



UTTARA NEWS

**UTTARA
MOTORS
LTD.**

VOL NO : 15 001--08-1994

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Bangladesh.



ISUZU CONVENTION IN SINGAPORE

As a part of organisational restructuring some of the IMODC territories including Bangladesh are being directly handled by Isuzu Motors Ltd., Japan from 1st January, 1994.

In order to exchange views and to accelerate effective communication between dealers and manufacturer, Isuzu Motors Ltd. organized a business meeting in Westin Plaza Hotel in Singapore from 21st to 23rd April, 1994. Mr. Kazi Imdad Hossain, Executive Director attended this very important meeting, on behalf of Uttara Motors Ltd.

Welcoming the delegates Mr. Kazuhide Murakami, Executive Director and In-charge of Overseas assured the dealers of whole hearted co-operation of Isuzu Motors Ltd. for further success of all dealers. Mr. Munio Nakajima, General Manager, 2nd Asia Region briefly outlined the sales operation of the division, the performance of the dealers during last year and announced target for the year 1994-1995.

On the concluding day, during the course of a separate meeting, Executive Director explained in detail the market situation prospect of future expansion vis-a-vis the competitors marketing strategy in Bangladesh. Mr. Shiro Hoshino, Manager and Mr. Taminori Sashiro, Manager, Isuzu Motors Ltd. showed keen interests in the bright prospect for inter-city bus market in Bangladesh and assured Uttara Motors Ltd. of their all active support and co-operation in this respect. As informed a team of experts from Isuzu Motors is expected to pay a visit to Bangladesh sometime in Nov. 1994 to study and assess the total market especially of Isuzu bus market.

After days of hectic discussion on the night of 23rd April 1994. Isuzu hosted a grand dinner in honour of the guests in Posh Hotel in "Sentosa" where food, fun, songs and dance were in abundance.

UTTARA KNIT LTD EMERGES

An agreement for supply and installation of 19 circular knitting machines and 2 rib machines was signed between Uttara Knit Ltd. an enterprise of Uttara Group and FALMAC Limited. Singapore on Sept 19, 1994 at the Group's Head office in Dhaka. The document was signed by Mr. Mukhlesur Rahman Chairman & Managing Director on behalf of the Group and Mr. Larry Lu, Asstt. Director, Sales and Marketing Division of FALMAC LTD., witnessed by Mr. Toshiyuki Takemura of ITOCHU TEXMAC Corporation, Japan. Itochu Corporation was involved in selecting the machines & Manufacturer and provided valuable advice as and when required.

Mr. Larry Lu was accompanied by Mr. Chew Ann Peng Paul, Regional Sales Executive Falmac Ltd., and Mr. Toshiyuki Takemura was accompanied by Mr. Yang Buck Thong, Manager Itochu Texmac Corporation's Singapore Representative Office.

The delegation for the knit project stayed in Dhaka from sept. 18 to sept. 22 and visited two knitting & Dyeing projects in operation, in and around Dhaka. They were also taken to the existing site for the Knit Project.

The team left Dhaka on Thursday, the 22nd Sept. 1994.



TRAINING IN MARUTI UDYOG

As a part of ensuring services Uttara Motors organise service trainings. Such a service programme at a dealer's premises of Indra Motors, Calcutta, India organised from 30th April to 10th May 1994. This was done in order to fulfil commitment of Mr. R. C. Bhargava, Managing Director of Maruti Udyog Ltd.. The training was conducted by Mr. S. Majumder from Service Training Centre, Service Department, Maruti Udyog Ltd., Gurgaon India.

Three Engineers and seven skilled Technicians from Uttara Motors Ltd. took part in the training.

Besides Maruti expert's representation from Caltex India Ltd., CAV Locus explained their products elaborately to the participants.

NEW DIRECTOR

Mr. Md. Abu Sayeed Miah, M. Com., FCA, DAIBB, a senior member of the accounting profession was inducted in Uttara Group of Companies as Director (Accounts and Finance) with effect from May 02, 1994.



Mr. Sayeed, a career Chartered Accountant and a Banker was assigned in various responsibilities in different national, multinational and private manufacturing and trading organizations and banks. After completion of his M. Com. from Dhaka University he joined the Bangladesh Bank. He qualified as a Chartered Accountant from the Institute of Chartered Accountance of Bangladesh in '83. Mr. Sayeed served as head of Accounts and Finance in Dhaka Match Industries Company Ltd. (a subsidiary of Swedish Match AB, Stockholm) for seven years and in Rahimafrooz Group of Companies for about two years. He passed the Banking Diploma Examination securing first and second positions in Part I and II respectively in May and November, 1977. He also served in the Bangladesh shilpa Bank as Senior Manager in 1984.

SEMINARS ON COLD PROCESS TYRE RETREADING

Seminars on Cold Process Tyre Retreading were held in Khulna and Jessore on 7th and 8th August 1994 respectively. The seminars were organised by Uttara Tyre Retreading Co. Ltd. (UTRCL) an enterprise of Uttara Group in association with Uttara Motors Branch offices located in Khulna and Jessore and M/s Reza Tyres, local agent of UTRCL. Detailed discussions relating to this Modern Technology obtained through the franchise agreement with BANDAG incorporated U. S. A. took place and exchange of views relating to Tyre Management was made with local Truck/Minibus fleet-owners and Executive members of their associations.

