays												
7.1.2 Iban Ibans												
7.1.3 Bidayuh Bidayuhs												
7.1.4 Batau Bataus												
7.1.5 Kadazan Kadazans												
7.1.6 Bumiputera Lain Other Indigenous												
7.1.7 Cina Chinese												
7.1.8 India Indians												
7.1.9 Lain-lain Others												
7.1.10 Jumlah kecil Sub-total												
7.2 Bukan Warganegara Malaysia Non-Malaysian Citizens												
7.2.1 Singapura Singaporeans												
7.2.2 Indonesia Indonesians												
7.2.3 Filipina Filipino												
7.2.4 Thai Thais												
7.2.5 Lain-lain Others												
7.2.6 Jumlah kecil Sub-total												
7.3 Jumlah / Total (7.1.10 + 7.2.6)												
7.4 Purata orang yang bekerja pada tahun 1993 / Average number of persons engaged in 1993.												17

		RM,
<b>8.1</b>	<b>PERDAGANGAN BORONG WHOLESALE TRADE</b>	
8.1.1	Jualan barang-barang * <i>Sales of goods *</i> .....	00
8.1.2	Komisen dan yuran yang diterima untuk jualan dan belian atas akaun orang lain <i>Commissions and fees received for the sales and purchases on account of others</i> .....	01
8.1.3	Jumlah [ 8.1.1 + 8.1.2 ] <i>Total</i> .....	02
<b>8.2</b>	<b>PERDAGANGAN RUNCIT RETAIL TRADE</b>	
8.2.1	Jualan barang-barang * <i>Sales of goods *</i> .....	03
8.2.2	Komisen dan yuran yang diterima dari jualan atas asas 'consignment' atau komisen. <i>Commissions and fees received for sales on consignment or on a commission basis</i> ..	04
8.2.3	Menyewa barang-barang kepada orang-orang awam untuk kegunaan persendirian atau isirumah. + <i>Renting of goods to the general public for personal or household consumption. +</i> .....	05
8.2.4	Pembaikan dan pemasangan <i>Repair and installation</i> .....	06
8.2.5	Jumlah [ 8.2.1 + 8.2.2 + 8.2.3 + 8.2.4 ] <i>Total</i> .....	07
<b>8.3</b>	<b>PERKHIDMATAN KATERING CATERING SERVICES</b>	
	Jualan makanan dan minuman (termasuk bawa pulang dan catering luar premis) * <i>Sales of food and drinks (including takeaways and off-premises catering) *</i> .....	08
<b>8.4</b>	<b>PERKHIDMATAN HOTEL DAN TEMPAT PENGINAPAN LAIN HOTELS AND OTHER LODGING PLACES</b>	
	Penerimaan dari penginapan <i>Receipts for accommodation</i> .....	09
<b>8.5</b>	<b>PENERIMAAN LAIN OTHER RECEIPTS</b>	
8.5.1	Sewa harta (Selain daripada sewa tanah yang dikehendaki dilaporkan di 8.5.3) <i>Rental of property (Other than rental of land which is to be reported in 8.5.3)</i> .....	10
8.5.2	Perkhidmatan lain yang diberikan (Sila nyatakan di muka surat 10) <i>Other services rendered (Please specify on page 10)</i> .....	11
8.5.3	Semua penerimaan lain (Sila nyatakan butir-butir di muka surat 10) <i>All other receipts (Please specify details on page 10)</i> .....	12
<b>8.6</b>	<b>JUMLAH JUALAN DAN PENERIMAAN TOTAL SALES AND RECEIPTS</b>	13

**NOTA / NOTES**

- \* Termasuk penggunaan sendiri barangan yang diperniagakan atau makanan dan minuman yang dijual  
*Including own consumption of goods traded or food and drinks sold*
- + Tidak termasuk penerimaan daripada penyewaan barangan hiburan dan rekreasi seperti perahu, basikal dan lain-lain yang dikehendaki dilaporkan di perkara 8.5.2  
*Does not include receipts from rental of amusement and recreational goods like boats, bicycles, etc which are to be reported in item 8.5.2*

**ARAHAN / INSTRUCTION**

Jika pertubuhan ini terlibat dalam pelbagai aktiviti dan akaun-akaun berasingan tidak disimpan, sila berikan anggaran yang munasabah bagi setiap aktiviti / klasifikasi yang diberikan di atas.  
*If the establishment is engaged in various activities and separate accounts are not kept, please provide reasonable estimates for each activity / classification given above.*

