



**INFRASTRUCTURE PROJECT DEVELOPMENT FACILITY (IPDF)  
MINISTRY OF FINANCE, GOVERNMENT OF PAKISTAN**



**MARKET/DEMAND ANALYSIS  
OF LIGHT COMMERCIAL VEHICLE  
UNDER PUBLIC PRIVATE PARTNERSHIP**

**DRAFT REPORT**

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## ACRONYMS

AIDC	Auto Industry Development Committee (AIDC)
AIDP	Auto Industry Development Plan (AIDP)
C&F	Cost & Freight
CAS	Central Asian States
CKD	Completely Knocked Down
CNG	Compressed Natural Gas
DFML	Dewan Farooque Motors Ltd. (DFML), Karachi
EDB	Engineering Development Board
FBS	Federal Bureau of Statistics
FOB	Freight on Board
GDP	Gross Domestic Product
GoP	Government of Pakistan
GVW	Gross Vehicle Weight
HP	Horse Power
HRD	Human Resource Development
HS Codes	Harmonized Commodity Description and Coding System
IMC	Indus Motor Company (IMC)
IPDF	Infrastructure Project Development Facility
KPT	Karachi Port Trust
LCV	Light Commercial Vehicles (LCVs)
MFTBC	Mitsubishi Fuso Truck and Bus Corporation (MFTBC)
MMC	Master Motor Corporation
NHA	National Highway Authority
NTRC	National Transport Research Center (NTRC)
PAMA	Pakistan Automobile Manufacturers Association
PKR	Pakistani Rupee
PPP	Public Private Partnership
SEL	Sind Engineering Ltd.
SOE	State Owned Enterprise
SWOT	Strengths, Weaknesses, Opportunity & Threats
TBS	Tariff Based System (TBS)
TMC	Toyota Motor Corporation Japan (TMC)
TTC	Toyota Tsusho Corporation Japan (TTC)
US\$	United States Dollar
VICS	Vehicle Inspection and Certification Stations (VICS)

## EXECUTIVE SUMMARY

The Consultants were required to conduct a market analysis to assess the current and future demand for LCVs. The results of study will be used by the competent authorities to decide the revival of SEL through Public Private Partnership (PPP) modality.

In Pakistan various type of LCVs are manufactured with different HP, GVW and front rear Axle Load. A good number of similar vehicles are imported too. In Pakistan LCVs are categorized based on GVW, i.e. upto five ton. Internationally vehicles are separated into different classes depending upon the type of vehicle and what it is used for. The light commercial vehicles (LCVs) are usually referred to goods and carriage vehicles with a light capacity. In Europe, the popular definition of LCV is one goods vehicle with a maximum permissible capacity of 3.5 tons of mass, however for this study, we have included all LCVs manufactured in Pakistan with carrying weight upto 4.6ton.

Pakistan's LCV manufacturing sector consists of 7 manufacturers, out of which six plants are operational and one (SEL) is striving for survival. These plants manufacture 10 different models of LCVs.

The total annual installed capacity of all the operational plants those manufacture LCVs is 245,072 units. The production data for last eight years was available which indicated that production after showing a steady growth upto 2006-07, declined for next two years. It has again indicated 40% growth in 2009-10 .

The maximum overall plant utilization of 77.4% was in 2006, whereas minimum plant utilization of 30% was observed in 2002. The total production of LCVs during these years was found as 129,208 which is 12.6% of the total production of these plants.

As per data available, the total LCVs produced in the world during year 2004 were 16,844,759 (the highest recorded). In 2009, this was 10,393,774 out of which Pakistan produced 16,661 which translates to just 0.16%.

In Asia the LCVs' production is facing a downward trend since 2005 except in 2006-07 when an increase in production was observed. Based on 2009 data Pakistan's production was only 0.45% of Asia's LCVs production of 3,707,592.

Major known players in our region involved in manufacturing of LCVs belong to India, China, Indonesia, Iran, Japan, Malaysia, Philippines, Taiwan, Thailand, Vietnam and South Korea.

Pakistan has launched the Auto Industrial Development Programme (AIDP) in January 2008 for next five years. The AIDP provided the road map of tariffs, non-tariff initiatives alongwith the collaborative implementation and assessment of policy through the stakeholders.

The investment policy is also introduced for the new entrant, who is a potential assembler / manufacturer of global significance that had no assembly / manufacturing plant of similar vehicles in Pakistan and intends to assemble / manufacture a vehicle by himself or through collaboration with a Pakistani entrepreneur.

The plants where LCVs are manufactured, they manufacture other vehicles too. Based on the production data, it is observed that market share of LCVs is 12.6%, where the share of other vehicles is 87.4%. LCVs are generally categorized either on the bases of HP or on GVW. The capacity can be further segregated in two distinct capacities: less than 50HP and over 50HP. With respect to GVW, these have been segregated as upto 1,500Kg or more than 1,500Kg. The data indicates that lower capacity LCV demand is on the rise.

LCVs are also imported into Pakistan. As per data available these are imported in two categories viz: delivery vans and pickups. The import of delivery vans / pickups remained stable between 2002 and 2005. In 2006 and 2007, its import increased dramatically, whereas in 2008 and 2009 it dropped drastically.

Based on the data of local production and import, it was observed that during last eight years, the local production was 129,208 LCVs whereas 77,266 LCVs were imported, thus making a total demand of 206,474 during last eight years. This translates to the fact that local manufacturing share was 62.6% whereas import was 37.4%.

Demand of smaller LCVs has been on the rise during the last four years whereas demand of bigger LCVs has been on the decline during this period. When seen based on capacity, it was observed that lower GVW LCVs demand is on the rise.

Average market price of LCV models with output less than 50 HP is Rs. 474,500, whereas for models greater than 50HP have average prices of Rs. 987,333

The cost of manufacturing was calculated by using the reverse calculation of the sale price. The average estimated manufacturing price of LCV models with output less than 50 HP is Rs. 284,700, whereas for models greater than 50HP have average price of Rs. 592,400. These estimates were based on the current market prices.

The analysis revealed that current production capacity of local plants is 245,072. In case the current mix of 12.6:87.4 is maintained, the installed capacity attributable to LCVs is 30,880 per annum. This translates to the fact that whenever our projected demand exceeds this number, there shall be requirement to alter the production mix, addition of a new plant, or expansion of the existing plants provided that import of the LCVs is also maintained at the same level. In case the current ratio of 62.6:37.4 between local and imported LCVs sustains, then the requirement of change in production mix/ new plant/expansion of existing shall be due when the local projected demand exceeds approximately 49,300 per annum.

The analysis of data indicates that average annual growth of LCVs on-road is 10.5%. This historical growth is based on the last 8 years data during which the economy has seen usual and unusual growth. The consultant therefore has used this trend to extrapolate the future on-road LCV requirement on the basis of economical growth/business expansion. However the replacement of retired Light Commercial Vehicles shall be in addition to this. It reveals that net addition of LCVs on road during 2002-2009 is 114,060. This averages annually 14,258 LCVs. During the same period, the retirement of vehicles (based on 20 years life) amounts to 93,670. This averages annually 11,709. Based on these two figures, the net annual LCV requirement is worked out to be as 25,966. The total LCVs produced and imported in last eight years are worked out as 206,474 LCVs. This translates to 25,805 LCVs annually. This validated the annual LCV requirement worked out earlier.

The projection of LCVs demand that included local production keeping import percentage constant and adding up the vehicles, which are expected to retire after completing useful life. This analysis revealed that expansion of plant or addition of new plant shall be required by 2015.

The 2009 requirement of LCVs was 22% for higher HP and 78% for lower HP. The projection for future was done based on this factor. Similarly for bigger GVW and smaller GVW, this projection was done on 21:79 basis as in 2009.

The demand projection is influenced by many factors like Opening of trade corridor to central Asia, Increase in middle group population, Increase in Pakistan's potential of exporting of vehicles, Timely availability of LCVs, Favorable auto financing, Replacement of animal carts in

urban areas and others such as establishment of VICS etc. Consultant has assessed the overall impact of these factors as 25%. The impact has been assumed in stages e.g. 1<sup>st</sup> year 5%, second year 10%, and so on. In case the impacts are considered, this shall either influence the expansion of the existing plant(s) or addition of new facilities as early as 2013.

Sindh Engineering (Private) Ltd was established as Wazir Ali Engineering Limited on 7<sup>th</sup> May 1963 in Karachi. Later it was nationalized in 1973 and renamed to Sindh Engineering (Pvt.) Ltd. It is an automobile assembly-cum-progressive manufacturing unit 100% owned by the Government of Pakistan through Pakistan Automobile Corporation & administratively under Ministry of Industries & Production. The company plant and head office are located at 16-Dockyard, West Wharf, Karachi, Pakistan near Karachi Port. In the vicinity of the plant, there are a number of multinational companies such as ICI, Novartis, Pfizer and GSK.

During 1963-1973 SEL was involved in manufacturing of assembly tools, hollow plate bridges for Army, Lambretta Scooter, components for night vision devices., 1973-1978, involved in manufacturing of Suzuki Motorcycles, Volkswagen commercial vehicle 2.5 tons, Toyota Hiace, trailers/dump bodies and cargo bodies. During 1978-2003, involved in manufacturing of Mazda Light Truck (2.7, 3.0 & 3.5Ton), 27 seat busses, and during 2003-2009, it was involved in manufacturing of Dong Feng (China origin) LCVs of 1.8 and 4.6 tons, Suzuki Van, Hyundai mini truck, Zabardast Truck etc. Since 2010 the plant is not operational

SEL premises covers three plots identified as Plot # 16, 17 & 18. The entire land property is owned by Karachi Port Trust (KPT) and leased to SEL for 25 years period renewable for further period of 25 years. As per information supplied by SEL, total land area is 23,630.25M<sup>2</sup> out of which 17,350.23M<sup>2</sup> is covered.

Production Facilities include Assembly line for commercial vehicles from 0.5 Ton to 5.0 Tons, Engine Assembly Shop, Spot Welding Section, Chassis Welding / Riveting Section, Paint Shop having 3 ovens and two painting booths, Welding Shop (Electric, Gas and CO<sub>2</sub> welding available) and a Fabrication Shop having hydraulic shearing machine, hydraulic brake press & Machine Shop. The production work is done in 9 hangers.

The plant is connected to electrical power network through a 1,500KVA power transformer. The Sanctioned load was 1,500 kW. The applicable tariff is B3-1H. SEL also has a 774 KVA capacity diesel generator of PUMA brand as standby power supply arrangement. The plant is connected to Sui Southern Gas Supply Line with a Permissible Pressure of 8psig and the applicable tariff for the plant is industrial. SEL Plant has 4 Nos. underground water tanks having total capacity of 44,700 US Gallons. There is also one overhead water tank of 20,000 US Gallon. SEL also has 3 No air compressors with a total capacity 1,250 cfm.

The current staff of SEL consists of 26 persons out of which 24 are management personnel and 2 are non management personnel. Non permanent employees are 54. SEL also has a long list of vendors which used to supply various items to the entrepreneur.

Paid up Capital of SEL is Rs. 20,000,000, Fixed Assets amount to Rs.28,619,582, Current Assets Rs.54,324,209, Long Term Liabilities Rs. 59,255,612, Current Liabilities Rs. 363,149,348 and Net Worth Rs 339,420,817. The assets valuation has been recently done by M/s Harvester Services (Pvt.) Limited on September 27, 2010. The value of land has been assessed as Rs. 169,830,000, Civil Works as Rs. 42,299,986, Machinery as Rs.14,261,765 translating to total assessed value of Rs.226,391,751. The valuator has assessed the forced sale value as Rs. 189,604,900.

SWOT Analysis was also carried out and provided in the report. It revealed that the possibility of revival of SEL exists for manufacturing of LCVs under a PPP arrangement.

All LCV manufacturers except SEL have made joint venturing arrangements or technology acquisition from foreign companies. These plants narrate a success story. It is understood that a joint venture or PPP arrangement with foreign investor can make SEL also a success story.

A case study of 64 old automotive manufacturing facilities of USA was made. Only five plants out of these were found to be purchased by other automobile or parts manufacturers. The other 40 were converted to various facilities like Hotel/Housing/School, Warehouse/ Show Room, Industrial Park, Shopping Mall, Commercial Complex, Public Place/Park, Air Force base/testing Complex/Aerotropolis, Museum, Idle and Demolished etc. Data for current position for 19 others was not available. The case study concludes that in country like USA, the automobile plants after an average life of 50 years are transformed to other businesses; however these closures are generally because of rapid technology improvement and big recessions. However still there are examples that some of these plants were revived. In Pakistan, the technology growth is not that quick, as well as economic conditions are now improving; therefore SEL can also try for revival of the plant.

The land available with SEL is of high value and in case they are not interested to convert this plant into another business, then the revival as a plant can be examined in many ways.

Various ways for revival of SEL was examined like SEL continues LCV manufacturing, manufacture busses/bus bodies, manufacture tractors or manufacture parts for other Automobiles Manufacturers.



# MARKET ANALYSIS OF LIGHT COMMERCIAL VEHICLES

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ACKNOWLEDGEMENT

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## **CHAPTER-1**

### **INTRODUCTION**

## CHAPTER-1

### INTRODUCTION

#### 1.1 General

IN Consult (the Consultant) signed a Contract with the Infrastructure Project Development Facility (IPDF) on April 07, 2011 to provide consulting services for market/demand analysis to assess the current and future demand for Light Commercial Vehicles (LCVs). The assignment also included the assessment of Sindh Engineering Ltd. (SEL) through SWOT analysis and making suggestions for possible revival of SEL. The results of study will be used by the competent authorities to decide the revival of SEL through Public Private Partnership (PPP) modality.

In this study the consultants have examined the current as well as projected demand of the LCV in domestic market to suggest potential solutions for revival of SEL.

The project kickoff meetings were held on March 21, 2011 at Sindh Engineering Limited Karachi to discuss project methodology and its schedule. Consultants requested documentation pertaining to SEL which partially was provided by SEL during the meeting whereas the remaining was provided later on

#### 1.2 Consultants Scope of Work

The consultants' scope of work included the following:

- Assessment and evaluation of existing potential of indigenous manufacturers involved in manufacture/assembly different classes of Light Commercial Vehicles in the private sector.
- Review of the Government's automotive manufacturing/ assembling policies with reference to LCVs; highlighting various important issues, import/ export restrictions and barriers/ practices involved in manufacturing of LCVs.
- Current market share of LCVs in terms of axle load, horse power and Gross Vehicle Weight (including Weight Carrying Capacity) as well as prices.
- Current price and cost of manufacturing of LCVs in local and comparable international markets e.g. China, India, Bangladesh.
- Demand and price forecast for LCVs in the domestic and regional markets and effect on the existing LCVs market due to increased business activity and opening of trade corridors to Central Asia.
- Categorization of increased demand in terms of vehicle load carrying capacity in view of growing demand for specific clients and in general.
- Possible partnerships (both national and international) for Sind Engineering in the manufacture/ assembly of LCV's and the potential for export.
- Exploring all options for revival of Sind Engineering including but not limited to the potential for product diversification and SWOT analysis of the existing facility.

#### 1.3 Report Layout

The report fully complies to the scope of work. This chapter provides an introduction to the report. In Chapter-2 assessment and evaluation of Pakistan's' LCV manufacturing sector has been carried out whereas in Chapter-3, international & regional Light Commercial Vehicles

scenario has been discussed. Review of auto industry development plan (AIDP) and investment policy is provided in Chapter-4 and in Chapter-5, current market share of Light Commercial Vehicles & prices have been discussed. Chapter-6 provides demand & price projections for future. The SEL and its data analysis are provided in Chapter-7 whereas in Chapter-8, the possible revival plan of SEL is discussed.

## **CHAPTER-2**

### **ASSESSMENT AND EVALUATION OF PAKISTANS' LCV MANUFACTURING SECTOR**

## CHAPTER-2

### ASSESSMENT AND EVALUATION OF PAKISTAN'S LCV MANUFACTURING SECTOR

#### 2.1 Introduction

In Pakistan a number of LCVs types are manufactured with various HP, GVW and front rear Axle Load. A good number of similar vehicles are imported too. In Pakistan LCVs are categorized based on GVW, i.e. upto five ton. Internationally vehicles are divided into different classes depending upon the type of vehicle and what it is used for. The light commercial vehicles (LCV) are usually referred to goods and carriage vehicles with a light weight capacity. In Europe, the popular definition of LCV is one goods vehicle with a maximum permissible capacity of 3.5 tons of mass. Importance of LCV is obvious especially in newly progressive industrialization economy like Pakistan with large regions to cater for transporting goods from one place to another throughout the country. International categorization of vehicles is placed as Annex-1

For this study, we have included all LCVs manufactured in Pakistan with carrying weight upto 4.6ton.

#### 2.2 The Data Sources

The data pertaining to the annual production of various LCVs models by various manufacturing plants, their annual production capacity is available from Engineering Development Board (EDB) whereas International Organization of Motor Vehicle Manufacturers (OICA) and National Transport Research Center (NTRC) provide the annual production data of the country. The consultants have used the data supplied by EDB as the main source and used the other two sources for validation of EDB data.

#### 2.3 Manufacturers of LCV

Seven manufactures of LCVs are involved in manufacturing these vehicles in Pakistan. The list of these manufactures is as under:

- Pak Suzuki Motor Company Limited, Karachi
- Indus Motor Company Ltd., Karachi
- Dewan Farooque Motors Ltd, Karachi
- Sind Engineering (Pvt.) Ltd., Karachi
- Master Motors Corp. Ltd. Karachi
- Karakoram Motors (Pvt.) Ltd, Karachi
- Roma Motor Company, Karachi

The detail of each manufacturing unit including company profile, product range, annual production and its comparison with installed capacity is provided in the following sections

#### 2.4 Pak Suzuki Motor Company Limited, Karachi

##### 2.4.1 Company Profile

Pak Suzuki Motor Company Limited was formed in 1982 as a result of joint venture between Pakistan Automobile Corporation and Suzuki Motor Corporation (SMC) - Japan. The Company was incorporated as a public limited company in August 1983 and started



commercial operations in January 1984. The initial share holding of SMC was 12.5% which gradually increased to 73.09%.

Pak Suzuki has an Annual production capacity of 150,000 vehicles. The vehicles produced include Motorcycles, cars, small vans, Pickups and Cargo vans.

#### 2.4.2 Product Range

In LCV sector, Pak Suzuki's product range includes a pick-up and a cargo van as under:

- Suzuki STR-308 Pickup, 800cc
- Suzuki Cargo Van

#### 2.4.3 Annual Production of Light Commercial Vehicles & Other vehicles

The data available on annual production of Light Commercial Vehicles / other vehicles manufactured by Pak Suzuki is as under:

<b>Fiscal Years</b>	<b>Total Production</b>	<b>STR-308 Pickup, 800cc</b>	<b>Cargo Van</b>	<b>Total LCV</b>	<b>Other Vehicles</b>	<b>%age LCV</b>	<b>%age others</b>
2002-03	38,662	1701	0	1,701	36,961	4%	96%
2003-04	57,957	2085	0	2,085	55,872	4%	96%
2004-05	75,923	3310	0	3,310	72,613	4%	96%
2005-06	99,797	5481	0	5,481	94,316	5%	95%
2006-07	121,906	10117	0	10,117	111,789	8%	92%
2007-08	114,801	11,828	0	11,828	102,973	10%	90%
2008-09	52,024	12,643	0	12,643	39,381	24%	76%
2009-10	71,998	12,590	300	12,890	59,108	18%	82%

*Source: EDB & Web*

The data indicates that during last eight years %age production of Light Commercial Vehicles has generally increased and %age production of the other vehicles production has generally decreased.

#### 2.4.4 Annual Production Vs Installed Capacity

As per information available, the annual total production capacity of their plant is 150,000. This includes all type of vehicles including Light Commercial Vehicles. The production of all products was summed as under for working out the plant utilization:

<b>Fiscal Years</b>	<b>LCV</b>	<b>Other Vehicles</b>	<b>Total</b>	<b>%age plant utilization</b>
2002	1,701	36,961	38,662	25.8%
2003	2,085	55,872	57,957	38.6%

<b>Fiscal Years</b>	<b>LCV</b>	<b>Other Vehicles</b>	<b>Total</b>	<b>%age plant utilization</b>
2004	3,310	72,613	75,923	50.6%
2005	5,481	94,316	99,797	66.5%
2006	10,117	111,789	121,906	81.3%
2007	11,828	102,973	114,801	76.5%
2008	12,643	39,381	52,024	34.7%
2009	12,890	59,108	71,998	48.0%
Average	7,507	71,627	79,134	52.8%

Source: EDB

The analysis of the data reveals the following:

- Max. plant utilization during last 8 years                      81.3%
- Min. plant utilization during last 8 years                        25.8%
- Average plant utilization during last 8 years                    52.8%

## **2.5 Indus Motor Company Ltd., Karachi**

### **2.5.1 Company Profile**

Indus Motor Company (IMC) is a joint venture between the House of Habib, Toyota Motor Corporation Japan (TMC), and Toyota Tsusho Corporation Japan (TTC) for assembling, progressive manufacturing and marketing of Toyota vehicles in Pakistan since July 01, 1990. IMC is engaged in sole distributorship of Toyota and Daihatsu Motor Company Ltd. vehicles in Pakistan through its dealership network.

The company was incorporated in Pakistan as a public limited company in December 1989 and started commercial production in May 1993. The shares of company are quoted on the stock exchanges of Pakistan. Toyota Motor Corporation and Toyota Tsusho Corporation have 25 % stake in the company equity. The majority shareholder is the House of Habib.

IMC's production facilities are located at Port Bin Qasim Industrial Zone near Karachi in an area measuring over 105 acres. IMC's Product line includes 6 different types of vehicles, out of which the newly introduced Toyota Corolla, Toyota Hilux Single Cabin 4x2 and 4 versions of Daihatsu Cuore.

### **2.5.2 Product Range**

In LCV sector, Indus Motor Company includes only Toyota Hilux

### **2.5.3 Annual Production of Light Commercial Vehicles & Other Vehicles**

The data available on annual production of Light Commercial Vehicles manufactured by IMC is as under:

<b>Fiscal Years</b>	<b>Total Production</b>	<b>Toyota Hilux Pickup</b>	<b>Total LCV</b>	<b>Other Vehicles</b>	<b>%age LCV</b>	<b>%age others</b>
2002-03	20,486	3,045	3,045	17,441	15%	85%
2003-04	29,222	2,229	2,229	26,993	8%	92%
2004-05	34,928	3,394	3,394	31,534	10%	90%
2005-06	41,552	2,575	2,575	38,977	6%	94%
2006-07	47,822	0	0	47,822	0%	100%
2007-08	48,216	3,138	3,138	45,078	7%	93%
2008-09	34,298	1,441	1,441	32,857	4%	96%
2009-10	50,557	2,030	2,030	48,527	4%	96%

Source EDB

The data indicates that during last five years, Light Commercial Vehicles %age production has generally decreased and other vehicles production has generally increased.

#### 2.5.4 Annual Production Vs Installed Capacity

As per information available, the annual total production capacity of their plant is 53,000 vehicles annually. This includes all type of Light Commercial Vehicles & other vehicles.

Since the plant produces other vehicles in addition to Light Commercial Vehicles, the production of all products was summed as under for working out the plant utilization:

<b>Fiscal Years</b>	<b>LCV</b>	<b>Other Vehicles</b>	<b>Total</b>	<b>%age plant utilization</b>
2002	3,045	17,441	20,486	38.7%
2003	2,229	26,993	29,222	55.1%
2004	3,394	31,534	34,928	65.9%
2005	2,575	38,977	41,552	78.4%
2006	0	47,822	47,822	90.2%
2007	3,138	45,078	48,216	91.0%
2008	1,441	32,857	34,298	64.7%
2009	2,030	48,527	50,557	95.4%
Average	2,232	36,154	38,385	72.4%

Source: EDB

The analysis of the data reveals the following:

- Max. plant utilization during last 8 years 95.4%
- Min. plant utilization during last 8 years 38.7%
- Average plant utilization during last 8 years 72.4%

## 2.6 Dewan Farooque Motors Ltd. (DFML), Karachi

### 2.6.1 Company Profile

Dewan Farooque Motors Limited assembles, manufactures, and distributes Hyundai and KIA vehicles in Pakistan. It offers passenger cars, recreational vehicles, and commercial vehicles. The company has technical license/collaboration agreements with Hyundai Motor Company and KIA Motor Corporation since 1998.

### 2.6.2 Production Range

In LCV sector, DFML produces Hyundai Shehzore pickup.

### 2.6.3 Annual Production of Light Commercial Vehicles & Other Vehicles

The data available on annual production of Light Commercial Vehicles and other vehicles manufactured by DFML is as under:

Fiscal Years	Total Production	Hyundai Shehzore Pickup	Total LCV	Other Vehicles	%age LCV	%age others
2002-03	7,846	3,069	3,069	4,777	39%	61%
2003-04	13,235	4,270	4,270	8,965	32%	68%
2004-05	15,003	8,022	8,022	6,981	53%	47%
2005-06	17,972	9,368	9,368	8,604	52%	48%
2006-07	10,606	8,381	8,381	2,225	79%	21%
2007-08	8,971	7,061	7,061	1,910	79%	21%
2008-09	2,323	2,201	2,201	122	95%	5%
2009-10	1,218	1,006	1,006	212	83%	17%

Source EDB

The data indicates that during last five years, LCV %age production has generally increased and other vehicles production has generally decreased.

