

## PAKISTAN LIGHT ENGINEERING SECTOR

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# **LIGHT ENGINEERING SECTOR**

## **Overview**

The state of the engineering industry describes the status of industrialization of a country since it portrays the capability to add value to the primary products and of indigenous production of plants and machinery. The developed countries have assigned high priority to the engineering industry in their own country.

The range of light engineering goods covers electrical goods, transport equipment, domestic appliances, telecommunication equipment etc. There are about 2,500 registered units and a much larger number in the unorganized sector, with fixed assets of over Rs 100 billion. A number of small industrial units are operating in Karachi, Lahore, Gujarat, Gujranwala and Sialkot.

Engineering goods have already made a breakthrough in the export market. In addition to exports of conventional surgical instruments, cutlery goods and other light engineering product, Pakistan still is far behind in export of engineering goods as compared to Newly Industrialized Counties i.e. Korea and Malaysia and thus offers huge potential for manufacture of engineering products

It is recognized that capital machinery, light engineering goods and engineering consultancy services offer great opportunities for export mainly in the Middle Eastern, African and neighboring countries.

The country has a limited capability to design, test and experiment on new machines. The small and medium-sized units do not have the finances to risk innovative efforts, while the large ones are preoccupied with their production and have no time to spare for testing innovations.

There are a number of large industrial units which have successfully duplicated certain models of machines or adopted the patent or design of a few products or have acquired the rights on permanent basis on expiry of the validity period. These are the slow speed engines, sewing machines, cycles, electric fans and motors, dry electrical cells and pumps, to name a few. These efforts have been effective in import substitution of commodities.

## **ENGINEERING VISION – 2010**

The Government has formulated a “Engineering Vision 2010” to build an economically strong Pakistan through an invigorated and integrated engineering industry. In the light of Engineering Vision, the Government has developed a growth strategy for the engineering industry for rapid industrialization. The targets to be achieved up to 2010 are:

- Increase the share of manufacturing sector from existing level to 25% and the share of engineering goods to 30%.
- A growth led strategy of value added quality production to be adopted for exports and local consumption.

The Government is aiming at the following measures to accomplish the above targets:

- Investment needed: US\$ 10 to 12 billion.
- Engineering goods exports to be increased to 12% of total exports.

Exports of engineering goods will increase to US\$ 2.13 billion in low road and to US\$ 5 billion by the year 2012

# **SURGICAL INSTRUMENT INDUSTRY**

## **Overview**

Surgical instrument manufacturing industry originated in the early 1940s in and around the city of Sialkot. The sector manufactures a wide range of medical, surgical and veterinary instruments exporting 80-90 % of its production.

Pakistan has a history spanning over a century of skilled craftsmanship in manufacturing surgical instruments. This has over the last few decades combined with modern equipment and manufacturing technology to produce surgical instruments of the highest quality which are exported to over 140 countries around the world.

## **INDUSTRY AT A GLANCE**

|   |                             |
|---|-----------------------------|
| <b>Total number of units</b>                      | <b>Approx. 1600</b>         |
| <b>Installed Capacity</b>                         | <b>200 Million Pieces</b>   |
| <b>Total Capital Investment</b>                   | <b>Rs. 12.0 billion</b>     |
| <b>No. of worker</b>                              | <b>100,000-150,000</b>      |
| <b>No. of people involved (Direct/indirect)</b>   | <b>350,000-450,000</b>      |
| <b>Export ( 2005-06 )</b>                         | <b>US \$ 160.07 Million</b> |
| <b>World market of surgical instrument (2004)</b> | <b>US \$ 51.35 billion</b>  |
| <b>Production</b>                                 | <b>100 million Nos.</b>     |
| <b>Source of Machinery</b>                        | <b>Germany,UK,USA,China</b> |

## Pakistan Surgical Industry Structure

|                                     |                            |
|-------------------------------------|----------------------------|
| <b>LARGE: High Sales Segment</b>    |                            |
| <b>No of Firms</b>                  | <b>30</b>                  |
| <b>Annual Revenues</b>              | <b>Rs 60 – 100 million</b> |
| <b>Investment in Equipment</b>      | <b>Rs 50 - 100 million</b> |
| <b>MEDIUM: Medium Sales Segment</b> |                            |
| <b>No of Firms</b>                  | <b>50</b>                  |
| <b>Annual Revenues</b>              | <b>Rs 10-60 million</b>    |
| <b>Investment in Equipment</b>      | <b>Rs 10-25 million</b>    |
| <b>SMALL: Low Sales Segment</b>     |                            |
| <b>No of Firms</b>                  | <b>150</b>                 |
| <b>Annual Revenues</b>              | <b>Rs 1-10 million</b>     |
| <b>Investment in Equipment</b>      | <b>Rs 1-5million</b>       |
| <b>VENDOR Segment</b>               |                            |
| <b>No of Firms</b>                  | <b>2000</b>                |
| <b>Annual Revenues</b>              | <b>Rs 1-1.5 million</b>    |
| <b>TRADERS</b>                      |                            |

Besides all the above there are about 800 – 1000 traders who do not have their own production facility

## **Range of Instruments being Manufactured**

The industry makes specialized instruments used in the various braches of modern surgery. Production can be made in accordance with British, German, American or any international standards/ specification. The advanced countries of Europe and America are the leading buyers of Pakistan's surgical instruments.

A broad range of surgical instruments are being manufactured:

- ◆ Diagnostic
- ◆ General
- ◆ Plaster
- ◆ Tracheotomy
- ◆ Dermatology
- ◆ Rhino logy
- ◆ Sterilization
- ◆ Obstetrics
- ◆ Anesthesia
- ◆ Instruments
- ◆ Bone Surgery
- ◆ Cardiovascular
- ◆ Ophthalmology
- ◆ Oral Instruments
- ◆ Urology
- ◆ Intestinal & Stomach Rectum
- ◆ Vaccination
- ◆ Suture
- ◆ Neurology
- ◆ Lung Surgery
- ◆ Otology
- ◆ Tonsil
- ◆ Gynecology

## **Manufacturing Standards**

Surgical instruments manufacturers have been following strict international manufacturing standard conforming to WHO standards. Over 300 Companies have ISO-9002 Certification and about 250 have Certification of Good Manufacturing Practices.

## **Sialkot Material Testing Laboratory (SIMTEL)**

A UNIDO assisted material testing laboratory has been set up in Sialkot in the year 2000 comprising of three laboratories:

- ◆ Spectro Lab
- ◆ Metallographic Lab
- ◆ Chemical Testing Lab

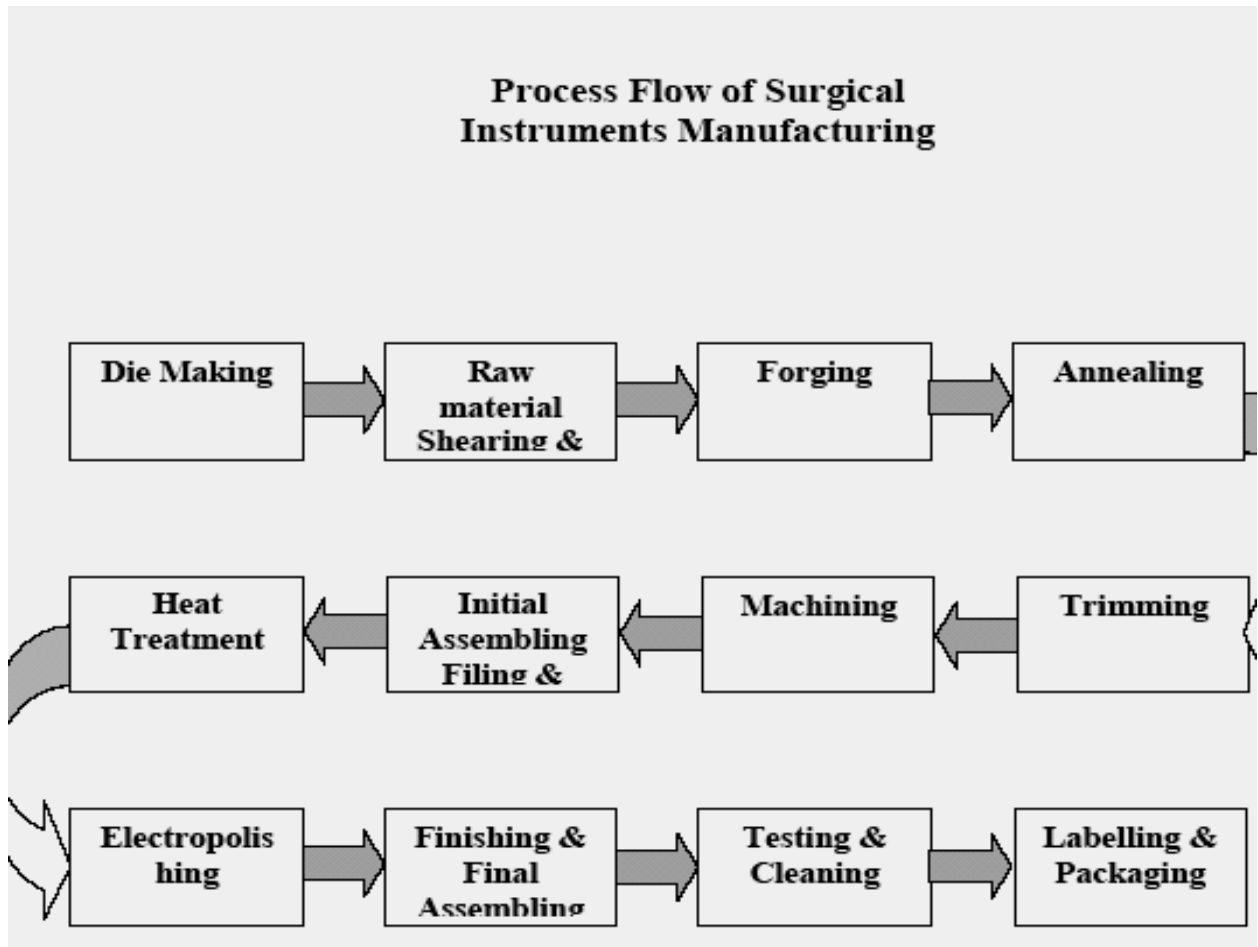
## TARIFF STRUCTURE

| <b>MATERIAL</b>          | <b>CUTOM DUTY</b> | <b>SALES TAX</b> | <b>INCOME TAX</b> |
|--------------------------|-------------------|------------------|-------------------|
| <b>Glass beads</b>       | <b>15%</b>        | <b>15%</b>       | <b>6%</b>         |
| <b>Steel non magnet</b>  | <b>5 -25%</b>     | <b>15%</b>       | <b>6%</b>         |
| <b>Emery</b>             | <b>5%</b>         | <b>0%</b>        | <b>1%</b>         |
| <b>Rubber Belts</b>      | <b>20%</b>        | <b>15%</b>       | <b>6%</b>         |
| <b>Grinding Wheels</b>   | <b>5%</b>         | <b>0 -15%</b>    | <b>1-6%</b>       |
| <b>Files</b>             | <b>20%</b>        | <b>15%</b>       | <b>6%</b>         |
| <b>Triklone chemical</b> | <b>%</b>          | <b>15%</b>       | <b>6%</b>         |
| <b>Cutting oil</b>       | <b>20%</b>        | <b>15%</b>       | <b>6%</b>         |
| <b>Cutters (Milling)</b> | <b>5-10 %</b>     | <b>15%</b>       | <b>6%</b>         |
| <b>Carbite Tips</b>      | <b>5%</b>         | <b>15%</b>       | <b>6%</b>         |
| <b>Forging</b>           | <b>0-20%</b>      | <b>0-15%</b>     | <b>0-1%</b>       |