A - 9	PERBELANJAAN OPERASI PADA 1993 OPERATING EXPENDITURE IN 1993	21 RM
9.1	<b>PEMBELIAN BARANGAN DAN BEKALAN : PURCHASES OF GOODS AND SUPPLIES :</b>	
9.1.1	Barangan yang dibeli untuk <u>jualan semula</u> ( termasuk kos angkut dalam, cukai dan duti dibayar) <i>Purchases of goods for resale ( including carriage inwards and taxes and duties paid )</i> .....	00
9.1.2	Barangan yang dibeli untuk <u>katering</u> ( termasuk kos angkut dalam, cukai dan duti dibayar) <i>Purchases of goods for catering ( including carriage inwards and taxes and duties paid )</i> .....	01
9.1.3	Bahan dan bekalan ( misalnya bahan pembungkus, simpanan barang keperluan, alatulis dan bekalan pejabat, bahan-bahan untuk pembaikan dan penyenggaraan, dll.) <i>Supplies and materials ( e.g. packing materials, consumable stores, stationery and office supplies, materials for repairs and maintenance, etc.)</i> .....	02
9.2	<b>GAJI DAN UPAH DAN CARUMAN MAJIKAN KEPADA SKIM KESELAMATAN SOSIAL : SALARIES AND WAGES AND EMPLOYERS' CONTRIBUTION TO SOCIAL SECURITY SCHEMES :</b>	
9.2.1	Jumlah gaji, upah, elaun dan bonus dibayar pada 1993 ( Termasuk bayaran kepada pengarah-pengarah yang bukan bekerja kerana kehadiran mereka dalam mesyuarat-mesyuarat Lembaga Pengarah) <i>Total salaries, wages, allowances and bonuses paid in 1993 ( Including fees paid to non-working directors for their attendance at Board of Directors' meetings )</i> .....	03
9.2.2	Bayaran berbentuk benda kepada pekerja bergaji <i>Payments in kind to paid employees</i> .....	04
9.2.3	Kumpulan wang simpanan kerajaan dan skim-skim keselamatan sosial kerajaan <i>Government provident funds and social security schemes</i> .....	05
9.2.4	Kumpulan wang simpanan lain dan skim-skim keselamatan sosial persendirian yang lain. <i>Other provident funds and private social security schemes</i> .....	06
9.3	<b>KOS PAKAIAN PERCUMA YANG DISEDIAKAN BAGI PEKERJA COST OF FREE WEARING APPAREL PROVIDED FOR EMPLOYEES</b> .....	07
9.4	<b>LATIHAN / TRAINING</b> .....	08
9.5	<b>UTILITI DAN BAHAN BAKAR YANG DIGUNAKAN : UTILITIES AND FUEL CONSUMED:</b>	
9.5.1	Air yang dibeli <i>Water purchased</i> .....	09
9.5.2	Kuasa elektrik yang dibeli <i>Electricity purchased</i> .....	10
9.5.3	Petrol, disel, minyak tanah dan polincir <i>Petrol, diesel, kerosene and lubricants</i> .....	11
9.5.4	Gas, arang kayu dan kayu api <i>Gas, charcoal and firewood</i> .....	12
9.6	<b>KOS PEMBAIKAN DAN PENYENGGARAAN ( PENJAGAAN ) COST OF REPAIRS AND MAINTENANCE ( UPKEEP )</b> .....	13
9.7	<b>KOS PERCETAKAN COST OF PRINTING</b> .....	14
9.8	<b>KOS PERKHIDMATAN-PERKHIDMATAN BUKAN PERINDUSTRIAN : COST OF NON-INDUSTRIAL SERVICES :</b>	
9.8.1	Iklan, promosi jualan dan perhubungan awam <i>Advertising, sales promotion and public relations</i> .....	15
9.8.2	Bayaran-bayaran perakaunan, kesetiausahaan dan audit <i>Accounting, secretarial and audit fees</i> .....	16
9.8.3	Bayaran guaman <i>Legal fees</i> .....	17
9.8.4	Insurans <i>Insurance</i> .....	18
9.8.5	Bayaran bank <i>Bank charges</i> .....	19

A - 9	PERBELANJAAN OPERASI PADA 1993 (SAMBUNGAN) OPERATING EXPENDITURE IN 1993 (CONTINUED)	21 RM
	9.8.6 Bayaran-bayaran pos, kufror, alat keui, telefon, teligral dan fax <i>Postage, courier, pager, telephone, telegraph and fax charges</i> .....	20
	9.8.7 Perbelanjaan perjalanan <i>Travelling expenses</i> .....	21
	9.8.8 Angkutan luar (bayaran bagi pengangkutan) <i>Carriage outwards (transport charges)</i> .....	22
	9.8.9 Bayaran kepada perkhidmatan keselamatan <i>Payments for security charges</i> .....	23
	9.8.10 Sewa <i>Rent</i> .....	24
	9.8.11 Bayaran bagi perkhidmatan bukan industri lain. (Sila nyatakan di muka surat 10): <i>Payments for other non-industrial services. (Please specify on page 10):</i> .....	25
	<b>9.9 CUKAI TIDAK LANGSUNG INDIRECT TAXES</b>	
	9.9.1 Cukai jualan <i>Sales tax</i> .....	26
	9.9.2 Cukai perkhidmatan <i>Service tax</i> .....	27
	9.9.3 Cukai eksport <i>Export duties</i> .....	28
	9.9.4 Cukai pintu (Ke atas tanah dan bangunan) <i>Assessment (On land and buildings)</i> .....	29
	9.9.5 Cukai tanah <i>Quit rent</i> .....	30
	9.9.6 Lesen memandu, lesen kenderaan bermotor dan bayaran pendaftaran dan cukai jalan <i>Driving licence, motor vehicle licence and registration and road tax</i> .....	31
	9.9.7 Bayaran pendaftaran perniagaan <i>Business registration fees</i> .....	32
	9.9.8 Cukai-cukai tidak langsung lain <i>Other indirect taxes</i> .....	33
	9.10 BAYARAN FAEDAH <i>INTEREST CHARGES</i> .....	34
	9.11 SUSUT NILAI <i>DEPRECIATION</i> .....	35
	9.12 PERBELANJAAN OPERASI LAIN (Sila nyatakan di muka surat 10) <i>OTHER OPERATING EXPENDITURE (Please specify on page 10)</i> .....	36
	9.13 JUMLAH PERBELANJAAN / TOTAL EXPENDITURE	37
	KEGUNAAN PEJABAT / OFFICE USE	INPUT 38
	9.14 CUKAI LANGSUNG (MISALNYA CUKAI SYARIKAT, CUKAI KEMAJUAN) YANG TELAH DIBAYAR ATAU KENA DIBAYAR BAGI TAHUN 1993. <i>DIRECT TAXES (eg. COMPANY TAX, DEVELOPMENT TAX) PAID OR PAYABLE FOR 1993.</i>	39
A-10	STOK BARANGAN <i>STOCKS OF GOODS</i>	
	10.1 Nilai stok pada 1.1.1993 atau pada permulaan tempoh laporan <i>Value of stocks as at 1.1.1993 or beginning of reporting period</i> .....	22 00 <input type="text"/>
	10.2 Nilai stok pada 31.12.1993 atau pada akhir tempoh laporan <i>Value of stocks as at 31.12.1993 or end of reporting period</i> .....	01 <input type="text"/>