### 2.6.4 Annual Production Vs Installed Capacity

As per information available from EDB, the annual total production capacity of their plant is 20,000. This includes all type of other as well as Light Commercial Vehicles. The production of all products was summed as under for working out the plant utilization:

Fiscal Years	LCV	Other Vehicles	Total	%age plant utilization
2002	3,069	4,777	7,846	39.2%
2003	4,270	8,965	13,235	66.2%
2004	8,022	6,981	15,003	75.0%

Fiscal Years	LCV	Other Vehicles	Total	%age plant utilization
2005	9,368	8,604	17,972	89.9%
2006	8,381	2,225	10,606	53.0%
2007	7,061	1,910	8,971	44.9%
2008	2,201	122	2,323	11.6%
2009	1,006	212	1,218	6.1%
Average	5,422	4,225	9,647	48.2%

Source EDB

The data reveals the following:

- Max. plant utilization during last 8 years 89.9%
- Min. plant utilization during last 8 years 6.1%
- Average plant utilization during last 8 years 48.2%

## 2.7 Sind Engineering Ltd., (SEL) Karachi

### 2.7.1 Company Profile

Sind Engineering is a state owned enterprise producing mini trucks and busses. During the past they were producing light duty 1.8 & 4.6 ton mini trucks up to year 2009. During 2010 they did not produce any unit. The management of the company is working out strategy for survival of the unit.

### 2.7.2 Production Range

In LCV sector, SEL's product range includes Dongfeng trucks as under:

- Dong Feng EQ-1032 carriage capacity 1.8Tons
- Dong Feng EQ-1061 carriage capacity 4.6Tons

### 2.7.3 Annual Production of Light Commercial Vehicles & other Vehicles

The data available on annual production of tucks/Light Commercial Vehicles manufactured by SEL is as under:

Fiscal Years	Total Production	EQ-1032 1.8Tons	EQ-1061 4.6Tons	Total LCV	Other Vehicles	%age LCV	%age others
2002-03	0	0	0	0	0	0%	0%
2003-04	511	304	104	408	103	80%	20%
2004-05	154	21	23	44	110	29%	71%
2005-06	68	24	4	28	40	41%	59%
2006-07	15	4	3	7	8	47%	53%

<b>Fiscal Years</b>	<b>Total Production</b>	<b>EQ-1032 1.8Tons</b>	<b>EQ-1061 4.6Tons</b>	<b>Total LCV</b>	<b>Other Vehicles</b>	<b>%age LCV</b>	<b>%age others</b>
2007-08	101	93	0	93	8	92%	8%
2008-09	53	38	3	41	12	77%	23%
2009-10	0	0	0	0	0	0%	0%

Source EDB

Slight variation was observed between data available with EDB and the one supplied by SEL, however it was not very significant. To keep the comparison on same grounds, the Consultants have used the data supplied from EDB..

#### 2.7.4 Annual Production Vs Installed Capacity

As per information available, the annual total production capacity of their plant is 3,000. This includes all type of light duty trucks & other vehicles. The production of all products was summed as under for working out the plant utilization:

<b>Fiscal Years</b>	<b>LCV</b>	<b>Other Vehicles</b>	<b>Total</b>	<b>%age plant utilization</b>
2002	0	0	0	0.0%
2003	408	103	511	17.0%
2004	44	110	154	5.1%
2005	28	40	68	2.3%
2006	7	8	15	0.5%
2007	93	8	101	3.4%
2008	41	12	53	1.8%
2009	0	0	0	0.0%
Average	89	40	129	4.3%

Source EDB

The data reveals the following:

- Max. plant utilization during last 7 years 17.0%
- Min. plant utilization during last 7 years 0.0%
- Average plant utilization during last 7 years 4.3%
- The plant is currently not operational

## 2.8 **Master Motor Corporation (MMC)**

### 2.8.1 Company Profile

Master Motor Corporation (MMC) is a part of Master Group. MMC has its newly built plant at Bin Qasim, Karachi and has introduced 1.5 ton, 3 ton, 3.5 ton, 4.5 ton and 6.5 ton light duty trucks.

MMC entered into an agreement with Mitsubishi Fuso Truck and Bus Corporation (MFTBC), Japan for the assembling, manufacturing and marketing of Trucks, Light Commercial Vehicles and Buses in Pakistan. MMC has launched Fuso Canter Truck and Prime Mover in the year 2009 to be followed by Mid Range Trucks and buses.

## 2.8.2 Production Range

In LCV sector, MMC's product range includes two vehicles as under:

- Master Highland Truck M-260
- Master Forland Truck M-330

## 2.8.3 Annual Production of Light Commercial Vehicles & other Vehicles

The data available on annual production of Light Commercial & Other Vehicles manufactured by Master Motors is as under:

<b>Fiscal Years</b>	<b>Total Production</b>	<b>Highland M-260</b>	<b>Forland M-330</b>	<b>Total LCV</b>	<b>Other Vehicles</b>	<b>%age LCV</b>	<b>%age others</b>
2002-03	0	0	0	0	0	0%	0%
2003-04	900	0	584	584	316	65%	35%
2004-05	2,089	0	1544	1,544	545	74%	26%
2005-06	2,238	219	1546	1,765	473	79%	21%
2006-07	1,595	286	925	1,211	384	76%	24%
2007-08	1,060	134	715	849	211	80%	20%
2008-09	411	33	300	333	78	81%	19%
2009-10	652	141	390	531	121	0%	0%

Source EDB

## 2.8.4 Annual Production Vs Installed Capacity

As per information available, the annual total production capacity of their plant is 8,500. This includes all type of light duty mini trucks, rigid truck & busses. The production of all products was summed as under for working out the plant utilization:

<b>Fiscal Years</b>	<b>LCV</b>	<b>Other Vehicles</b>	<b>Total</b>	<b>%age plant utilization</b>
2002	0	0	0	0.0%
2003	584	316	900	10.6%
2004	1,544	545	2,089	24.6%
2005	1,765	473	2,238	26.3%
2006	1,211	384	1,595	18.8%
2007	849	211	1,060	12.5%
2008	333	78	411	4.8%
2009	531	121	652	7.7%
Average	974	304	1278	15.0%

Source EDB

The data reveals as under:

- Max plant utilization during last 7 years 26.3%
- Min. plant utilization during last 7 years 4.8%
- Average plant utilization during last 7 years 15.0%

## **2.9 Karakoram Motors (Pvt.) Ltd, Karachi**

### **2.9.1 Company Profile**

Mecom Group of Companies comprises of highly diversified industries related with Mechanical Fabrication, Petroleum Sectors, Sports and Leisure Activities and a Trading House. The group started its activity with one company over twelve years ago and now has 8 companies to its credit, Karakoram Motors is one of them.

Karakoram Motors (Pvt.) Ltd came into existence in 2003 and has emerged over the years as one of the leading automobile assemblers and importers of Chinese automobile in Pakistan. They own one of the oldest automobile assembly plants of Pakistan formerly known as “Naya Daur Motors”.

They distribute two automobile brands of China i.e. Changan and Gonow, and has successfully introduced many new models of vans, single and double cabin pickups, light trucks in CBU form and has become the first company of the world to assemble 800cc Chinese single cabin Right Hand Drive pickup outside China.

In addition to sole distributor for Changan brand of vehicles since 2003 Karakoram Motors (Pvt) Ltd. has become the sole distributor of another famous brand of China known as Gonow as well in 2006 and has successfully introduced its products in Pakistan.

In the beginning of 2008 they signed sole distribution and technical collaboration agreement with Lifan Group of China. (Chongqing Lifan Industry (Group) Co., Ltd).

### **2.9.2 Production Range**

In LCV sector, Karakoram motors range includes only one type of LCV i.e. Kalash SC1016 Pickup

### **2.9.3 Annual Production of Light Commercial Vehicles & Other Vehicles**

The data available on annual production & sale of Light Commercial & other Vehicles manufactured by Karakoram is as under:

<b>Fiscal Years</b>	<b>Total Production</b>	<b>Kalash SC1016</b>	<b>Total LCV</b>	<b>Other Vehicles</b>	<b>%age LCV</b>	<b>%age others</b>
2002-03	0	0	0	0	0%	0%
2003-04	0	0	0	0	0%	0%
2004-05	0	0	0	0	0%	0%
2005-06	0	0	0	0	0%	0%
2006-07	0	0	0	0	0%	0%



<b>Fiscal Years</b>	<b>Total Production</b>	<b>Kalash SC1016</b>	<b>Total LCV</b>	<b>Other Vehicles</b>	<b>%age LCV</b>	<b>%age others</b>
2007-08	0	0	0	0	0%	0%
2008-09	113	113	113	0	100%	0%
2009-10	148	148	148	0	100%	0%

Source EDB & Market Data

#### 2.9.4 Annual Production Vs Installed Capacity

As per information available, the annual total production capacity of their plant is 10,000. This includes Light Commercial Vehicles and other vehicles. The production is as under for working out the plant utilization:

<b>Fiscal Years</b>	<b>LCV</b>	<b>Other Vehicles</b>	<b>Total</b>	<b>%age plant utilization</b>
2002	0	0	0	0.0%
2003	0	0	0	0.0%
2004	0	0	0	0.0%
2005	0	0	0	0.0%
2006	0	0	0	0.0%
2007	0	0	0	0.0%
2008	113	0	113	1.1%
2009	148	0	148	1.5%
Average	130	0	130	1.3%

Source EDB

The data reveals the following:

- Max. plant utilization during last 2 years 1.5%
- Min. plant utilization during last 2 years 1.1%
- Average plant utilization during last 2 years 1.3%

## 2.10 Roma Motors Company

### 2.10.1 Annual Production of Light Commercial Vehicles & Other Vehicles

The data available on annual production of Light Commercial & other Vehicles manufactured by Roma Motors is as under:

<b>Fiscal Years</b>	<b>Total Production</b>	<b>Roma Mini CA-1010</b>	<b>Total LCV</b>	<b>Other</b>	<b>%age LCV</b>	<b>%age others</b>
2002-03	0	0	0	0	0%	0%
2003-04	0	0	0	0	0%	0%
2004-05	0	0	0	0	0%	0%

Fiscal Years	Total Production	Roma Mini CA-1010	Total LCV	Other	%age LCV	%age others
2005-06	0	0	0	0	0%	0%
2006-07	56	56	56	0	100%	0%
2007-08	84	84	84	0	100%	0%
2008-09	28	28	28	0	100%	0%
2009-10	56	56	56	0	100%	0%

Source: EDB & Market

### 2.10.2 Annual Production Vs Installed Capacity

As per information available, the annual total production capacity of their plant is 572. This includes Light Commercial Vehicles and other vehicles. The production is as under for working out the plant utilization:

Fiscal Years	LCV	Others	Total	%age plant utilization
2002	0	0	0	0.0%
2003	0	0	0	0.0%
2004	0	0	0	0.0%
2005	0	0	0	0.0%
2006	56	0	56	9.8%
2007	84	0	84	14.7%
2008	28	0	28	4.9%
2009	56	0	56	9.8%
Average	56	0	56	9.8%

Source: EDB & Market

The data reveals the following:

- Max. plant utilization during last 4 years 14.7%
- Min. plant utilization during last 4 years 4.9%
- Average plant utilization during last 4 years 9.8%

### 2.11 The LCV Models Manufactured in Pakistan

The seven (7) manufacturers manufacture ten (10) various models of Light Commercial Vehicles with HP varying between 35 and 125. The Gross Vehicle Weight varies between 1.25 tons to 7.30tons. The detail of models is as under:

Company's Name/Range	HP	GVW (Kg)
<b>Pak Suzuki Motor Company Limited, Karachi</b>		
Suzuki STR-308 Pickup, 800cc	37	1250

Company's Name/Range	HP	GVW (Kg)
Suzuki Cargo Van	37	1200
<b>Indus Motor Company Ltd., Karachi</b>		
Toyota Hilux Pickup 4x2	94	2,883
<b>Dewan Farooque Motors Ltd, Karachi</b>		
Hyundai Shehzore Pickup	83.8	3046
<b>Sind Engineering (Pvt.) Ltd. , Karachi</b>		
Dong Feng EQ-1032 Truck 1.8Tons	81.5	3780
Dong Feng EQ-1061 Truck 4.6Tons	125	7300
<b>Master Motors Corp. Ltd.</b>		
Master Highland Truck M-260	62	3780
Master Forland Truck M-330	85	5450
<b>Karakoram Motors (Pvt.) Ltd, Karachi</b>		
Kalash SC1016 Pickup	35	1260
<b>Roma Motor Company , Karachi</b>		
Roma Mini Truck CA-1010	40	1200

## 2.12 Model-wise Production of LCVs in Pakistan

The seven (7) manufacturers manufacture ten (10) various models of Light Commercial Vehicles. The model-wise production of these plants in the past was as under:

Years	Suzuki Motors		Indus Motors	Dewan Motors	Sindh Engineering		Master Motors		Karakoram Motors	Roma Motors	Total
	Pickup	Cargo Van	Hilux Pickup	Shehzore Pickup	EQ-1032 1.8Tons	EQ-1061 4.6Tons	Highland M-260	Forland M-330	Kalash SC1016	Mini CA-1010	
2002	1,701	0	3,045	3,069	0	0	0	0	0	0	7,815
2003	2,085	0	2,229	4,270	304	104	0	584	0	0	9,576
2004	3,310	0	3,394	8,022	21	23	0	1,544	0	0	16,314
2005	5,481	0	2,575	9,368	24	4	219	1,546	0	0	19,217
2006	10,117	0	0	8,381	4	3	286	925	0	56	19,772
2007	11,828	0	3,138	7,061	93	0	134	715	0	84	23,053
2008	12,643	0	1,441	2,201	38	3	33	300	113	28	16,800
2009	12,590	300	2,030	1,006	0	0	141	390	148	56	16,661
Total	59,755	300	17,852	43,378	484	137	813	6,004	261	224	129,208

As is evident from the table, the leaders in the market are Suzuki pick-up followed by Shehzore and Hilux.

### 2.13 Summary of Annual Installed Capacity of Plants Manufacturing LCV

The table below provides the annual production capacity of all the seven (7) manufacturers of LCVs and other vehicles:

Fiscal Years	Suzuki Motors	Indus Motors	Dewan Farooque Motors	Sindh Engg.	Master Motors	Kara-koram Motors	Roma Motors	Total Installed Capacity
2002	150,000	53,000	20,000					223,000
2003	150,000	53,000	20,000	3,000	8,500			234,500
2004	150,000	53,000	20,000	3,000	8,500			234,500
2005	150,000	53,000	20,000	3,000	8,500			234,500
2006	150,000	53,000	20,000	3,000	8,500		572	235,072
2007	150,000	53,000	20,000	3,000	8,500	10,000	572	245,072
2008	150,000	53,000	20,000	3,000	8,500	10,000	572	245,072
2009	150,000	53,000	20,000	3,000	8,500	10,000	572	245,072

Source EDB

As is evident, during 2002 to 2005, the annual installed capacity of all these plants increased from 223,000 to 234,500 vehicles. With addition of Roma Motors in 2006, this annual capacity rose to 235,072. From 2007 the installed capacity increased to 245,072 with addition of Karakoram Motors.

### 2.14 Summary of Annual Production of LCVs & other Vehicles

All these manufactures do not restrict themselves to manufacture of the LCVs only. Their production lines also include other vehicles (Other Vehicles referred in this report mean other vehicles produced in these seven plants under study). The total annual production data of all the seven (7) manufacturers including LCVs and other vehicles is tabulated below:

Fiscal Years	Suzuki Motors	Indus Motors	Dewan Farooque Motors	Sindh Engg.	Master Motors	Kara-koram Motors	Roma Motors	Total Production
2002-03	38,662	20,486	7,846	0	0	0	0	66,994
2003-04	57,957	29,222	13,235	511	900	0	0	101,825
2004-05	75,923	34,928	15,003	154	2,089	0	0	128,097
2005-06	99,797	41,552	17,972	68	2,238	0	0	161,627
2006-07	121,906	47,822	10,606	15	1,595	0	56	182,000
2007-08	114,801	48,216	8,971	101	1,060	0	84	173,233
2008-09	52,024	34,298	2,323	53	411	113	28	89,250
2009-10	71,998	50,557	1,218	0	652	148	56	124,629

Source EDB

The production after showing a growth upto 2006-07, declined for two years and it has again indicated 40% growth in 2009-10

## 2.15 Annual Overall Plants Utilization

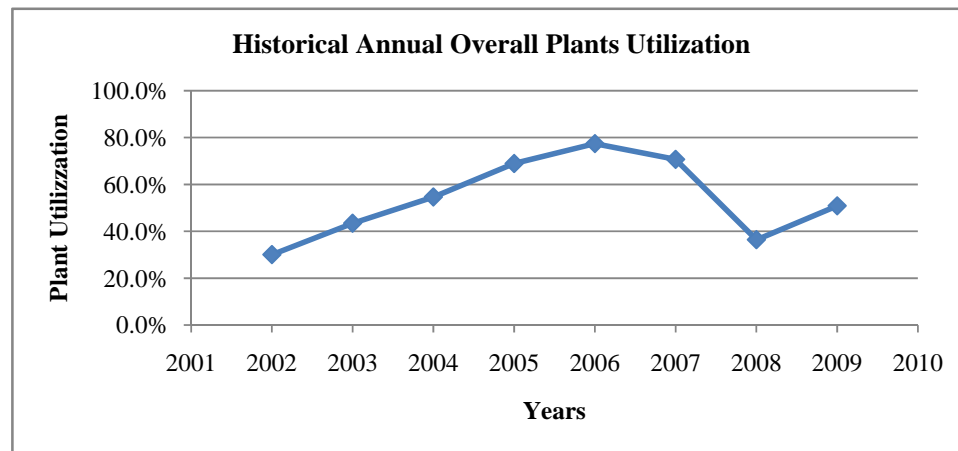
Based on the production data the historical installed capacity of each exiting manufacturing plant and its utilization is worked out as under:

Fiscal Years	Suzuki Motors	Indus Motors	Dewan Farooque Motors	Sindh Engg	Mater Motors	Kara-koram Motors	Roma Motors	Overall plant utilization
2002	25.8%	38.7%	39.2%	0.0%	0.0%	0.0%	0.0%	30.0%
2003	38.6%	55.1%	66.2%	17.0%	10.6%	0.0%	0.0%	43.4%
2004	50.6%	65.9%	75.0%	5.1%	24.6%	0.0%	0.0%	54.6%
2005	66.5%	78.4%	89.9%	2.3%	26.3%	0.0%	0.0%	68.9%
2006	81.3%	90.2%	53.0%	0.5%	18.8%	0.0%	9.8%	77.4%
2007	76.5%	91.0%	44.9%	3.4%	12.5%	0.0%	14.7%	70.7%
2008	34.7%	64.7%	11.6%	1.8%	4.8%	1.1%	4.9%	36.4%
2009	48.0%	95.4%	6.1%	0.0%	7.7%	1.5%	9.8%	50.9%

The maximum overall utilization of 77.4% was in 2006 whereas minimum plant utilization of 30% was observed in 2002.

## 2.16 Historical Overall Plant Utilization Trend

The graphical representation of the data is as under:



## 2.17 Summary of Annual Production of Light Commercial Vehicles

Based on the historical production data for the years 2002-2010, the production of Light Commercial Vehicles in Pakistan is provided in the table below:

Fiscal Years	Suzuki Motors	Indus Motors	Dewan Farooque Motors	Sindh Engg.	Master Motors	Kara-koram Motors	Roma Motors	Total Production	%age increase/decrease
2002-03	1,701	3,045	3,069	0	0	0	0	7,815	
2003-04	2,085	2,229	4,270	408	584	0	0	9,576	23%
2004-05	3,310	3,394	8,022	44	1,544	0	0	16,314	70%
2005-06	5,481	2,575	9,368	28	1,765	0	0	19,217	18%
2006-07	10,117	0	8,381	7	1,211	0	56	19,772	3%
2007-08	11,828	3,138	7,061	93	849	0	84	23,053	17%
2008-09	12,643	1,441	2,201	41	333	113	28	16,800	-27%
2009-10	12,890	2,030	1,006	0	531	148	56	16,661	-1%
Average								16,151	

Source EDB

The total production of LCVs during these years was found as 129,208 which is 12.6% of the total production of these plants

The production of LCVs was generally on the rise upto year 2007-08 whereas after this year the production is generally decreasing.

## 2.18 Summary of Annual Production of Vehicles other than LCV

Fiscal Years	Suzuki Motors	Indus Motors	Dewan Farooque Motors	Sindh Engg.	Master Motors	Kara-koram Motors	Roma Motors	Total Production	%age increase/decrease
2002-03	36,961	17,441	4,777	0	0	0	0	59,179	
2003-04	55,872	26,993	8,965	103	316	0	0	92,249	56%
2004-05	72,613	31,534	6,981	110	545	0	0	111,783	21%
2005-06	94,316	38,977	8,604	40	473	0	0	142,410	27%
2006-07	111,789	47,822	2,225	8	384	0	0	162,228	14%
2007-08	102,973	45,078	1,910	8	211	0	0	150,180	-7%
2008-09	39,381	32,857	122	12	78	0	0	72,450	-52%
2009-10	59,108	48,527	212	0	121	0	0	107,968	49%

Source EDB

The total production of vehicles other than LCVs during these years was found as 898,447 which is 87.4% of the total production of these plants

The production of vehicles other than LCV has shown a pattern similar to LCV. After showing upward trend upto 2006-07, it has indicated a downward trend upto 2009 and again an upward trend in 2009-10

## 2.19 Comparison of Data on Annual Production of LCVs

As stated earlier, the data sources have reported different quantities of the LCVs manufactured annually. The table below shows the LCVs production reported by three different sources

Fiscal Years	EDB	OICA	NTRC
2002-03	7,815	9,000	8,491
2003-04	9,576	9,516	12,174
2004-05	16,314	16,716	14,089
2005-06	19,217	22,224	23,613
2006-07	19,772	21,120	29,581
2007-08	23,053	29,247	19,672
2008-09	16,800	24,091	21,354
2009-10	16,661	13,124	16,158

The consultants consider that EDB's data is more authentic and therefore used the same for this report.

## 2.20 Findings of the Light Commercial Vehicles Production Sector

The findings are as under:

- Seven (7) production plants were found involved in manufacturing ten (10) models of LCVs
- Average annual production of LCVs is 16,151 vehicles which represents 12.6% of total annual production of these plants
- Maximum number of Light Commercial Vehicles produced was 23,053 in 2007-08
- Historical trend of LCV production was on the increase upto 2007-08 whereas during next two years it indicated a decline in the production
- The maximum overall plants utilization was recorded as 77.4% whereas the minimum was as low as 30.0%.
- One LCV was manufactured against approximately 10,564 persons during 2009-10 in Pakistan

**CHAPTER-3**

**INTERNATIONAL & REGIONAL  
LIGHT COMMERCIAL VEHICLES SCENARIO**



## CHAPTER-3

### INTERNATIONAL & REGIONAL LIGHT COMMERCIAL VEHICLES SCENARIO

#### 3.1 General

The Light Commercial Vehicles business is an attractive business throughout the world. In many developed countries too, it has gained popularity. Due to its convenience and increased volume of business in the world more and more LCVs are being added up on the roads.

#### 3.2 LCV Production in the world

In the international market many truck manufacturers have been producing quality Light Commercial Vehicles. The specifications including fuel economy are being improved day by day. The overall LCV production in the world in the previous years is as under:

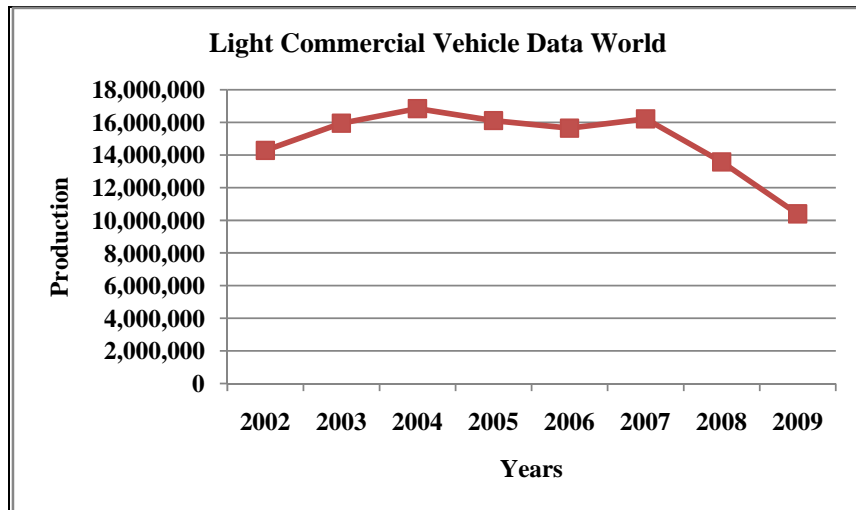
Fiscal Years	Production	% Change
2002	14,282,050	
2003	15,949,491	11.7%
2004	16,844,759	5.6%
2005	16,109,853	-4.4%
2006	15,646,587	-2.9%
2007	16,214,822	3.6%
2008	13,577,521	-16.3%
2009	10,393,774	-23.4%

*Source: OICA Data*

Based on 2009 data Pakistan's production of LCVs was 0.16% of the world production of LCVs.