## **MAJOR MANUFACTURING UNITS**

| <b>S.NO.</b> | <b>Name of Units</b>                         | <b>Installed Capacity<br/>(Million Nos.)</b> |
|--------------|--|--|
| 1.           | M /s T. S. K. Impex, Sialkot                 | 20.0   |
| 2.           | M /s Dr. Frigz Surgical & Co. ( pvt) Limited | 10.0   |
| 3.           | M /s Bashir Jamil & Brothers (Pvt ) Limited  | 10.0   |
| 4.           | M /s We Brother , Sialkot                    | 8.0  |
| 5.           | M /s Hilbro Instruments ( Pvt ) Limited      | 6.0  |
| 6.           | M /s Technimen Gama (Pvt ) Limited           | 5.0  |
| 7.           | M /s Asim Surgical Revit Makers              | 5.0  |
| 8.           | M /s Tinopal Surgical (Pvt ) Limited         | 3.5  |
| 9.           | M /s A.D.Surgical ( Pvt ) Limited            | 2.0  |
| 10.          | M /s Garish Surgical ( Pvt ) Limited         | 2.0  |
| 11.          | M /s A-One Surgico                           | 1.7  |
| 12.          | M /s Weldon Industries                       | 1.5  |
| 13.          | M /s Medisporex ( Pvt ) Limited              | 1.2  |
| 14.          | M /s Ghulam Rasool Surgical                  | 1.2  |
| 15.          | M /s Tata Services                           | 1.1  |

# MANUFACTURING PROCESS

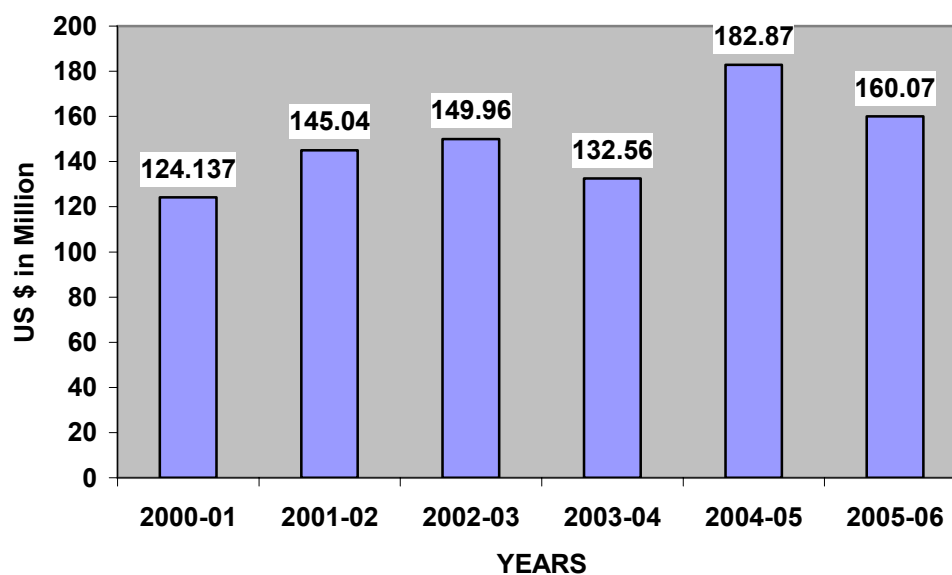


## EXPORT OF SURGICAL INSTRUMENTS

| YEAR    | Value(US \$ in million) |
|---------|-------------------------|
| 2000-01 | 124.137                 |
| 2001-02 | 145.04                  |
| 2002-03 | 149.96                  |
| 2003-04 | 132.56                  |
| 2004-05 | 182.87                  |
| 2005-06 | 160.07                  |

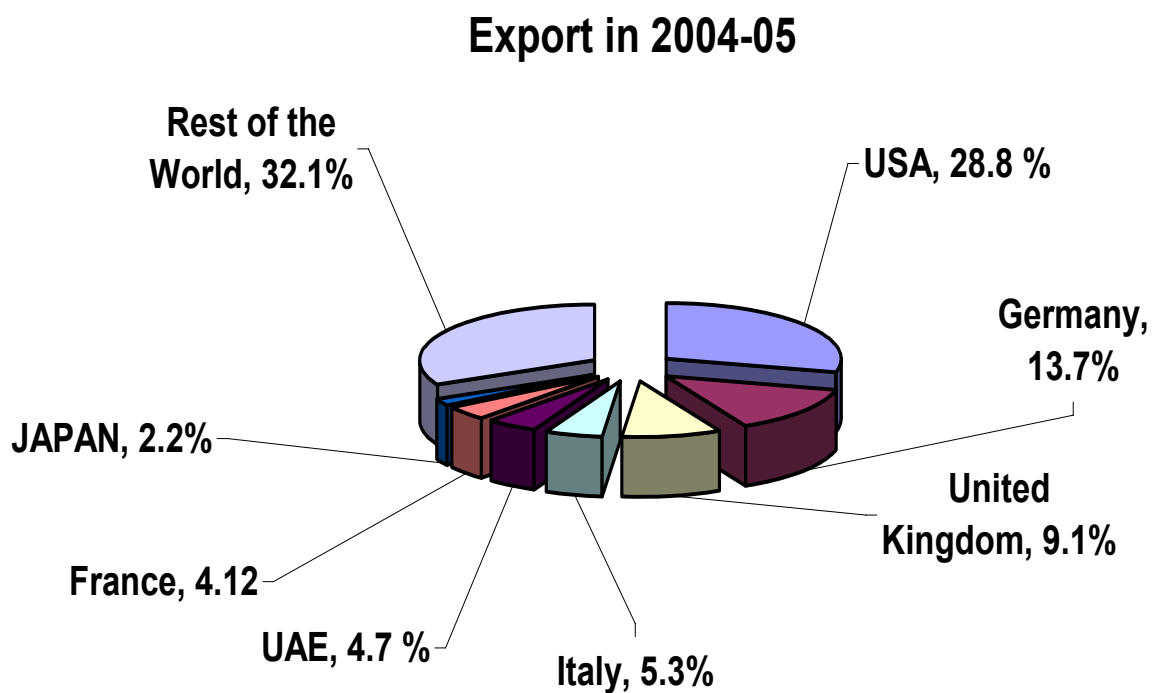
Source : EPB

### EXPORT



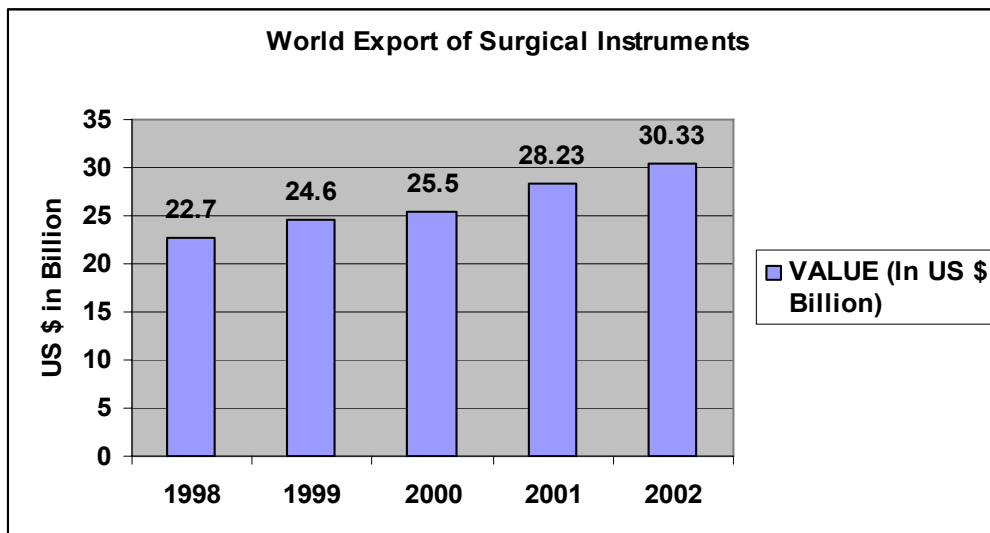
## PAKISTAN'S EXPORT IN 2004-05

| COUNTRY           | SHARE (%) |
|-------------------|-----------|
| USA               | 28.8%     |
| Germany           | 13.7%     |
| United Kingdom    | 9.1%      |
| Italy             | 5.3%      |
| UAE               | 4.7%      |
| France            | 4.12%     |
| Japan             | 2.2%      |
| Rest of the World | 32.1%     |