A - 11	PERBELANJAAN MODAL DAN NILAI HARTA TETAP CAPITAL EXPENDITURE AND VALUE OF FIXED ASSETS										(RM)
	Jenis Harta Tetap Type of Fixed Assets	Nilai Bersih Pada 1.1.1993 Net Value As At 1.1.1993	Perbelanjaan Modal Dalam Tahun 1993 Capital Expenditure During 1993			Harta-harta Tetap yang Dijual Atau Dibuang During 1993 Fixed Assets Sold or Discarded During 1993	Susutan Dalam Tahun 1993 * Depreciation During 1993 *	Nilai Pada 31.12.1993 Net Value As At 31.12.1993	Sewa Yang Dibayar Dalam 1993 Rent Paid During 1993		
			Pembelian / Beru New	Lama Used	Binaan Sendiri Own Construction					Jumlah Total	
23	24	25	26	27	28	29	30	31			
11.1	Tanah Land	.. .. .									
11.2	Bangunan kediaman Residential buildings	.. .. .									
11.3	Bukan bangunan kediaman (misalnya stor, pejabat, pangkung wayang, dll) Non-residential buildings (eg. stores, offices, cinemas, etc)	.. .. .									
11.4	Binaan-binaan lain kecuali pembangunan pada tanah Other construction except land improvement	.. .. .									
11.5	Pembangunan tanah (misalnya menterangkan dan meratakan tanah, pepatitan, dll) Land improvement (eg. clearing, levelling, drainage, etc.)	.. .. .									
11.6	Akt-alat pengangkutan Transport equipment	.. .. .									
11.7	Jentera dan kelengkapan Machinery and equipment	.. .. .									
11.8	Perabot dan pemasangan Furniture and fittings	.. .. .									
11.9	Lain-lain (Nyatakan): Others (Specify):	.. .. .									
11.10	Jumlah (11.1 hingga 11.9) Total (11.1 to 11.9)										

Kepulauan pejabat/ Office use 3112  
Punca data  
Data source

\* Termasuk kelulusan bagi tanah yang dipajak.  
Including amortisation of leased land.

A - 12

**PENGIRAAN UNTUNG BERSIH / RUGI  
NET PROFIT / LOSS CALCULATION**

		RM
	Jumlah Jualan dan Penerimaan (Perkara 8.6) <i>Total Sales and Receipts (Item 8.6)</i> .....	32 <input type="text"/>
Tolak : Minus :	Jumlah Perbelanjaan (Perkara 9.13) <i>Total Expenditure (Item 9.13)</i> .....	01 <input type="text"/>
Tolak : Minus :	Nilai stok pada permulaan tempoh laporan (Perkara 10.1) <i>Value of stocks at beginning of reporting period (Item 10.1)</i> .....	02 <input type="text"/>
Tambah : Plus :	Nilai stok pada akhir tempoh laporan (Perkara 10.2) <i>Value of stocks at the end of reporting period (Item 10.2)</i> .....	03 <input type="text"/>
	<b>UNTUNG BERSIH NET PROFIT</b>	04 <input type="text"/>
	sama juga / equals	atau / or RUGI LOSS
		05 <input type="text"/>

Jika pengiraan untung bersih/rugi di sini berbeza daripada yang terdapat dalam akaun perubuhan ini, sila berikan sebab:  
*If the calculated net profit/loss here is different from that shown in your accounts, please give reasons:*

.....  
.....

Berkensan dengan soalan 1.2 di Sekyen A-1, sila berikan di bawah ini nama, alamat dan aktiviti utama bagi setiap cawangan (Caw.) dan ibu pejabat (ibu pej.) dan pangkah kotak yang berkenaan.  
*In respect of question 1.2 Section A-1, please provide below the name, address and main activity for each branch (Caw.) and head office (ibu pej.) and cross the appropriate box.*

Nama :  
Name : .....

Alamat :  
Address : .....

Poskod     ibu pej.     Caw.

Aktiviti utama :  
Main activity : .....

Nama :  
Name : .....

Alamat :  
Address : .....

Poskod     ibu pej.     Caw.

Aktiviti utama :  
Main activity : .....

Nama :  
Name : .....

Alamat :  
Address : .....

Poskod     ibu pej.     Caw.

Aktiviti utama :  
Main activity : .....

Nama :  
Name : .....

Alamat :  
Address : .....

Poskod     ibu pej.     Caw.

Aktiviti utama :  
Main activity : .....

Nama :  
Name : .....

Alamat :  
Address : .....

Poskod     ibu pej.     Caw.

Aktiviti utama :  
Main activity : .....

Nama :  
Name : .....

Alamat :  
Address : .....

Poskod     ibu pej.     Caw.

Aktiviti utama :  
Main activity : .....