#### 3.3 LCV Production Trend in the World

The data indicates that after a rise in production during 2003, the production is generally decreasing except in 2007 when it slightly gained an increase. The graphical presentation and its trend are as shown below:



### 3.4 World's largest manufacturers & their ranking

The major manufacturers in the international market along with their %age share based on 2009 production are tabulated below:

Sr.	Group	LCV	%age share
1	Toyota	927,206	12.0%
2	G.M	1,447,625	18.7%
3	Volkswagen	154,874	2.0%
4	Ford	1,681,151	21.8%
5	Hyundai	324,979	4.2%
6	PSA	272,409	3.5%
7	Honda	28,626	0.4%
8	Nissan	304,502	3.9%
9	Fiat	397,889	5.2%
10	Suzuki	283,984	3.7%
11	Renault	251,903	3.3%
12	Daimler AG	158,325	2.0%
13	Mazda	62,305	0.8%
14	Chrysler	744,210	9.6%
15	Mitsubishi	83,319	1.1%
16	Tata	172,487	2.2%
17	Fuji	51,123	0.7%
18	Isuzu	18,839	0.2%
19	Mahindra	77,088	1.0%
20	Proton	23,224	0.3%
21	China National	120,930	1.6%

<b>Sr.</b>	<b>Group</b>	<b>LCV</b>	<b>%age share</b>
22	Volvo	10,032	0.1%
23	Kuozui	2,624	0.0%
24	Shannxi Auto	79,026	1.0%
25	GAZ	44,816	0.6%
26	Ashok Leyland	1,101	0.0%
	<b>Total</b>	<b>7,724,597</b>	<b>100.0%</b>

*Source: World Motor Vehicle Production OICA Correspondents Survey*

### **3.5 LCV Production in Asia**

The overall LCV production in Asia in the previous years is as under:

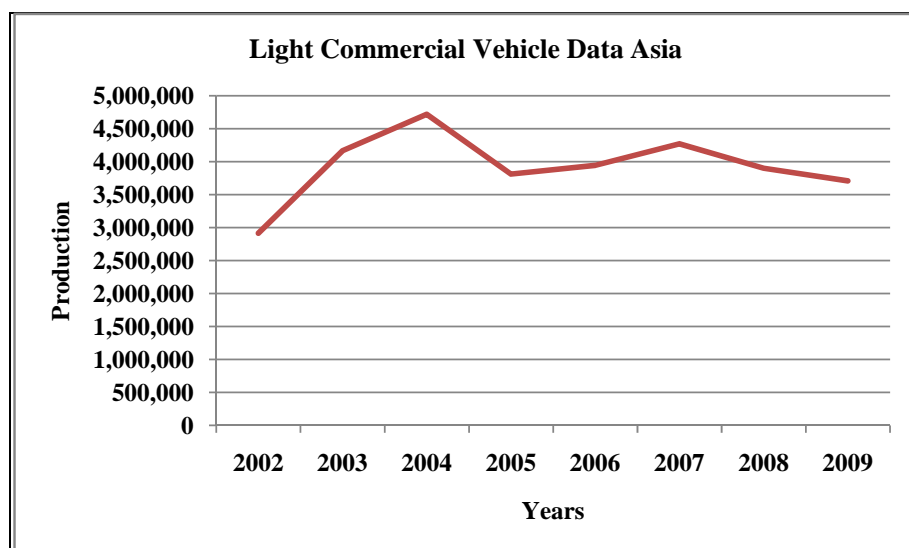
<b>Fiscal Years</b>	<b>Production</b>	<b>% Change</b>
2002	2,913,584	
2003	4,165,010	43.0%
2004	4,718,386	13.3%
2005	3,811,328	-19.2%
2006	3,943,408	3.5%
2007	4,271,515	8.3%
2008	3,900,531	-8.7%
2009	3,707,592	-4.9%

*Source: OICA Data*

The LCVs production in Asia is facing a downward trend since 2005 except in 2006-07 when an increase in production was observed. Based on 2009 data Pakistan's production of LCVs was 0.45% of Asia's production of LCVs

### **3.6 LCV Production Trend in Asia**

The data indicates that after a rise in production during 2003, the production found a decline in 2004. In 2005 and 2006 it gained to some extent whereas in 2007 and 2008 its production was again on a decline. The graphical presentation and its trend is as shown below:



### 3.7 Regional Manufacturing of Light Commercial Vehicles

The data reveals that major manufacturers of Light Commercial Vehicles in the region are located in India, China, Indonesia, Iran, Japan, Malaysia, Philippines, Taiwan, Thailand, Vietnam and South Korea. The detail of these manufacturers is provided in the following sections.

#### 3.7.1 India

##### a. Light Commercial Vehicles Data

The consultant's own data bank, various studies and internet were consulted. The data found is provided under:

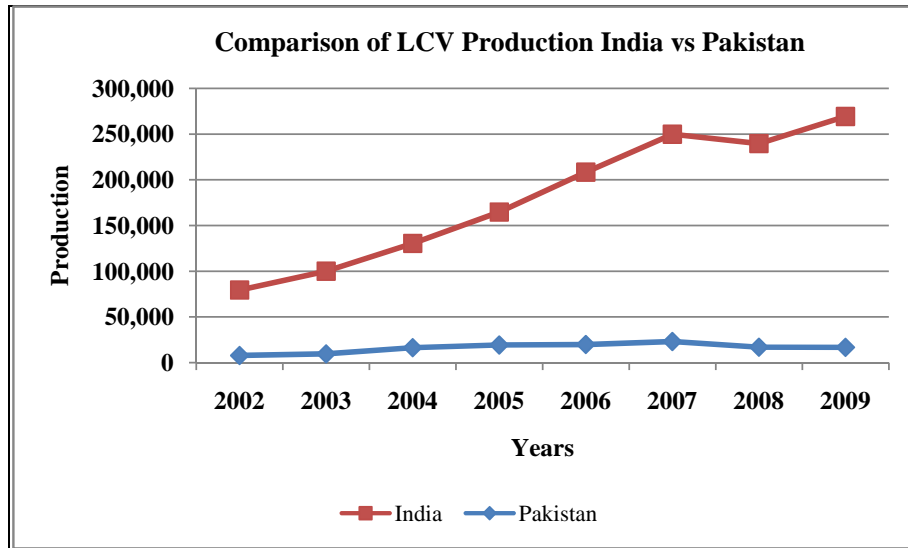
Fiscal Years	Production	% Change
2002	79,404	
2003	99,956	25.9%
2004	130,368	30.4%
2005	164,740	26.4%
2006	208,334	26.5%
2007	249,834	19.9%
2008	239,601	-4.1%
2009	269,298	12.4%

Source: OICA Data

The data indicates that the country has produced 180,192 LCVs on an average during the reported years. Pakistan's average production stands 8.96% of India's production

##### b. Production Comparison with Pakistan

The graphical comparison of Pakistan's production of LCVs data with India's production is as under:



### 3.7.2 China

#### a. Light Commercial Vehicles Data

The consultant's own data bank, various studies and internet were consulted. The data found is provided under:

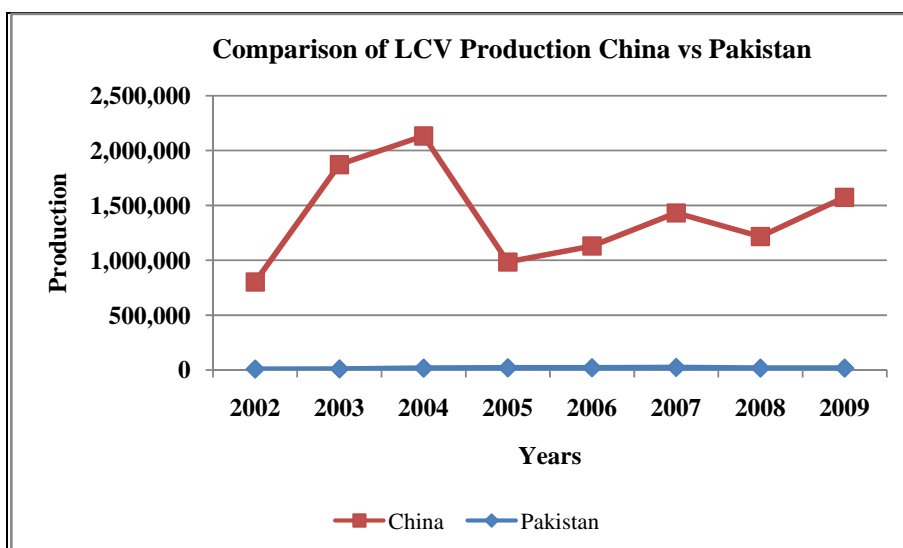
Fiscal Years	Production	% Change
2002	801,935	
2003	1,871,111	133.3%
2004	2,133,740	14.0%
2005	983,931	-53.9%
2006	1,130,222	14.9%
2007	1,431,311	26.6%
2008	1,216,474	-15.0%
2009	1,573,546	29.4%

Source: OICA Data

The data indicates that the country has produced 1,392,784 LCVs on an average during the reported years. Pakistan's average production stands 1.16% of China's production

#### b. Production Comparison with Pakistan

The graphical comparison of Pakistan's production of LCVs data with China's production is as under:



### 3.7.3 Indonesia

#### a. Light Commercial Vehicles Data

The consultant's own data bank, various studies and internet were consulted. The data found is provided under:

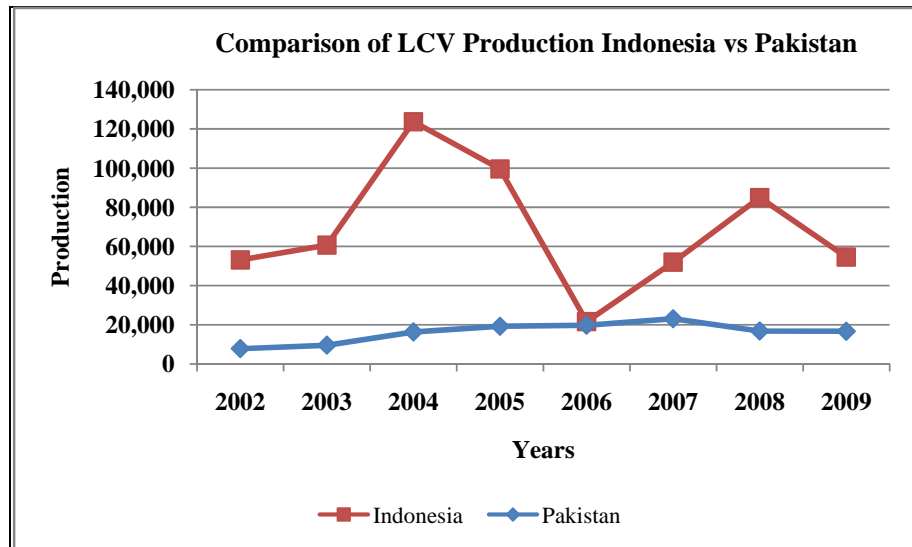
Fiscal Years	Production	% Change
2002	53,113	
2003	60,639	14.2%
2004	123,659	103.9%
2005	99,536	-19.5%
2006	21,590	-78.3%
2007	51,931	140.5%
2008	84,917	63.5%
2009	54,550	-35.8%

Source: OICA Data

The data indicates that the country has produced 68,742 LCVs on an average during the reported years. Pakistan's average production stands 23.5% of Indonesia's production

#### b. Production Comparison with Pakistan

The graphical comparison of Pakistan's production of LCVs data with Indonesia's production is as under:



### 3.7.4 Iran

#### a. Light Commercial Vehicles Data

The consultant's own data bank, various studies and internet were consulted. The data found is provided under:

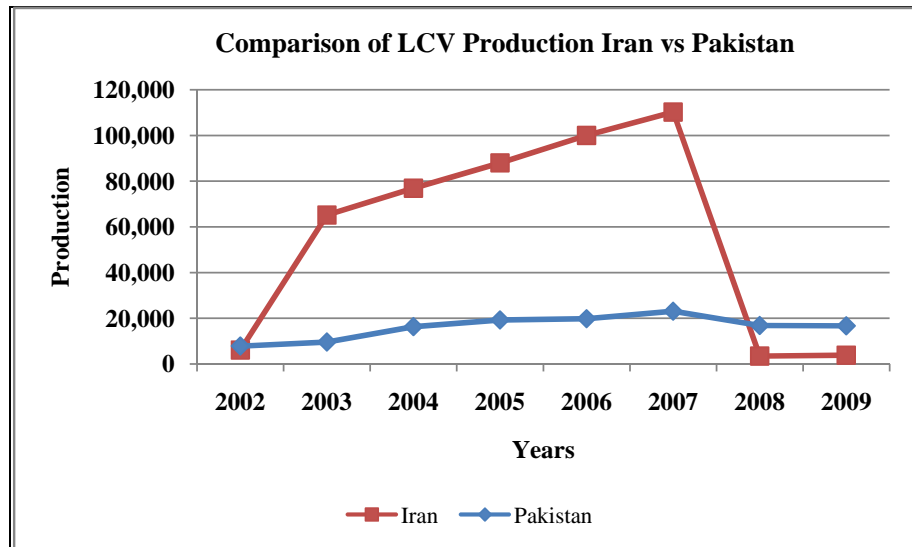
Fiscal Years	Production	% Change
2002	6,120	
2003	65,169	964.9%
2004	76,885	18.0%
2005	88,000	14.5%
2006	100,000	13.6%
2007	110,240	10.2%
2008	3,459	-96.9%
2009	3,850	11.3%

Source: OICA Data

The data indicates that the country has produced 56,715 LCVs on an average during the reported years. Pakistan's average production stands 28.48% of Iran's production

#### b. Production Comparison with Pakistan

The graphical comparison of Pakistan's production of LCVs data with Iran's production is as under:



### 3.7.5 Japan

#### a. Light Commercial Vehicles Data

The consultant's own data bank, various studies and internet were consulted. The data found is provided under:

Fiscal Years	Production	% Change
2002	947,856	
2003	1,023,557	8.0%
2004	1,008,894	-1.4%
2005	1,047,498	3.8%
2006	1,018,857	-2.7%
2007	921,273	-9.6%
2008	900,918	-2.2%
2009	691,427	-23.3%

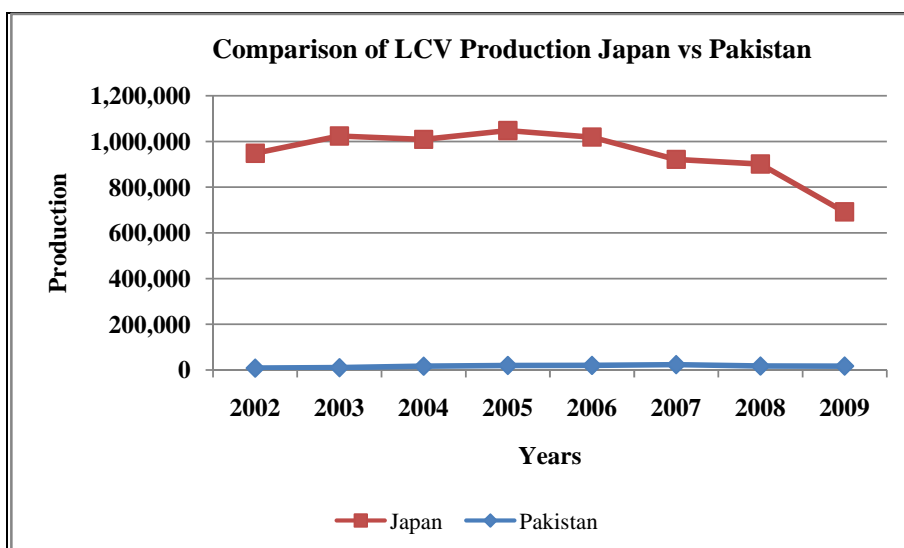
Source: OICA Data

The data indicates that the country has produced 945,035 LCVs on an average during the reported years. Pakistan's average production stands 1.71% of Japan's production

#### b. Production Comparison with Pakistan

The graphical comparison of Pakistan's production of LCVs data with Japan's production is as under:





### 3.7.6 Malaysia

#### a. Light Commercial Vehicles Data

The consultant's own data bank, various studies and internet were consulted. The data found is provided under:

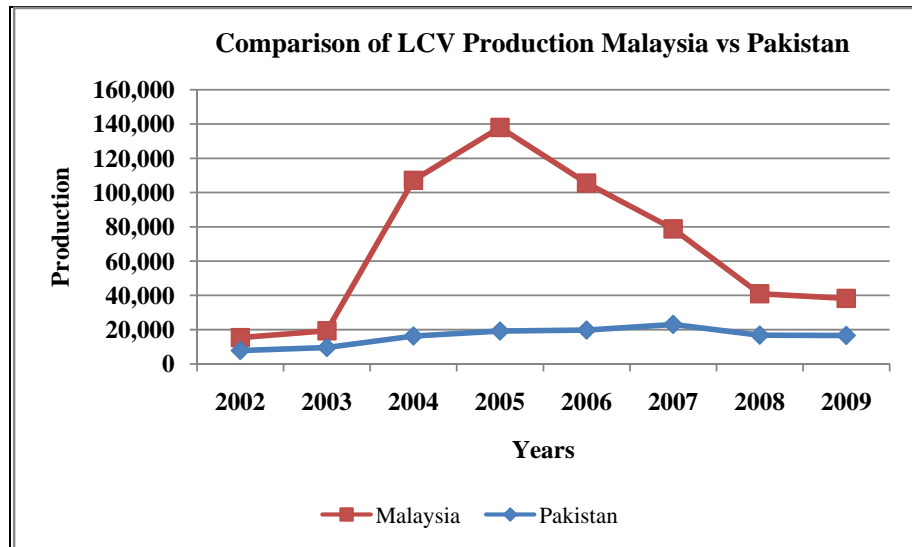
Fiscal Years	Production	% Change
2002	15,380	
2003	19,373	26.0%
2004	107,123	452.9%
2005	137,977	28.8%
2006	105,474	-23.6%
2007	78,788	-25.3%
2008	40,944	-48.0%
2009	38,252	-6.6%

Source: OICA Data

The data indicates that the country has produced 67,914 LCVs on an average during the reported years. Pakistan's average production stands 23.78% of Malaysia's production

#### b. Production Comparison with Pakistan

The graphical comparison of Pakistan's production of LCVs data with Malaysia's production is as under:



### 3.7.7 Philippines

#### a. Light Commercial Vehicles Data

The consultant's own data bank, various studies and internet were consulted. The data found is provided under:

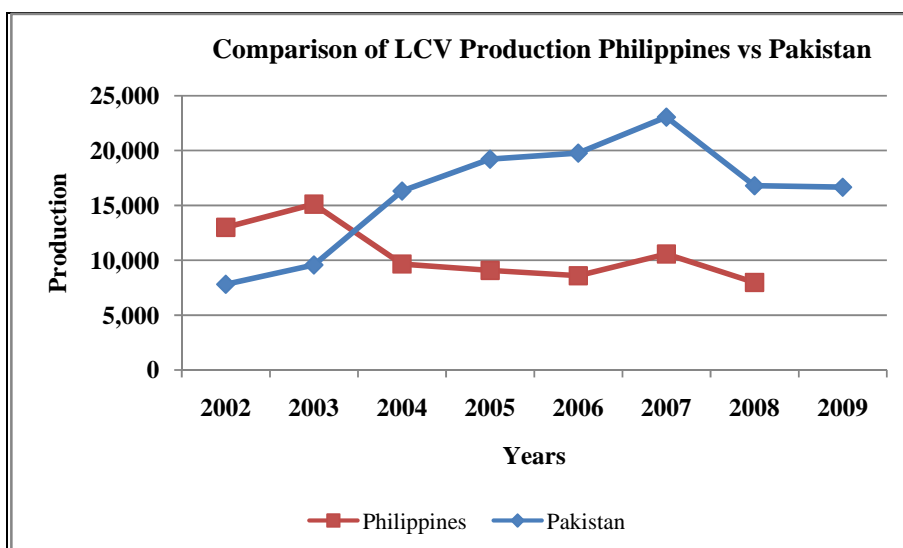
Fiscal Years	Production	% Change
2002	13,000	
2003	15,116	16.3%
2004	9,658	-36.1%
2005	9,075	-6.0%
2006	8,591	-5.3%
2007	10,569	23.0%
2008	7,976	-24.5%
2009		

Source: OICA Data

The data indicates that the country has produced 10,569 LCVs on an average during the reported years. Pakistan's average production stands 152.81% of Philippines' production

#### b. Production Comparison with Pakistan

The graphical comparison of Pakistan's production of LCVs data with Philippines' production is as under:



### 3.7.8 Taiwan

#### a. Light Commercial Vehicles Data

The consultant's own data bank, various studies and internet were consulted. The data found is provided under:

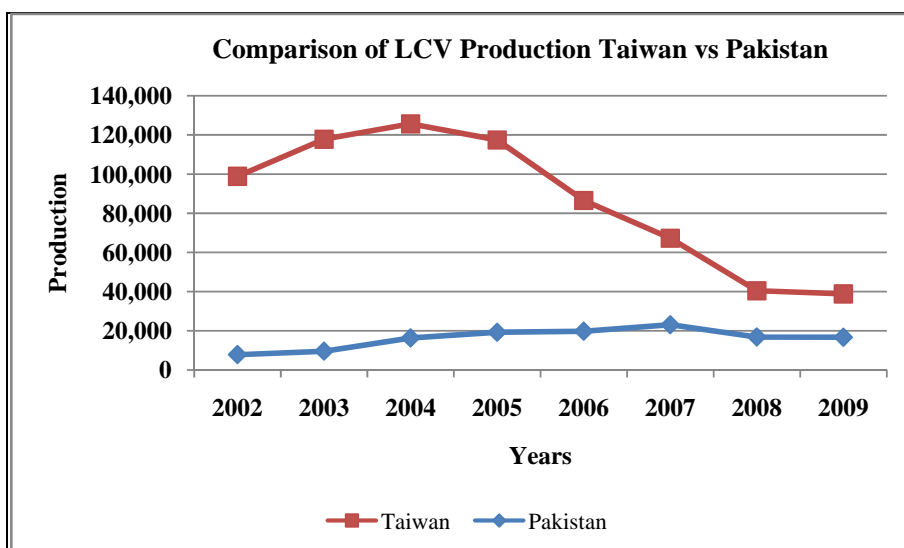
Fiscal Years	Production	% Change
2002	98,844	
2003	117,771	19.1%
2004	125,635	6.7%
2005	117,437	-6.5%
2006	86,529	-26.3%
2007	67,222	-22.3%
2008	40,390	-39.9%
2009	38,811	-3.9%

Source: OICA Data

The data indicates that the country has produced 86,580 LCVs on an average during the reported years. Pakistan's average production stands 18.65% of Taiwan's production

#### b. Production Comparison with Pakistan

The graphical comparison of Pakistan's production of LCVs data with Taiwan's production is as under:



### 3.7.9 Thailand

#### a. Light Commercial Vehicles Data

The consultant's own data bank, various studies and internet were consulted. The data found is provided under:

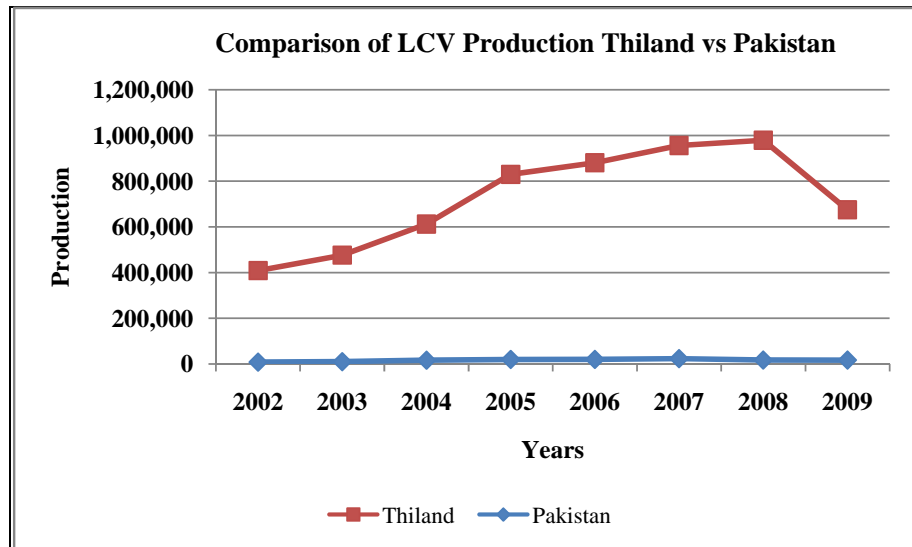
Fiscal Years	Production	% Change
2002	408,619	
2003	476,116	16.5%
2004	612,150	28.6%
2005	829,574	35.5%
2006	880,457	6.1%
2007	955,993	8.6%
2008	979,039	2.4%
2009	674,548	-31.1%

