

Welcome Speech by Chairman of QEC and ME RERTO Registries **Er.Ong Ser Huan** during Prestigious Lecture & Networking Night event 26 May 2017

Er.Yeo Yek Seng, Deputy Chief Executive EMA, Er. Ling Shiang Yun, President ACES, Er.Dr. Lock Kai Sang, IES Past President, Er. Seow Kang Seng, Vice President IES, Er. Pang Boon Kiat Director SP Services, Er. Lim Ah Hee, Executive Associate HDB, Er. Tan Chong Poh Senior Principal Engineer SP Services, the many invited experts of the Electrical Industry, QEC Members, Registered M&E REs and RTOs, Fellow Engineers, Ladies & Gentlemen.

Welcome to another Prestigious Lecture & networking night organized by the QEC, M&E REs & RTOs Registries. Tonight, we have over 230 of us. Seems that we are growing bigger and bigger. Thank you for your support. This evening, we have 2 very knowledgeable speakers. The first is Mr. George Lim. He is the Technical Director of Power Technologies Pte. Ltd. His topic is "Big Data + Artificial Intelligence - this changes everything." This is for sure a very interesting topic.

Next, we shall have Er. Lee Keh Sai. For Er. Lee, apart from his vast knowledge in electrical engineering, we can also learn from him his excellent knowledge to upkeep himself. Later just listen to his strong & magnetic voice which has never faded for ages. I used to call him Mr. Evergreen.

Now I will touch on a topic which is very close to our hearts. We are all aware by now that the building recession is on. Also as it is only the beginning, the worst is yet to come. Even by now, many have felt the difficulty to get a project. Some of us have already had to dive lower and lower in order to get the job.

Perhaps we may consider to choose another option. As we know, it is fatal for us to just get jobs without profit. Worse if we get the jobs at

a loss.

We may think that we need to get them to tie over the recession, but we must also know that whenever we get lean jobs, we have very tight budget. We have to cut corners either from labour or materials in order to keep afloat. In Chinese, this is termed 偷工減料. This will only spoil our name with the clients.

At the same time, without sufficient budget, it will create much difficulty and misery for our staff to operate. If it is too difficult, we will still lose our staff despite our efforts to keep them.

Hence, quote low is not an option. This will only kill ourselves and hurt others. When we quote high, we may lose some jobs which are actually only left with bones after all. To take such jobs will not help us to survive.

Those better clients who are more enlightened and want us to do the job will still give to us, as they know that too low the price will eventually only give them problems.

We can eat less, but don't swallow the wrong thing. We rather take the opportunity and time to upgrade our staff and our computer system using the many available government grants.

We can also encourage them to take their long overdue leaves or even no pay leave to go and see the world to refresh and broaden their mind ready for the next upturn. Once again remember, quote high and survive.

I wish to take this opportunity to thank the speakers Mr. George Lim, Mr. Lee Keh Sai, & the sponsors (P) Power Technologies Pte.Ltd. Enjoy the evening and of course with the usual free flow of beer.