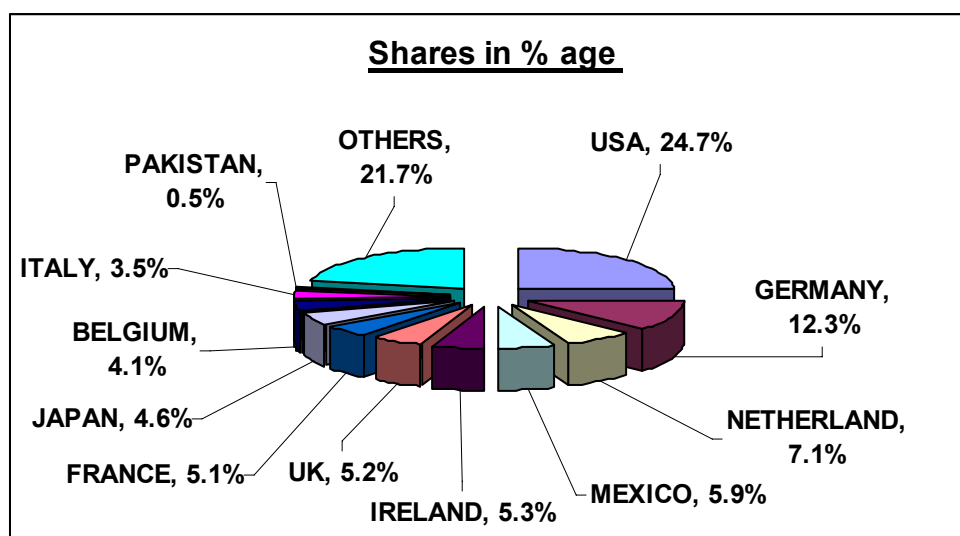
## WORLD EXPORT OF SURGICAL INSTRUMENTS

| YEAR | VALUE (In US \$ Billion) |
|------|--------------------------|
| 1998 | 22.7                     |
| 1999 | 24.6                     |
| 2000 | 25.5                     |
| 2001 | 28.23                    |
| 2002 | 30.33                    |



## COUNTRIES SHARES IN WORLD EXPORT

| COUNTRY      | %AGE       |
|--------------|------------|
| USA          | 24.71      |
| GERMANY      | 12.33      |
| NETHERLAND   | 7.13       |
| MEXICO       | 5.89       |
| IRELAND      | 5.29       |
| UK           | 5.23       |
| FRANCE       | 5.07       |
| JAPAN        | 4.57       |
| BELGIUM      | 4.07       |
| ITALY        | 3.45       |
| PAKISTAN     | 0.49       |
| OTHERS       | 21.74      |
| <b>TOTAL</b> | <b>100</b> |



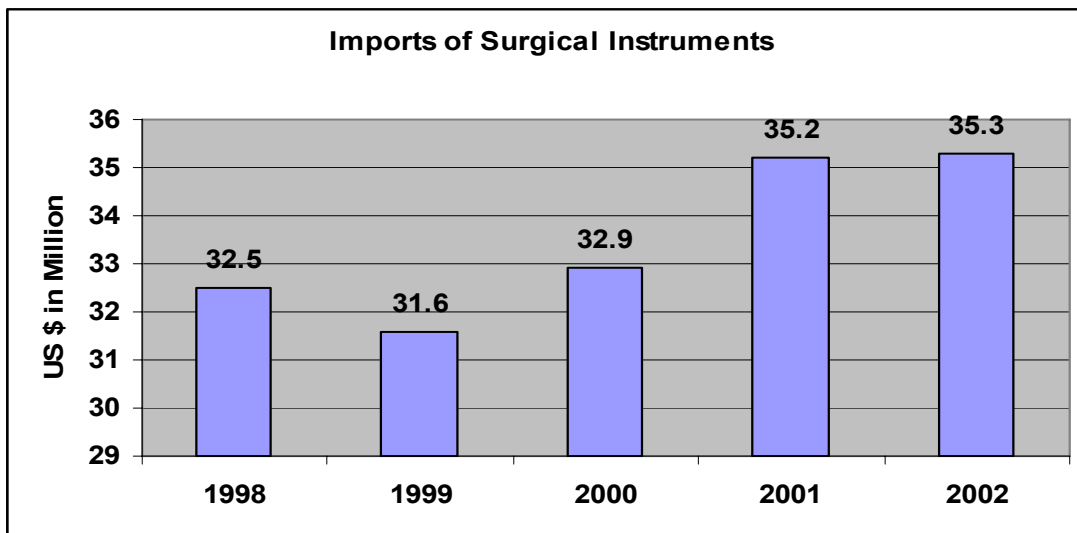
## PAKISTAN'S SURGICAL EXPORT TO TOP 20 COUNTRIES

Value in 000 \$

| S.#           | Countries      | 2004-05        | % share     | 2003-04        | % share      | 2002-03        | % share     |
|---------------|----------------|----------------|-------------|----------------|--------------|----------------|-------------|
| 1             | USA            | 52,835         | 29.9        | 38,910         | 29.4         | 51,177         | 34.1        |
| 2             | Germany        | 25,196         | 13.8        | 19,464         | 14.7         | 20,067         | 13.4        |
| 3             | United Kingdom | 16,808         | 9.2         | 9,738          | 7.4          | 11,890         | 7.9         |
| 4             | Italy          | 9,653          | 5.3         | 6,565          | 4.9          | 6,219          | 4.2         |
| 5             | UAE            | 8,677          | 4.7         | 6,992          | 5.3          | 6,480          | 4.3         |
| 6             | France         | 7,541          | 4.1         | 7,412          | 5.59         | 5,870          | 3.9         |
| 7             | South Korea    | 4,147          | 2.3         | 2,197          | 1.7          | 3,300          | 2.2         |
| 8             | Japan          | 4,088          | 2.2         | 3,871          | 2.9          | 4,114          | 2.8         |
| 9             | Mexico         | 4,016          | 2           | 2,346          | 1.8          | 3,906          | 2.6         |
| 10            | Australia      | 2,979          | 1.6         | 1,702          | 1.3          | 2,202          | 1.5         |
| 11            | Netherlands    | 2,893          | 1.6         | 3,561          | 2.7          | 2,541          | 1.7         |
| 12            | Spain          | 2,588          | 1.4         | 2,021          | 1.5          | 2,400          | 1.6         |
| 13            | Brazil         | 2,217          | 1.2         | 1,057          | 0.8          | 2,171          | 1.5         |
| 14            | Canada         | 2,140          | 1.2         | 1,235          | 0.9          | 1,919          | 1.3         |
| 15            | Belgium        | 2,101          | 1.2         | 1,589          | 1.2          | 2,006          | 1.3         |
| 16            | Russia         | 2,029          | 1.1         | 1,879          | 1.4          | 604            | 0.4         |
| 17            | Poland         | 1,944          | 1.1         | 697            | 0.53         | 845            | 0.56        |
| 18            | Saudi Arabia   | 1,436          | 0.8         | 858            | 0.7          | 1,138          | 0.7         |
| 19            | Singapore      | 1,347          | 0.7         | 1,089          | 0.9          | 1,582          | 1.1         |
| 20            | Iran           | 1304           | 0.7         | 479            | 0.36         | 487            | 0.32        |
| <b>Total</b>  |                | <b>155,939</b> | <b>85.3</b> | <b>113,662</b> | <b>85.74</b> | <b>130,918</b> | <b>87.3</b> |
| <b>Others</b> |                | <b>26,938</b>  | <b>14.7</b> | <b>18,901</b>  | <b>14.26</b> | <b>19,047</b>  | <b>12.7</b> |
| <b>Total</b>  |                | <b>182,877</b> | <b>100</b>  | <b>132,563</b> | <b>100</b>   | <b>149,965</b> | <b>100</b>  |

# IMPORTS OF SURGICAL INSTRUMENTS

| YEARS | Value (Million US \$) |
|-------|-----------------------|
| 1998  | 32.5                  |
| 1999  | 31.6                  |
| 2000  | 32.9                  |
| 2001  | 33.23                 |
| 2002  | 36.37                 |



## MAJOR EXPORTERS OF SURGICAL GOODS

|   |   |
|---|---|
| <p><b>M/s Tinopal Pvt Ltd</b><br/> P.O Box 518, S.I.E, Sialkot<br/> Tel: 052-3255354, 3255454<br/> Fax: 052-3553354<br/> E-mail: <a href="mailto:tinopal@brain.net.pk">tinopal@brain.net.pk</a></p>                                   | <p><b>M/s Surgicaon (pvt) Ltd</b><br/> P.O.Box 244, Khadim Ali Shah Road,<br/> Sialkot<br/> Tel: 052-3262531<br/> Fax: 052-3262532<br/> E-mail: <a href="mailto:jilani@surgicon.com.net">jilani@surgicon.com.net</a></p>      |
| <p><b>M/s QSA Sugical (Pvt) Ltd.</b><br/> P.O Box 1094, Daska Road, Sialkot,<br/> Tel: 052-3526387, 3526487, 3529587<br/> Fax: 052-3526386, 3526486<br/> E-mail: <a href="mailto:info@qsa-surgical.com">info@qsa-surgical.com</a></p> | <p><b>M/s Roal Cosmo Industries (Pvt) Ltd</b><br/> P.O.Box 712, Adda Daska Road, Sialkot<br/> Tel: 052-3560099, 3555699<br/> Fax: 052-3557983<br/> E-mail: <a href="mailto:Royal@royalcosmo.com">Royal@royalcosmo.com</a></p> |
| <p><b>M/s Medical Developers (Pvt) Ltd.</b><br/> Wazirabad Road, Sialkot<br/> Tel: 052-3510109-3510740<br/> Fax: 052-3210138-3210915<br/> E-mail: <a href="mailto:info@medvices.com">info@medvices.com</a></p>                        | <p><b>M/s Medisprorex(Pvt)Ltd.</b><br/> P.O.Box – 600, 438, Khadim Ali Road,<br/> Sialkot<br/> Tel: 052-3554148-3553658<br/> Fax: 052-3255718<br/> E-mail: <a href="mailto:medis@brain.net.pk">medis@brain.net.pk</a></p>     |
| <p><b>Dr. Frigz Surgical (PVT) Ltd.</b><br/> Gohadpur Kulluwal Road, Sialkot<br/> Tel: 052-3262701-3262705<br/> Fax: 052-3262704-3263315<br/> E-mail : <a href="mailto:frigz@skt.comsats.net.pk">frigz@skt.comsats.net.pk</a></p>     | <p><b>M/s Allen Surgical Co (Pvt)</b><br/> P.O.Box – 643, SIE, Sialkot<br/> Tel: 052-3552456- 3555456<br/> Fax: 052-3551479<br/> E-mail: <a href="mailto:allen@allenfuture.com">allen@allenfuture.com</a></p>                 |
| <p><b>M/s Durrani &amp; Co</b><br/> Naul Wazirabad Road Sialkot<br/> Tel: 052-3553612<br/> Fax: 052-3553418<br/> E-mail : <a href="mailto:durrani@skt.comsats.net.pk">durrani@skt.comsats.net.pk</a></p>                              | <p><b>M/s Surgicrafts</b><br/> P.O.Box – 15, Muhammad Pura, Sialkot<br/> Tel: 052-3587280<br/> Fax: 052- 3588497<br/> E-mail: <a href="mailto:surgi@skt.comsats.net.pk">surgi@skt.comsats.net.pk</a></p>                      |
| <p><b>M/s Elmad Instruments</b><br/> P.O.Box 1656, Roras Road, Noul More,<br/> Sialkot<br/> Tel: 052-3557728<br/> Fax: 052-3557730</p>  | <p><b>M/s Solatch Sons</b><br/> P.O.Box – 1193, Chirstian town, Sialkot<br/> Tel: 052-3264859<br/> Fax: 052-3264785<br/> E-mail: <a href="mailto:salatch@brain.net.pk">salatch@brain.net.pk</a></p>                           |