Source: OICA Data

The data indicates that the country has produced 727,062 LCVs on an average during the reported years. Pakistan's average production stands 2.22% of Thailand's production

#### b. Production Comparison with Pakistan

The graphical comparison of Pakistan's production of LCVs data with Thailand's production is as under:



### 3.7.10 Vietnam

#### a. Light Commercial Vehicles Data

The consultant's own data bank, various studies and internet were consulted. The data found is provided under:

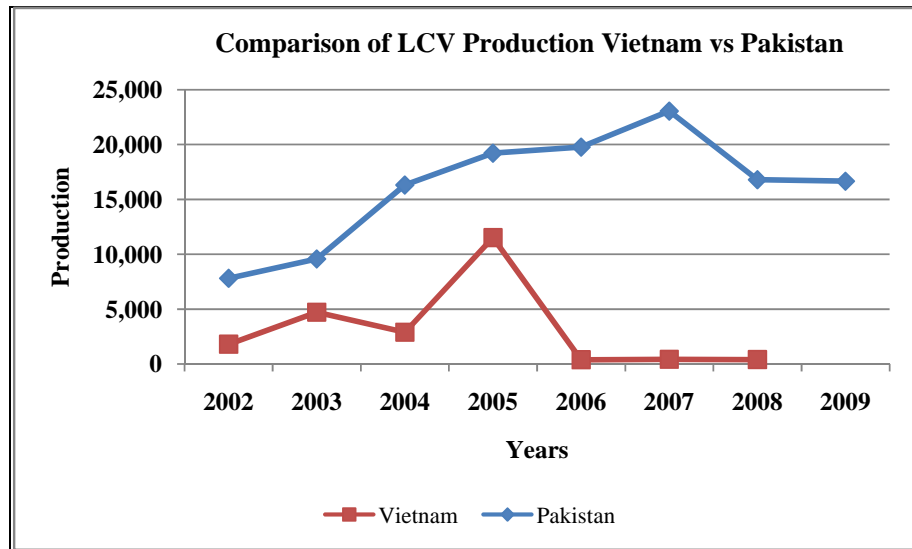
Fiscal Years	Production	% Change
2002	1,800	
2003	4,716	162.0%
2004	2,890	-38.7%
2005	11,524	298.8%
2006	380	-96.7%
2007	420	10.5%
2008	400	-4.8%
2009		

Source: OICA Data

The data indicates that the country has produced 3,161 LCVs on an average during the reported years. Pakistan's average production stands 510.9% of Vietnam's production

#### b. Production Comparison with Pakistan

The graphical comparison of Pakistan's production of LCVs data with Vietnam's production is as under:



### 3.7.11 South Korea

#### a. Light Commercial Vehicles Data

The consultant's own data bank, various studies and internet were consulted. The data found is provided under:

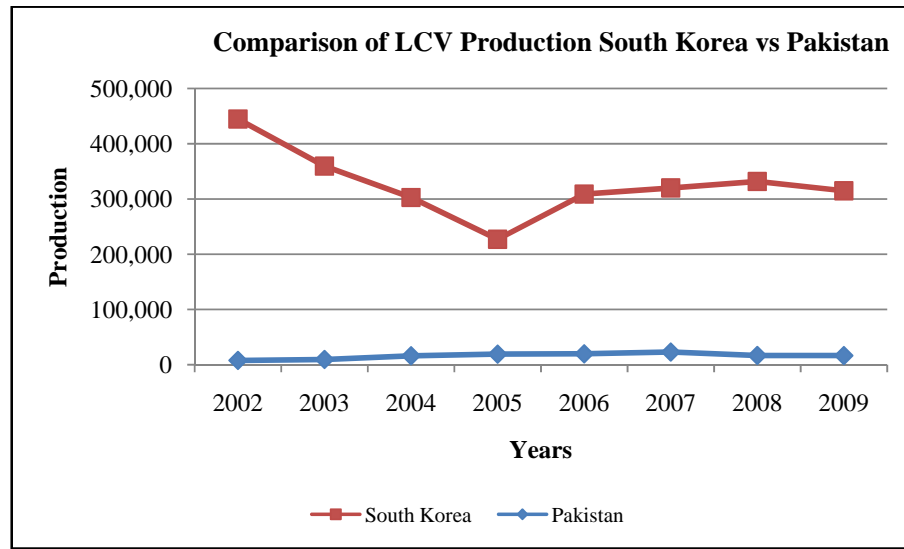
Fiscal Years	Production	% Change
2002	444,914	
2003	359,629	-19.2%
2004	302,864	-15.8%
2005	227,241	-25.0%
2006	308,959	36.0%
2007	320,051	3.6%
2008	331,897	3.7%
2009	314,990	-5.1%

Source: OICA Data

The data indicates that the country has produced 326,318 LCVs on an average during the reported years. Pakistan's average production stands 4.95% of South Korea's production

#### b. Production Comparison with Pakistan

The graphical comparison of Pakistan's production of LCVs data with South Korea's production is as under:



### 3.8 LCV Production Compared with Population

The annual production of LCVs was compared to examine the number of persons in a country per LCV produced in that year in respective country. The data is generally based on 2009 populations Vs 2009 LCV's production. Where the data for 2009 was not available, the analysis was based on 2008 data. The results of this analysis are as under:

Country	Annual Production	Population (Million)	Avg. Persons per LCV
Thailand	674,548	66	98
South Korea	314,990	49	156
Japan	691,427	128	185
Taiwan	38,811	23	593
Malaysia	38,252	26	680
China	1,573,546	1,339	851
India	269,298	1,173	4,356
Indonesia	54,550	240	4,400
Pakistan	16,661	176	10,564
Philippines	7,976	96	12,036
Iran	3,850	66	17,143
Vietnam	400	86	215,000

It is evident from the table above there are a number of Asian countries that have per person production of LCV higher than Pakistan, especially Thailand & South Korea production is much more than Pakistan

### 3.9 Findings

The data analysis findings are as under:

- Based on 2009 data Pakistan's production of LCVs was 0.16% of the world production of LCVs

- Based on 2009 data Pakistan's production of LCVs was 0.45% of Asia's production of LCVs
- Pakistan's last eight years average production stands 8.96% of India's production
- Pakistan's last eight years average production stands 1.16% of China's production
- Pakistan's last eight years average production stands 2.22% of Thailand's production. Thailand's production is very high and it is recommendable to study model of this country
- Pakistan's last eight years average production stands 4.95% of South Korea's production



**CHAPTER-4**

**REVIEW OF AUTO INDUSTRY DEVELOPMENT  
PROGRAM & INVESTMENT POLICY**

## CHAPTER-4

### REVIEW OF AUTO INDUSTRY DEVELOPMENT PROGRAM & INVESTMENT POLICY

#### 4.1 General

Ministry of Industries & Production and Special Initiatives, Govt. of Pakistan recognizing the rapid growth in the economy and especially in the auto industry developed the Auto Industrial Development Programme (AIDP) in January 2008. The AIDP covering the next 5 years, provided the road map of tariffs and non-tariff initiatives alongwith the collaborative implementation and assessment of policy through the stakeholders.

The need of this plan was realized during the process of switching over from the deletion program to Tariff Based System (TBS). The objectives were to provide pre-announced tariffs and to focus on the policy and administrative issues that could lead to sustainable growth & development to facilitate investment.

Govt. of Pakistan is now focused on facilitating the Auto industry through development of infrastructure, human resources development, technology acquisitions, and investment in productive assets, cluster development and development of standards on safety, quality and environment through a well structured and deliberate approach.

The program envisaged to achieve a critical mean of production, double the contribution of Auto industry to GDP from the 2.8% of 2007-08 through high focus on investment, technology up-gradation, increase in exports, enhancing the jobs alongside the development of critical components to further increase the competitiveness of domestically produced vehicles.

#### 4.2 Auto Industries Challenges and issues in context of Manufacturing Sector

The main challenges identified in the AIDP included:

- Developing products at lower cost and achieving economies of scale.
- Development of technical and human resources
- Stimulating domestic demand
- Research and development
- Exploring international business opportunities
- Investment in productive assets and regular up-gradation of the existing facilities

AIDP has not only addressed these challenges but also highlighted the following issues that shall remain important for the competitiveness and sustainable development of Auto industry in Pakistan.

- Multiplicity of Taxes

The presumptive tax regime has led to increase in prices of imported inputs and finished goods. Component manufacturers are struggling to complete with under invoicing, mis-declaration and smuggling import of used parts; is still continuing at a large scale.

- Imposition of Federal Excise Duty on the royalty and technical fee remittance

This is still a potential barrier to innovation in the sector.

- High Cost of Capital  
High cost of capital and relatively difficult access for the small and medium enterprises and lack of any incentive in the financial policy for the auto industry, need to be encountered through a dedicated fund for technology and Human Resource Development.
- Manufacturing of modern machine tools and dies  
This issue is preventing high value addition and development of critical component.
- Unpredictable Demand  
Unpredictable demand and absence of coherent supply side measures to create sustainable demand for auto products is the backdrop of recent hike in interest rates.
- Increasing Cost of Energy  
Ever increasing cost of energy and its unreliable and inconsistent supply adds to the cost of manufacturing and wastage of resources. As per AIDP, it is estimated that by the year 2012, auto industry consumption of electricity will cross 500 – 600 MW from around 250 – 300 MW, as of now.
- Investment in HRD, technology and productive assets  
To improve competitiveness, government and industry's high focus is needed on investment in HRD, technology and productive assets and supply chain management.
- Benchmarking Auto Industry performance against the world practices  
Benchmarking the performance of industry against the world practices, adopting best manufacturing practices and production techniques and producing globally acceptable quality products is also a barrier.
- Govt. Support to establish testing laboratories  
Government to provide incentives for the international companies to bring their design houses in Pakistan. Fiscal support to establish testing laboratories and evaluation facilities and encouraging the local manufacturers of 2 / 3 wheelers to design the vehicles in the country is highly essential.

#### 4.3 Five year Tariff Plan for LCV Sector

LCV and their parts are imported under HS code 8704. The proposed tariff on import of these items for the year 2007-8 to 2011-12 is as under:

Description	2007-08	2008-09	2009-10	2010-11	2011-12
<b>Assemblies for the Manufacture of LCVs</b>					
- Alternator, Starter Motor, Water Pump, Fuel Pump, Fuel Filter, Seat Recliner, Air Cleaner Assembly.	35%	35%	50%	50%	50%
- Power Steering, Engines, Transmissions	35%	35%	35%	50%	50%

Description	2007-08	2008-09	2009-10	2010-11	2011-12
<b>LCVs (up to 5 Tons) falling under HS Code 8704</b>					
- Completely built unit (up to 5 tons)	60%	60%	60%	60%	60%
- Components for assembly of LCVs (up to 5 tons) other than those listed below	20%	20%	20%	20%	20%
- Components for assembly of LCVs (up to 5 tons) as are listed in SRO 693(I)/2006 dated 01-07-2006	50%	50%	47.50%	45%	45%

#### 4.4 The Investment Policy

Seeing the considerable interest of important international auto manufacturers in Pakistan market and to meet the local demand supply gap of various products, Government has framed the rules and procedure for the foreign investors in the Auto Sector. The policy rests on production of high technology products with environment and consumer satisfying features. Recognizing that the existing assemblers / manufacturers of vehicles have over the years developed many parts and components locally and the factor that the Auto Industry is yet heavily import dependent for various materials and components, with marginal exports, the salient features of policy would remain as following:

- The investment policy is for each new entrant that is a potential assembler / manufacturer of global significance who had no assembly / manufacturing of similar vehicles in Pakistan in the past and intends to assemble / manufacture a vehicle by himself or through an agreement with a Pakistani company.
- The eligibility criteria for the new entrant is:
  - The new entrant will have significant global presence by way of manufacturing at least 40,000 LCVs annually in countries other than Pakistan.
  - New entrant will have the plan for the progressive manufacturing of vehicles.
  - New entrant will have serious and demonstrable intention to develop parts locally either in house or through the vendors to achieve competitiveness.
  - New entrant will clearly identify the destinations in his plan or in agreement with its partners for export of vehicles and parts manufactured in Pakistan under this policy.
  - Registration to produce road worthy vehicles complying to environment standards, with the EDB, M/o IP&SI for the entitlement of benefits under the scheme.
  - Proof of land acquisition in the case of green field project or an agreement with the owner, in the case of existing assembly facilities.
  - A qualifying New Entrant will be required to submit a detailed business plan to EDB who will verify the complete in-house assembly/manufacturing facilities etc.
  - Auto Industry Development Committee (AIDC) will assess the business plan and other relevant documents to determine the eligibility criterion and to qualify the potential new entrant for the entitlement of benefits under AIIP or otherwise.
- The new Entrants will be allowed to import 100% CKD kit, at the applicable customs duty, for a period of three years from the start of assembly/manufacturing.

#### **4.5 Guidelines for Assembly/Manufacture of Vehicles under Tariff Based System (TBS)**

As per condition (i) of SRO 656(I)/2006, it is mandatory for the New Applicants to install the following in-house facilities for assembly/manufacture of vehicles.

##### **4.5.1 Welding shop**

Following equipment / facilities should be available for sub-assembly/ Assembly covering Under Body, Main Body, Shell Body, Engine Compartment etc.

- Welding jigs;
- Welding guns;
- Welding transformers;
- Hoists;
- Necessary tools

##### **4.5.2 Paint shop**

- Booth for
  - Cleaning
  - Primer/ Pretreatment
  - Top Coat
- Baking ovens

##### **4.5.3 Vehicles Final Assembly**

- Trim Line
  - Sealer Pumps
  - Conveyors
  - Pneumatic Tools
  - Torque Wrenches
- Chassis Line
  - Central Lifter
  - Engine Docking Machine
  - Axle Lifting Machine
  - Wheel Subassembly
  - Wheel Balancing
  - Pneumatic Tools
- Final Line
  - Coolant Feeder
  - Brake Bleeding Machine

##### **4.5.4 Vehicles Performance Testing Facilities**

- Toe in Tester
- Side Slip Tester
- Brake Tester
- Drum Tester
- Turning radius

- Headlight aiming tester
- Shower tester

#### 4.5.5 **Inspection Equipments**

Supply of the inspection equipment shall be responsibility of new entrant.

**CHAPTER-5**

**CURRENT MARKET SHARE OF  
LIGHT COMMERCIAL VEHICLES & COSTS**

## CHAPTER-5

### CURRENT MARKET SHARE OF LIGHT COMMERCIAL VEHICLES & COSTS

#### 5.1 General

The current practice on Pakistan roads is to use Light Commercial Vehicles for both small distances as well as long haulages in certain cases. As the manufacturers normally manufacture their product in accordance with the demand in the market, the manufacturing data could serve as a base to evaluate the share of Light Commercial Vehicles. The consultants have evaluated the share of LCVs on the basis of production as well as import.

#### 5.2 LCV Models produced in Pakistan

The table below provides the output and GVW details of each model of LCV produced in Pakistan

Sr. #	Model	Output (HP)	GVW (Kg)
1	Suzuki STR-308 Pickup, 800cc	37	1250
2	Suzuki Cargo Van	37	1200
3	Toyota Hilux Pickup 4x2	94	2883
4	Hyundai Shehzore Pickup	84	3046
5	Dong Feng EQ-1032 Truck 1.8Tons	82	3780
6	Dong Feng EQ-1061 Truck 4.6Tons	125	7300
7	Master Highland Truck M-260	62	3780
8	Master Forland Truck M-330	85	5450
9	Kalash SC1016 Pickup	35	1260
10	Roma Mini Truck CA-1010	40	1200

The data reveals the following:

No. of LCV models manufactured having output less than 50 HP	4
No. of LCV models manufactured having output greater than 50 HP	6
No. of LCV models manufactured with GVW less than 1,500 kg	4
No. of LCV models manufactured with GVW greater than 1,500 kg	6

#### 5.3 Historical Manufacturing Share of Light Commercial Vehicles

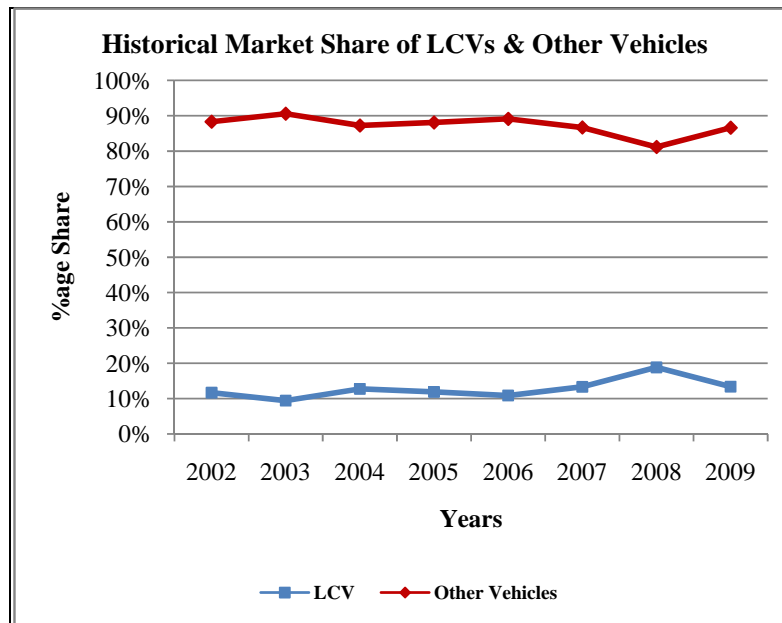
Annual data on LCVs and other vehicles' production individually was made the basis of their respective share as under:

Fiscal Years	LCVs	Other Vehicles	Total Production	LCVs Share	Others Share
2002	7,815	59,179	66,994	12%	88%
2003	9,576	92,249	101,825	9%	91%



Fiscal Years	LCVs	Other Vehicles	Total Production	LCVs Share	Others Share
2004	16,314	111,783	128,097	13%	87%
2005	19,217	142,410	161,627	12%	88%
2006	19,772	162,228	182,000	11%	89%
2007	23,053	150,180	173,233	13%	87%
2008	16,800	72,450	89,250	19%	81%
2009	16,661	107,968	124,629	13%	87%
Average %age market share				12.6%	87.4%

The graphical representation is as under:



The data reveals that percentage share in production of other vehicles is generally on decline where that of Light Commercial Vehicles is on the rise.

#### 5.4 Share of Light Commercial Vehicles by Capacities

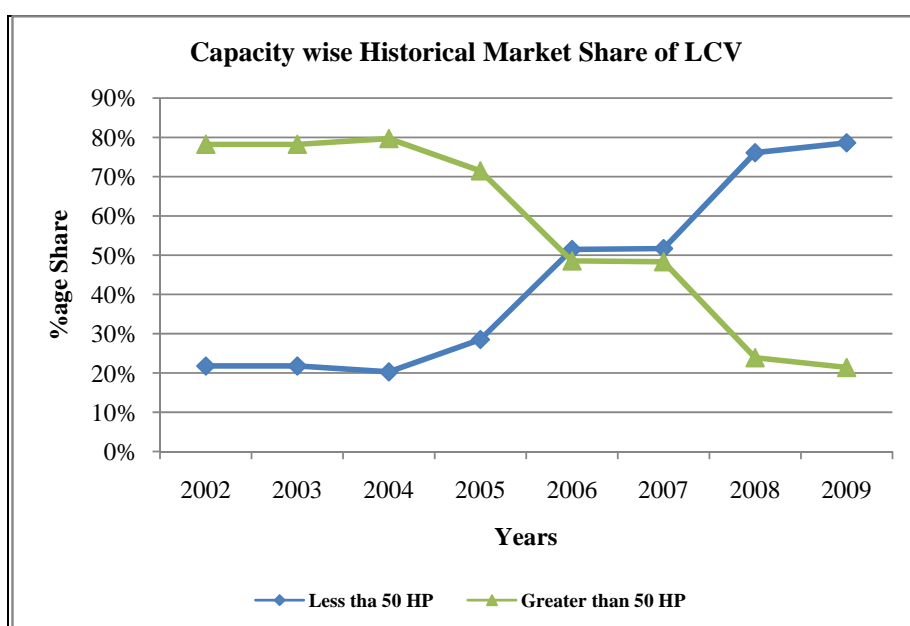
The capacity of Light Commercial Vehicles can be segregated in two distinct capacities less than 50HP and over 50HP. The capacity wise share of these LCVs is as under:

Fiscal Years	LCVs Production	Production of		Share		Total
		Upto 50 HP	Above 50 HP	Upto 50 HP	Above 50 HP	
2002	7,815	1,701	6,114	22%	78%	100%
2003	9,576	2,085	7,491	22%	78%	100%
2004	16,314	3,310	13,004	20%	80%	100%
2005	19,217	5,481	13,736	29%	71%	100%

Fiscal Years	LCVs Production	Production of		Share		Total
		Upto 50 HP	Above 50 HP	Upto 50 HP	Above 50 HP	
2006	19,772	10,173	9,599	51%	49%	100%
2007	23,053	11,912	11,141	52%	48%	100%
2008	16,800	12,784	4,016	76%	24%	100%
2009	16,661	13,094	3,567	79%	21%	100%

Source: EDB

The data indicates that lower capacity Light Commercial Vehicles demand is on the rise. Graphically it can be represented as under:



The data indicates that demand of smaller LCVs has been on the rise during the last four years whereas demand of bigger LCVs has been on the decline during this period.

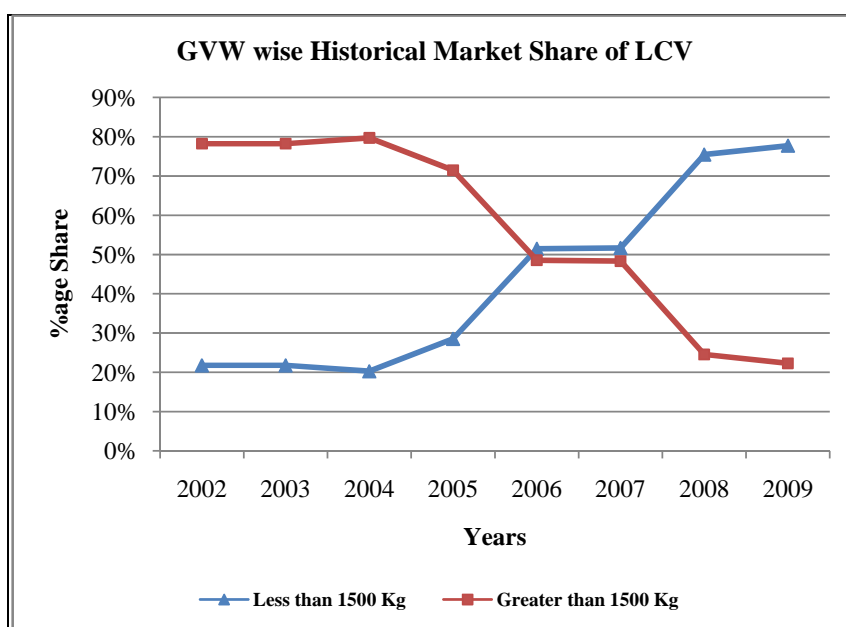
### 5.5 GVW-wise Market Share of LCVs

LCVs can be divided into two segments with respect to Gross Vehicle Weight (GVW), one with less than 1,500Kg and the other above 1,500Kg. The table below shows the market share of both these types manufactured in Pakistan during the period mentioned:

Fiscal Years	LCVs Production	Production of		Share	
		Upto 1500 Kg	Above 1500 Kg	Upto 1500 Kg	Above 1500 Kg
2002	7,815	1,701	6,114	22%	78%
2003	9,576	2,085	7,491	22%	78%
2004	16,314	3,310	13,004	20%	80%
2005	19,217	5,481	13,736	29%	71%

Fiscal Years	LCVs Production	Production of		Share	
		Upto 1500 Kg	Above 1500 Kg	Upto 1500 Kg	Above 1500 Kg
2006	19,772	10,173	9,599	51%	49%
2007	23,053	11,912	11,141	52%	48%
2008	16,800	12,671	4,129	75%	25%
2009	16,661	12,946	3,715	78%	22%

The data indicates that lower GVW Light Commercial Vehicles demand is on the rise. Graphically it can be represented as under:



## 5.6 Import Data of Light Commercial Vehicles

In addition to locally manufactured Light Commercial Vehicles, certain types of LCVs are being imported in the country. The data on import of these Light Commercial Vehicles was captured as under :

Fiscal Years	Pick up	Delivery Van	Total
2002	3,600	2,120	5,720
2003	5,162	471	5,633
2004	6,857	26	6,883
2005	5,394	178	5,572
2006	23,303	2,586	25,889
2007	21,898	1,583	23,481
2008	1,869	311	2,180
2009	1,871	37	1,908

Source: Economic Survey of Pakistan

The import of delivery vans and pickups kept stable between 2002 and 2005. In 2006 and 2007, its import increased dramatically whereas in 2008 and 2009 it dropped drastically.