The seminars were conducted by Engr. Taswirul Mohsin, Director-In-Charge of Uttara Tyre Retreading Co. Ltd. and Director Production, Uttara Group. The seminars were fruitful.

WE MOURN

Mrs. Rebecca Hossain mother of Mr. Kazi Imdad Hossain, Executive Director breathed her last on 20th June 1994 in a local Clinic. She was suffering from pancreatic complications. The deceased left behind four sons, a daughter and host of relatives and well wishers to mourn her death. Her namaz-e-zanaja was held in Mirpur mosque and the mortal remains were buried in Mirpur graveyard. In condolence of the departed soul Uttara Motors Ltd. declared half holiday on 20th June, 1994.

We solemnly pray for peace and salvation of the departed soul and convey our heartfelt sympathy to the members of the bereaved family.

APPOINTMENT

Mr. Md. Nuruzzaman Khan joined Uttara Motors Workshop as Workshop Manager. Before joining he worked as Manager (Technical) in Bangladesh Road Transport Corporation (BRTC).



After passing his Diploma-In-Power Engineering (Automobile), he worked in different capacities in various Industrial and Engineering Enterprises.

He is married with two Children.

BAAMA protests bulk import of reconditioned buses

Bangladesh Automobiles Assemblers and Manufacturers Association (BAAMA) has protested the bulk import of reconditioned buses and motor cycles which they termed as a threat to the country's environment.



The BAAMA at a meeting on 12th Oct. 1994 said that used vehicles under the reconditioned brand were being imported much to the detriment of the country's ecological balance.

High smoke emissions and poor mechanical control in these used buses and motor cycles were a hazard to precious human lives, it observed and called for immediate banning of imports of such vehicles.

The association also observed that import of inexpensive but life threatening vehicles also destabilised the country's vehicle assembly sector which could be a good source of employment.

The BAAMA has decided to hold meetings with the Finance and Commerce Ministres, National Board of Revenue, Bangladesh Road Transport Authority and the Tarrif Commission to persuade them in curbing the import of used vehicles.

UTTARA HONGKONG JVC LTD GOES INTO PRODUCTION



Uttara Hongkong J. V. C. Ltd.- the first joint venture enterprise between UTTARA GROUP and Hongkong based SPUN POLYESTER THREAD MFG. CO, LTD. has gone into production recently. This new company is engaged in manufacturing of 100% spun polyester sewing thread of various counts and shades under the brand name EAGLE THREAD.

Mr. Ivan Chan, an expert from Spun Polyester Thread Manufacturing Company has taken the charge of the Company as General Manager.

The Company has stepped into production by arranging a "Milad Mahfil" at the factory. Mr. Motiur Rahman, Managing Director, Mr. Ivan Chan, General Manager of the Company joined with others in the milad. Mr. Mukhlesur Rahman, Managing Director and Chairman Uttara Group also attended the Milad along with other Directors of the Uttara Group.

The Major buyers of the company are 100% export oriented garment industries.

ACADEMIC FEAT



Nusrat Rahman Chowdhury passed S. S. C. in First Division with letter marks in three subjects (G. Math, Islamiat and Home Economics) and got star marks from Dhanmondi Govt. Girl's School. She is the second daughter of Director Technical Mr. Habibur Rahman Chowdhury.



Suman Ghose passed S.S.C in 1st Division from Gacchi High School, Chittagong from Comilla Board. He is the son of Mr. Sudarshan Ghose.

ONE YEAR OF TOY PARK

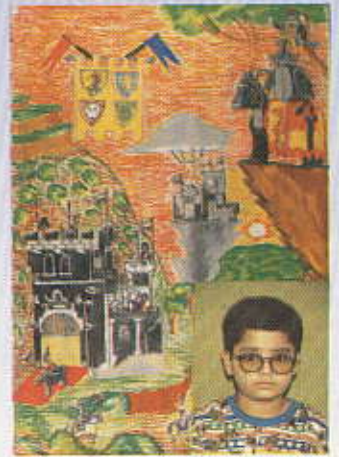


Toy Park, sole distributor of Denmark's world famous educational Lego Toys celebrated its 1st Anniversary. His Excellency Mr. Knot Kyaer Nielsen, Charge D' Affairs, Royal Danish Embassy in Bangladesh inaugurated the occasion as the Chief Guest by cutting the Anniversary Cake.

Mr. Mukhlesur Rahman, Chairman and Managing Director and other Directors of Uttara Motors Ltd., members of Uttara Motors family society and good many lego loving children and their parents attended the inauguration.

In his speech Mr. Matiur Rahman, the Managing Director of Eagle Auto Industries Ltd. gave hearty thanks to each and every one present for making the previous year a success and hoped that the current year will be much better.