|  |   |
|--|---|
| E-mail : <a href="mailto:elmed@brain.net.pk">elmed@brain.net.pk</a>  |   |
| <b>M/s Arain &amp; Brothers (Pvt) Ltd</b><br>P.O.Box 432 , Wazirabad Road, Sialkot<br>Tel: 052-326926-3264759<br>Fax: 052-3264571-3264026<br>E-mail : <a href="mailto:maarain@brain.net.pk">maarain@brain.net.pk</a> | <b>M/s Farico Enterprises</b><br>Near Mazar Mulik Shah Walii Ugoki<br>Road, Sialkot<br>Tel: 052-3511997<br>Fax: 052-3513700<br>E-mail: <a href="mailto:farico@skt.comsats.net.pk">farico@skt.comsats.net.pk</a> |
| <b>M/s Clif Trading Co (Pvt) Ltd</b><br>P.O.Box 438, Khadim Ali Road, Sialkot<br>Tel: 052-3563276, 255394<br>Fax: 052-3588851, 554718<br>E-mail: <a href="mailto:cliff@skt.com.net">cliff@skt.com.net</a>            | <b>M/s Eltec Instruments (Pvt) Ltd</b><br>10-Km wazirabad road, Sialkot<br>Tel: 052-3512690<br>Fax: 052-3512694<br>E-mail: <a href="mailto:eltek@brain.net.pk">eltek@brain.net.pk</a>                           |
| <b>M/s Hilbtro (PVT) Ltd.</b><br>12 Km Daska Road, Sialkot.<br>Tel: 052-3526276-8<br>Fax: 052-3556279-80<br>E-mail: <a href="mailto:hilbro@brain.net.pk">hilbro@brain.net.pk</a>                                     | <b>M/s Technimen (Pvt) Ltd</b><br>P.O.Box – 241, Wazirabad, Sialkot<br>Tel: 052-3263834-263836<br>Fax: 052-3263254<br>E-mail: <a href="mailto:tecnimen@gir.paknet.com.pk">tecnimen@gir.paknet.com.pk</a>        |
| <b>M/s Towne Brothers</b><br>P.O.Box 108, 52-B, SIE, Sialkot.<br>Tel: 052-3553231<br>Fax: 052-3553217<br>E-mail: <a href="mailto:sales@towne.pk.com">sales@towne.pk.com</a>  | <b>M/s Hico Surgical (Pvt) Ltd</b><br>P.O.Box – 2141, Noul, Wazirabad Road,<br>Sialkot<br>Tel: 052-3562222<br>Fax: 052-3553661<br>E-mail: <a href="mailto:info@hico.biz">info@hico.biz</a>                      |

## **ASSOCIATION**

### **SURGICAL INSTRUMENT MANUFACTURERES ASSOCIATION OF PAKISTAN**

**Marala Rd., Near Sublime Chowk Sialkot - Pakistan**

**Tel: +92-52-3562940, 3563014, 3554890**

**Fax: +92-52-3554217**

**E-mail: [info@simap.org.pk](mailto:info@simap.org.pk)**

**URL: [www.simap.org.pk](http://www.simap.org.pk)**

# ELECTRICAL FAN INDUSTRY

## OVERVIEW

The fan industry is mainly clustered in the four major cities namely, Gujrat, Gujranwala, Lahore and Karachi. Fan industry is producing about seven (7) million fans per annum. Out of the total production, approximately 30 per cent fans consist of pedestals, 7 per cent brackets and the remaining 63 per cent are ceiling fans. The industry belongs to the light engineering industry category, and is one of the industries that existed at the time of independence.

Besides small and medium units, a few units are quite large and have integrated system i.e. from motor winding to high-pressure dies casting. These units are the main players in the export field. Sales are also fairly concentrated with five large firms in Gujrat and two in Gujranwala, accounting for 40% of total industry sales

The industry is producing a variety of products in different sizes and designs. The major products are: ceiling, pedestal, table, table-cum-pedestal fans, circumatic fans, wall bracket, exhaust fans and propellers. Most of the raw materials used by the fan industry are directly or indirectly imported from different countries. Some of the raw materials used in the manufacturing of a fan are: electric steel sheets, aluminum, enameled copper wire, ball bearing, steel rod and PVC

Global fan trade is classified on the basis of energy consumption. The fans that consume less than 125 watts of energy (SITC 74341) are generally referred to as domestic fans and the fans that consume over 125 watts (SITC 74343) are classified as industrial fans.

## **ELECTRICAL FAN INDUSTRY**

|                                     |                               |
|-------------------------------------|-------------------------------|
| <b>Total capital investment</b>     | <b>Rs. 5 Billion</b>          |
| <b>Installed Capacity</b>           | <b>7 million Fan / year</b>   |
| <b>Current Capacity utilization</b> | <b>80%</b>                    |
| <b>Total Production</b>             | <b>5.6 million Fan / year</b> |
| <b>Direct Employment</b>            | <b>30,000 people</b>          |
| <b>Indirect Employment</b>          | <b>40,000 people</b>          |
| <b>Annual Revenue</b>               | <b>Rs. 5.25 Billion</b>       |
| <b>Exports ( 2005-06 )</b>          | <b>US \$16.66 Million</b>     |
| <b>Imports (US \$ Million )</b>     | <b>0.16</b>                   |

| <b>LARGE SCALE UNITS</b>  |                             |
|---------------------------|-----------------------------|
| <b>UNITS</b>              | <b>8</b>                    |
| <b>PROJECT COST</b>       | <b>Rs. 250-350 Million</b>  |
| <b>EMPLOYMENT</b>         | <b>200-300</b>              |
| <b>PRODUCTION</b>         | <b>60,000-250,000</b>       |
| <b>REVENUE GENERATED</b>  | <b>Rs. 150-250 Million</b>  |
| <b>MEDIUM SCALE UNITS</b> |                             |
| <b>UNITS</b>              | <b>50</b>                   |
| <b>PROJECT COST</b>       | <b>Rs. 10-20 Million</b>    |
| <b>EMPLOYMENT</b>         | <b>60-80</b>                |
| <b>PRODUCTION</b>         | <b>20,000-60,000</b>        |
| <b>REVENUE GENERATED</b>  | <b>Rs. 150-250 Million</b>  |
| <b>SMALL SCALE UNITS</b>  |                             |
| <b>UNITS</b>              | <b>450</b>                  |
| <b>PROJECT COST</b>       | <b>Rs. 0.5-1.0 Million</b>  |
| <b>EMPLOYMENT</b>         | <b>20-25</b>                |
| <b>PRODUCTION</b>         | <b>2,000-10,000</b>         |
| <b>REVENUE GENERATED</b>  | <b>Rs. 2.0-5.0 Million</b>  |
| <b>VENDORS</b>            |                             |
| <b>UNITS</b>              | <b>1000</b>                 |
| <b>PROJECT COST</b>       | <b>Rs. 0.45-1.0 Million</b> |
| <b>EMPLOYMENT</b>         | <b>5-20</b>                 |

## **MAJOR ELECTRIC FAN COMPANIES**

| <b>BRAND NAME</b> | <b>COMPANY</b>  |
|-------------------|---|
| <b>PAK FAN</b>    | <b>M/S Wahid Industries Limited, G.T. Road, Gujarat</b>                 |
| <b>G.F.C. FAN</b> | <b>M /s General Fan Company(Pvt) Ltd, G.T. Road, Gujarat</b>            |
| <b>YUNUS FAN</b>  | <b>M/s Younas Metal Works , G.T.Road, Gujarat</b>                       |
| <b>ROYAL FAN</b>  | <b>M/s Rafiq Engineering Industries (Pvt) Ltd, , G.T. Road, Gujarat</b> |
| <b>MATRO FAN</b>  | <b>M/s Hi Tech Industries (Pvt) Ltd, , G.T. Road, Gujarat</b>           |

## **World's Export of Other Fan (Industrial Fan) and Fan under 125 watt (Domestic Fan)**

Major exporters of fans include Germany, China, Japan, USA and Taiwan exporting nearly 70% of the total international market of fans industry. Major importers are USA, Hong Kong, Germany, Japan and Canada which shared 57% of the total imports.