### 5.7 Local Production & Import of Light Commercial Vehicles

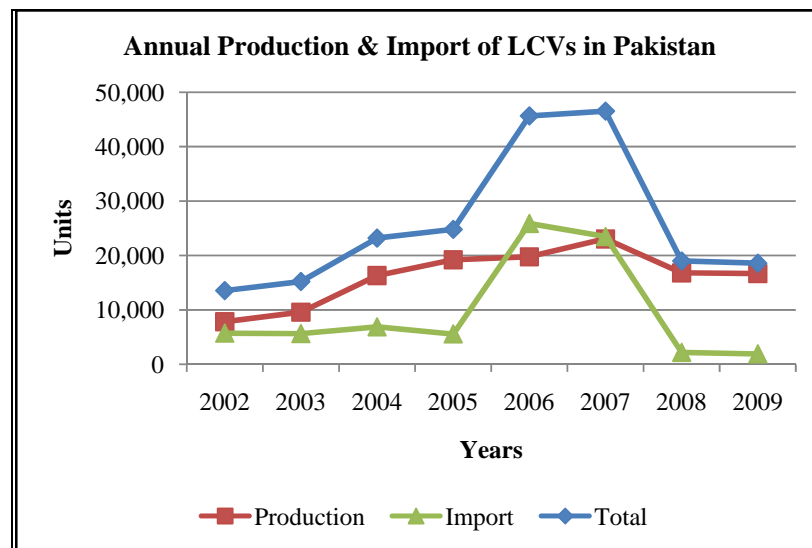
The data on import of LCVs as well as local manufacturing was added up to compare the local production of LCVs Vs import of the same during the last eight years which is produced in the table below:

Fiscal Years	Annual no. of units			%age Share		
	Production	Import	Total	Production	Import	Total
2002	7,815	5,720	13,535	58%	42%	100%
2003	9,576	5,633	15,209	63%	37%	100%
2004	16,314	6,883	23,197	70%	30%	100%
2005	19,217	5,572	24,789	78%	22%	100%
2006	19,772	25,889	45,661	43%	57%	100%
2007	23,053	23,481	46,534	50%	50%	100%
2008	16,800	2,180	18,980	89%	11%	100%
2009	16,661	1,908	18,569	90%	10%	100%

The data reveals the following:

- Total number of LCVs produced 2002-2009 129,208
- Total number of LCVs imported 2002-2009 77,266
- Total number of LCVs produced and imported 2002-2009 206,474
- Average percentage share of locally produced LCV 2002-2009 62.6%
- Average percentage share of imported LCV 2002-2009 37.4%

A graphical representation of historical local production and import data is presented in the chart below:



## 5.8 Current Market Prices of LCVs in Pakistan

The table below shows the current market prices of various models of Light Commercial Vehicles manufactured in Pakistan.

Sr. #	Model/ Product	Unit Cost (Rs.)	
		Diesel	CNG/Petrol
1	Suzuki STR-308 Pickup, 800cc		539,000
2	Suzuki Cargo Van		519,000
3	Toyota Hilux Pickup 4x2	1,519,000	
4	Hyundai Shehzore Pickup	959,000	
5	Dong Feng EQ-1032 Truck 1.8Tons	600,000	
6	Dong Feng EQ-1061 Truck 4.6Tons	1,026,000	
7	Master Highland Truck M-260	885,000	
8	Master Forland Truck M-330	935,000	
9	Kalash SC1016 Pickup		375,000
10	Roma Mini Truck CA-1010		465,000

The data reveals that average price of LCV models with output less than 50 HP is Rs. 474,500, whereas for models greater than 50HP have average prices of Rs. 987,333.

## 5.9 Cost of Manufacturing of Local LCVs

The manufacturers do not disclose the cost of manufacturing of the Light Commercial Vehicles. The sale price was used for reverse calculation to estimate cost of manufacturing. The sale price generally depends on the following factors.

- Cost of manufactured goods
- Government levies
- Overheads
- Storage/handling charges
- Profit margin

The consultant, based on its engineering judgment and finding from the proceedings, has allocated the following weightage to these factors.

Description	%age of Sale Price
Cost of manufactured goods	60%
Overheads & financial charges	15%
Storage/handling charges	5%
Profit margin (manufacturer & dealers) including negotiation margin	20%

Based on these weightages, the estimated manufacturing cost of various capacity LCVs can be determined as under:

Description of Goods	Local Average Manufacturing Price (Rs.)
LCV less than 50 HP	248,700
LCV greater than 50 HP	592,400

#### 5.10 Manufacturing Cost of Comparable LCVs in the Region

The consultant approached a number of LCV manufacturers in China and India to obtain the latest comparable cost of LCVs on CBU as well as CKT basis. The list of these manufacturers is as below:

Name of Manufacturer	Online Contact
Beijing Automobile Company Ltd.	chinabaw@hotmail.com
CHANA International Corporation	<a href="http://www.globalchana.com/Contact_Online.asp">http://www.globalchana.com/Contact_Online.asp</a>
FAW Group	wjc003_wj@faw.com.cn wjc086_wj@faw.com.cn
Foton	Jckgs@foton.com.cn
Foday	fudimark@yahoo.com.cn
Huaxiang FUQI	sales@huaxianginternational.com
GAC Gonow	gonowauto@vip.163.com rents@gonowauto.com <a href="mailto:rentianshun@hotmail.com">rentianshun@hotmail.com</a>
Guangzhou Automobile Industry Group	gaig@gaig.com.cn
JAC	ljlom@163.com <a href="mailto:oscar.yu@jac.com.cn">oscar.yu@jac.com.cn</a>
JiangNan Auto	<a href="mailto:sales@jiangnanauto.com">sales@jiangnanauto.com</a>
Lifan	iecautoinfo@lifan.com iec00@lifan.com iec018@lifan.com
Tata	<a href="http://cvglobal.tatamotors.com/contactus.asp">http://cvglobal.tatamotors.com/contactus.asp</a>
Mahindra and Mahindra	<a href="http://www.mahindralcv.com/reach_us.asp">http://www.mahindralcv.com/reach_us.asp</a>

The Chinese manufacturers have not responded to the e-mails initiated by consultants whereas Indian manufacturers have stated that due to non-existence of trade corridor between Pakistan

and India, they are not in a position to quote. After a 2<sup>nd</sup> follow up with these companies, the consultant used its own data base / net data with regard to the prices of various models & categories of LCVs that were imported in Pakistan. The price of various makes and models are provided below:

Make	Market Price	Prices as on
<b>Changan</b>		
Chitral Double Cabin 966cc	475,000	13-Jul-2009
Gilgit EFI 800cc	385,000	20-Jul-2009
Gilgit EFI 800cc CNG	420,000	20-Jul-2009
Kaghan Van 1.0 Dual AC	525,000	13-Jul-2009
Kaghan Van 1.0 Dual AC	525,000	13-Jul-2009
Kalam EFI Van 800cc	395,000	20-Jul-2009
Kalam EFI Van 800cc (CNG)	430,000	20-Jul-2009
Kalash Single Cabin 800cc	310,000	20-Jul-2009
Kalash Single Cabin 800cc CNG	345,000	20-Jul-2009
Shahanshah Truck 1.0 Ton 2200cc	435,000	28-Sep-2010
<b>SOGO</b>		
Double Cabin CNG	419,000	13-Jul-2009
Double Cabin CNG (Alloy Rim)	429,000	13-Jul-2009

It is evident from the table that the average prices are in the close proximity of the locally produced LCVs. Recognizing that the importers had paid duties on these imported vehicles therefore the cost of manufacturing of these vehicles in their country of region must be less than the cost of manufacturing in Pakistan.

#### 5.11 Findings of market share of Light Commercial Vehicles

- There are 4 LCV models manufactured having output less than 50 HP and 6 with more than 50HP
- There are 4 LCV models manufactured with GVW less than 1,500 kg and 6 greater than 1,500 kg
- Percentage share in production of LCVs is on the rise.
- Lower capacity LCVs is on the rise.

- Demand of smaller LCVs has been on the rise during the last four years whereas demand of bigger LCVs has been on the decline during this period.
- Lower GVW LCVs demand is on the rise.
- The import of delivery vans and pickups kept stable between 2002 and 2005. In 2006 and 2007, its import increased dramatically whereas in 2008 and 2009 it dropped drastically.
- 129,208 LCVs were produced in 2002-2009
- 77,266 LCVs were imported in 2002-2009
- 206,474 LCVs were produced and imported in 2002-2009 period
- Average percentage share of locally produced LCV 2002-2009 was 62.6%
- Average percentage share of imported LCV 2002-2009 was 37.4%
- Average market price of LCV models with output less than 50 HP is Rs. 474,500, whereas for models greater than 50HP have average prices of Rs. 987,333.
- Estimated manufacturing price of LCV models with output less than 50 HP is Rs. 284,700, whereas for models greater than 50HP have average prices of Rs. 592,400. These estimates are based on the current market prices..



**CHAPTER-6**

**DEMAND & PRICE PROJECTION OF LCV**

## CHAPTER-6

### DEMAND & PRICE PROJECTION

#### 6.1 General

This chapter discusses the projection of demand and prices of the Light Commercial Vehicles. The demand projection is influenced by many factors like Opening of trade corridor to central Asia, Increase in middle group population, Increase in Pakistan's potential to export vehicles, Timely availability of LCVs, Favorable Auto financing, Replacement of Animal Driven Carts in urban areas and many other factors.

The data available with government on LCVs on road was utilized to project the demand of Light Commercial Vehicles during the next 25 years. The demand projection is worked out on the basis of historical data of LCVs.

It is notable that historically 12.6% share of production of the plants under consideration; is attributable to the LCVs and remaining 87.4 % is attributable to other vehicles. It is also worth noting that 62.6% of the local demand of LCVs is being met by the local production, whereas 37.4% are imported. These figures are based on the average of last eight years.

The analysis revealed that current production capacity of local plants is 245,072. In case the current mix of 12.6:87.4 is maintained, the installed capacity attributable to LCVs is 30,880 per annum. This translates to the fact that whenever our projected demand exceeds this number, there shall be requirement of to alter production mix, addition of a new plant, expansion of the existing plants provided that import of the LCVs is also maintained at the same level. In case the current ratio of 62.6:37.4 between local and imported LCVs sustains, then the requirement of change in production mix/ new plant/expansion of existing shall be due when the local projected demand exceeds approximately 49,300 per annum.

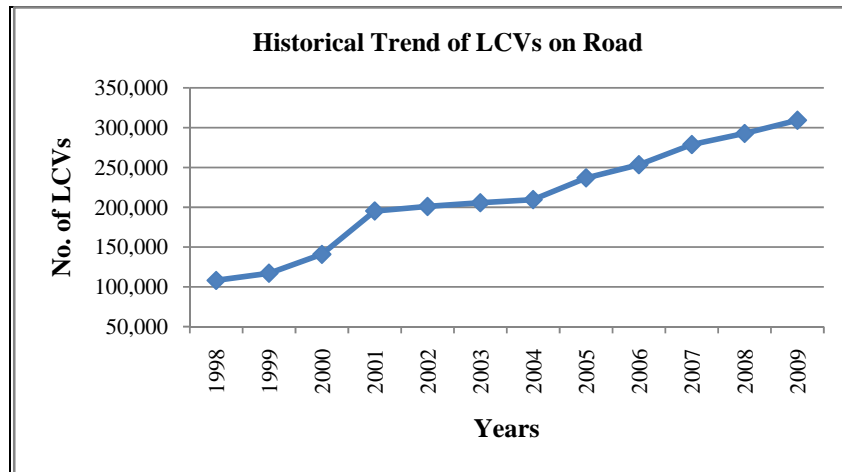
#### 6.2 Light Commercial Vehicles on Road in Pakistan

The historical data on number of Light Commercial Vehicles on road in the country is as under:

Fiscal Years	No. of LCVs on Road	Annual Increase in LCVs on Road	
		Net	%age
1998	108,100		
1999	117,100	9,000	8.3%
2000	140,800	23,700	20.2%
2001	195,200	54,400	38.6%
2002	200,900	5,700	2.9%
2003	205,700	4,800	2.4%
2004	209,500	3,800	1.8%
2005	236,800	27,300	13.0%
2006	253,400	16,600	7.0%
2007	278,800	25,400	10.0%
2008	292,700	13,900	5.0%
2009	309,260	16,560	5.7%

*Source: Economic Survey of Pakistan*

The graphical representation of data is as under:



The analysis of data indicates that average annual growth of LCV on-road is 10.5%. We understand that annual addition in on-road LCVs includes the new addition because of business expansion in the sector, whereas replacement of retired LCVs is automatically covered. As stated above, new addition basically depends upon the growth of sector and overall GDP.

This historical growth of 10.5% is based on the last 8 years data during which the economy has seen usual and unusual growths and other factors. The consultant therefore has used this trend to extrapolate the future on-road LCV requirement on the basis of economical growth/business expansion. However the replacement of retired Light Commercial Vehicles shall be in addition to this. It reveals that net addition of LCVs on road during 2002-2009 is 114,060. This averages annually 14,258 LCVs. During the same period, the retirement of vehicles (based on 20 years life) amounts to 93,670. This averages annually 11,709 LCVs. Based on these two figures, the annual LCV requirement is worked out as 25,966.

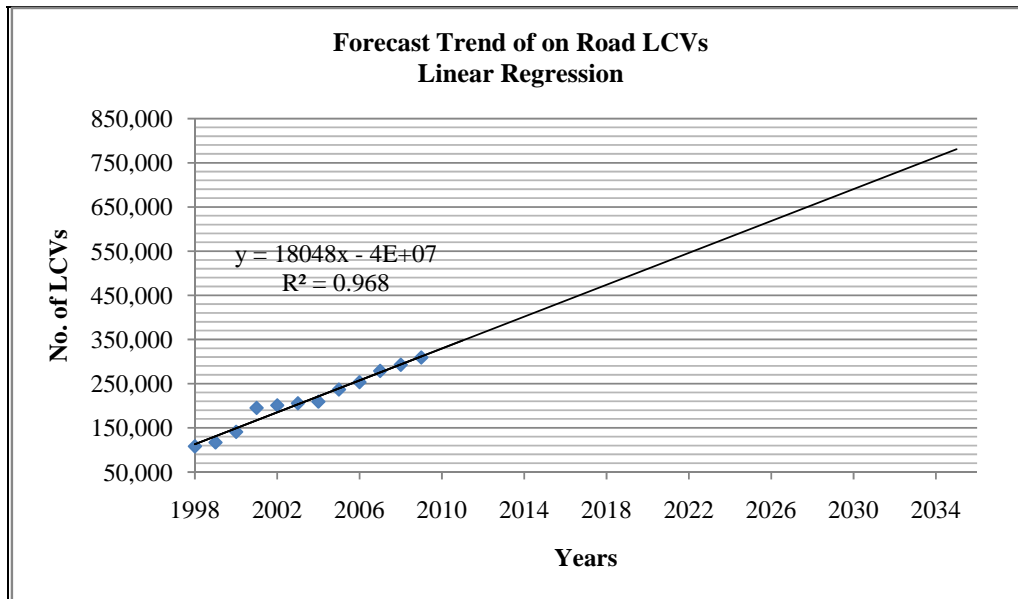
The total LCVs produced and imported in last eight years are worked out as 206,474 LCVs. This translates to 25,805 LCVs annually.

The analysis concludes that these figures are matching which indicates validity of data based on the average replacement life of 20 years. In case the average replacement life varies, changes in the data results are expected.

### 6.3 Projection of Light Commercial Vehicles on Road for Next 25 Years

#### 6.3.1 Projection based on Normal Business Expansion

The annual projection using the historical trend for next 25 years for on-road LCVs in Pakistan was made, using the linear regression method, the graphical presentation of the projection is provided below:



Based on this method, the projected figures for next 25 years are as under:

Fiscal Years	No. of LCVs on Road	Annual Increase in LCVs on Road	
		Net	%age
2010	324,257	14,997	4.8%
2011	340,976	16,718	5.2%
2012	357,694	16,718	4.9%
2013	374,413	16,718	4.7%
2014	391,131	16,718	4.5%
2015	407,849	16,718	4.3%
2016	424,568	16,718	4.1%
2017	441,286	16,718	3.9%
2018	458,005	16,718	3.8%
2019	474,723	16,718	3.7%
2020	491,442	16,718	3.5%
2021	508,160	16,718	3.4%
2022	524,878	16,718	3.3%
2023	541,597	16,718	3.2%
2024	558,315	16,718	3.1%
2025	575,034	16,718	3.0%
2026	591,752	16,718	2.9%
2027	608,471	16,718	2.8%
2028	625,189	16,718	2.7%
2029	641,907	16,718	2.7%

Fiscal Years	No. of LCVs on Road	Annual Increase in LCVs on Road	
		Net	%age
2030	658,626	16,718	2.6%
2031	675,344	16,718	2.5%
2032	692,063	16,718	2.5%
2033	708,781	16,718	2.4%
2034	725,500	16,718	2.4%
2035	742,218	16,718	2.3%

### 6.3.2 Replacement Forecast based on Annual Retirement

Although historical on-road data analysis indicated replacement of LCV in 20 years, however, the consultant has assumed in this study an average life of 12 years of LCV standard life assumed in similar studies. It is important to highlight that most of the Provincial Government especially Punjab is working to set up Vehicle Inspection and Certification Stations (VICS) at District Level. If these stations are setup and the inspection and certification system become legal, then the old Light Commercial Vehicles especially not meeting the VIC requirement has to be discarded.

The consultant is of the opinion that the average life of the LCVs be considered as 12 years contrary to present practice of using inefficient LCVs for longer periods. However, the consultant also suggests that the project developer must examine impacts of these facts before taking the decision.

Years	No. of LCVs on Road	Replacement of retired LCVs
2009	309,260	24,392
2010	324,257	25,772
2011	340,976	27,021
2012	357,694	28,415
2013	374,413	29,808
2014	391,131	31,201
2015	407,849	32,594
2016	424,568	33,987
2017	441,286	35,381
2018	458,005	36,774
2019	474,723	38,167
2020	491,442	39,560
2021	508,160	40,953
2022	524,878	42,347
2023	541,597	43,740

<b>Years</b>	<b>No. of LCVs on Road</b>	<b>Replacement of retired LCVs</b>
2024	558,315	45,133
2025	575,034	46,526
2026	591,752	47,919
2027	608,471	49,313
2028	625,189	50,706
2029	641,907	52,099
2030	658,626	53,492
2031	675,344	54,885
2032	692,063	56,279
2033	708,781	57,672
2034	725,500	59,065
2035	742,218	60,458
<b>Total Addition 2009-2035</b>		<b>1,143,660</b>

### 6.3.3 Annual Forecast of Light Commercial Vehicles Requirement

Based on the calculations in the previous sections above, the annual total requirement of LCVs due to new addition and addition due to replacements of retired LCVs on 12 years bases is tabulated below:

<b>Years</b>	<b>No. of LCVs on Road</b>	<b>New addition due to business expansion</b>	<b>Replacement of retired vehicles</b>	<b>Total Annual Requirement</b>
2009	309,260	16,560	24,392	40,952
2010	324,257	14,997	25,772	40,769
2011	340,976	16,718	27,021	43,740
2012	357,694	16,718	28,415	45,133
2013	374,413	16,718	29,808	46,526
2014	391,131	16,718	31,201	47,919
2015	407,849	16,718	32,594	49,313
2016	424,568	16,718	33,987	50,706
2017	441,286	16,718	35,381	52,099
2018	458,005	16,718	36,774	53,492
2019	474,723	16,718	38,167	54,885
2020	491,442	16,718	39,560	56,279
2021	508,160	16,718	40,953	57,672
2022	524,878	16,718	42,347	59,065

Years	No. of LCVs on Road	New addition due to business expansion	Replacement of retired vehicles	Total Annual Requirement
2023	541,597	16,718	43,740	60,458
2024	558,315	16,718	45,133	61,851
2025	575,034	16,718	46,526	63,245
2026	591,752	16,718	47,919	64,638
2027	608,471	16,718	49,313	66,031
2028	625,189	16,718	50,706	67,424
2029	641,907	16,718	52,099	68,818
2030	658,626	16,718	53,492	70,211
2031	675,344	16,718	54,885	71,604
2032	692,063	16,718	56,279	72,997
2033	708,781	16,718	57,672	74,390
2034	725,500	16,718	59,065	75,784
2035	742,218	16,718	60,458	77,177
<b>Total Addition 2009-2035</b>		<b>449,518</b>	<b>1,143,660</b>	<b>1,593,178</b>

As stated in section 6.1, in case the current ratio of 62.6:37.4 between local and imported LCV sustains, then the requirement of change in production mix/ new plant/expansion of existing shall be due when the local projected demand exceeds approximately 49,300 per annum. From the table above it is clear that this requirement exists in 2015.

#### 6.4 Annual Forecast of LCVs based on Capacities (HP)

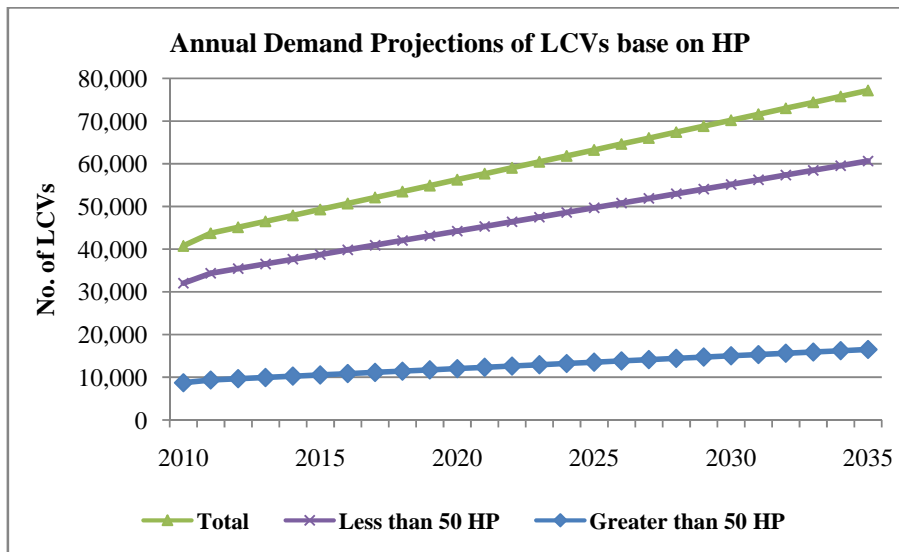
As discussed earlier in Chapter 5, the LCVs can be categorized in two categories with respect to their HP, i.e. less than 50HP and more than 50HP

The requirement for both these types in 2009 was 79% and 21% respectively. Keeping the same ratio, the projected requirement for both the categories is as under:

Years	Annual requirement of LCVs		
	Total	less than 50HP	greater than 50 HP
2010	40,769	32,041	8,728
2011	43,740	34,375	9,364
2012	45,133	35,470	9,663
2013	46,526	36,565	9,961
2014	47,919	37,660	10,259
2015	49,313	38,755	10,557
2016	50,706	39,850	10,856
2017	52,099	40,945	11,154

Years	Annual requirement of LCVs		
	Total	less than 50HP	greater than 50 HP
2018	53,492	42,040	11,452
2019	54,885	43,135	11,751
2020	56,279	44,230	12,049
2021	57,672	45,325	12,347
2022	59,065	46,420	12,645
2023	60,458	47,515	12,944
2024	61,851	48,610	13,242
2025	63,245	49,704	13,540
2026	64,638	50,799	13,839
2027	66,031	51,894	14,137
2028	67,424	52,989	14,435
2029	68,818	54,084	14,733
2030	70,211	55,179	15,032
2031	71,604	56,274	15,330
2032	72,997	57,369	15,628
2033	74,390	58,464	15,926
2034	75,784	59,559	16,225
2035	77,177	60,654	16,523
<b>Total</b>	<b>1,552,226</b>	<b>1,219,906</b>	<b>332,320</b>

The graphical representation is as under:





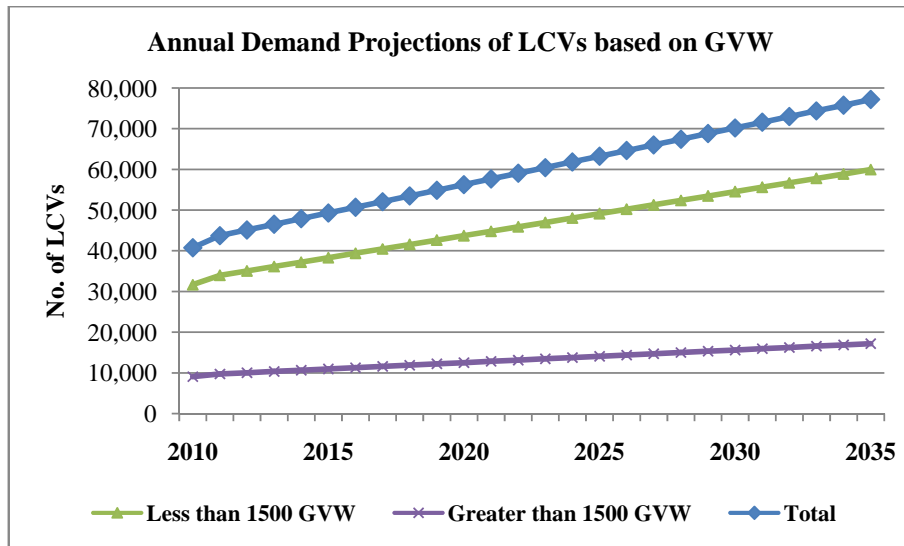
## 6.5 Annual Forecast of LCVs based on GVW

As discussed earlier, the LCVs can also be categorized in two categories with respect to their GVW, i.e. less than 1,500Kg and more than 1,500KG.