Berkenaan dengan perkara 8.5.2 dan 8.5.3 di Seksyen A-8 (di muka surat 5), sila berikan butir-butir di bawah :  
*In respect of items 8.5.2 and 8.5.3 in Section A-8 (on page 5), please provide details below :*

Caj perkhidmatan :  
*Service charges :*

(i) Dipungut : ..... RM  
*Collected: ..... RM*

(ii) Diagih kepada pekerja : ..... RM  
*Distributed to employees: ..... RM*

Berkenaan dengan perkara 9.8.11 dan 9.12 di Seksyen A-9 (di muka surat 7), sila berikan butir-butir di bawah :  
*In respect of items 9.8.11 and 9.12 in Section A-9 (on page 7), please provide details below :*

**BAHAGIAN B: MAKLUMAT TAMBAHAN**  
**PART B: SUPPLEMENTARY INFORMATION**

Bahagian ini adalah untuk membolehkan secara berasingan maklumat tambahan mengenai perdagangan borong, perdagangan runcit, katering dan hotel dan tempat penginapan lain. Seksyen-seksyen berkenaan bagi tiap-tiap aktiviti adalah seperti berikut:  
*This part is for providing supplementary information separately for wholesale trade, retail trade, catering and hotels and other lodging places. The relevant Section for each activity is as follows:*

	Muka surat / Page
SEKSYEN B-1 : PERDAGANGAN BORONG SECTION B-1 : WHOLESALE TRADE	11 - 12
SEKSYEN B-2 : PERDAGANGAN RUNCIT SECTION B-2 : RETAIL TRADE	13 - 15
SEKSYEN B-3 : KATERING SECTION B-3 : CATERING	15 - 16
SEKSYEN B-4 : HOTEL DAN TEMPAT PENGINAPAN LAIN SECTION B-4 : HOTELS AND OTHER LODGING PLACES	16

SEKSYEN YANG BERKENAAN BAGI PERTUBUHAN INI MESTI MENGIKUT AKTIVITI UTAMA YANG DITENTUKAN DI SEKSYEN A-6. (MUKA SURAT 3)  
 THE RELEVANT SECTION FOR THIS ESTABLISHMENT MUST BE ACCORDING TO THE MAIN ACTIVITY IDENTIFIED IN SECTION A-6. (PAGE 3)

**B - 1 PERDAGANGAN BORONG**  
**WHOLESALE TRADE**

1.1 Jenis operasi :  
 Type of operation :

	Pangkeh satu kotak sahaja Cross one box only	Kegunaan pejabat Office use
1.1.1 Saudagar borong Wholesale merchant	1 <input type="checkbox"/>	00 <input type="checkbox"/>
1.1.2 Pejabat jualan atau cawangan jualan pembustan Manufacturer's sales office or sales branch	2 <input type="checkbox"/>	
1.1.3 Agen / Broker Agent / Broker	3 <input type="checkbox"/>	

1.2 Jenis stor :  
 Type of store :

1.2.1 Adakah pertubuhan ini stor dengan pengkhususan\* atau stor tanpa pengkhususan\*?  
 Is this establishment a specialised store\* or a non-specialised store\*?

	Pangkeh satu kotak sahaja Cross one box only	Kegunaan pejabat Office use
Stor dengan pengkhususan Specialised store	1 <input type="checkbox"/>	01 <input type="checkbox"/>
Stor tanpa pengkhususan Non-specialised store	2 <input type="checkbox"/>	02 <input type="checkbox"/>

\* Sebuah pertubuhan dianggap sebagai stor dengan pengkhususan jika lebih daripada 50% nilai jualan pada 1993 adalah dalam salah satu klasifikasi barangan yang telah ditentukan di muka surat 17; jika tidak, hanya dianggap sebagai stor tanpa pengkhususan.  
 An establishment is considered to be a specialised store if more than 50% of its sales value in 1993 was in one of the classifications of goods identified in the list on page 17; otherwise, it is considered to be a non-specialised store.

1.2.2 Jika pertubuhan ini adalah sebuah stor dengan pengkhususan, sila berikan keterangan barangan yang dijual serta kod berkenaan dari senarai di muka surat 17.  
 If this establishment is a specialised store, please provide a description of goods sold and the relevant code from the list on page 17.

Kod Code

Bersambung / Continued.

- 1.2.3 Jika pertubuhan ini adalah sebuah stor tanpa pengkhususan, sila tentukan salah satu kategori barangan yang menyumbang lebih daripada 50% nilai jualan pada 1993.  
*If this establishment is a non-specialised store, please identify one category of goods which accounted for more than 50% of the sales value in 1993.*

Kategori barangan <i>Category of goods</i>	Kod <i>Codes</i>	Pangkah satu kotak sahaja <i>Gross one box only</i>
(i) Makanan, minuman dan tembakau <i>Food, drink and tobacco</i> .....	1 9 6	<input type="checkbox"/>
(ii) Barangan isi rumah dan persendirian <i>Household and personal goods</i> .....	2 9 6	<input type="checkbox"/>
(iii) Dagangan motor dan aksesori <i>Motor tradings and motor accessories</i> .....	3 9 6	<input type="checkbox"/>
(iv) Kelengkapan perindustrian, pertanian dan perniagaan <i>Industrial, agricultural and business equipment</i> .....	4 9 5	<input type="checkbox"/>
(v) Bahan-bahan bangunan <i>Building materials</i> .....	4 9 6	<input type="checkbox"/>
(vi) Keluaran pertanian <i>Agricultural products</i> .....	4 9 7	<input type="checkbox"/>
(vii) Barangan campuran lain <i>Other mixed merchandise</i> .....	4 9 8	<input type="checkbox"/>