### **COUNTRY- WISE EXPORT SHARES OF OTHER FAN (INDUSTRIAL FAN):**

| <b>COUNTRY</b>    | <b>SHARES</b> |
|-------------------|---------------|
| <b>PAKISTAN</b>   | <b>0.02%</b>  |
| <b>FRANCE</b>     | <b>2%</b>     |
| <b>NETHERLAND</b> | <b>3%</b>     |
| <b>SWEEDEN</b>    | <b>3%</b>     |
| <b>KOREA</b>      | <b>1%</b>     |
| <b>CANADA</b>     | <b>5%</b>     |
| <b>UK</b>         | <b>4%</b>     |
| <b>ITALY</b>      | <b>9%</b>     |
| <b>USA</b>        | <b>14%</b>    |
| <b>JAPAN</b>      | <b>19%</b>    |
| <b>GERMANY</b>    | <b>33%</b>    |
| <b>TAIWAN</b>     | <b>7%</b>     |

**COUNTRY- WISE EXPORT SHARES OF FAN UNDER 125 WATT (DOMESTIC FAN):**

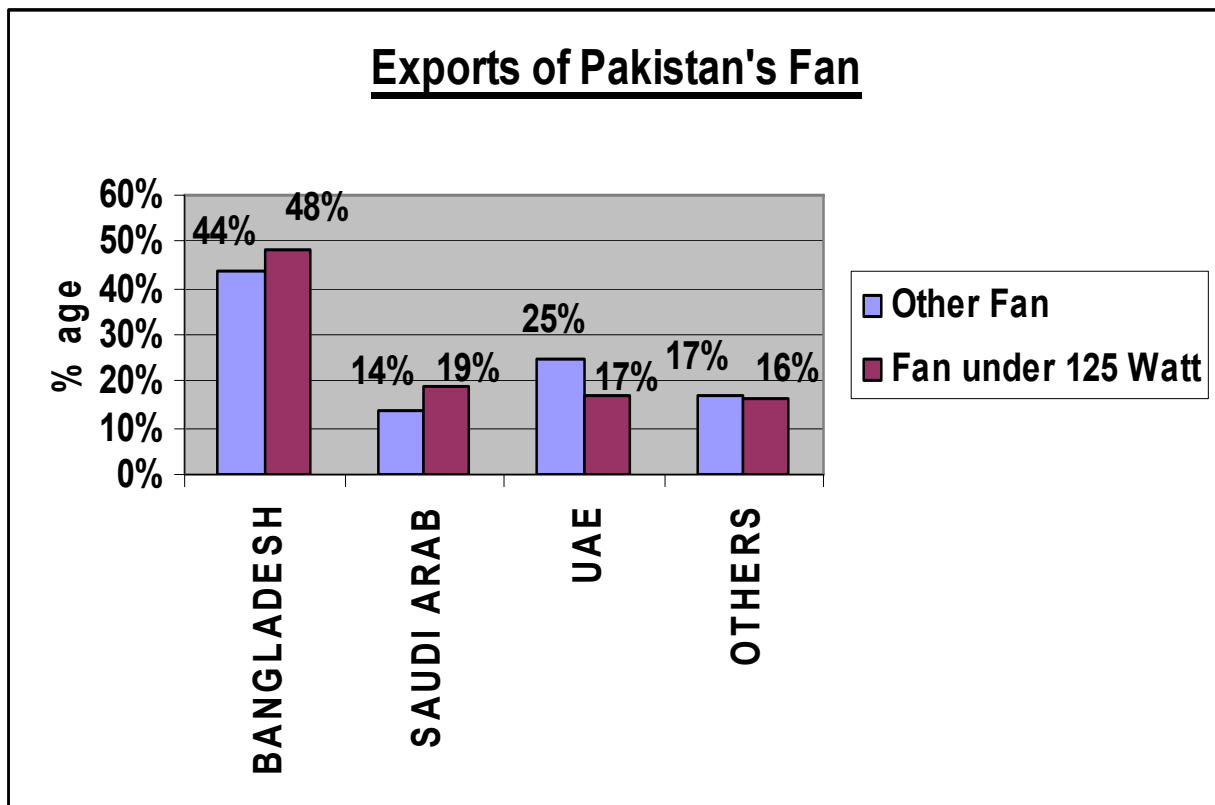
| <b>FAN UNDER 125 WATT (Domestic Fan)</b> |               |
|--|---------------|
| <b>COUNTRY</b>                           | <b>SHARES</b> |
| <b>PAKISTAN</b>                          | <b>0.1%</b>   |
| <b>SINGAPORE</b>                         | <b>1%</b>     |
| <b>UK</b>                                | <b>1%</b>     |
| <b>TAIWAN</b>                            | <b>20%</b>    |
| <b>CHINA</b>                             | <b>44%</b>    |
| <b>THAILAND</b>                          | <b>6%</b>     |
| <b>GERMANY</b>                           | <b>5%</b>     |
| <b>USA</b>                               | <b>3%</b>     |
| <b>ITALY</b>                             | <b>2%</b>     |
| <b>SPAIN</b>                             | <b>2%</b>     |
| <b>JAPAN</b>                             | <b>2%</b>     |
| <b>OTHER</b>                             | <b>13%</b>    |

**WORLD VS PAKISTAN EXPORT OF FANS IN 2003**

|                 | <b>VALUE IN US \$</b>    | <b>OTHER FAN</b> | <b>FAN UNDER 125 WATT</b> |
|-----------------|--------------------------|------------------|---------------------------|
| <b>WORLD</b>    | <b>US \$ 3.9 Billion</b> | <b>73%</b>       | <b>27%</b>                |
| <b>PAKISTAN</b> | <b>US \$ 30 Million</b>  | <b>34%</b>       | <b>66%</b>                |

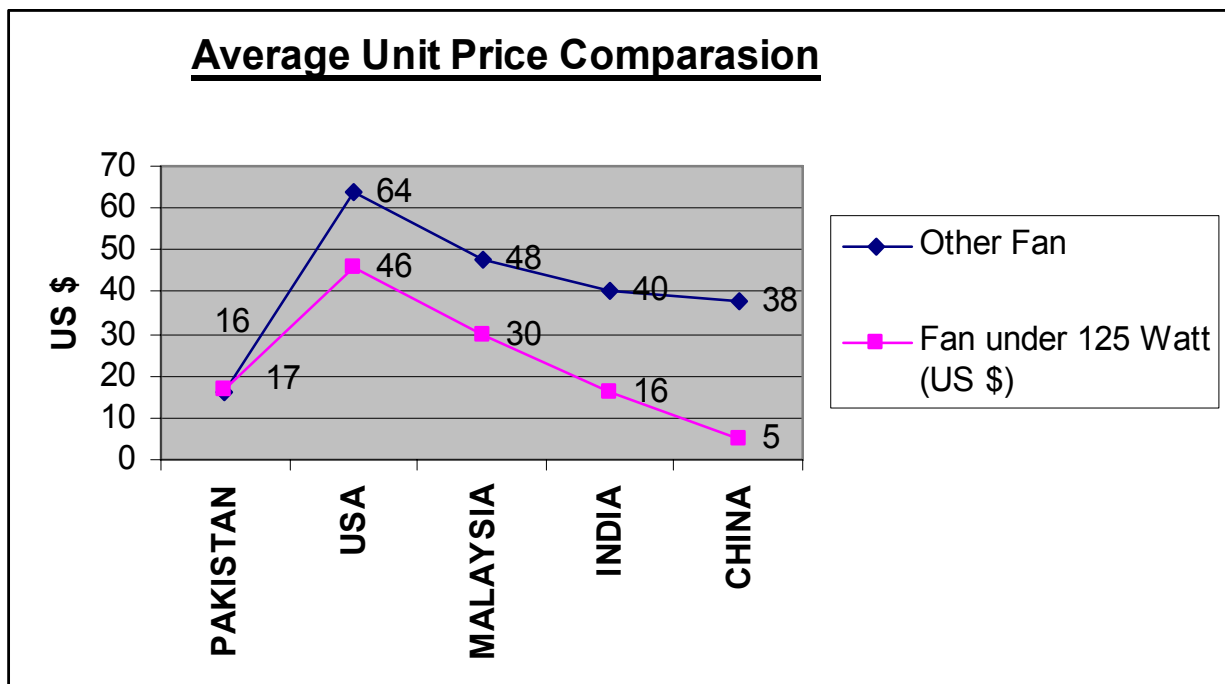
## COUNTRIES TO EXPORTS OF PAKISTAN'S FANS

| COUNTRY    | Other Fan | Fan under 125 Watt |
|------------|-----------|--------------------|
| BANGLADESH | 44%       | 48%                |
| SAUDI ARAB | 14%       | 19%                |
| UAE        | 25%       | 17%                |
| OTHERS     | 17%       | 16%                |

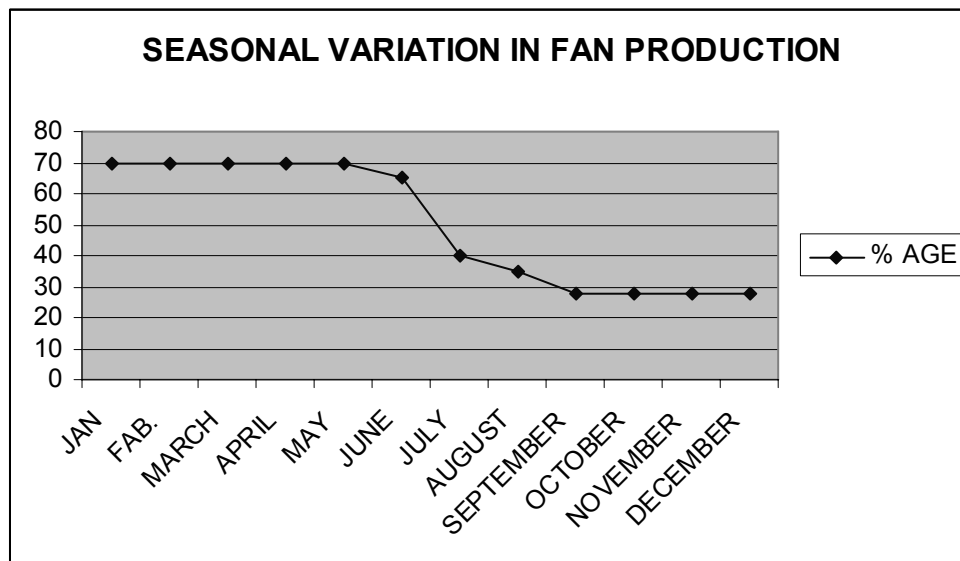


## AVERAGE UNIT PRICE COMPARAISON

| COUNTRY  | Other Fan<br>Unit Value (US \$) | Fan under 125 Watt<br>(US \$) |
|----------|---------------------------------|-------------------------------|
| PAKISTAN | 16                              | 17                            |
| USA      | 64                              | 46                            |
| MALAYSIA | 48                              | 30                            |
| INDIA    | 40                              | 16                            |
| CHINA    | 38                              | 5                             |



# SEASONAL VARIATION IN FAN PRODUCTION



## ASSOCIATION:

**PAKISTAN ELECTRIC FAN MANUFACTURERS  
ASSOCIATION**

**PEFMA House (Gorali),  
P.O.Box 53 G.T.Road Gujrat**

**Tel: 0092-53-3521429**

**Fax: 0092-53-3521427**

# **CUTLERY INDUSTRY**

## **SECTORAL OVERVIEW**

Cutlery means the cutting implements such as knives, swords, razors, scissors, forks and spoons used for industrial, commercial, domestic purposes. It is broadly divided into two categories i.e. kitchen and table cutlery and non – kitchen and non – table cutlery. It is one of the important commodities of engineering sector in Pakistan. The total export of cutlery items was almost US \$33 Million . The main exporting countries are USA, France Germany and UAE and the main competitive countries are China, Germany, Korea and UK.