The requirement for both these types in 2009 was 78% and 22% respectively. Keeping the same ratio, the projected requirement for both the categories is as under:

Years	Annual requirement of LCVs		
	Total	Less than 1,500Kg	Greater than 1,500Kg
2010	40,769	31,678	9,091
2011	43,740	33,987	9,753
2012	45,133	35,069	10,064
2013	46,526	36,152	10,374
2014	47,919	37,235	10,685
2015	49,313	38,317	10,996
2016	50,706	39,400	11,306
2017	52,099	40,482	11,617
2018	53,492	41,565	11,927
2019	54,885	42,647	12,238
2020	56,279	43,730	12,549
2021	57,672	44,812	12,859
2022	59,065	45,895	13,170
2023	60,458	46,978	13,481
2024	61,851	48,060	13,791
2025	63,245	49,143	14,102
2026	64,638	50,225	14,413
2027	66,031	51,308	14,723
2028	67,424	52,390	15,034
2029	68,818	53,473	15,345
2030	70,211	54,555	15,655
2031	71,604	55,638	15,966
2032	72,997	56,721	16,277
2033	74,390	57,803	16,587
2034	75,784	58,886	16,898
2035	77,177	59,968	17,209
<b>Total</b>	<b>1,552,226</b>	<b>1,206,117</b>	<b>346,109</b>

The graphical presentation of the table is as under:



## 6.6 Factor Influencing LCV Potential Demand in Future

There are many factors that can influence the future requirement of the LCVs. The consultant understands that following can be influential in this connection:

- Opening of trade corridor to central Asia.
- Increase in middle group population
- Increase in Pakistan's potential to export vehicles
- Timely availability of LCVs
- Favorable auto financing
- Replacement of animal cart in urban areas
- Others such as establishment of VICS etc.

The consultant's estimation of impact due to these factors is stated below:

### 6.6.1 Opening of trade corridor to central Asia

Opening of CAS corridor is expected to have positive impact on Pakistan's industry and transport. It will open new avenues in terms of trade and industrialization. With respect to LCVs, this is expected to have some influence on the requirement. Its impact on requirement of Light Commercial Vehicles is likely to be in excess of 3% as estimated by the Consultants.

### 6.6.2 Increase in middle age group Population

The middle age group shall mean in requirement of more jobs. The growing group shall look either for office jobs, which are mainly bound with education. There is a fairly large group of this population which is not educated enough to get office jobs. In case the conditions are favorable and development/trade improved, some of these shall opt for starting their own business in shape of transportation through LCVs. The consultant understands that its impact on requirement of Light Commercial Vehicles will be around 4%.

### 6.6.3 Increase in Pakistan's potential to export vehicles

This factor is dependent on many factors particularly the space given by China, India, Thailand, Malaysia, Taiwan, Iran and other regional players in the export market. The consultant has estimated its impact on production as 10% in case the favorable conditions can be generated

### 6.6.4 Timely Availability of LCVs

The timely availability of LCVs can have a better impact on production as the delayed deliveries can cause disenchantment of the buyers, however this demands more financing in the sector. The consultant therefore has not considered its impact on production for the time being.

### 6.6.5 Favorable Auto financing

In case government can provide support for auto financing, the more buyers shall be attracted to purchase the LCVs. The consultant has estimated its impact on production as 5%.

### 6.6.6 Replacement of Animal Cart in urban areas

The general trend in the urban areas currently is to transport the goods through animal driven carts to the truck stands for further long haulage or intercity transportation. The environment regulations are forcing the administrations to switch over to mechanized systems. This shall have a positive impact on the production of LCVs. Since this switch over is slow, the consultant has estimated its impact on production as 3%.

## 6.7 **Overall Impact of External Factors on LCV Projected Demand**

The overall impact of the factors other than 12 years replacement is 25%. The consultant has assumed that the impact shall be gradual. In years 2010-11 we have not considered any impact as 2010 has passed and in 2011, implementation of factors shall be difficult. 2013 is considered as first year for start of implementation of these factors. In the first year it is considered as 5% and then every year increasing it by 5%. In the fifth year onward, the impact shall be full, i.e. it is understood that these impacts shall reach their maximum level. Based on these impacts, the overall annual requirement of LCVs on 12 years replacement plan during the projected period is estimated as under:

<b>Years</b>	<b>LCVs Required under normal business</b>	<b>Additional LCVs Required due to other factors</b>	<b>Total LCV Demand</b>
2010	40,769	0	40,769
2011	43,740	0	43,740
2012	45,133	2,257	47,390
2013	46,526	4,653	51,179
2014	47,919	7,188	55,107
2015	49,313	9,863	59,175
2016	50,706	12,676	63,382
2017	52,099	13,025	65,124

<b>Years</b>	<b>LCVs Required under normal business</b>	<b>Additional LCVs Required due to other factors</b>	<b>Total LCV Demand</b>
2018	53,492	13,373	66,865
2019	54,885	13,721	68,607
2020	56,279	14,070	70,348
2021	57,672	14,418	72,090
2022	59,065	14,766	73,831
2023	60,458	15,115	75,573
2024	61,851	15,463	77,314
2025	63,245	15,811	79,056
2026	64,638	16,159	80,797
2027	66,031	16,508	82,539
2028	67,424	16,856	84,280
2029	68,818	17,204	86,022
2030	70,211	17,553	87,763
2031	71,604	17,901	89,505
2032	72,997	18,249	91,246
2033	74,390	18,598	92,988
2034	75,784	18,946	94,729
2035	77,177	19,294	96,471
<b>Total</b>	<b>1,552,226</b>	<b>343,666</b>	<b>1,895,893</b>

It is evident from the table that the requirement of new plant or expansion of the existing plants is anticipated in the year 2013 provided the factors highlighted in section 6.6 are materialized.

The total annual requirement of LCV shall follow the base case route in case the above factors are not materialized.

## **6.8 Price Forecast of LCVs**

Consultant understands that the cost is influenced by following factors:

- Share of each country involved in the production
- Inflation in the country of production

The assumptions taken by the consultant against each of these factors is given below:

### 6.8.1 Share of each country involved in the production

The Consultant understands that in LCV sector of Pakistan, three countries are mainly involved: Japan for technology and specific products, China for intermediate manufacturing and Pakistan for ultimate production

Consultant has assigned 10% cost attributable to Japan activities, 30% to China and remaining 60% to Pakistan

### 6.8.2 Inflation in the countries involved in production of LCV

The historical annual increase in the inflation in countries involved has impact on their currency parity with Pakistan Rs. On the average of last 10 years was found as under:

- Average annual increase in Rs. to Yen Parity 7.43%
- Average annual increase in Rs. to Yuan Parity 8.36%
- Average annual increase in WPI in Pakistan 11.28%

Consultant understand that due to current economic condition of world, these values may persist for next 3-4 years, however after improvement in these conditions, these are expected to reduce @5% per year.

### 6.8.3 Based on the factors stated in above two sub-sections and assumptions, the cost of LCV can be projected as under/

<b>Years</b>	<b>Price LCV upto 50 HP (Rs.)</b>	<b>Price LCV above 50 HP (Rs.)</b>
2010	256,230	533,160
2011	281,897	586,568
2012	310,136	645,326
2013	341,203	709,970
2014	375,382	781,090
2015	411,105	855,421
2016	448,271	932,756
2017	486,771	1,012,866
2018	526,487	1,095,507
2019	567,296	1,180,422
2020	609,069	1,267,344
2021	651,676	1,356,000
2022	694,985	1,446,115
2023	738,862	1,537,413
2024	783,176	1,629,623
2025	827,800	1,722,476

<b>Years</b>	<b>Price LCV upto 50 HP (Rs.)</b>	<b>Price LCV above 50 HP (Rs.)</b>
2026	872,608	1,815,712
2027	917,480	1,909,081
2028	962,301	2,002,343
2029	1,006,960	2,095,270
2030	1,051,356	2,187,648
2031	1,097,709	2,284,098
2032	1,146,105	2,384,801
2033	1,196,635	2,489,943
2034	1,249,394	2,599,721
2035	1,304,478	2,714,340

## **6.9 Conclusion**

- Average annual growth of LCV on-road is found as 10.5% based on 2002-2009 data
- Net addition of LCVs on road during 2002-2009 is 114,060. This averages annually 14,258 LCVs.
- During the same period, the retirement of vehicles (based on 20 years life) amounts to 93,670. This averages annually 11,709 LCVs. Based on these two figures, the annual LCV requirement is worked out as 25,966.
- The total LCVs produced and imported in last eight years are worked out as 206,474 LCVs. This translates to 25,805 LCVs annually.
- In case the current ratio of 62.6:32.4 between local and imported LCV sustains, then the requirement of change in production mix/new plant/expansion of existing shall be due when the local projected demand exceeds approximately 49,300 per annum. Anticipated requirement exists in 2015 in this case
- Implementation of factors influencing the demand translated to requirement of new plant or expansion of the existing plants in the year 2013

**CHAPTER-7**

**SINDH ENGINEERING LIMITED  
AND POSSIBLE PARTNERSHIP**

## CHAPTER-7

### SINDH ENGINEERING LIMITED AND POSSIBLE PARTNERSHIP

#### 7.1 Introduction

Sindh Engineering (Private) Ltd was established as Wazir Ali Engineering Limited on 7<sup>th</sup> May 1963 in Karachi. Later it was nationalized in 1973 and renamed to Sindh Engineering (Pvt.) Ltd. vide notification S.R.O. 206 (1)/73 of the Gazette of Pakistan Extraordinary, dated February 19, 1973. It is an automobile assembly-cum-progressive manufacturing unit. It is now 100% owned by the Government of Pakistan through Pakistan Automobile Corporation & administratively under Ministry of Industries & Production.

The company plant and head office are located at 16-Dockyard, West Wharf, Karachi, Pakistan near Karachi Port. In the vicinity of the plant, there are a number of multinational companies such as ICI, Novartis, Pfizer and GSK.

#### 7.2 Business History of SEL

- 1963-1973, involved in manufacturing of assembly tools, hollow plate bridges for Army, Lambretta Scooter, components for night vision devices
- 1973-1978, involved in manufacturing of Suzuki Motorcycles, Volkswagen commercial vehicle 2.5 tons, Toyota Hiace, trailers/dump bodies and cargo bodies
- 1978-2003, involved in manufacturing of Mazda Light Truck (2.7, 3.0 & 3.5Ton), 27 seat busses
- 2003-2009, involved in manufacturing of Dong Feng (China origin) LCVs of 1.8 and 4.6 tons, Suzuki Van, Hyundai mini truck, Zabardast Truck etc.
- Since 2010 the plant is not operational

#### 7.3 Land & its Ownership Status

As per information provided by SEL, the premises covers three plots identified as Plot # 16, 17 & 18. The entire land is owned by Karachi Port Trust (KPT) and leased to SEL for 25 years period renewable for further period of 25 years. The current status of land is as under:

##### Plot no. 18:

This plot measuring 8,351 sq. meter is validly leased till 30.06.2029. The documentation of this lease is in process and the Deed document will be available as soon as the procedural formalities are completed.

##### Plot no. 17:

This plot measuring 8,311 sq. meter is leased till 30.06.2024. This Deed is available with SEL.

##### Plot no. 16:

This plot measuring 14,775 sq. meter, is in the name of SEL. However under an agreement with Pak Suzuki Motors Company (PSMC) a portion of it measuring 7,831 sq. meter was given to them sometime back, thereby retaining of 6,944 sq. meter with SEL.



The lease of this plot had expired on 31.07.1998 and its fresh lease for further 25 years is to be processed. However this action is held up due to finalization of procedural requirements for bifurcating the plot under the two names of SEL and PSMC. No sooner KPT documents this division, the lease of the portion measuring 6944 sq. meter in the possession and use of SEL will be documented. This lease will be valid till 31.07.2023. It is worth mentioning that lease rent is being continuously paid by SEL to KPT.

#### 7.4 Office & Plant Areas

As per information supplied by SEL, total land area is 23,630.25M<sup>2</sup> out of which 17,350.23M<sup>2</sup> is covered. (Consult understands that the areas given above sum-up as 2366 sq. meter) The detail of covered area is as under

Plot No.	Covered Area (M <sup>2</sup> )	Un Covered Area (M <sup>2</sup> )	Total Area (M <sup>2</sup> )
16	4,022.61	2,885.28	6,907.89
17	6,177.08	2,184.10	8,361.18
18	7,159.54	6,201.64	8,361.18
Total	17,359.23	6,271.02	23630.25

#### 7.5 Production Facilities:

- Assembly line for commercial vehicles from 0.5 Ton to 5.0 Tons.
- Engine Assembly Shop
- Spot Welding Section
- Chassis Welding / Riveting Section
- Paint Shop having 3 ovens and two painting booths.
- Welding Shop (Electric, Gas and CO<sub>2</sub> welding available).
- Fabrication Shop having hydraulic shearing machine, hydraulic brake press & Machine Shop.

The Plant operations are carried out at different Locations/Hangars is detailed below:-

a) Hangar No 1

This is the Assembly shop for Dong Feng EQ-1061 (4.6 Ton) Truck & Bus chassis. Its size is 76.2M x 16.5M. The main assembly line is 41M in length and the Cab Trim line is 22M in length. All Tools/Equipments required for assembly work e.g. Trolleys, Hoists, Pneumatic Nut Runners, Torque Wrench, etc are available.

b) Hangar No 2

This is a big shop. Size 32M x 76.2M. There is a 2.4M wide passage throughout the shop. On one side of the passage SEL Stores are located which includes store for local parts, for Raw Materials e.g. Steel Sheets, Tubes, Pipes, Shafting, miscellaneous items. At the end of the hangar, there is a small press shop which has 5 Nos. mechanical presses.

On the other side of the passage are some machine tools, welding shop (Electric Arc Welding) and maintenance sections.

c) Hangar No 3

The shop size is 24.58M x 76.2M. It was previously used for Bus body fabrication but now it is not in use and lying vacant.

d) Hangar No 4

The shop size is 17.984M x 76.2M. It has a hydraulic shearing machine and a Brake Press. Truck Cargo Body is fabricated here.

e) Hangar No 5

The size of this shop is 60.96M x 21.085M. In this shop assembly of Pickup and Bus Chassis is done. Length of main assembly line is 42M and length of Cabin Trim line is 32M.

Also in one section of this shop chassis assembly (Riveting) of EQ-1061 Truck is also done. There are 2 nos. hydraulic units operating 4 nos. Riveting guns imported from DFM China for Riveting section.

f) Hangar No 6

This has the Spot welding Shop. Its size is 60.96M length x 15.165M width. There are two welding lines one for 4.6 Ton and the other for 2.0 Tons.

The numbers of transformers can be increased to 20 and the number of welding guns to 40 if production is increased.

g) Hangar No 7

This is Paint Shop. Its size 38M x 56.62M. It has 4 Nos. Ovens, 4 Nos. Paint Spray booth and a large Phosphating area.

h) Hangar No 8

The size of this shop is 61 x 10.6M. Previously it used to be workers canteen. At present it is empty.

i) Hangar No 9

This comprises of Pre Delivery Inspection Shop, Compressor Room, Generator Room and KESC substation.

The Pre Delivery Inspection (PDI) has all testing facilities (e.g. Brake Tester, Side Slip Tester, Speedometer Tester, headlight Tester, Shower Tester, etc) necessary for checking vehicles functional. There are three Air Compressors in the compressor room with a total air capacity of 1250 cfm. A 774 KVA capacity diesel generator of PUMA brand as standby power supply arrangement. At present the generator is out of order.

In addition to these shops, (i.e. Hangar No 1 to Hangar No 9) SEL has:-

- Engine Assembly Workshop equipped with necessary tools / equipments for assembly and a Dynamometer for functional testing of engines.

- There is a worker's Canteen, a dispensary, offices for Production / Quality Control Staff and an office for Critical Inspection of Parts.
- The layout plan of SEL redrawn by the consultant is provided in Annex-2.

## **7.6 Equipment & Machinery**

The list of Equipment and Machinery installed at SEL is provided in Annex-3

## **7.7 Utilities Details**

### **7.7.1 Electrical**

The plant is connected to electrical power and a power transformer 1,500KVA is installed. The Sanctioned load was 1,500 kW. The existing tariff is B3-1H

### **7.7.2 Standby Generator**

A 774 KVA capacity diesel generator of PUMA brand as standby power supply arrangement. At present the generator is out of order.

### **7.7.3 Natural Gas**

The plant is connected to natural gas with a Permissible Pressure of 8psig the applicable tariff is industrial.

### **7.7.4 Total Water Capacity**

SEL Plant has 4 Nos. underground water tanks having total capacity of 44,700 US Gallons. Also one overhead water tank of 20,00US Gallon capacity is available.

### **7.7.5 Compressed Air**

SEL has 3 No air compressors with a total capacity 1,250 cfm.

## **7.8 Classified Vendor's List**

SEL has a long list of vendors who used to supply various items to the entrepreneur. The list of classified vendors is placed as Annex-4

## **7.9 Organization**

The current staff of SEL consists of 26 persons out of which 24 are management personnel and 2 are non management personnel. Non permanent employees are 54.

## **7.10 Financial Position**

The financial position of the firm has been deteriorating during the last few years. The audit reports of the company for years 2007 thru 2010 reveal the following:

Date of the Latest Balance Sheet	June 30, 2010
Paid up Capital	Rs. 20,000,000
Fixed Assets	Rs. 28,619,582

Curent Assets	Rs. 54,324,209
Long Term Liabilities	Rs. 59,255,612
Curent Labilités	Rs. 363,149,348
Net Worth	(Rs 339,420,817)
Solvency Ratio (Current Assets/Current Liabilities)	0.078

The financial statements also reveal the following:

Year	Domestic Revenue (Rs.)	Export Revenue (Rs.)	Total (Rs.)
2010	14,835,957		14,835,957
2009	26,885,209		26,885,209
2008	68,076,780		68,076,780
2007	33,712,745		33,712,745

#### 7.11 Valuation of Assets

The assets valuation has been recently done by M/s Harvester Services (Pvt.) Limited on September 27, 2010. The valuator has assessed the current value as under:

Description	Assessed Value (Rs.)
Land	169,830,000
Civil Works	42,299,986
Machinery	14,261,765
<b>Total</b>	<b>226,391,751</b>

The valuator has assessed the forced sale value as Rs. 189,604,900. The copy of detailed report is placed as Annex-5

#### 7.12 Strengths, Weaknesses, Opportunities & Threats (SWOT Analysis)

SWOT analysis for the plant was carried out by the consultants and findings were as under:

##### Strength

- Existence of buildings / civil infrastructure and availability of utilities in SEL
- Availability of plant & machinery for manufacturing of LCVs
- Availability of Distribution/ Marketing Channels
- Location of the plant in the hub of industries owned by multinational companies
- Availability of Vendor support to SEL

**Weaknesses**

- Plant's Buildings and infrastructure is quite old and likely to be depreciated to its scrapped value soon depending on its age
- Most of the equipment with the company is redundant or very old
- The existing plant is in 23,606M<sup>2</sup> of land may not be adequate to meet the expansion requirement of the plant
- Availability of skilled manpower for modern machinery
- It is a state owned enterprise

**Opportunities**

- Opportunity of establishing Public Private Partnership exists
- To fill the existing and future market gaps of LCVs
- To meet export potential
- Potential of manufacturing of busses, bus bodies, tractors as well as parts for automobile industry (other manufacturers)
- Production of cars/ LCVs on alternate low cost fuels

**Threats**

- Security Issue
- Continuation of double digit inflation
- International price Competitiveness
- Adequacy of power availability to the plant
- Unavailability of CNG and corresponding higher prices of the fuel in the international market
- Increase in the %age share of imported LCVs

**CHAPTER-8**

**SINDH ENGINEERING LIMITED  
REVIVAL**

## CHAPTER-8

### SINDH ENGINEERING LIMITED -REVIVAL

#### 8.1 Introduction

The enterprise has been involved in manufacturing of a number of vehicle types, however due to various reasons, the plant has gone sick and its revival is under discussion.

#### 8.2 Joint Venturing History in LCV manufacturing Industry

In Pakistan, various LCV manufacturers have been involved in joint ventures with foreign manufacturers for production of various units. The list of manufacturers entered into J/Vs is under:

Sr. #	Manufacturer/ Assembler	Joint Venture Partner(s)
1	M/s Pak Suzuki Motor Company Limited, Karachi	Suzuki Motor Corporation, Japan
2	Indus Motor Company Ltd., Karachi	Toyota Motor Corporation, Japan Toyota Tsusho Corporation, Japan
3	Dewan Farooque Motors Ltd, Karachi	KIA, Korea Hyundai, Korea
4	Sind Engineering (Pvt) Ltd. , Karachi	-
5	Master Motors Corp. Ltd. Karachi	Mitsubishi Fuso Truck and Bus Corporation (MFTBC), Japan
6	Karakoram Motors (Pvt) Ltd, Karachi	Chongqing Lifan Industry (Group) Co., Ltd., China
7	Roma Motor Company , Karachi	China

As can be seen, all manufacturers except SEL have made joint venturing arrangements or technology acquisition with foreign companies. These plants narrate a success story. We understand that a joint venture on similar lines or PPP arrangement with foreign investor can make SEL also a success story.

#### 8.3 Case Study of Old Automotive Manufacturing Plants

The Consultant has reviewed the proceedings of the old automotive manufacturing plants in USA. A total of 64 USA plants were examined. The plants installed in 19<sup>th</sup> and 20<sup>th</sup> century; were included in the study. Average life of these plants was found around 47 years. The current status of the plants reviewed is as under:

Current Status of old plants	No.	%age
Other automotive manufacturers	2	3.1%
Other Products manufacturers	2	3.1%
Parts Manufacturers	1	1.6%
Hotel/Housing/School	4	6.3%
Warehouse/ Show Room	3	4.7%

<b>Current Status of old plants</b>	<b>No.</b>	<b>%age</b>
Industrial Park	2	3.1%
Shopping Mall	3	4.7%
Commercial Complex	6	9.4%
Public Place/Park	3	4.7%
Air Force base/testing Complex/Aerotropolis	3	4.7%
Museum	2	3.1%
Idle	6	9.4%
Demolished	8	12.5%
Data not Available	19	29.7%
<b>Total</b>	<b>64</b>	<b>100.0%</b>

It was observed that major reasons for closure of plants were recession, introduction of new technologies and thin profitability etc.

Only five plants out of these were found to be purchased by other automobile or parts manufacturers. Fate of other 59 is visible from the list above.

#### **8.4 SEL Revival-Discussion**

The case study narrated above concludes that in country like USA, the automobile plants after an average life of 50 years are transformed to other business enterprises these closures are generally because of rapid technology improvement and big recessions. However still there are examples that some of these plants were revived. In Pakistan, the technology growth is not that quick, as well as economic conditions are now improving; therefore SEL can also try for revival of the plant.

The land available with SEL is high value and in case they are not interested to convert this plant into another business, then the revival as a plant can be examined in many ways.

The SEL plant has adequate machinery (although old) and land. The required manpower is also available in the market. If Public Private Partnership (PPP) is established, then the newly formed management can examine many possibilities for revival of the SEL. The possible ways are discussed as below:

##### **8.4.1 Continue as LCV Manufacture**

SEL has capabilities to produce LCVs including machinery & equipment (although old) and it has adequate land and distribution channels. The demand in the market also exists. The funding required for initiating manufacturing activity will be available as a result of PPP, therefore LCV manufacturing can be started as first choice.

In case a PPP is established with foreign investor there is likelihood that the vehicles manufactured in SEL shall be exported, for example Thailand is producing a very big number of LCVs based on these kinds of partnerships.

The current high fuel prices invite every body's attention towards fuel economic vehicles or vehicle using alternate low price fuel. The new management could look into manufacturing LCVs of these types as these are expected to gain popularity with nominal and traditional marketing efforts.



#### **8.4.2 Manufacture busses/bus bodies**

The SEL has been producing busses and their bodies in the past. In case a PPP arrangement can be affected with a party interested in marketing of busses, it can be one way of revival of the plant. It is observed that the provincial governments are inclined towards establishment of VICS which shall translate in making a good number of busses off-road. This is expected to generate a large number of quality busses. In this case SEL can benefit from the gap thus generated.

#### **8.4.3 Manufacture Tractors**

During the discussions with SEL management revealed that the existing facilities in SEL can be effectively utilized for manufacturing of tractors. It is therefore considered one of the revival options.

#### **8.4.4 Manufacture parts for other Automobiles Manufacturers**

The SEL can transform themselves to auto parts producer for other plant manufacturing the busses/trucks/prime movers. This shall however depend on the new management when PPP is affected

### **8.5 Conclusion**

The SWOT analysis carried out in the previous chapter reveals that the possibility of revival of SEL exists for manufacturing of LCVs under a PPP arrangement.