1.3 Pemasaran / jualan langsung :  
*Direct marketing / selling :*

- 1.3.1 Adakah pertubuhan ini menggunakan satu atau lebih kaedah pemasaran / jualan langsung untuk berhubung dengan bakal pelanggan untuk menjual barangan pada tahun 1993 ?  
*Has the establishment used one or more direct marketing / selling methods to contact prospective customers to sell goods in 1993 ?*

Pangkah satu kotak sahaja  
*Gross one box only.*

Ya  1  Perg ke 1.3.2  
*Yes Go to 1.3.2*

Tidak  2

Kegunaan pejabat

Office use  
33   
03   
04   
JL

1.3.2 Kaedah yang digunakan :  
*Method / methods used :*

	Lebih daripada satu kotak boleh dipangkah <i>More than one box can be crossed</i>	Kegunaan pejabat <i>Office use</i>
(i) Iklan untuk sambutan langsung di media <i>Direct response advertisements in the media</i> .....	1 <input type="checkbox"/>	33 <input type="checkbox"/> 05 <input type="checkbox"/>
(ii) Mel langsung (termasuk 'mail drop') <i>Direct mail (including mail drops)</i> .....	2 <input type="checkbox"/>	06 <input type="checkbox"/>
(iii) Pesanan katalog melalui mel <i>Mail-order catalogue</i> .....	3 <input type="checkbox"/>	07 <input type="checkbox"/>
(iv) Perhubungan personal melalui lawatan oleh kakitangan jualan pertubuhan ini <i>Personal contact by visiting sales personnel of this establishment</i> .....	4 <input type="checkbox"/>	08 <input type="checkbox"/>
(v) Perhubungan personal melalui lawatan oleh pengedar bebas / agen komisen yang mempunyai kaitan dengan pertubuhan ini <i>Personal contact by visiting independent distributors / commission agents linked to this establishment</i> .....	5 <input type="checkbox"/>	09 <input type="checkbox"/>
(vi) Kaedah lain, (nyatakan) : <i>Other methods (specify) :</i> .....	6 <input type="checkbox"/>	10 <input type="checkbox"/>

2.1 Jenis stor :  
Type of store :

Kegunaan pejabat / Office use  
34  
00     
KOB - B

2.1.1 Adakah pertubuhan ini stor dengan pengkhususan\* atau stor tanpa pengkhususan\*?  
Is this establishment a specialised store\* or a non-specialised store\*?

Pangkah satu kotak sahaja  
Cross one box only

Kegunaan pejabat  
Office use  
34

Stor dengan pengkhususan    Pergi ke 2.1.2 Go to 2.1.2  
Specialised store    1

Stor tanpa pengkhususan    Pergi ke 2.1.3 Go to 2.1.3  
Non-specialised store    2

01

\* Sebuah pertubuhan dianggap sebagai stor dengan pengkhususan jika lebih daripada 50% nilai jualan pada 1993 adalah dalam salah satu klasifikasi barangan yang telah ditentukan di muka surat 17; jika tidak, ianya dianggap sebagai stor tanpa pengkhususan.  
An establishment is considered to be a specialised store if more than 50% of its sales value in 1993 was in one of the classifications of goods identified in the list on page 17; otherwise, it is considered to be a non-specialised store.

2.1.2 Jika pertubuhan ini adalah sebuah stor dengan pengkhususan, sila berikan keterangan barangan yang dijual serta kod berkenaan dari senarai di muka surat 17.  
If this establishment is a specialised store, please provide a description of goods sold and the relevant code from the list on page 17.

Kod  
Coda

2.1.3 Jika pertubuhan ini adalah sebuah stor tanpa pengkhususan, sila tentukan jenis stor :  
If this establishment is a non-specialised store, please identify the type of store :

Jenis stor Type of store	Kod Coda	Pangkah satu kotak sahaja Cross one box only
(i) Stor aneka jabatan ( toko jabatan ) Department store	<input type="text"/> 2 <input type="text"/> 7 <input type="text"/> 5	<input type="text"/>
(ii) Pasaraya Supermarket	<input type="text"/> 1 <input type="text"/> 6 <input type="text"/> 5	<input type="text"/>
(iii) Pasar mini Mini market	<input type="text"/> 1 <input type="text"/> 7 <input type="text"/> 0	<input type="text"/>
(iv) Kedai runcit Provision shop	<input type="text"/> 1 <input type="text"/> 7 <input type="text"/> 5	<input type="text"/>
(v) Stor 'convenience' ( asal Barat ) Convenience store ( Western origin )	<input type="text"/> 1 <input type="text"/> 8 <input type="text"/> 0	<input type="text"/>
(vi) Agen surat khabar dan stor pelbagai barangan Newsagent and miscellaneous goods store	<input type="text"/> 2 <input type="text"/> 8 <input type="text"/> 5	<input type="text"/>
(vii) Stor campuran barangan makanan lain Other mixed foodstuff store	<input type="text"/> 1 <input type="text"/> 9 <input type="text"/> 5	<input type="text"/>
(viii) Stor campuran barangan persendirian dan isirumah lain Other mixed household and personal goods store	<input type="text"/> 2 <input type="text"/> 9 <input type="text"/> 5	<input type="text"/>
(ix) (Untuk kegunaan pejabat) (For office use)	<input type="text"/> 2 <input type="text"/> 8 <input type="text"/> 0	<input type="text"/>

Kegunaan pejabat  
Office use  
34

Bil. unit 02

2.2 Butir-butir operasi stor :  
Details of store operations :

2.2.1 Keluasan ruang jualan\* di premis stor seperti pada 31.12.1993 :  
Selling space\* in the premises of the store as at 31.12.1993 :

kaki persegi / sq. feet

atau / or

meter persegi / sq. metres

Kegunaan pejabat / Office use  
3403 3404

\* Keluasan ruang jualan tidak termasuk kawasan terbuka, tempat simpanan barangan, tempat letak kereta, penginapan kakitangan dan kawasan yang tidak digunakan.  
Selling space does not include open spaces, storage areas, car parks, staff accommodation and unoccupied premises.

