Be honest, Dr. M tells Malay traders

SUN. T. 2 [illegible]

KUALA LUMPUR, Sat. — Credibility, a sense of honesty and responsibility and not dishonesty are the things that make a successful businessman, Deputy Prime Minister Datuk Seri Dr. Mahathir Mohamad said tonight.

Speaking at the launching of an investment guide-book 'Malaysia Showcase 1979' published by the Setapak Umno's economic bureau, Datuk Seri Dr. Mahathir said it was a popular misconception that businessmen, especially non-Malays, succeeded in business because they were "dishonest".

Title

He said that this believe was so strong that many bumiputras believed that one had to "cheat" in order to succeed in business.

He stressed that in order for the relationship between a businessman and his client to thrive, the businessman should be honest and fulfil his promises, he said.

"Only then can he build credibility for himself in the eyes of his client," he added.

He added that if they were dishonest and if they failed in their business, it would reflect on their community, he added.

Earlier, the bureau's chairman Tuan Haji Idris bin Haji Ibrahim who is also the Setapak MP, said that the bureau has decided to "bestow" Datuk Seri Dr. Mahathir with the title of "Father of Malaysian Investment".

Tuan Haji Idris, whose speech was read by a bureau representative, said that the title was in recognition of Datuk Seri Dr. Mahathir's vigorous efforts in promoting foreign investment in this country.

The bureau will print about 10,000 copies of the 300-page guide-book.

It also hopes to publish the book annually. The book is in Bahasa Malaysia and English.

Public Enterprises Minister, Datuk Abdul Manan Othman, Datuk Senu bin Abdul Rahman and foreign embassy representatives here were present at the launching.