

Eng. Mostafa Mahmoudi Founder of Paykar Bonyan Companies Group:

Opportunities Should Be Seized with Merging Experience and Technical Know-How

Foreword:

As a top industrial entrepreneur, Mostafa Mahmoudi is the founder and head of Board of Directors of Paykar Bonyan Companies Group who set up branch offices in Europe, America and Japan, working in various fields like exporting, production, designing, supplying and implementing industrial projects and also training specialists in the field of automation.

Presently, this company holds exclusive agency of some worldly renowned brands from countries of Germany, Japan and the Netherlands in the field of automation products and industrial power.

With its equipment and installations rank, Paykar Bonyan San'at Company is busy active in the field of designing and implementing EPC (Engineering, Procurement and Construction) projects and training experts as well as issuing certificates for more than 8,000 industrial units.

Paykar Bonyan Panel is the last company affiliated to this Group which is considered as the largest and exclusive producer of reinforced persistent insulation molds with Europe modern technology, approved by the Housing Ministry and ISIRI. To learn more about the details, our reporter has conducted an interview with founder of this leading industrial group which comes as follows. In the beginning of his interview, he spelled out some shortfalls and bottlenecks facing this industrial group.

Let's review the interview in questions and answers.

Q: Which problems had you faced during years of activity? Have you materialized your objectives?

A: Despite existence of too many problems and possibility of making investment at fast- and high-yielding markets, those entrepreneurs and industrialists, who are interested in carrying out industrial activities, resort this activity vehemently. Here, I request the government officials to throw their heavyweights on capable industrialists with the aim of materialization of most of their



objectives towards flourishing economic status of country. Threats should be turned into opportunities and we should think of future with our far-sightedness resulted from combination of experience. As you know, time enjoys of paramount importance across the globe. Shortage of financial resourced and insufficiency of granted facilities and necessity of exertion of low interest rate loans for industrial and entrepreneurship projects are major concerns of technicians, industrialists and entrepreneurs.

Potential and experienced manpower, technicians and specialists is direly felt. Shortage of experienced personnel and manpower at the labor market is the most important factor which indicates insufficiency of training at higher education level and academic centers. For solving the said problem, we have taken giant strides with setting up entrepreneurship faculty, concentrating on quality, revising and updating training courses at art schools, technical and vocational training and academic centers. Concentrating and consolidating on research projects and exchanging information as well as establishing think-thank chambers resulted in raising technical know-how level and experience of industrialists.

Presently, government and high-ranking officials of the country have considered entrepreneurship as a basic requirement. It is logical to take pattern from some neighboring countries which are on the verge of development. I call on responsible officials to reduce percentage of granted facilities and also diminish customs tariffs and also increase quality of training coupled with promoting standard level in productions. If objectives of the said issues are materialized, the country will not need to sell its underground resources and nonrenewable energies. For reaching pinnacles of success in industry and trade, the country should think globally, based on which, with producing competitive goods, observing requirements of international standards, dependencies will be eradicated and independency and strength of the country will be enhanced.

Q: What are positive and negative impacts of sanctions adopted by some countries on your company in materialization of your objectives?

A: For demonstration of this claim, we can refer to the appropriate and strengthen interaction of our Islamic system against chronic sanctions and all-out discrimination of superpowers. In my opinion, for infrastructural and long-term development, the country should devise necessary measures in line with reducing customs tariffs for

exports of products.

With competitiveness of production within the framework of global standards and giving concession to Iranian consumer and opening doors of progress coupled with supporting producers, incentives and motivations should be created for producers with the aim of attaining progress and innovation.

Economic sanctions and foreign currency fluctuations in imports of raw materials and machinery and also non-competitiveness of products with global quality as compared with substandard goods will leave negative impacts as well.

Q: How much entrepreneurship has thus far been carried out in your company? How many personnel of the company hold higher education certificates?

A: In response to your question, I should say that volume of entrepreneurship directly at Paykar Bonyan Panel company stands at over 300 people for administrative, service, production, research manpower and consultants.

More than a half of the said figure holds higher education certificates who are busy active in the field of research, innovation and compilation of criteria for localization of technical know-how. To date, the company has generated new job opportunities to more than 10,000 job-seeking people in line with construction of projects across the country (approx. 8,000 units of Mehr Housing Plan).

Q: Undoubtedly, receiving top entrepreneurship trophy has doubled your responsibility in this field. How do you feel?

A: Receiving top entrepreneurship trophy indicates that the government pays due attention to industrial and production sector. Once again, I seize this opportunity to express my special thanks to those officials who supported objectives of this company and request the government to take necessary measures with the aim of flourishing economic status of the country deservedly.