Bersambung / Continued.

**PERDAGANGAN RUNCIT (SAMBUNGAN)  
RETAIL TRADE (CONTINUED)**

2.2.2 Bilangan kaunter bayaran di stor ini :  
Number of checkout / payment counters in the store :

Bilangan / No

Kegunaan pejabat  
Office use  
34    
05

2.2.3 Adakah pertubuhan ini beroperasi berasas layan diri ?  
Does this establishment operate on a self-service basis ?

Pangkah satu kotak sahaja  
Cross one box only

Ya, sepenuhnya layan diri  
Yes, fully on self-service

Ya, sebahagiannya layan diri  
Yes, partly on self-service

Tidak  
No

Kegunaan pejabat  
Office use  
34   
06

1

2

3

2.3 Permulaan operasi perniagaan . . .  
Commencement of business operations . . .

2.3.1 Beroperasi dalam aktiviti semasa, mulai  
In operation in the current activity, since

Tahun 34  
Year 07

2.3.2 Beroperasi dalam aktiviti ini di premis ini, mulai  
In operation in this activity in the current premises, since

Tahun 08

2.4 Jenis organisasi runcit :  
Type of retail organisation :

Pangkah satu kotak sahaja  
Cross one box only

Kegunaan pejabat  
Office use  
34   
09

2.4.1 Bebas  
Independent  1

2.4.2 Rangkaian \*  
Chain store \*  2

Bilangan cawangan  
Number of branches

10

2.4.3 Francais +  
Franchising +  3

Francaisi  
Franchisee  4

Francaisor  
Franchisor  5

11

2.4.4 Koperasi pengguna #  
Consumer co-operative #  6

2.4.5 Lain-lain (nyatakan) :  
Others (specify) :  7

\* Berikan di ruang yang disediakan bilangan cawangan (termasuk ibu pejabat) dalam organisasi stor rangkaian yang menjual barangan yang serupa (daripada senarai di muka surat 9).  
Give in the space provided the number of branches (including head office) in the chain store organisation which sell similar lines of merchandise (from the list on page 9).

+ Pangkah juga kotak bagi Francaisi atau Francaisor.  
Cross also the box for Franchisee or Franchisor.

# Jika kotak ini dipangkah, pastikan kotak 2.5 di Seksyen A-2 (di muka surat 2) juga dipangkah.  
If this box is crossed, ensure that the box for 2.5 in Section A-2 (on page 2) is also crossed.

2.5 Pemasaran / jualan langsung :  
Direct marketing / selling :

2.5.1 Adakah pertubuhan ini menggunakan satu atau lebih kaedah pemasaran / jualan langsung untuk berhubung dengan bakal pelanggan untuk menjual barangan pada tahun 1993 ?  
Has this establishment used one or more direct marketing / selling methods to contact prospective customers to sell goods in 1993 ?

Pangkah satu kotak sahaja  
Cross one box only

Ya  
Yes  1

Pergi ke 2.5.2  
Go to 2.5.2

Tidak  
No  2

Kegunaan pejabat  
Office use  
34   
12   
13   
JL

Bersambung / Continued.

B - 2

**PERDAGANGAN RUNCIT (SAMBUNGAN)  
RETAIL TRADE (CONTINUED)**

2.5.2 Kaedah yang digunakan :  
Method / methods used :

Lebih daripada satu  
kotak boleh dipangkeh,  
More than one box  
can be crossed

Kegunaan pejabat  
Office use  
34

(i)	Iklan untuk sambutan langsung di media Direct responsa advertisements in the media	1	14	<input type="checkbox"/>
(ii)	Mel langsung ( termasuk 'mail drop' ) Direct mail ( including mail drops )	2	15	<input type="checkbox"/>
(iii)	Pesanan katalog melalui mel Mail-order catalogue	3	16	<input type="checkbox"/>
(iv)	Perhubungan personal melalui lawatan oleh kakitangan jualan pertubuhan ini Personal contact by visiting sales personnel of this establishment	4	17	<input type="checkbox"/>
(v)	Perhubungan personal melalui lawatan oleh pengedar bebas / agen komisen yang mempunyai kaitan dengan pertubuhan ini. Personal contact by visiting independent distributors / commission agents linked to this establishment.	5	18	<input type="checkbox"/>
(vi)	Kaedah lain (nyatakan) : Other methods (specify) :	6	19	<input type="checkbox"/>

B - 3

**KATERING  
CATERING**

3.1 Jenis operasi :  
Type of operation :

Kod  
Codes

Pangkeh satu kotak sahaja  
Cross one box only

3.1.1	Kedai kopi ( termasuk kedai kopi dengan gerai makan ) Coffee shop ( including coffee shop with food stalls )	5 0 0	<input type="checkbox"/>	
3.1.2	Bar, pub, lounge, karaoke Bar, pub, lounge, karaoke	5 0 5	<input type="checkbox"/>	
3.1.3	Restoran makanan segera ( asal Barat ) Fast food restaurant ( Western origin )	5 1 0	<input type="checkbox"/>	
3.1.4	Restoran Restaurant	5 1 5	<input type="checkbox"/>	
3.1.5	Gerai makanan atau gerai makanan dan minuman Food or food and drinks stall	5 2 0	<input type="checkbox"/>	<input type="checkbox"/>
3.1.6	Gerai minuman Drinks stall	5 2 5	<input type="checkbox"/>	<input type="checkbox"/>
3.1.7	Lain-lain (nyatakan) Others (specify) :	5 9 5	<input type="checkbox"/>	<input type="checkbox"/>

Kegunaan pejabat / Office use  
35

01

KOB-B

3.2 Perkhidmatan catering luar premis :  
Off-premises catering :

Adakah pertubuhan ini membenarkan perkhidmatan catering luar premis ( untuk kerajan, kontrak jangka panjang, dll ) ?  
Does this establishment provide off-premises catering services ( for functions, long-term contracts, etc ) ?

