

PM - SOGOSHOSHAS

SHAH ALAM, NOV 15 (BERNAMA) -- THE GOVERNMENT WILL CONSIDER GIVING INCENTIVES TO GENERAL TRADING COMPANIES OR SOGOSHOSHAS WHICH SHOW POTENTIAL OF INCREASING THEIR VOLUME OF TRADE AS WELL AS TRADE DESTINATIONS, DATUK SERI DR MAHATHIR MOHAMAD SAID TODAY.

THE PRIME MINISTER SAID THAT ONLY COMPANIES WHICH FULFILLED THESE REQUIREMENTS WOULD QUALIFY FOR THE INCENTIVE SCHEME.

AS SUCH, LOCAL TRADING COMPANIES SHOULD STRIVE TO INCREASE THE VOLUME AND DENSITY OF TRADE AND ALSO THE NUMBER OF COUNTRIES THEY DEAL WITH," HE TOLD REPORTERS AFTER LAUNCHING THE MALAYSIAN TRANSNATIONAL TRADING (MATTRA) CORPORATION BERHAD-MALAYSIA'S FIFTH SOGOSHOSHA.

"MERELY TRADING WITH ANOTHER COUNTRY DOES NOT MEAN THE GOVERNMENT WILL GIVE THEM INCENTIVES," HE SAID.

HE ADDED THAT THE GOVERNMENT HAD BEEN GIVING THEM INCENTIVES ALL THIS WHILE BUT "IF A COMPANY THIS YEAR, FOR EXAMPLE, INDULGED IN A ONE MILLION TONNE TRADE TO SOME COUNTRIES AND THE NEXT YEAR THE SAME VOLUME AND SAME DESTINATION IS REPEATED, THEN IT IS POINTLESS OFFERING THEM THE INCENTIVE." -- MORE 1800/II

ZCZC N100 (F/S)

PM - SOGOSHOSHAS 2 KUALA LUMPUR

DATUK SERI DR MAHATHIR ALSO VOICED DISSATISFACTION WITH THE PROGRESS OF SOME OF THE SOGOSHOSHAS FORMED IN THE COUNTRY WHICH WERE NOT AS SUCCESSFUL AS HE WOULD LIKE THEM TO BE.

HE WANTED THEM TO BE INVOLVED IN DIRECT TRADE AND ALSO MAKE USE OF THE COUNTRY'S FACILITIES IN TERMS OF SHIPPING, INSURANCE, STORAGE, GODOWN AND OVERSEAS CONTACT TO EXPAND THEIR TRADE.

HE HOPED THAT THE SOGOSHOSHAS WOULD HELP TIDE OVER SOME OF THE \$7.2 BILLION LOSS IN INVISIBLE TRADE EARNINGS DUE TO THE DECREASE IN TRADE.

THE PRIME MINISTER INTRODUCED THE SOGOSHOSHAS CONCEPT OF TRADING IN THE COUNTRY IN 1980. -- BERNAMA 1803/II