The cutlery items apart from tableware are almost 100% export oriented. The average capacities utilization in this sector amounts to only 30% to 40%. The main problem areas are the manual grinding, polishing and heat treatment of knife's blade, which are carried out in the very primitive style.

This sector is blessed with number of positive attributes like skilled labor, foreign exposure, training centers, and raw material and export friendly government policies. There is a wide untapped foreign market like Russia, Australia, Africa and South America. There is a big threat from China, which is gradually holding the entire global market. We must get rid of international manufacturing methodology, unethical business practices, environment of mistrust and price based competition within industry in order to become competitive at international market.

In the kitchen and table cutlery, the Knives, swords and Daggers are the main items which exporting to 89% of total export of cutlery whereas 11% export is made in non-kitchen and non table cutlery.

## CUTLERY INDUSTRY AT GALANCE

|                             |  |
|-----------------------------|--|
| <b>No. of Units</b>         | <b>300</b>   |
| <b>Employments</b>          | <b>About 25,000 people</b>   |
| <b>Production</b>           | <b>5,000 piece per day</b>   |
| <b>Capacity utilization</b> | <b>40-50%</b>  |
| <b>Export (2005-06 )</b>    | <b>32.92 US \$ in Million</b>  |
| <b>Main Locality</b>        | <b>Wazirabad, Nazimabad and Allahbad<br/>in Gujranwala district.</b> |
| <b>Nature</b>               | <b>SME</b>   |

## **POLICIES AND INCENTIVES**

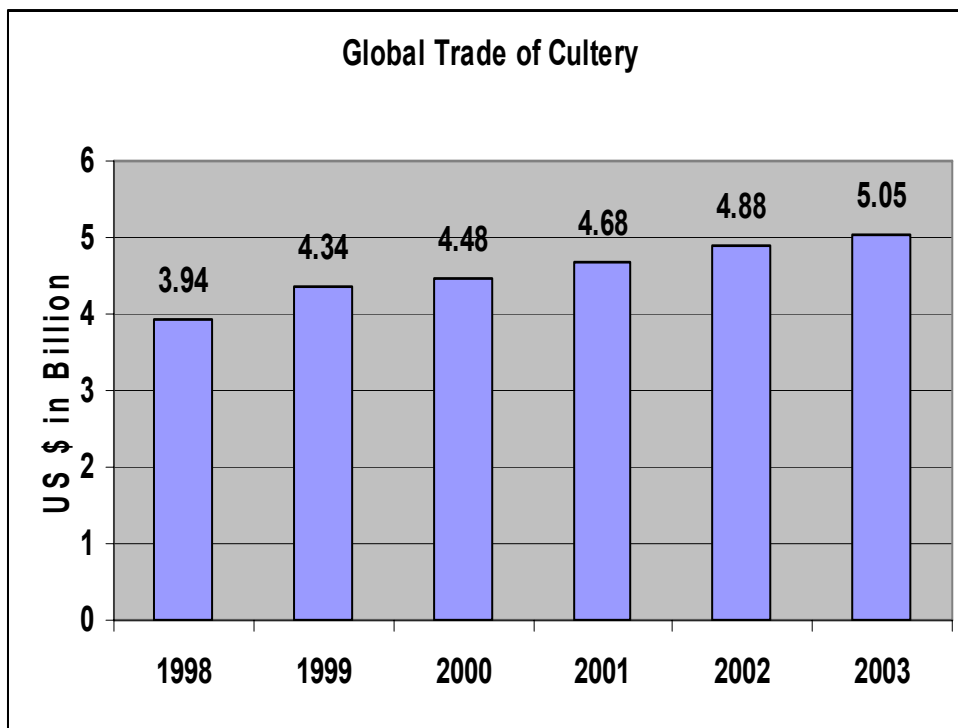
➤ **Rate of Tariffs on import of materials used in Cutlery is as follows:**

| <b>PCT CODES</b> | <b>DESCRIPTION</b>                         | <b>TARIFF</b> |
|------------------|--|---------------|
| <b>7219.1100</b> | <b>Flats of stainless steel</b>            | <b>5%</b>     |
| <b>7407.2100</b> | <b>Copper-Zinc base alloys<br/>(Brass)</b> | <b>10%</b>    |
| <b>6804.1000</b> | <b>Self dressing Magnesite wheel</b>       | <b>5%</b>     |
| <b>2513.1900</b> | <b>Emery green</b>                         | <b>5%</b>     |
| <b>9603.2900</b> | <b>Stain brush</b>                         | <b>25%</b>    |
| <b>5602.2100</b> | <b>Felt mop</b>                            | <b>15%</b>    |
| <b>3405.1090</b> | <b>Polishes, Creams (luster)</b>           | <b>25%</b>    |
| <b>2921.1900</b> | <b>Plastic sheets</b>                      | <b>20%</b>    |
| <b>4413.0000</b> | <b>Densified wood</b>                      | <b>5%</b>     |

# Global Trade of Cutlery

*(Value In Billion Us \$)*

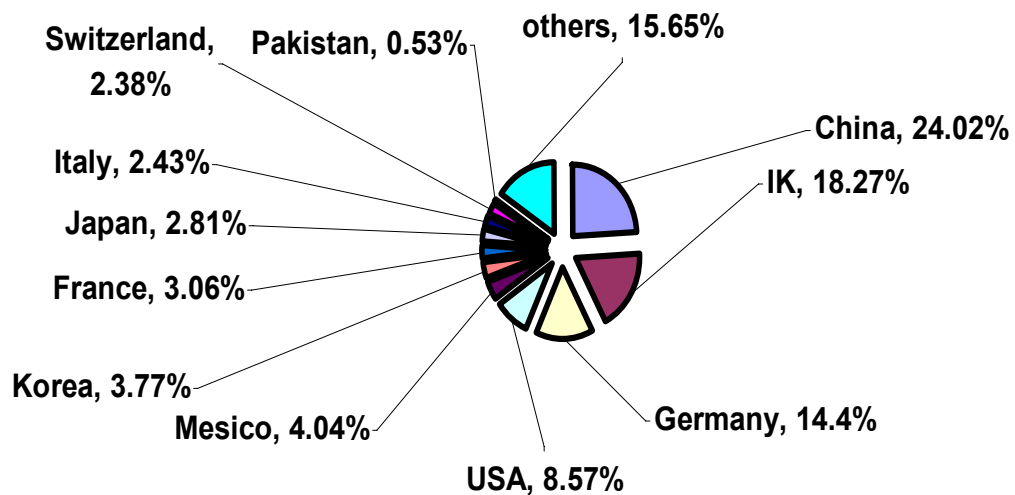
| YEARS | VALUE |
|-------|-------|
| 1998  | 3.94  |
| 1999  | 4.34  |
| 2000  | 4.48  |
| 2001  | 4.68  |
| 2002  | 4.88  |
| 2003  | 5.05  |



## Shares in Global Trade of Cutlery

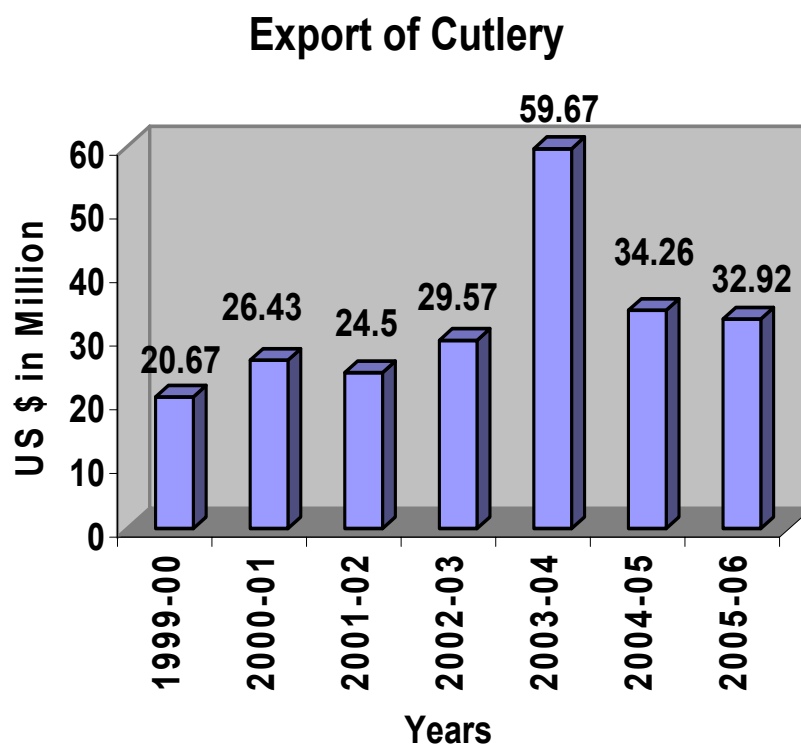
| Countries   | % Share |
|-------------|---------|
| CHINA       | 24.02   |
| UK          | 18.27   |
| GERMANY     | 14.4    |
| USA         | 8.57    |
| MEXICO      | 4.07    |
| KOREA       | 3.77    |
| FRANCE      | 3.06    |
| JAPAN       | 2.81    |
| ITALY       | 2.43    |
| SWITZERLAND | 2.38    |
| PAKISTAN    | 0.53    |
| OTHERS      | 15.65   |