## ANNEXES

**INTERNATIONAL CATEGORIZATION OF VEHICLES**

**INTERNATIONAL CATEGORIZATION OF VEHICLES**

Vehicle categories are defined according to the following international classification:

1. **Category M:** Motor vehicles with at least four wheels used for the carriage of passengers
  - Category M1:** Vehicles used for the carriage of passengers and comprising no more than eight seats in addition to the driver's seat
  - Category M2:** Vehicles used for the carriage of passengers and comprising no more than eight seats in addition to the driver's seat, and having a maximum mass not exceeding 5 tons
  - Category M3:** Vehicles used for the carriage of passengers and comprising no more than eight seats in addition to the driver's seat, and having a maximum mass exceeding 5 tons
  
2. **Category N:** Motor vehicles with at least four wheels used for the carriage of goods
  - Category N1:** Vehicles used for the carriage of goods and having a maximum mass not exceeding 3.5 tons
  - Category N2:** Vehicles used for the carriage of goods and having a maximum mass exceeding 3.5 tons but not exceeding 12 tons
  - Category N3:** Vehicles used for the carriage of goods and having a maximum mass exceeding 12 tons
  
3. **Category O:** Trailers (including semi-trailers)
  - Category O1:** Trailers with a maximum mass not exceeding 0.75 tons
  - Category O2:** Trailers with a maximum mass exceeding 0.75 tons but not exceeding 3.5 tons
  - Category O3:** Trailers with a maximum mass exceeding 3.5 tons but not exceeding 10 tons
  - Category O4:** Trailers with a maximum mass exceeding 10 tons

**ANNEX-2**

**LAYOUT PLAN OF SEL**



**ANNEX-3**

**EQUIPMENT AND MACHINERY INSTALLED AT SEL**

**SIND ENGINEERING (PVT) LTD****List of Plant and Machinery**

<b>Sr. #</b>	<b>Description / Specification &amp; Model</b>	<b>Make</b>	<b>Qty</b>	<b>Remarks</b>
1	<b>Lathe Machine</b> Spindle Bore Dia 35 mm Swing Dia 365 mm working Length 1000 mm (LC4D)	PMTF PAK	01	Used and in good working condition.
2	<b>Shaper Machine</b> Stroke 450 mm Table size 450 x 400 mm (PECO)	PECO	01	-do-
3	<b>Capstan Lathe</b> Spindle Bore Dia 50 mm Swing Dia 360 mm, Working Length 750 (R-5)	Checho Slovakia	01	-do-
4	<b>Central Lathe</b> Spindle Bore Dia 50 mm Swing Dia 430 mm working Length 1000 mm (VDF)	Germany	01	-do-
5	<b>Universal Milling Machine,</b> Table Size 1300 x 330 mm, Job Height 360 mm (K6U)	PMTF PAK	01	-do-
6	<b>Thread Rolling Machine,</b> Threading Dia 5-75 mm, Threading Length 200 mm	Germany PeeWee	01	-do-
7	<b>Shaft Grinding Machine,</b> Job Dia 75 mm Job Length 600 mm	Germany	01	-do-



Sr. #	Description / Specification & Model	Make	Qty	Remarks
8	<b>Surface Grinding Machine,</b> Table size 1600 x 400 mm	England Churchill	01	-do-
9	<b>Tool Grinding Machine</b> (Double end) 1400 Rpm.	Pak	01	Used and in good working condition.
10	<b>Surface Grinding Machine</b> Table Size 850 x 300 mm	Siemens Germany	01	-do-
11	<b>Reciprocating Saw Machine</b> RPM 1-10	Pak Golden Star	01	-do-
12	<b>Eccentric Press Machine</b> Capacity 300 Tons	Pak Ilamdin	01	-do-
13	<b>Eccentric Press Machine</b> Capacity of 150 Tons	“	01	-do-
14	<b>Eccentric Press Machine</b> Capacity of 50 Tons	“	01	-do-
15	<b>Eccentric Press Machine</b> Capacity of 50 Tons	Germany	01	-do-
16	<b>Eccentric Press Machine</b> WBN 50 Tons	Switzerland	01	-do-

Sr. #	Description / Specification & Model	Make	Qty	Remarks
17	<b>Shearing Machine,</b> 300 Tons, Shearing blade (4 Nos 1 set) L=16', t = 1/16" - 1/2"	England Pearson	01	-do-
18	<b>Bending Press</b> 300 Tons, Bending Dies & Punch L-16'	England Pearson	01	Used and in good working condition.
19	<b>Distance Measuring Machine.</b> For shim measurement of differential assy. SEL made as per Mazda Specification (SBC-15)	Pak Inhouse SEL	01	-do-
20	<b>Bench Drilling Machine</b> Double capacity Dia 13 mm	Japan Kira & Local	04	-do-
21	<b>Pillar Type Drilling Machine</b> Double capacity Dia 20 mm PD-20	PAK- PECO	04	-do-
22	<b>Tyre Balancing Machine</b> (Corghi ET-77)	Italy	01	-do-
23	<b>Sealer Pump</b> 100 PSI, P-7 Bar	USA	01	-do-
24	<b>Co Welding Plant</b>	BOC England	01	-do-
25	<b>Tool Grinder</b> D/End, 1400 RPM	Pak	06	-do-

Sr. #	Description / Specification & Model	Make	Qty	Remarks
26	<b>Hand Fly Press,</b> 2 Tons	Pak	02	Used and in good working conditions
27	<b>Sheet Roller Press</b>	Pak	01	-do-
28	<b>Disc Cutter</b>	Local	01	-do-
29	<b>Hand Bending Press</b>	“	03	-do-
30	<b>Grease Filler Container</b> 10 Kg	West Germany	01	-do-
31	<b>Hydraulic Press</b> 15 Tons	Japan	01	-do-
32	<b>Electric Hoist,</b> 1000 Kg	Japan	10	-do-
33	<b>Electric Hoist</b> 500 Kg	Japan	03	-do-
34	<b>Riveting Machine Set</b>	China	02	-do-

Sr. #	Description / Specification & Model	Make	Qty	Remarks
35	<b>Electrical Hoist - 2000 Kg</b>	Japan	01	Used and in good working conditions
36	<b>Electrical Hoist - 2500 Kg</b>	Japan	01	-do-
37	<b>Co Welding Plant</b>	BOC England	01	Almost new one
38	<b>Welder Air Receiver Compressor</b> Capacity 200 Ltrs	Britain	01	Used and in good working conditions
39	<b>-do-</b>	“	02	Requires repairs and maintenance
40	<b>Welder Oil Transformer</b> 300 A 24 KVA (POL) Freq. 50 H.	Pak	21	Used and in good working condition
41	<b>D.C. Arc Welder / Generator</b> 600 Amp	Japan	08	-do-
42	<b>Welding Converter</b> 600 Amp	Korea	10	-do-
43	<b>Welding Air Transfer</b>	Pak Oxygen	03	-do-

Sr. #	Description / Specification & Model	Make	Qty	Remarks
44	<b>Welding Plant England</b> 400 Amp	England	01	Used and in good working condition
45	<b>BSO Welding Transformer</b>	England	08	-do-
46	<b>Battery Charger</b>		01	Requires repairs and maintenance
47	<b>Bench Drill Machine</b> Double Capacity Dia 13 mm	Japan Hitachi & Daruna	02	-do-
48	<b>MDS Machine for differential Assy of Mazda</b>	Japan	01	-do-
49	<b>Spot Welding Gun</b>	China	18	Used and in good working condition
50	<b>Welding Transformer for Spot Gun</b> - 100 KVA	Japan	17	-do-
51	<b>Cooling Tower for Spot Welding</b>	Local	01	-do-
52	<b>Gas Welding &amp; Cutting Set with Accessories</b>	-	03	-do-

Sr. #	Description / Specification & Model	Make	Qty	Remarks
53	<b>Phosteam / Carcher Plant</b>	Local	01	Used and in good working condition
54	<b>Dry Off Oven</b> L-7MXW=3.4 M - 150 to 120 C°	Local	01	-do-
55	<b>Prime Oven</b> L-6MXW=3.4M - 150 to 120 C°	Local	01	-do-
56	<b>Baking Oven</b> L-8MXW=3.4M - 150 to 120 C°	Local	01	-do-
57	<b>Baking Oven</b> L-5.5MXW=3.4M - 150 to 120 C°	Local	01	-do-
58	<b>Prime Spray Booth</b> L-8MXW=4.5M	Local	01	-do-
59	<b>Final Spray Booth</b> L-15MXW=5.5 M	Local	01	-do-
60	<b>Painting Spray Booth</b> L-6.5MXW=4.8M	Local	01	-do-
61	<b>Pressure Tank (Chemical)</b>	Local	02	-do-

Sr. #	Description / Specification & Model	Make	Qty	Remarks
62	<b>D.I. Water Plant</b>	Local	01	Used and in good working condition
63	<b>Hardness Tester (Rockwell)</b>	Shimtsu Japan	01	-do-
64	<b>Engine Dynamometer</b>	Cari Schenk Germany	01	-do-
65	<b>Divilbiss Container</b>	Japan	06	<b>-do-</b>
66	<b>Divilbiss QMA Container Pressure Tank</b>	Japan	02	-do-
67	<b>Face Plate ( 2' x 3')</b>	-	01	-do-
68	<b>Engine dynamometer</b>	Cari Schenk Germany	01	Requires repairs & maintenance
69	<b>Manual Chain Pulley for Engine Lifting - 1000 Kg</b>	China	02	Used and in good working conditions.
70	<b>Air Hoist ½ Ton</b>	Japan	01	-do-

<b>Sr. #</b>	<b>Description / Specification &amp; Model</b>	<b>Make</b>	<b>Qty</b>	<b>Remarks</b>
71	<b>Engine Mounting Trolley</b>	Local	09	Used and in good working condition
72	<b>Air Hoist 1 Ton</b>	Japan	01	-do-
73	<b>Engine Parts Washing Container</b>	Local	01	-do-
74	<b>Centrifugal Pump Set 5 x 5, 20 HP, 3 Phase</b>	Local	01	-do-
75	<b>Air Compressor (Boge)</b> 650 Cfm	Germany	01	-do-
76	<b>Air Compressor (Malle)</b> 300 Cfm	Germany	01	Requires repairs and Maintenance
77	<b>Air Dryer</b>	Germany BOGE	01	Used and in good working condition
78	<b>Side Slip Tester</b>	Banzai Japan	01	-do-
79	<b>Head Light Tester</b>	-do-	01	-do-



Sr. #	Description / Specification & Model	Make	Qty	Remarks
80	<b>Standby Diesel Generator</b> 774 KVA Puma		01	Requires repairs and overhaul
81	<b>Brake Tester</b>	Banzai Japan	01	Used and in good working condition
82	<b>Diesel Generator</b> T16K 15 KVA	SDMO France	01	Almost new and in good working condition
83	<b>Battery Charger 30 Amp.</b>	-	01	Used and in good working condition
84	<b>Speedometer Tester (0 – 120 Km/hr)</b>	-	01	-do-
85	<b>Wheel Alignment</b>	-	01	-do-

**ANNEX-4**

**LIST OF SEL CLASSIFIED VENDORS**

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
	<b>ACCELERATOR PEDAL</b>							
1	KAYA CORPORATION	M.S. SHAH ROAD, LEA MARKET	37734867	32421923	M.S. SHAH ROAD, LEA MARKET	37734867	32421923	KARACHI
2	NEW TECH ENGINEERING	1117, BIJLI NAGAR, SECTOR 4-F, ORANGI	36656138	36690021	1117, BIJLI NAGAR, SECTOR 4-F, ORANGI	36656138	36690021	KARACHI
	<b>AIR CLEANER</b>							
1	KARAMAT & SONS ENGG. WORKS	SIALKOT ROAD, WANIAWALA	202064	202065	SIALKOT ROAD, WANIAWALA	202064	202065	GUJRANWALA
2	MICRO ENGINEERING	D-154, BLOCK - 5, F. B. AREA KARACHI	36365151	-	D-154, BLOCK - 5, F. B. AREA KARACHI	36365151	-	KARACHI
3	MUMTAZ ENGINEERING	WSA-5 BLOCK 14, F.B. AREA KARACHI	36323655 36347406	36347405	WSA-5 BLOCK 14, F.B. AREA KARACHI	36323655 36347406	36347405	KARACHI
4	NADEEM ASSOCIATES	3-F, NAZIMABAD III.	36615352 36616961	-	3-F, NAZIMABAD III.	36615352 36616961	-	KARACHI
5	PERVEZ ENGINEERING INDUSTRIES	M-2, E-1042, BLOCK - C, SHERSHAH.	295843	-	M-2, E-1042, BLOCK -C, SHERSHAH.	295843	-	KARACHI
6	RAZI SONS	THATTA COMPOUND M.A. JINNAH ROAD.	723834 230739	35040928	PLOT NO: 59, STREET 28, KORANGI.	723834 230739	35040928	KARACHI
7	UNITED MECHANICAL IND.	STREET NO: 11, SHAHZADA SHAHEED COLONY SHAMAN SHAH ROAD.	34296565	34274409				
	<b>ASHTRALY</b>							
1	GLAXY ENGINEERING	PLOT NO: E-1, BLOCK - B, NORTH NAZIMABAD.	36679568	32310332	PLOT NO: E-1, BLOCK - B, NORTH NAZIMABAD.	36679568	32310332	KARACHI
2	M. ISMAIL & SONS	PLOT NO: B-50, SECTOR 11-G, NEW KARACHI	651920	-	PLOT NO: B-50, SECTOR 11-G, NEW KARACHI	651920	-	KARACHI
	<b>AXLE</b>							
1	KAMRAN ENGINEERING INDUST.	F-86, SITE, KARACHI	32572505 578517	32578517	F-86, SITE, KARACHI	32572505 578517	32578517	KARACHI
2	HEAVY MECHANICAL COMPLEX	TAXILA,		519270560				TAXILA
	<b>AXLE HOUSING</b>							
1	BABAS ENGINEERING	16-KM, MULTAN ROAD, LAHORE	37511225	37511449	16-KM, MULTAN ROAD, LAHORE	37511225	37511449	LAHORE
2	BOLAN CASTING LIMITED	HUB CHOWKI, DISTRICT GT LASBELA, BALUCHISTAN.	32579681 32566714	32573558	HUB CHOWKI, DISTRICT GT LASBELA, BALUCHISTAN.	32579681 32566714	32573558	HUB
3	KAMRAN ENGINEERING INDUST.	F-86, SITE, KARACHI	32572505	32578517	F-86, SITE, KARACHI	32572505	32578517	KARACHI
4	RASTGAR ENGG. CO. (PVT) LTD	304-307, ST-3, SECTOR 1-9/3, INDUSTRIAL AREA ISLAMABAD	051-4433544-5	051-4433548	304-307, ST-3, SECTOR 1-9/3, INDUSTRIAL AREA ISLAMABAD	051-4433544-5	051-4433548	ISLAMABAD
	<b>BATTERY</b>							
1	ATLAS BATTERY LIMITED	D-181, CENTER AVENUE SITE	32567990-4	32564703	D-181, CENTER AVENUE SITE	32567990-4	32564703	KARACHI
2	AUTOMOTIVE BATTERY LIMITED	40-K, BLOCK-6, PECHS, SOCIETY DR. MAHMOOD HASAN ROAD	34536750-4 32578061-5	34538948	40-K, BLOCK-6, PECHS, SOCIETY DR. MAHMOOD HASAN ROAD	34536750-4 32578061-5	34538948	KARACHI
3	EXIDE PAKISTAN LIMITED	P.O. 3680 A/45, HILL ST. SITE	32578061-4 32571253	32561679		32578061-4 32571253	32561679	KARACHI
	<b>BATTERY CARRIER</b>							

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
1	ALLIED ENGINEERING SYNDICATE	5-A,2/11, NAZIMABAD	32564377		5-A,2/11, NAZIMABAD	32564377		KARACHI
2	NEW TECH ENGINEERING	1117, BIJLI NAGAR SECTOR 4-F, ORANGI	36656138 36652057	36690021	1117, BIJLI NAGAR SECTOR 4-F, ORANGI	36656138 36652057	36690021	KARACHI
3	TECH ENGINEERING							KARACHI
	<b>BOOSTER ASSEMBLY</b>							
1	WESTERN INDUSTRIES	OPP. SESSION COURT SIALKOT ROAD, P.O. BOX NO: 355.	33254422 33843400	33254423	OPP. SESSION COURT SIALKOT ROAD, P.O. BOX NO: 355.	33254422 33843400	33254423	GUJRANWALA
	<b>BRAKE ASSY</b>							
1	ALSONS INDUSTRIES (PVT) LTD.	S-18, S.I.T.E.	32354581 - 86	32354587	S-18, S.I.T.E.	32354581 - 86	32354587	KARACHI
2	UNI-TECH AUTO INDUSTRIES	113/15, RAHIM ROAD, MISRI SHAH LAHORE	042-37280770	042-37285330	113/15, RAHIM ROAD, MISRI SHAH LAHORE	042-37280770	042-37285330	LAHORE
3	YOUSUF INDUSTRIES	B-64, ESTATE AVENUE SITE, MANGHOPIR ROAD, P.O.BOX NO: 10652.	32571955 32572741	32561392	B-64, ESTATE AVENUE SITE, MANGHOPIR ROAD, P.O.BOX NO: 10652.	32571955 32572741	32561392	KARACHI
	<b>BRAKE LINING</b>							
1	HAFEEZ VALQA IND. (PVT) TLD.	14, ABDULLAH MANSION, GREEN STREET, PLAZA SQR. M.A. JINNAH ROAD.	37721145 37722145	37722839 37723133	14, ABDULLAH MANSION, GREEN STREET, PLAZA SQR. M.A. JINNAH ROAD.	37721145 37722145	37722839 37723133	KARACHI
2	MASCOT INDUSTRIAL CORP. (PVT) LTD.	PLOT NO: LA-4/1, FEDERAL B. AREA P.O. BOX NO: 8162	36322928	36314724	PLOT NO: LA-4/1, FEDERAL B. AREA P.O. BOX NO: 8162	36322928	36314724	KARACHI
3	SHAHEEN ENGG. WORKS	DSU-36-A, PAKISTAN STEEL INDUSTRIAL AREA BIN OASIM	34750837	34750834	DSU-36-A, PAKISTAN STEEL INDUSTRIAL AREA BIN OASIM	34750837	34750834	KARACHI
4	SIGMA IND. (PVT) LTD	1ST FLOOR STATE LIFE BULDG. NO:3, DR. ZIAUDDIN AHMED ROAD	35685333 35685433	35689258		35685333 35685433	35689258	KARACHI
	<b>BRAKE PEDAL</b>							
1	ALLIED ENGINEERING SYNDICATE	5-A,2/11, NAZIMABAD	32564377	-	5-A,2/11, NAZIMABAD	32564377	-	KARACHI
2	FALCON ENGINEERING	D-216, SITE,	32578877	32561086	D-216, SITE,	32578877	32561086	KARACHI
3	FRIENDS FOUNDRY (PVT) LTD.	311/7, PESHAWAR ROAD, P.O. BOX NO: 1336	478629	478248	PLOT NO: 54, INDUSTRIAL TRIANGLE KAHUTA	478629	478248	RAWALPINDI
4	IQBAL ENGINEERING WORKS	B-41, COMMERCIAL AREA NAZIMABAD NO: 2,	627373	-	B-41, COMMERCIAL AREA NAZIMABAD NO: 2,	627373	-	KARACHI
5	NEW TECH ENGINEERING	1117, BIJLI NAGAR SECTOR 4-F, ORANGI	36656138 36652057	36690021	1117, BIJLI NAGAR SECTOR 4-F, ORANGI	36656138 36652057	36690021	KARACHI
6	TECH ENGINEERING							KARACHI
7	STEEL CRAFTS (PVT) LIMITED	L-5-1/6, BLOCK 21, F.B. INDUSTRIAL AREA	35151352	35120981	S-204, KOT LAKHPAT, INDUSTRIAL AREA	35151352	35120981	LAHORE
	<b>BRKT. ROCKER SHAFT</b>							
1	AL-NOOR & COMPANY	81-SHAHRAH-E-QUAID-E-AZAM	37561522	-	81-SHAHRAH-E-QUAID-E-AZAM	37561522	-	KARACHI
2	THERMOSELE INDUST. (PVT) LTD.	140, MAIN INDUSTRIAL AREA, KOT LAKHPAT.	042-5118512 5117859	042-35115295	140, MAIN INDUSTRIAL AREA, KOT LAKHPAT.	042-5118512	042-35115295	LAHORE
3	ZAHEER AND SONS							KARACHI
	<b>BUMPER</b>							

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
1	AMBIDEX & COMPANY	262-EDEN COTTAGES, PHASE-1, MAIN BOLLIVARD, DEFENCE HOUSING SOCIETY	042-37563401	-	13TH K.M. GHAZI ROAD, HASANABAD,	042-37563401	-	LAHORE
2	ATTOCK ENGINEERING WORKS	PLOT NO: 561-A, ASHRAFT ABAD, HAJI MUREED GOTH, FIRDUS COLONY GULBAHAR	36364634	-	PLOT NO: 561-A, ASHRAFT ABAD, HAJI MUREED GOTH, FIRDUS COLONY	36364634	-	KARACHI
3	MODERN TECHNO ENGINEERING	102, SHBIR MANZIL, MARSTON ROAD,	37760476 37721614	37765485	PLOT NO: 100-101, SECTOR-23, KORANGI INDUSTRIAL AREA	35061886 35062110	37765485	KARACHI
4	OMAR JIBRAN ENGG. INDUSTRIES	DUS-10, PAK STEEL DOWN STREEM INSUSTRAL ESTATE, BIN QASIM.	0201-750777-79	0201-750781	DUS-10, PAK STEEL DOWN STREEM INSUSTRAL ESTATE, BIN QASIM.	201-750777-7	0201-750781	KARACHI
5	THERMOSOLE INDUST. (PVT) LTD.	140, MAIN INDUSTRIAL AREA, KOT LAKHPAT.	35118512 35117859	042-35115295	140, MAIN INDUSTRIAL AREA, KOT LAKHPAT.	35118512 35117859	042-35115295	LAHORE
	<b>CARPETS</b>							
1	DELTA INNOVATIONS (PVT) LTD.	MEZZANINE FLR. MARIUM SQUARE, SC-45, STADIUM ROAD	34923474-5	34923476	6126/B, SHERSHAH,	32565722 32566833	32566834	KARACHI
	<b>CARRIER DIFFERENTIAL</b>							
1	BOLAN CASTING LIMITED	HUB CHOWKI, DISTRICT GT LASBELA, BALUCHISTAN.	32579681 32566714	32573558	HUB CHOWKI, DISTRICT GT LASBELA, BALUCHISTAN.	32579681 32566714	32573558	HUB
2	MEHRAN ENGINEERING INDUST.							KARACHI
	<b>CASE DIFFERENTIAL GEAR</b>							
1	BOLAN CASTING LIMITED	HUB CHOWKI, DISTRICT GT LASBELA, BALUCHISTAN.	32579681 32566714	32573558	HUB CHOWKI, DISTRICT GT LASBELA, BALUCHISTAN.	32579681 32566714	32573558	HUB
2	KAMRAN ENGINEERING INDUST.	F-86, SITE, KARACHI	32572505	32578517	F-86, SITE, KARACHI	32572505	32578517	KARACHI
	<b>CASTING</b>							
1	ALLWIN ENGINEERING INDUSTRIES	LANDHI,	35016921-4 35015525-7	35011709	LANDHI,	35016921-4 35015525-7	35011709	KARACHI
2	BOLAN CASTING LIMITED	F-1, HUB RIVER ROAD, SITE,	32566714 32579681	32573558	F-1, HUB RIVER ROAD, SITE,	32566714 32579681	32573558	HUB
3	FERRO CRAFTS (PVT) LTD.	5/5, MULTAN ROAD, OPP. BENZ FACTORY	042-449429	042-758280	5/5, MULTAN ROAD, OPP. BENZ FACTORY	042-449429	042-758280	LAHORE
4	GENERAL ENGG. & AUTO WORKS	FRERE STREET DR. DAWOOD POTA ROAD,	512103 515923	-	PLOT # C1/BII, SECTOR - 16, KORANGI INDUSTRIAL AREA	35056849	313121	KARACHI
5	KAMRAN ENGINEERING INDUST.	F-86, SITE, KARACHI	32572505	32578517	F-86, SITE, KARACHI	32572505	32578517	KARACHI
6	PROMETAL LIMITED	28 K.M. SHEIKHUPURA ROAD,	37970001-4 37970222	37970797	28 K.M. SHEIKHUPURA ROAD,	37970001-4 37970222	37970797	LAHORE
7	QUALITY CASTINGS (PVT) LTD.	45-BHATTI STREET, RAVI COLONY,	37704533 37704535	37704001	45-BHATTI STREET, RAVI COLONY,	37704533 37704535	37704001	LAHORE
8	RAVI AUTOS	65, BADAMI BAGH	042-270378	042-3722243	85, K. M. SHEIKHUPURA ROAD,	042-270378	042-3722243	LAHORE
9	SIGMA IND. (PVT) LTD	1ST FLOOR STATE LIFE BULDG. NO:3, DR. ZIAUDDIN AHMED ROAD	35685333 35685433	35689258		35685333 35685433	35689258	KARACHI
10	TRANSMISSION ENGG. INDUSTRIES	B-14, BLOCK-A, SMCH SOCIETY	34552651 34553597	34556245	169-170-171/A, HUB INDUSTRIAL TRADING ESTATE	34552651 34553597	34556245	KARACHI
	<b>CLUTCH PEDAL</b>							

