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PERDASAMA-GLOBALISATION

MALAY ENTREPRENEURS SHOULD BE READY TO FACE GLOBAL CHALLENGES

KUALA LUMPUR, June 25 (Bernama) -- Malay entrepreneurs should waste no time in heeding the recent call by Prime Minister Datuk Seri Dr Mahathir Mohamad to be ready in facing the challenges of an eventual "borderless" world, said Datuk Moehamat Izat Emir, president of Persatuan Perdagangan dan Pengeksport Melayu Malaysia (Perdasama).

Perdasama represents Malay traders and exporters in the country.

Izat said they should now work towards standing on their own feet and reduce their dependence on government contracts.

At last week's UMNO general assembly, Dr Mahathir said when the walls of the nation were "dismantled" by foreigners through globalisation, all policies that protected the special rights of Malays would be challenged.

The prime minister said Malays who were patient, worked hard, did not rely on their special rights or did not want to get rick quickly, and did things legitimately would become resilient and successful Malaysians.

In an interview with Bernama today, Izat said, "The days of getting as many government contracts as possible and then "packaging" them to their non-Malay counterparts for a commission were now over."

On the other hand, he said they should work with their more successful non-Malay counterparts in a pro-active way by being "hands-on" in their businesses.

By being "hands-on now, this would ensure that they would not be left far behind by their non-Malay counterparts, he said.

Izat said a number Malay entrepreneurs who worked hard when they teamed up with their non-Malay partners previously had become successful today.

He also said the Malay business community should be appreciative of the reminder from Dr Mahathir who not only wanted them to succeed but also their descendants as well.

"It's like a reminder from a father to his children," said Izat.

As for Perdasama, he said it would hold more talks and seminars to help change the mindset of Malay entrepreneurs to one that would embrace hard work ethics and self-reliance from one that was solely dependent on government contracts.

Perdasama, he said, would show the way towards helping them identify products or services which they can bring to market, not just to the public sector but the private sector as well.

Izat also called on local governments and councils to factor in the needs of Malay entrepreneurs in their town planning because these people required more than just stalls or sidelanes for their businesses.

"We have had enough of that," said Izat in reference to the poor state of affairs of Malay retailers, which was also highlighted in Dr Mahathir's opening speech at the UMNO general assembly that Malays had not moved their businesses from the "sidewalk to a concrete shop." -- BERNAMA

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