## Shares in Export



## EXPORT OF PAKISTANI CUTLERY

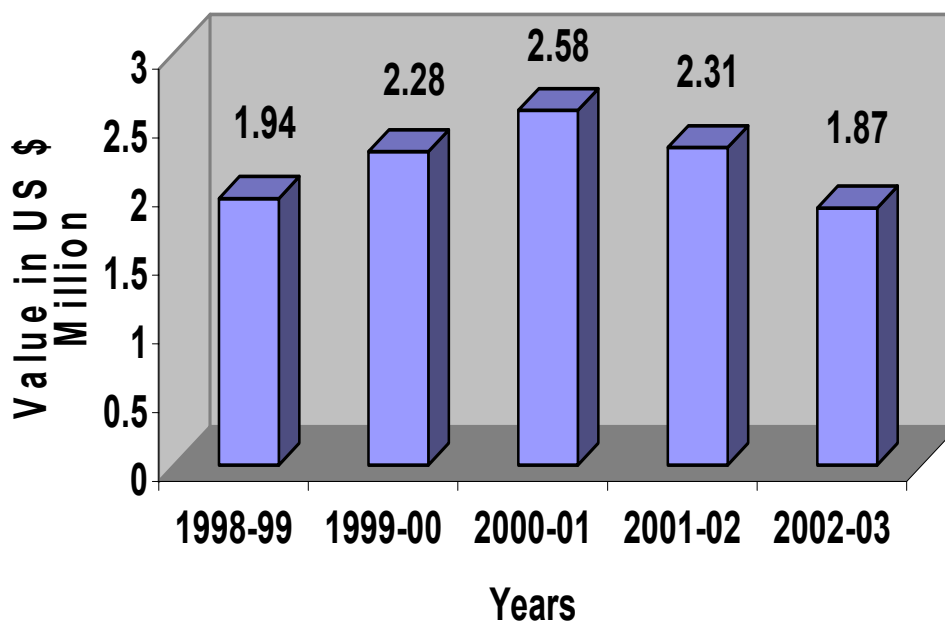
| YEAR    | VALUE(US \$ Million) |
|---------|----------------------|
| 1999-00 | 20.67                |
| 2000-01 | 26.43                |
| 2001-02 | 24.50                |
| 2002-03 | 29.57                |
| 2003-04 | 29.67                |
| 2004-05 | 34.26                |
| 2005-06 | 32.92                |



## IMPORTS OF CUTLERY

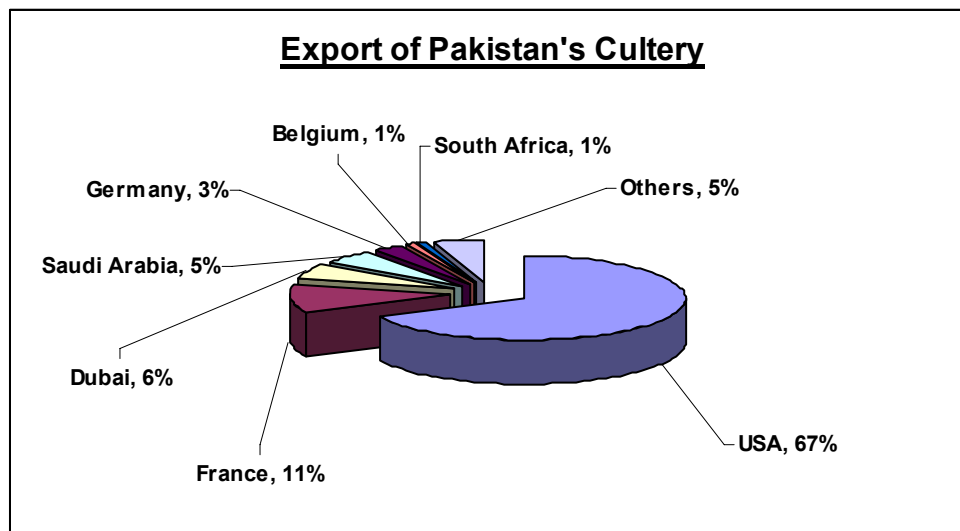
| YEAR    | VALUE(US \$ Million) |
|---------|----------------------|
| 1998-99 | 1.94                 |
| 1999-00 | 2.28                 |
| 2000-01 | 2.58                 |
| 2001-02 | 2.31                 |
| 2002-03 | 1.872                |

Imports of Cutlery



## Shares of Majors Countries importing Kitchen and Table Cutlery from Pakistan

| COUNTRY      | SHARE |
|--------------|-------|
| USA          | 67%   |
| France       | 11%   |
| Dubai        | 6%    |
| Saudi Arabia | 5%    |
| Germany      | 3%    |
| Belgium      | 1%    |
| South Africa | 1%    |
| Others       | 5%    |
| Total        | 100%  |



## Main exporting countries of Kitchen and Table Cutlery

| <b>COUNTRY</b>     | <b>Share (%)</b> |
|--------------------|------------------|
| <b>CHINA</b>       | <b>27</b>        |
| <b>GERMANY</b>     | <b>10</b>        |
| <b>KOREA</b>       | <b>9</b>         |
| <b>JAPAN</b>       | <b>7</b>         |
| <b>SWITZERLAND</b> | <b>7</b>         |
| <b>ITALY</b>       | <b>4</b>         |
| <b>OTHERS</b>      | <b>36</b>        |

## Main importing countries of Kitchen and Table Cutlery

| <b>COUNTRY</b>   | <b>Share (%)</b> |
|------------------|------------------|
| <b>USA</b>       | <b>32</b>        |
| <b>GERMANY</b>   | <b>10</b>        |
| <b>HONG KONG</b> | <b>8</b>         |
| <b>UK</b>        | <b>6</b>         |
| <b>FRANCE</b>    | <b>5</b>         |
| <b>CANADA</b>    | <b>4</b>         |
| <b>OTHERS</b>    | <b>35</b>        |

## Main exporting countries of Non-Kitchen and Non-Table Cutlery

| COUNTRY | Share (%) |
|---------|-----------|
| UK      | 24        |
| USA     | 17        |
| GERMANY | 17        |
| CHINA   | 8         |
| FRANCE  | 5         |
| KOREA   | 4         |
| ITALY   | 4         |
| OTHERS  | 21        |

## Main importing countries of Non-Kitchen and Non-Table Cutlery

| COUNTRY | Share (%) |
|---------|-----------|
| USA     | 13        |
| UK      | 12        |
| FRANCE  | 8         |
| GERMANY | 6         |
| ITALY   | 6         |
| JAPAN   | 5         |
| OTHERS  | 50        |

**ASSOCIATION**

**PAKISTAN CUTLERY & STAINLESS UTENSILS  
MANUFACTURERS & EXPORTERS ASSOCIATION**

**P.O.Box 41, G.T. Road , Wazirabad, Pakistan.**

**Tel: 0092-556-602825**

**Fax: 0092-556-600740**

# **AUTO PART INDUSTRY**

## **OVERVIEW**

|                                |                            |
|--------------------------------|----------------------------|
| <b>Units</b>                   | <b>850</b>                 |
| <b>Investment</b>              | <b>US \$ 436.6 Million</b> |
| <b>Employment</b>              | <b>171,000 Peoples</b>     |
| <b>Contribution to GDP</b>     | <b>Rs. 154 Billion</b>     |
| <b>Contribution to Revenue</b> | <b>Rs. 8.00 Billion</b>    |
| <b>Export 2005-06</b>          | <b>\$ 16.9 Million</b>     |
| <b>Import Substitution</b>     | <b>\$ 2,400 Million</b>    |
| <b>Foreign Exchange Saving</b> | <b>\$ 1,252 Million</b>    |

**MOTOR VEHICLES ON ROAD IN 1991-92, 2000-01 & 2005-06**

| Vehicles        | 1991-92          | 2000-01          | Unit                     |
|-----------------|------------------|------------------|--------------------------|
|                 |                  |                  | 2005-06<br>(July –March) |
| Cars            | 429,100          | 928,000          | 1,445,100                |
| M.Cab (Taxi)    | 42,400           | 72,400           | 78,600                   |
| Jeep            | 31,600           | 18,300           | 62,500                   |
| Buses           | 45,000           | 86,600           | 103,300                  |
| Trucks          | 75,800           | 132,300          | 151,800                  |
| Tractors        | 275,300          | 579,400          | 812,100                  |
| Tankers         | 4,600            | 8,000            | 8,600                    |
| Ambulances      | 1,700            | 1,700            | 4,500                    |
| Vans            | 61,400           | 72,400           | 138,300                  |
| Pickups         | 30,200           | 68,400           | 92,100                   |
| Stn. Wagons     | 43,600           | 93,800           | 140,700                  |
| Motorcycles     | 971,800          | 2,218,900        | 3,624,000                |
| Motor Rickshaws | 42,400           | 72,400           | 78,600                   |
| Others          | 49,500           | 89,000           | 62,600                   |
| <b>Total</b>    | <b>2,095,500</b> | <b>4,471,000</b> | <b>6,845,600</b>         |

## PRODUCTION OF VEHICLES / AUTOMOTIVES

| VEHICLES    | PRODUCTION |         |         |         |                        |
|-------------|------------|---------|---------|---------|------------------------|
|             | 2002-03    | 2003-04 | 2004-05 | 2005-06 | 2006-07<br>(April, 07) |
| Cars        | 62,073     | 98,461  | 126,403 | 160,058 | 130,841                |
| LCVs        | 12,548     | 14,896  | 25,177  | 32,053  | 30,354                 |
| Buses       | 1,296      | 1,380   | 1,762   | 825     | 758                    |
| Trucks      | 1,929      | 2,022   | 3,204   | 4,518   | 3,655                  |
| Tractors    | 26,240     | 35,770  | 43,200  | 48,887  | 43,839                 |
| Motorcycles | 175,169    | 303,383 | 416,189 | 520,124 | 379,899                |

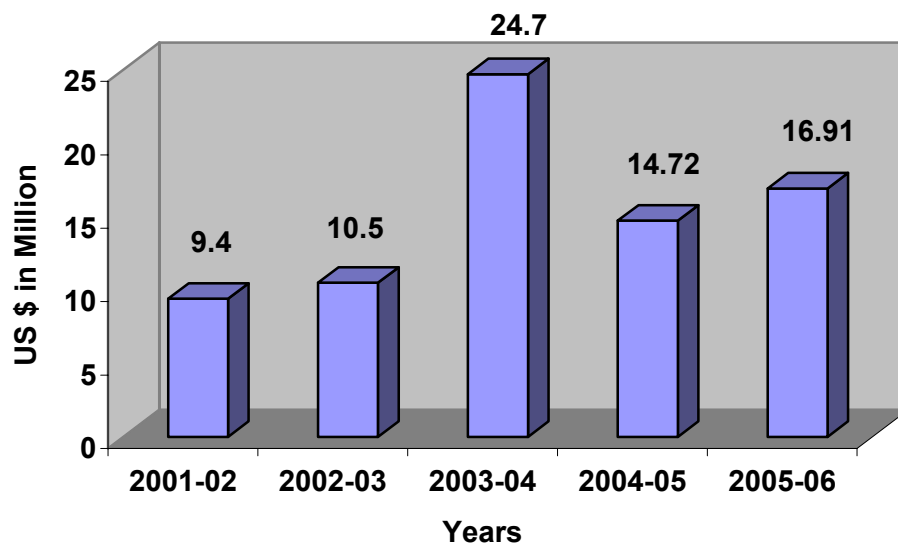
## IMPORTS OF MOTOR VEHICLES

| Vehicles    | 2002-03 | 2003-04 | 2004-05 | 2005-06<br>(July-Dec) |
|-------------|---------|---------|---------|-----------------------|
| Cars        | 60,554  | 88,130  | 66,338  | 13,569                |
| Buses       | 1,230   | 2429    | 411     | 264                   |
| Trucks      | 14,090  | 2,978   | 4,160   | 1,028                 |
| Tractors    | 15,854  | 14,633  | 11,127  | 6,336                 |
| Motorcycles | 143,952 | 127,861 | 189,721 | 2,929                 |