Pangkeh satu kotak sahaja  
Cross one box only

Ya, catering luar premis sahaja  
Yes, off-premises catering only

Ya, catering dalam dan luar premis  
Yes, on and off-premises catering

Tidak, tiada catering luar premis  
No, no off-premises catering

Kegunaan pejabat  
Office use  
35

1

2

3

01

Bersambung / Continued.



B - 3

**KATERING (SAMBUNGAN)  
CATERING (CONTINUED)**
**3.3 Jenis organisasi :  
Type of organisation :**

 Pangkah satu kotak sahaja  
Cross one box only

3.3.1	Bebas Independent	<input type="checkbox"/>	<input type="checkbox"/>						Kegunaan pejabat Office use
									35
									02
3.3.2	Rangkaian * Chain *	<input type="checkbox"/>	<input type="checkbox"/>	Bilangan cawangan Number of branches	<input type="checkbox"/>	<input type="checkbox"/>			03
3.3.3	Fransais + Franchising +	<input type="checkbox"/>	<input type="checkbox"/>	Fransaisi Franchisee	<input type="checkbox"/>	<input type="checkbox"/>	Fransisor Franchisor	<input type="checkbox"/>	04
3.3.4	Lain-lain (nyatakan) : Others (specify) :	<input type="checkbox"/>	<input type="checkbox"/>						

\* Benkan di ruang yang disediakan bilangan cawangan (termasuk ibu pejabat) dalam organisasi rangkaian yang memberikan perkhidmatan katering yang sama (daripada senarai di muka surat 9)  
Give in the space provided the number of branches (including head office) in the chain organisation which provide similar catering services (from the list on page 9).

+ Pangkah juga kotak bagi Fransaisi atau Fransisor.  
Cross also the box for Franchisee or Franchisor.

B - 4

**HOTEL DAN TEMPAT PENGINAPAN LAIN  
HOTELS AND OTHER LODGING PLACES**
**4.1 Bilangan bilik dan katil seperti pada 31.12.1993 :  
Number of rooms and beds as at 31.12.1993 :**

Bilangan bilik No. of rooms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Bilangan katil No. of beds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--------------------------------	--------------------------	--------------------------	--------------------------	--------------------------	--------------------------	-------------------------------	--------------------------	--------------------------	--------------------------	--------------------------	--------------------------

**4.2 Adakah pertubuhan ini mengendalikan sendiri perkhidmatan katering di premis ini ?  
Does this establishment operate catering services by itself on the premises ?**

 Pangkah satu kotak sahaja  
Cross one box only

Ya Yes	<input type="checkbox"/>	<input type="checkbox"/>	Tidak No	<input type="checkbox"/>	<input type="checkbox"/>
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 Kegunaan pejabat  
Office use  
36  
02

**4.3 Jenis organisasi :  
Type of organisation :**

 Pangkah satu kotak sahaja  
Cross one box only

4.3.1	Bebas Independent	<input type="checkbox"/>	<input type="checkbox"/>						Kegunaan pejabat Office use
									36
									03
4.3.2	Rangkaian * Chain *	<input type="checkbox"/>	<input type="checkbox"/>	Bilangan cawangan Number of branches	<input type="checkbox"/>	<input type="checkbox"/>			04
4.3.3	Fransais + Franchising +	<input type="checkbox"/>	<input type="checkbox"/>	Fransaisi Franchisee	<input type="checkbox"/>	<input type="checkbox"/>	Fransisor Franchisor	<input type="checkbox"/>	05
4.3.4	Lain-lain (nyatakan) : Others (specify) :	<input type="checkbox"/>	<input type="checkbox"/>						

\* Benkan di ruang yang disediakan bilangan cawangan (termasuk ibu pejabat) dalam organisasi rangkaian yang memberikan perkhidmatan penginapan yang sama (daripada senarai di muka surat 9)  
Give in the space provided the number of branches (including head office) in the chain organisation which provide similar lodging services (from the list on page 9).

+ Pangkah juga kotak bagi Fransaisi atau Fransisor.  
Cross also the box for Franchisee or Franchisor.

