

GOVERNMENT POLICES, WTO REASONS FOR INDUSTRIAL BOOM**SHABBIR DHANJI**

Interview by Muhammad Idrees

KARACHI: Shabbir Dhanji, Chief Executive Officer of Car Deals, at an exclusive interview to BusinessMen, said that the implementation of

WTO regime has started showing progress in industries of Pakistan. Abdullah Yousuf played a very important and key role in implementing WTO rules in the country. He maintained that in the time to come, WTO would continue to improve the market economy of Pakistan. Besides this, the government polices are working well in the country to improve business envi-

ronment. The credit goes to President General Pervez Musharraf, Prime Minister Shaukat Aziz and Federal Minister Humayun Akhtar who were working day and night to improve the country's economy and change the Pakistani image to positive at abroad, he added.

He said that the government reduced several duties in line with WTO

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rules that resulted in increasing the attracting foreign investment and industrial boom.

Government's economic policies are positive and successful as it is evident with the improved foreign indirect and foreign direct investment in Pakistan during the last few years. Moreover, foreign buyers are also visiting Pakistan frequently, he added.

Shabbir Dhanji, Chief Executive Officer of Car Deals, is a well know person in the auto industry and has a vigilant eye on industrial ups and downs. Moreover, he does not only identify the problems in the auto industry, but also presents his fruitful recommendation to the high officials in government.

Responding about the beginning of Car Deals and its journey, Shabbir Dhanji said that this company was established by his father and he continued with trying his best to run this company on professional lines and achieve meaningful progress. He said that he is there and looking after Car Deals for the last 25 years. While the company was established in 1966 by his father, he added.

He said that at present, the imported vehicles face a big problem of non-availability of spare parts and services in Pakistan, but this issue is near to be resolved, as he is about to launch a project that will commence it serves in January 2007 that will be providing spare parts of the imported vehicle with after sales service in a fully equipped workshop, he informed. The project would also provide 3X services to the customers, he added.

Shabbir Dhanji further said that he supports those overseas living Pakistanis who want to send their money, to improve the foreign exchange and foreign direct investment to Pakistan, in shape of vehicles.

He said that Car Deals sales zero meter new vehicles and also support the country's auto industry. He said that his company also sales used vehicles. All his business in the auto

industry is also providing employment in the country and contributing to reduce the level of poverty in Pakistan.

He added that those overseas living Pakistanis who want to send used car under the government of Pakistan permission of 5 year old cars, he helps them as the importer of used cars pay import duty that improves the foreign exchange, he added.

Responding to a query, Shabbir Dhanji said that we have to address the issue of smuggled vehicles to enhance the business of our local auto industry. He said that smuggling of the vehicles has become a big issue for the industry and government should design a comprehensive plan to eras this illegal import of vehicles from Pakistan.

To minimize the level of poverty, we have to create employment in Pakistan. To create employment we need to establish industries and manufacturing units, he believed. He said that despite of importing parts from abroad, we should make our own parts in line with international quality so that the issue of employment and poverty would be address to some extend.

He named around his 40 corporate clients included Unilever Pakistan, Eli Lilly Pharmaceutical, Standard Chartered Bank, Racket & Beckenner, Philips Electrical Company, Inn Shipping, Bosicor Refinery, Delta Shipping, Saudi Pak Leading, Forbes Group, Soneri Bank, Faysal Bank, Equity Modarba, Oriental Corporation, and so many others.

The company corporate clines regularly require from the company for their senior most management, the most luxurious executive vehicles the market can offer.

From Car Deals ready stocks, we provide them with marques such as Mercedes, Benz, BMW, Jaguar, Lexus, Land Crusier, Pajero and Range Rover, he added.

Beside this, Card Deals has its motor training institute and Car Deals Rent A Car, he informed.