

By **RASHID BAKAR**

KUALA LUMPUR, Sun. --- The Federal Territory branch of the Federation of the Malay Chamber of Commerce and Industry, Malaysia, has welcomed the Prime Minister's suggestion that it is more beneficial for Bumiputras to be practical than nationalistic in business.

Its deputy chairman, Encik Mochamad Izat Emir, said today the move would go a long way in developing Bumiputeras into big-time businessmen.

He noted there was a tendency among Bumiputeras to concentrate on a few items in order to cater to a particular group of clients and, as a result, this might pose obstacles to their progress.

Launching the national-level franchise scheme of Pernas Edar in Alor Star yesterday, Dr Mahathir Mohamad said that in business, it was more beneficial for Bumiputeras to be practical than nationalistic.

Dr Mahathir also stated that in the retail business, overt nationalism could only be an obstacle.

Describing the Prime Minister's suggestion as "appropriate and timely", Encik Mochamad Izat said Bumiputera retailers should make available products to cater to the needs and tastes of all categories of clients.

"In the restaurant busi-

ness, for instance, Bumiputeras should start preparing menus suited to the taste of all races and not merely to a particular group of clients.

"In the record selling business, Bumiputeras should also stock a wide variety of records, besides Malay and Hindustani songs."

Encik Mochamad Izat, who is also a central ex-

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## PM's call appropriate and timely

culive committee member of the Federation, said Bumiputeras would not succeed in becoming big-time businessmen if they continued to confine their businesses to a limited number of products and catering to a limited clientele.

"In business, we have to take into account the wider needs and tastes of our clients."

He also agreed with the Prime Minister's suggestion that Pernas-Edar appoint non-Bumiputeras as its distributors and retailers.

Encik Mochamad Izat said the suggestion, if implemented, would immediately result in boosting the stocking capacity of Pernas-Edar.

This was because the non-Bumiputeras, parti-

cularly the Chinese, were known to market a large variety of products, he said.

This might result in Bumiputeras having the opportunity to market a variety of goods in the long run, he added.

Bumiputeras were known to order only a limited number of products from Pernas-Edar, he said.