

Foreign partners urged to be sincere

By Nuraina Samad

SHAH ALAM, Wed. — Datuk Seri Dr Mahathir Mohamad has called on foreign partners of joint venture companies to be sincere and hard-working so that the profits they obtain are based on efficiency and competitiveness and not on protection from the Government.

"The foreign partner will definitely profit from the royalty. If the Government has to give tax protection, the country will suffer losses although the joint venture company makes profit," he said when officiating at the construction of the Proton casting plant at the Hicom-Glenmarie industrial park here today.

The Prime Minister said

local partners, on the other hand, should learn the technology they needed well and work hard at improving it.

"They should accept that no one will transfer 100 per cent the technology they have invented. We have to find our own way to master and upgrade the technology ourselves."

Dr Mahathir said local entrepreneurs who wanted to be successful should learn from the ability of Proton to meet challenges.

"I am proud of Proton's determination in responding to the nation's challenge to develop the automobile industry," he said.

Proton has successfully undertaken a local component-development pro-

gramme which has a positive effect on the automotive industry.

He said Proton had not only been able to upgrade the level of local content for the Proton Saga, but had also successfully attracted foreign investors to set up joint ventures with local entrepreneurs and also offered technical assistance.

Dr Mahathir said Proton's concept of step-by-step involvement as well as its ability to be a supplier should be an example to other industries.

He also stressed the need to manufacture quality products which give companies and industries long-term benefits.

"Let us not only think of short-term profits," he said.

Dr Mahathir, saying that the national car project had already achieved its objective, congratulated Proton's board of directors, management and workers.

He paid tribute to Proton's Japanese partners, Mitsubishi Corporation and Mitsubishi Motors Corporation, for their "sincerity in training and extending knowledge to Malaysians".

Earlier, Proton chairman Tan Sri Jamil Jan said the casting factory was important in upgrading Proton's ability to be an integrated car-producing company.

Also present were Proton managing director Mitsuo Hattori and Mitsubishi Motors Corporation executive vice-president Tatsuo Kuriki.

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