## EXPORT OF AUTO PARTS

| YEAR    | VALUE(US \$ Million) |
|---------|----------------------|
| 2001-02 | 9.4                  |
| 2002-03 | 10.5                 |
| 2003-04 | 24.7                 |
| 2004-05 | 14.72                |
| 2005-06 | 16.91                |

**Export of Auto Parts**



## AUTO PARTS COST BREAK UP

| <b>Cost Factor</b>                       | <b>Cars<br/>(Percentage)</b> | <b>LCVs<br/>(Percentage)</b> | <b>Tractor<br/>(Percentage)</b> | <b>Motorcycle<br/>(Percentage)</b> |
|--|------------------------------|------------------------------|---------------------------------|------------------------------------|
| <b>Raw Material and Parts</b>            | <b>53</b>                    | <b>60</b>                    | <b>57</b>                       | <b>49</b>                          |
| <b>Overheads</b>                         | <b>15</b>                    | <b>19</b>                    | <b>14</b>                       | <b>13</b>                          |
| <b>Labor</b>                             | <b>5</b>                     | <b>3.5</b>                   | <b>10</b>                       | <b>9.5</b>                         |
| <b>Utilities</b>                         | <b>2</b>                     | <b>0.5</b>                   | <b>3.5</b>                      | <b>3.5</b>                         |
| <b>Sales &amp; Marketing Advertising</b> | <b>1.5</b>                   | <b>1.5</b>                   | <b>1</b>                        | <b>2.5</b>                         |
| <b>Research &amp; Development</b>        | <b>0.5</b>                   | <b>0</b>                     | <b>0.5</b>                      | <b>0.5</b>                         |
| <b>Financial Cost</b>                    | <b>2</b>                     | <b>2</b>                     | <b>1</b>                        | <b>2</b>                           |
| <b>Profit</b>                            | <b>4</b>                     | <b>2</b>                     | <b>8</b>                        | <b>4</b>                           |
| <b>Government Levies</b>                 | <b>17</b>                    | <b>12</b>                    | <b>5</b>                        | <b>15</b>                          |

# TARIFFS STRUCTURES

## Custom Duty (%)

| Particulars                        | CAR   | LCV     | Trucks  | Buses       |         | Tractor | Motorcycle |
|------------------------------------|-------|---------|---------|-------------|---------|---------|------------|
|                                    |       |         |         | Fully - CNG | Non-CNG |         |            |
| Raw Materials                      | 0     | 0       | 0       | 0           | 0       | 0       | 0          |
| Sub-Components                     | 5     | 5       | 5       | 0           | 5       | 0       | 5          |
| Components                         | 10    | 10      | 10      | 10          | 10      | 0       | 10         |
| Sub- Assemblies                    | 20    | 15 & 20 | 15      | 0           | 15      | 0       | 20         |
| CKD                                | 35    | 20 & 35 | 10 & 20 | 0           | 5       | 0-10    | 30         |
| Completely Built Units (CBU)       | 50-75 | 60 & 50 | 30 & 60 | 20          |         | 10      | 90         |
| Additional Duty on localized parts | 15    | 30 & 15 | 25 & 30 | 35 & 30     |         | 35 & 25 | 20         |

## VENDOR INDUSTRY

| Components            | Vendor in Pakistan          | Collaboration         |
|-----------------------|-----------------------------|-----------------------|
| Shock absorbers       | M/s.Honda Atlas Services    | Showa, Japan          |
| Radiator              | M/s. Alwin Engg. Industries | U.E. Radiators, Japan |
| Car Air-conditioners  | M/s. Sanpak                 | Sanden, Japan         |
| Shock Absorber        | M/s. Agriauto Industries    | Kayaba, Japan         |
| Radiator              | M/s. Loads ( PVT) LTD.      | Toyo Radiator, Japan  |
| Radio Cassette Player | M/s. Automate Industries    | Panasonic Thailand    |
| Car Air-conditioners  | M/s. Thal Engineering       | Denso, Japan          |
| Lamps                 | M/s. Techno Pak             | Koito, Japan          |
| Spark Plugs           | M/s. Shaigan Elec. & Engg   | NGK, Japan            |
| Air Conditioners      | M/s. Thal Engineering       | Denso, Japan          |
| Glass                 | M/s. NGS Pakistan           | NGS, Japan            |
| Steering case set     | M/s. Polymer & Precision    | I.S. Seiseki, Japan   |
| Brake Drum Assy.      | M/s. Alson Autos Ltd.       | Nissin Kogyo, Japan   |

## PRODUCTION OF VEHICLES / AUTOMOTIVES

- **CARS PRODUCTION IN 2005-06**

| <b>Units</b>                           |               |
|--|---------------|
| <b>1300 – 1600 cc (2000 cc Diesel)</b> |               |
| <b>Honda - Civic</b>                   | <b>12,274</b> |
| <b>Honda – City</b>                    | <b>17,606</b> |
| <b>Suzuki – Baleno</b>                 | <b>2,939</b>  |
| <b>Toyota – Corolla</b>                | <b>31,094</b> |
| <b>1000 cc Car</b>                     |               |
| <b>Suzuki - Cutlus</b>                 | <b>21,342</b> |
| <b>Suzuki - Alto</b>                   | <b>17,513</b> |
| <b>Hyndai - Santro</b>                 | <b>8,604</b>  |
| <b>800 cc Car</b>                      |               |
| <b>Diahatsu – Cuore</b>                | <b>7,883</b>  |
| <b>Suzuki - Mehran</b>                 | <b>35,433</b> |
| <b><i>Total Cars productions</i></b>   |               |
| <b><i>160,058</i></b>                  |               |

- **TRUKS AND BUSES PRODUCTION IN 2005-06**

| <b>TRUKS</b>  |                     |
|---|---------------------|
| <b>Hino</b>   | <b>1499</b>         |
| <b>Nissan</b>                                       | <b>1652</b>         |
| <b>Dong Feng</b>                                    | <b>4</b>            |
| <b>Isuzu</b>  | <b>897</b>          |
| <b>Master</b>                                       | <b>466</b>          |
| <b>Total Truks</b>                                  | <b>4,518</b>        |
| <b>BUSES</b>  |                     |
| <b>Hino</b>   | <b>668</b>          |
| <b>Nissan</b>                                       | <b>48</b>           |
| <b>Dong Feng</b>                                    | <b>40</b>           |
| <b>Master</b>                                       | <b>6</b>            |
| <b>Isuzu</b>  | <b>63</b>           |
| <b>Total Buses</b>                                  | <b>825</b>          |
| <b><i>Total Trucks and Buses<br/>Production</i></b> | <b><i>5,343</i></b> |

- **FARM TRACTORS PRODUCTION IN 2005-06**

|                        |                      |
|------------------------|----------------------|
| <b>Fiat</b>            | <b>24,574</b>        |
| <b>Massey Ferguson</b> | <b>24,313</b>        |
| <b><i>Total</i></b>    | <b><i>48,887</i></b> |

- **LCV PRODUCTION IN 2005-06**

| <b>JEEP</b>                          |                      |
|--------------------------------------|----------------------|
| <b>Suzuki Jeep - Potohar</b>         | <b>1,290</b>         |
| <b>Sigma</b>                         | <b>1,182</b>         |
| <b>VANS</b>                          |                      |
| <b>Suzuki -Bolan</b>                 | <b>10,429</b>        |
| <b>Pick-up</b>                       |                      |
| <b>Suzuki – Ravi</b>                 | <b>5,418</b>         |
| <b>Toyota – Hilux</b>                | <b>2,575</b>         |
| <b>Dong Feng</b>                     | <b>24</b>            |
| <b>Hyundai - Shehzore</b>            | <b>9,368</b>         |
| <b>Master</b>                        | <b>1,767</b>         |
| <b><i>Total LCVs Productions</i></b> | <b><i>26,635</i></b> |

- **MOTOR CYCLES PRODUCTION IN 2005-06**

|  |                       |
|--|-----------------------|
| <b>Honda</b>                               | <b>360,561</b>        |
| <b>Yamaha</b>                              | <b>74,423</b>         |
| <b>Suzuki</b>                              | <b>16,954</b>         |
| <b>Soharab</b>                             | <b>14,804</b>         |
| <b>Sohrab (Tri-wheeler)</b>                | <b>2,166</b>          |
| <b>Qingqi</b>                              | <b>17,198</b>         |
| <b>Fateh Hero</b>                          | <b>34,018</b>         |
| <b><i>Total Motorcycles Production</i></b> | <b><i>520,124</i></b> |

## **ORIGINAL EQUIPMENT MANUFACTURER (OEMs)**

### **Cars Commercial Vehicles**

- Dewan Farooque Motors
- Honda Atlas Cars
- Indus Motors
- Pak Suzuki Motors
- Raja Motors
- Adam Motors

### **Motorcycles**

- Atlas Honda
- Blue Star
- Dawood Yamaha
- Dewan Motorcycles
- Excel Industries
- Fateh Motors
- Memon Associate Foundry
- Metro Hi Tech
- Pak Hero Industries
- Pakistan Cycle Industrial Cooperative Society Ltd
- Saigols Qingqi Motors
- Super Asia Motors
- Suzuki Motor Cycles
- Unis Industries
- United Sale
- New Asia Automobiles
- H.K.F Engineering
- Suleman Auto Industries
- King Hero Motorcycles
- A.B. Engineering
- Zxmco Pakistan
- Eagle Industries
- Raja Autocars

## **Tractors**

- Al-Ghazi Tractors
- G M Tractor
- Millat Tractors
- Raza Fecto Tractors
- Universal Tractors Pak

## **Trucks Buses**

- Adam Motor
- Ghandhara Nissan Diesel
- HinoPak Motors
- Karakorum Motors
- Master Motors
- Sind Engineering
- Sigma Motors

## **ASSOCIATION:**

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