On this occasion Toy Park arranged lots of educative competitions and Mr. Rahman distributed prizes among the outstanding winners.



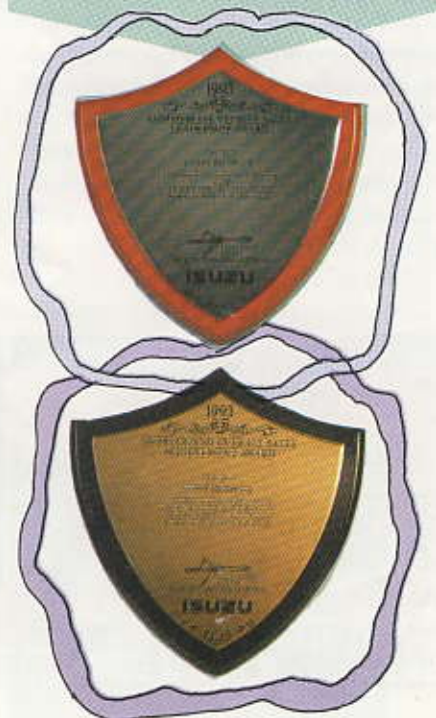
Tomtoy, Age-8 years of House No. 99, Road No.-11, Block-C, Banani, Dhaka got the winner's prize and high appreciation for his outstanding work in Painting in the age group 6-12 years, subject of painting- 1990 TOYS

HOBBY

Master Sanjid Rahman Chowdhury son of Mr. Habibur Rahman Chowdhury, Director Technical, Uttara Group of Companies has been collecting stamps for last 3-years. He has inherited stamps from his father who used to collect from his childhood. His present collection stands 8000 stamps of different countries of the world. Besides stamp collection, he has got a hobby of coin collection.



Uttara Motors Wins Isuzu Sales Achievement Awards



SALES DRIVE TO SYLHET



In order to promote the sale of the newly introduced Swaraj Mazda Truck and Bus Chassis to Bus/Truck owners Association of Sylhet, Director Technical and Director Production visited the Sylhet market.

A meeting was arranged by our Sylhet office with the association members at "Hotel Polash" on 2nd August, 1994. Directors explained to the owners salient feature of trucks and bus chassis as well as comparative advantages over similar products.

Director, Eng. T. Mohsin explained modern and latest technology of Tyre Re-treading facilities available in our Uttara Tyre Re-Treading Co. Ltd. at Tongi, Dhaka.

Satisfactory response have been received from the customers and owners Association who assured us to co-operate.

A dinner party at the "Hotel Polash" was organized by our Sylhet office in honour of those who attended the meeting.

HUNGER PROJECT

Mr. Ram Krishna Bajaj, uncle of Mr. Rahul Bajaj chairman & Managing Director of Bajaj Auto Ltd., came to Bangladesh with his wife Mrs. Bimala Bajaj to attend conference on 'Hunger Project' which is an organization to help and to develop under-developed Area.



Mr. Ram Krishna Bajaj & His wife Mrs. Bimala Bajaj with his secretary & Managing Director Mr. Mukhlesur Rahman of a Uttara Group of Companies.

ISUZU PICKUP ALWAYS FOR ALL

It is Isuzu Pickups have been surpassing its own all previous records continuously in the trade all over the world. Now it has got more dependability and suitability in the field of services related to law and order in our country. These vehicles has its versatile performance in any circumstances mainly in Urban drive. Resulting which Bangladesh Police is buying continuously hundreds of Isuzu pickups for their purpose. Very recently another 87 units pickups have been added in their fleet. Power sector i.e. PDB

selected Isuzu pickups as the best transport for their organisation. In June 1994 they purchased another 44 nos. Isuzu Pickup, which are found to be operating through out the country at full satisfaction.



Kawasaki Bajaj DEALERS CONFERENCE.

Uttara Motors Ltd Organized a dealers conference on KAWASAKI BAJAJ motor Cycles at their office Premises on 2nd Oct'94. The conference was presided over by Mr. Mukhlesur Rahman, Managing Director of Uttara Motors Ltd. Among others seven of the valued dealers name M/S Abdul Halim & Brothers, Royal Motors, Sonorgaon Motors, Jalalabad Enterprise, New Jalalabad Enterprise, Palash Enterprise and Lovely autos attended the conference..



The conference discussed at length the present market demand of KB Motor Cycle and its present market share in the back drop of vacuum created in absence of 100 cc Japanese Motor Cycle. The strategy taken by Uttara Motors Ltd. in marketing these KB Motor Cycles through dealers net work was highly hailed by the dealers, To boost up the sale of dealers, an incentive was declared by Uttara Motors Ltd in the form of 1st, 2nd, 3rd prize to the best selles. The conference ended followed by a dinner party at Hotel Purbani.

Mr. Ram Krishna Bajaj is holding a very senior most position of 'Hunger Project' in India.

He stayed in Dhaka till completion of the conference. As a gesture of goodwill & friendship Managing Director of Menoka Motors Ltd personally took care of the aged philanthropist during his short stay in Dhaka.