**KLASIFIKASI BARANGAN**  
**CLASSIFICATION OF GOODS**

Kod	Keterangan Barangan Description of goods	Kod	Keterangan Barangan Description of goods
	<b>MAKANAN, MINUMAN DAN TEMBAKAU</b> <b>FOOD, DRINK AND TOBACCO</b>		<b>BARANGAN ISIRUMAH DAN PERSENDIRIAN (SAMB.)</b> <b>HOUSEHOLD AND PERSONAL GOODS (CONT'D)</b>
100	Daging dan ayam-itik ( segar dan yang disejukbekukan) Meat and poultry ( fresh or frozen )	270	Barangan optik Optical goods
105	Ikan ( segar, disejukbekukan, kering, dan asin ) Fish ( fresh, frozen, dried, and salted )	290	Barangan persendirian dan Isirumah yang lain, t.s.t. Other household and personal goods, n.e.s.
110	Sayur-sayuran dan buah-buahan Vegetables and fruits		
115	Manisan ( gula-gula dsb. ) Confectionery ( sweets etc. )		<b>STOR DAGANGAN MOTOR DAN STOR AKSESORI MOTOR</b> <b>MOTOR TRADINGS AND MOTOR ACCESSORIES STORES</b>
120	Biskut, kek, roti & keluaran kilang roti yang lain. Biscuits, cakes, bread & other bakery products	300	Motorsikel dan alat-alat ganti Motorcycles and parts
125	Beras, bijirin lain, tepung Rice, other grains, flour	305	Kereta penumpang - baru Passenger cars - new
130	Gula Sugar	310	Kenderaan perusahaan dan perdagangan - baru Industrial and commercial vehicles - new
135	Mi, kueh teow Mee, kueh teow	315	Kereta penumpang - terpakai Passenger cars - used
140	Keluaran tenusu Dairy products	320	Kenderaan perusahaan dan perdagangan - terpakai Industrial and commercial vehicles - used
145	Minuman ringan Soft drinks	325	Alat-alat ganti dan aksesori bagi kenderaan bermotor Parts and accessories for motor vehicles
150	Minyak masak Cooking oil	330	Petrol, disel, pelincir, dsb. Petrol, diesel, lubricants, etc.
155	Tembakau, cerut dan rokok dsb. Tobacco, cigars and cigarettes etc.		
160	Bir, wain, spirt Beer, wine, spirits		<b>PERKAKAS DAN BAHAN-BAHAN YANG</b> <b>TERUTAMANYA DIGUNAKAN DALAM PERUSAHAAN,</b> <b>PERTANIAN DAN PERNIAGAAN</b> <b>EQUIPMENT AND MATERIALS MAINLY USED IN</b> <b>INDUSTRIAL, AGRICULTURAL &amp; BUSINESS</b>
190	Bahan makanan lain Other foodstuffs	400	Kelengkapan prosesan data, termasuk sweter Data processing equipment, including software
	<b>BARANGAN ISIRUMAH DAN PERSENDIRIAN</b> <b>HOUSEHOLD AND PERSONAL GOODS</b>	405	Traktor, jentera dan peralatan pertanian dan jentolak Tractors, farming and earthmoving equipment and parts
200	Peralatan dapur, barangan kaca dan perhiasan, dsb. Kitchenware, glassware and ornaments etc.	410	Alat-alat jentera dan kelengkapan lain untuk kegunaan industri dan perniagaan Other business and industrial machinery and equipment
205	Barangan elektrik dan bukan elektrik ( termasuk alat-alat muzik, mesin jahit, perkakas rumah, dsb. ) Electrical and non-electrical goods ( including musical instruments, sewing machine and other housewares )	415	Kayu balak dan kayu-kayan Lumber and timber
210	Perabot, kelengkapan rumah ( seperti tilam, terendak lampu, dan hiasan lantai ) Furniture, furnishings ( e.g. mattresses, lamp shades and floor covering )	420	Bahan dan perkakas bangunan yang lain ( cat, simen, batu-bata, besi dan barang-barang tandas ) Other building materials and hardware ( tools of trade, paint, cement, bricks, steel, sanitary ware )
215	Pakaian, tekstil, kain cadar, tuala, selimut, dsb. Clothing, textile, linen, towels, blankets, etc.	425	Getah Rubber
220	Kasut Footwear	430	Kelapa sawit Palm oil
225	Barangan perubatan, alat-alat solek, alat-alat kegunaan di tandas ( termasuk ubat-ubat ) Chemist's goods, cosmetics, toiletries ( includes medicine )	435	Ternakan Livestock
230	Buku, majalah, akhbar dan alat tulis Books, magazines, newspapers and stationery	440	Keluaran pertanian yang lain ( koko, kelapa kering, bijian tetapi tidak termasuk barang makanan atau tembakau yang dimasukkan di dalam perkara di atas ). Other agricultural products ( cocoa, copra, seed but not foodstuff or tobacco included in items above ).
235	Barang kemas, jam, jam tangan, barangan perak, dsb. Jewellery, watches, clocks, silverware, etc.	445	Bahan-bahan kimia Chemicals
240	Basikal dan alat-alat ganti Bicycles and parts thereof	450	Baja Fertilizers
245	Peralatan fotografi dan kelengkapan Photographic equipment and supplies	455	Gas cecair petroleum Liquified petroleum gas
250	Bunga Flowers	460	Bahan bakar lain ( kayu api, arang, dll ) Other fuel ( firewood, charcoal, etc. )
255	Barangan permainan Toys	465	Barang galian dan logam ( kecuali skrap ) Minerals, metal ( except scrap )
260	Barangan kulit dan kelengkapan perjalanan Leather and travelling goods	470	Barang-barang terpakai ( beg, botol, logam skrap ) Second hand goods ( bags, bottles, scrap metal )
265	Peralatan sukan Sporting goods	490	Barangan lain ( misalnya serabut dll. ) Other goods ( e.g. fibres etc. )

**UNTUK KEGUNAAN PEJABAT**

Caj perkhidmatan :  
Service charges :

RM

- (i) Dipungut : ..... 14  <sup>20</sup>
- Collected:*
- (ii) Diagih kepada pekerja : ..... 15
- Distributed to employees:*

CATATAN :

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KOD SAMBUTAN  <sup>3700</sup>

IMPUTASI  <sup>3701</sup>

Jenis Kerja	Nama	Tarikh	Tandatangan
Suntingan / mengkod I			
Suntingan / mengkod II			