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
1	TECHNO STAMPING INDUSTRIES	ROOM # 401, HASAN CHAMBER OPP. CUSTOM HOUSE.	36982014	32311401	ROOM # 401, HASAN CHAMBER OPP. CUSTOM HOUSE.	36982014	32311401	KARACHI
	<b>COVER COLUMN</b>							
	KAYA CORPORATION	S.M. SHAH ROAD, LEA MARKET	37734867	32421923	S.M. SHAH ROAD, LEA MARKET	37734867	32421923	
	<b>COWLING ASSY. RADIATOR</b>							
1	GLAXY ENGINEERING	PLOT NO: E-1, BLOCK - B, NORTH NAZIMABAD.	36679568	32310332	PLOT NO: E-1, BLOCK - B, NORTH NAZIMABAD.	36679568	32310332	KARACHI
2	KAYA CORPORATION	S.M. SHAH ROAD, LEA MARKET	37734867	32421923	S.M. SHAH ROAD, LEA MARKET	37734867	32421923	KARACHI
	<b>CROSS MEMBER</b>							
1	AFTAB TECHNOLOGIES	A-81, SITE, SUPERHIGHWAY INDUSTRIAL AREA KDA SCHEME # 33.	36881274-6	36881278	A-81, SITE, SUPERHIGHWAY INDUSTRIAL AREA KDA SCHEME # 33.	36881274-6	36881278	KARACHI
2	ALAMGIR ENGINEERING	ST-2, BLOCK NO: 1, METROVILE, SITE	36650354	628854	ST-2, BLOCK NO: 1, METROVILE, SITE	36650354	628854	KARACHI
3	BALOCHISTAN ENGG. WORKS	40-C, BLOCK-6, PECHS, SHAHRAH-E-FAISAL	34541960-69	34546779	30-10/1, MOZSA SAKRAN, HUB CHOWKI, DISTT.	34541960-69	34546779	LASBELLA
4	NADEEM ASSOCIATES	3-E, NAZIMABAD-III	36615352 36616961	-	3-E, NAZIMABAD-III	36615352 36616961	-	KARACHI
5	NURSONS ENGRS & MANUFACTURERS	BUND ROAD, DAROGHWALA,	36542658	36550667	BUND ROAD, DAROGHWALA,	36542658	36550667	LAHORE
6	STAR TECH	M-2, E-1042, BLOCK - C, SHERSHAH.	-	-	M-2, E-1042, BLOCK - C, SHERSHAH.	-	-	KARACHI
	<b>CLUTCH PEDAL</b>							
1	FRIENDS FOUNDRY (PVT) LTD.	311/7, PESHAWAR ROAD, P.O. BOX NO: 1336	478629	478248	PLOT NO: 54, INDUSTRIAL TRIANGLE KAHUTA	490174	490167	RAWALPINDI
	<b>DAMPER</b>							
1	AGRIAUTOS INDUSTRIES	5TH FLOOR HOUSE OF HABIB, 3 JCHS, BLOCK 7/8, MAIN SHAHRA-E-FAISAL	34541540 34540741	34549284	5TH FLOOR HOUSE OF HABIB, 3 JCHS, BLOCK 7/8, MAIN SHAHRA-E-FAISAL	34541540 34540741	34549284	KARACHI
	<b>DASH BOARD</b>							
1	OMAR JIBRAN ENGG. INDUSTRIES	DSU-10, PAK STEEL DOWN STREEM INDUSTRIAL ESTATE, BIN QASIM,	34750777-80	34750781	DSU-10, PAK STEEL DOWN STREEM INDUSTRIAL ESTATE, BIN QASIM,	34750777-80	34750781	KARACHI
2	THERMOSOLE INDUST. (PVT) LTD.	140, MAIN INDUSTRIAL AREA, KOT LAKHPAT.	35118512 35117859	042-35115295	140, MAIN INDUSTRIAL AREA, KOT LAKHPAT.	35118512 35117859	042-35115295	LAHORE
3	UNIK FABRICS (PVT) LTD.	401-DEH DRIGH, RAFA-E-AAM SOCIETY MALIR	34592816	34574781	401-DEH DRIGH, RAFA-E-AAM SOCIETY MALIR	34592816	34574781	KARACHI
4	UNI-TECH AUTO INDUSTRIES	113/15, RAHIM ROAD, MISRI SHAH LAHORE	37280770	37285330	113/15, RAHIM ROAD, MISRI SHAH LAHORE	37280770	37285330	LAHORE
	<b>DOOR</b>							
1	TARIQ ENGINEERING (PVT) LTD.	E-5/192, HADI ROAD, MOOSA COLONY F.B. AREA.	36343946 36343956	36378933	E-5/192, HADI ROAD, MOOSA COLONY F.B. AREA.	36343946 36343956	36378933	KARACHI
	<b>DOOR GLASS</b>							
1	NOWSHERA SHEET GLASS INDUSTRIES	G-10/4, NATIONAL POLICE FOUNDATION MAUVE ROAD.	256654 859403	-	G-10/4, NATIONAL POLICE FOUNDATION MAUVE ROAD.	256654 859403	-	LAHORE
2	PAKISTAN SAFETY GLASS WORKS	PLOT # 58, SECT-28, KORANGI INDUSTRIAL AREA	35042275-6	35042276	PLOT # 58, SECT-28, KORANGI INDUSTRIAL AREA	35042275-6	35042276	KARACHI
	<b>DOOR HINGES</b>							

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
1	FAHEEM ENGINEERING	A-1-6/9, QASBA TOWNSHIP,	36650821	36650821	LS-25, SECTOR-4, MANGHOPIR ROAD, QASBA	36650821	36650821	KARACHI
2	HAWKS ENGINEERING	PLOT NO: 12, HOLIDAY PARK MUSHARAFABAD, RAIWAND ROAD,	35320608-9 35320627	35320625	PLOT NO: 12, HOLIDAY PARK MUSHARAFABAD, RAIWAND ROAD,	35320608-9 35320627	35320625	LAHORE
3	M. SHARIF & SONS	191-D, BLOCK-4, METROVILE, SITE	36652189 36692838	-	191-D, BLOCK-4, METROVILE, SITE	36652189 36692838	-	KARACHI
4	SILVERY FALCON ENGG. CORP.	SIDDIQU-E-AKBAR TOWN (BASHIR COLONY) NEAR UPPER CHENAB CANAL, BRIDGE.	0431-243081-82	0431-243082	SIDDIQU-E-AKBAR TOWN (BASHIR COLONY) NEAR UPPER CHENAB CANAL, BRIDGE.	0431-243081-82	0431-243082	GUJRANWALA
	<b>DOOR LATCHES</b>							
1	HAWKS ENGINEERING	PLOT NO: 12, HOLIDAY PARK MUSHARAFABAD, RAIWAND ROAD,	35320608 35320609	042-35320625	PLOT NO: 12, HOLIDAY PARK MUSHARAFABAD, RAIWAND ROAD,	35320608 35320609	042-35320625	LAHORE
2	JAWED METAL INDUSTRIES (PVT) LTD.	1-D-8, ST-9, 16-B, NORTH KARACHI	36972604	36972604	1-D-8, ST-9, 16-B, NORTH KARACHI	36972604	36972604	KARACHI
	<b>DOOR LOCKS</b>							
1	GENERAL LOCKS (PVT) LTD.	E-38, BLOCK-B, NORTH NAZIMABAD	36627222 36627227	36628366	E-38, BLOCK-B, NORTH NAZIMABAD	36627222 36627227	36628366	KARACHI
2	M. ISMAIL & SONS	PLOT NO: B-50, SECTOR 11-G, NEW KARACHI	651920	-	PLOT NO: B-50, SECTOR 11-G, NEW KARACHI	651920	-	KARACHI
3	TRANSPORT TECHNOLOGIES	101, NABI CENTER 13-A, GULSHAN-E-IQBAL	34967193	34987193	101, NABI CENTER 13-A, GULSHAN-E-IQBAL	34967193	34987193	KARACHI
	<b>DOOR MOULDING</b>							
1	RUBA TECH MANUFACTURING	PLOT NO: 94, SECTOR-15, KORANGI INDUSTRIAL AREA	35050092-94	35050093	PLOT NO: 94, SECTOR-15, KORANGI INDUSTRIAL AREA	35050092-94	35050093	KARACHI
2	SYNTHETIC PRODUCTS	127, S, SIE, TOWNSHIP, KOT LAKHPAT.	042-35115506-7	042-35118507	127, S, SIE, TOWNSHIP, KOT LAKHPAT.	042-35115506-7	042-35118507	LAHORE
	<b>DOOR TRIMS</b>							
1	AUTO POLYMER ENTERPRISES	C-228, NATIONAL AUTO PLAZA MARSTON ROAD	36316598 37729430	36378740	LS-19,20,21 COMMERCIAL AREA BLOCK-13, F.B. AREA	36316598 37729430	36378740	KARACHI
2	AUTOFAB	B/16, ASKARI MARKAZ, DHA.	547471	35890596	B/16, ASKARI MARKAZ, DHA.	547471	35890596	KARACHI
3	PERVEZ MECH. & ENGG. WORKS	F-47, ESTATE AVENUE, SITE	32571634	34530957	F-47, ESTATE AVENUE, SITE	32571634	34530957	KARACHI
4	PHILIPS BROTHERS		35862313 576351	-	PLOT NO: 14-15, ST-24, SECTOR-C ALLAMA IQBAL ROAD, MANZOOR COLONY,	35862313 576351	-	KARACHI
5	PROCON ENGG. (PVT) LTD.	PLOT NO: D-54-N.W.I. ZONE PORT QASIM	34720026-31	34720032	PLOT NO: D-54-N.W.I. ZONE PORT QASIM	34720026-31	34720032	KARACHI
6	RAZI SONS	PLOT NO: 59, SECTOR 28, KORANGI INDUSTRIAL AREA	35041932 35046452	35040928	PLOT NO: 59, SECTOR 28, KORANGI INDUSTRIAL AREA	35041932 35046452	35040928	KARACHI
7	RELIANCE FIBRE CRAFT	PLOT NO: SB 11-12, SECTOR-4, BLOCK ST-10, QASBA TOWNSHIP	36692747	-	PLOT NO: SB 11-12, SECTOR-4, BLOCK ST-10, QASBA TOWNSHIP	36692747	-	KARACHI
8	MEHRAN COMMERCIAL ENTERPRISES	1/C-SECTOR 21, KORANGI INDUSTRIAL AREA,	35017706	35017291	PLOT NO: 94, SECTOR-15, KORANGI	35050092-94	35050093	KARACHI
9	UNIK FABRICS (PVT) LTD.	401-DEH DRIGH, RAFA-E-AAM SOCIETY MALIR	34592816	34574781	401-DEH DRIGH, RAFA-E-AAM SOCIETY MALIR	34592816	34574781	KARACHI
	<b>EXHAUST MANIFOLD</b>							
1	ALLWIN ENGINEERING INDUSTRIES	15TH MILE, QUAIDABAD, NATIONAL HIGHWAY	35016921-4 35015525-7	35011709	15TH MILE, QUAIDABAD, NATIONAL HIGHWAY	35016921-4 35015525-7	35011709	KARACHI

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
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2	HUSSAIN ENGINEERING WORKS	PLOT NO: DSU-16, PAKISTAN STEEL INDUSTRIAL ESTATE, BIN QASIM	34750003-6	34570007	PLOT NO: DSU-16, PAKISTAN STEEL INDUSTRIAL ESTATE, BIN QASIM	34750003-6	34570007	KARACHI
3	HUSSAIN ENGINEERS	132, G.T. ROAD, BAGH BAMPURA	042-36856802	042-36811965	132, G.T. ROAD, BAGH BAMPURA	042-36856802	042-36811965	LAHORE
4	SHOAIB ENGG. & TECHNICAL SERV.	CHAMRA MANDI, NEAR NATIONAL BANK FEROWEHALA ROAD.	271237	-	CHAMRA MANDI, NEAR NATIONAL BANK FEROWEHALA ROAD.	271237	-	
5	SOHAIL ENGG. CORPORATION	ST-11, SHAHZADA SHAHEED COLONY, CHAMAN SHAH ROAD.	34273609	34274409	ST-11, SHAHZADA SHAHEED COLONY, CHAMAN SHAH ROAD.	34273609	34274409	GUJRANWALA
	<b>FACE F BUMPER</b>							
1	TARIQ ENGINEERING (PVT) LTD.	K-5/192, MOOSA COLONY F.B. AREA.	36343946 36343956	36363437	K-5/192, MOOSA COLONY F.B. AREA.	36343946 36343956	36363437	KARACHI
2	TECHNO FABRIK (PVT) LTD.	1ST FLOOR H.A. CHAMBERS NEW CHALI	32417812 32416380	32417908	1ST FLOOR H.A. CHAMBERS NEW CHALI	32417812 32416380	32417908	KARACHI
	<b>FILTER OIL BYPASS</b>							
1	NADEEM ASSOCIATES	3-E, NAZIMABAD-III	36615352 36616961	-	3-E, NAZIMABAD-III	36615352 36616961	-	KARACHI
2	TECHNO FABRIK (PVT) LTD.	1ST FLOOR H.A. CHAMBERS NEW CHALI	32417812 32416380	32417908	1ST FLOOR H.A. CHAMBERS NEW CHALI	32417812 32416380	32417908	KARACHI
	<b>FLY WHEEL</b>							
1	ALLWIN ENGINEERING INDUSTRIES	LANDHI,	35016921-4 35015525-7	35011709	LANDHI,	35016921-4 35015525-7	35011709	KARACHI
2	HUSSAIN ENGINEERING WORKS	PLOT NO: DSU-16, PAKISTAN STEEL INDUSTRIAL ESTATE, BIN QASIM	34750003-6	34570007	PLOT NO: DSU-16, PAKISTAN STEEL INDUSTRIAL ESTATE, BIN QASIM	34750003-6	34570007	KARACHI
3	HUSSAIN ENGINEERS	132, G.T. ROAD, BAGHBANPURA	36856802	36811965	132, G.T. ROAD, BAGHBANPURA	36856802	36811965	LAHORE
4	SULMAN AND COMPANY (PVT) LTD.	849, CIRCULAR ROAD.	37231754	042-271291	MILLS AREA, P.O. SHAHDRA BAGH,	37231754	042-271291	LAHORE
	<b>FUEL TANK</b>							
1	AFZAL AGRO INDUSTRIES	AFZAL CHAMBERS, NEAR RAILWAY STATION, MCLEOD ROAD,	36366501 36811853	36631768		36366501 36811853	36631768	LAHORE
2	BALOCHISTAN ENGG. WORKS	40-C, BLOCK-6, PECHS, SHAHRAH-E-FAISAL	34541960-69	34546779	30-10/1, MOZA SAKRAN, HUB CHOWKI, DISTT.	34541960-69	34546779	LASBELLA
3	KAMRAN ENGINEERING INDUST.	SIALKOT ROAD, WANAWALA	042-202064	202065		042-202064	202065	GUJRANWALA
4	METALINE INDUSTRIES (PVT) LTD.	14, K.M MULTAN ROAD, SHAHPUR	37512371-5	37510735		37512371-5	37510735	LAHORE
5	NADEEM ASSOCIATES	3-E, NAZIMABAD-III	36615352	-	3-E, NAZIMABAD-III	36615352	-	KARACHI
6	RAVI AUTOS	65, BADAMI BAGH	37920221	37924088	85, K. M. SHEIKHUPURA ROAD,	042-270378	042-72243	LAHORE
7	TEAM	B-95, BLOCK-A, NORTH NAZIMABAD	36630725	514664	PLOT NO: C, 1-6, SECTOR 12-C, NORTH KARACHI	6903672	-	KARACHI
8	UNI-TECH AUTO INDUSTRIES	113/15, RAHIM ROAD, MISRI SHAH LAHORE	042-37280770	042-37285330	113/15, RAHIM ROAD, MISRI SHAH LAHORE	042-37280770	042-37285330	LAHORE
9	YOUSUF INDUSTRIES	B-64, ESTATE AVENUE SITE, MANGHOPIR ROAD, P.O.BOX NO: 10652.	32574955 32565856	32561392	B-64, ESTATE AVENUE SITE, MANGHOPIR ROAD, P.O.BOX NO: 10652.	32574955 32565856	32561392	KARACHI
	<b>FORGED COMPONENTS</b>							
1	FORMETAL (PVT) LIMITED	A-49, SITE	32576127-9	32563905	BLOCK -C STREET 12, SHERSHAH	32576127-9	32563905	KARACHI



**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
2	HEAVY MECHANICAL COMPLEX	TAXILA,	051-5841667	519270560		051-5841667	519270560	TAXILA
3	MANAN SHAHID FORGING (PVT) LTD.	MOMINPURA ROAD, DAROGHA WALA OFF, G.T. ROAD.	36550330 36863744	36543567	MOMINPURA ROAD, DAROGHA WALA OFF, G.T. ROAD.	36550330 36863744	36543567	LAHORE
4	METAL ENGINEERING WORKS	S-4, SITE	32561122-3	32561565	S-4, SITE	32561122-3	32561565	KARACHI
5	NATIONAL AUTOMOTIVE	31-KM, G.T. ROAD, JALAL TOWN, MURID KEY	37991113-4	37991174		37991113-4	37991174	LAHORE
6	PRECISION TECHNOMETAL IND.(PVT)LTD.	BLOCK-6, STREET 12, SHERSHAH	32576127-9	32563905	BLOCK-6, STREET 12, SHERSHAH	32576127-9	32563905	KARACHI
7	STANDARD ENGG. WORKS	14-KM, MULTAN ROAD, BEHIND UNIFORM FACTORY	37510148-9	37515208	14-KM, MULTAN ROAD, BEHIND UNIFORM FACTORY	37510148-9	37515208	LAHORE
8	SULMAN AND COMPANY (PVT) LTD.	849, CIRCULAR ROAD,	37924790 37910250	37911291	849, CIRCULAR ROAD,	37924790 37910250	37911291	LAHORE
9	TRANSMISSION ENGG. INDUSTRIES	B-14, BLOCK-A, SMCH SOCIETY	34552651 34553597	34556245	169-170-171/A, HUB INDUSTRIAL TRADING ESTATE	34552651 34553597	34556245	KARACHI
	<b>GASKETS</b>							
1	AGRIAUTOS INDUSTRIES	5TH FLOOR HOUSE OF HABIB, 3 JCHS, BLOCK 7/8, MAIN SHAHRA-E-FAISAL	34541540 34540741	34549284	5TH FLOOR HOUSE OF HABIB, 3 JCHS, BLOCK 7/8, MAIN SHAHRA-E-FAISAL	34541540 34540741	34549284	KARACHI
2	CRYSTAL CORPORATION	31-D, SECTOR 15, KORANGI INDUSTRIAL AREA	35050172	35050812	31-D, SECTOR 15, KORANGI INDUSTRIAL AREA	35050172	35050812	KARACHI
3	LONGMAN MILLS	14-INDUSTRIAL AREA, GULBERG,	35755078	042-35712825		35755078	042-35712825	LAHORE
	<b>GAUGE OIL LEVEL</b>							
1	ARSLAN ENGINEERING WORKS	PLOT NO: C1-3, NORTH KARACHI INDUSTRIAL	36986239			36986239		KARACHI
2	NEW STANDARD ENGINEERING WORKS	1109, BIGLI NAGAR SECTOR 4-F, ORANGITOWN	32811022 36690227	-		32811022 36690227	-	KARACHI
	<b>GEAR SHAFT LEVER</b>							
1	ATTA-MUHD. ENTERPRISES (PVT) LTD	19 KM, MULTAN ROAD	37512531-4	37512535	19-K.M. MULTAN ROAD.	37512531-4	37512535	LAHORE
2	BALUCHISTAN ENGG. WORKS	40-C, BLOCK-6, PECHS, SHAHRAH-E-FAISAL	34541960-67	34546777	30-10/1, MOZA SAKRAN, HUB CHOWKI, DISTT.	34541960-67	34546777	LASBELLA
3	KAMRAN ENGINEERING INDUST.	SIALKOT ROAD, WANIAWALA	042-202064	202065		042-202064	202065	GUJRANWALA
4	MICRO ENGINEERING	D-154, BLOCK - 5, F. B. AREA KARACHI	36365151	-	D-154, BLOCK - 5, F. B. AREA KARACHI	36365151	-	KARACHI
5	NOOR ENGINEERING (PVT) LTD.	204, SECTOR 23, KORANGI INDUSTRIAL AREA	35064001-2	35064003	204, SECTOR 23, KORANGI INDUSTRIAL AREA	35064001-2	35064003	KARACHI
6	SULMAN AND COMPANY (PVT) LTD.	849, CIRCULAR ROAD,	37231754 37237613	042-271291	MILLS AREA, P.O. SHAHDRA BAGH,	37231754 37237613	042-271291	LAHORE
	<b>GLASS LIFTER</b>							
1	JAWED METAL INDUSTRIES (PVT) LTD.	1-D-8, ST-9, 16-B, NORTH KARACHI	36972604	36972604	1-D-8, ST-9, 16-B, NORTH KARACHI	36972604	36972604	KARACHI
2	METALINE INDUSTRIES (PVT) LTD.	SAIDPUR, MULTAN ROAD,	37842546-9	37820794		37842546-9	37820794	LAHORE
3	MULTI TECH ENGINEERING	PLOT NO: C,1,77, SECTOR 9/E, ORANGI TOWN	36692438	36694729	PLOT NO: C,1,77, SECTOR 9/E, ORANGI TOWN	36692438	36694729	KARACHI
	<b>HEADER FRONT</b>							
1	AFTAB TECHNOLOGIES	A-81, SITE, SUPER HIGHWAY INDUSTRIAL AREA KDA SCHEME # 33,	36881274-6	36881278	A-81, SITE, SUPERHIGHWAY INDUSTRIAL AREA KDA SCHEME # 33,	36881274-6	36881278	KARACHI

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

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2	NURSONS ENGRS & MANUFACTURERS	BUND ROAD, DAROGHWALA,	36542658	36550667	BUND ROAD, DAROGHWALA,	36542658	36550667	LAHORE
	<b>PLASTIC HANDLES</b>							
1	AKRAM & BROTHERS	H. NO: 266-D, BLOCK-4, METROVIL	36693674	610712		36693674	610712	KARACHI
2	GLAXY ENGINEERING	PLOT NO: E-1, BLOCK - B, NORTH NAZIMABAD.	36679568	32310332	PLOT NO: E-1, BLOCK - B, NORTH NAZIMABAD.	36679568	32310332	KARACHI
3	THERMOSELE INDUST. (PVT) LTD.	140, QUAID-E-AZAM INDUSTRIAL AREA, KOT LAKHPAT.	35118512	35115295	140, QUAID-E-AZAM INDUSTRIAL AREA, KOT LAKHPAT.	35118512	35115295	LAHORE
	<b>HOUSING BEARING</b>							
1	BOLAN CASTING LIMITED	HUB CHOWKI, DISTRICT GT LASBELA, BALUCHISTAN.	32579681 32566714	32573558	HUB CHOWKI, DISTRICT GT LASBELA, BALUCHISTAN.	32579681 32566714	32573558	HUB
	<b>HORN</b>							
1	HYBRID TECHNICS (PVT) LTD.	9, FNE ROAD,	37121783-4	37235579	149-S, INDUSTRIAL ESTATE, KOTLAKHPAT	37121783-4	37235579	LAHORE
	<b>HUB AND BRAKE DRUM</b>							
1	AL-AFTAB METAL ENGG. IND. LTD (ONLY BRAKE DRUM)	1A-A/13, SECTOR 21, KORANGI INDUSTRIAL AREA	35011633	3501846	1-A/13, SECTOR 21, KORANGI INDUSTRIAL AREA	3501163	3501846	KARACHI
2	ALLWIN ENGINEERIN GINDUSTRIES	15 MILE QAUDABAD, NATIONALHIGHWAY LANDHI	35016921-4 35015525-7	35011709				KARACHI
3	BOLAN CASTING LIMITED	F-1 HUB REIVER ROAD, SITE	32566714	32573558				HUB
4	HUSSAIN ENGINEERING WORK	DUS-16, PAKIST STEEL INDUSTRIAL ESTATE BIN QASIM.	34750003-6	34570007	PLOT NO.47, 59 & 18 TIMBER POND, KEMARI			KARACHI
5	HUSSAIN ENGINEERS	132, G.T. ROAD, BAGH BAMPURA	36856802	36811965	132, G.T. ROAD, BAGH BAMPURA	042-6856802	042-6811964	KARACHI
6	KAMRAN ENGINEERING INDUST.	F-86, SITE.,KARACHI	32572505 3578517	32578517				KARACHI
7	FOLYMER AND PRECISION ENGINEERS (PVT) LTD	D-168, HAROON ABAD, SITE, KARACHI	32576210 32570998	32561834				KARACHI
8	PROMETAL LIMITED (HUB)	28, K.M LAHORE, SHEIKUPURA ROAD,	042-79700014	042-7970797 7970222	28 K.M LAHORE SHEIKHPURA ROAD,	04931-68916691-	024-7970797070000	LAHORE
9	RASTGAR ENGG. CO. (PVT) LTD (HUB)	307, ST-3, SECTOR 1-9/3 INDUSTRIAL AREA, ISLAMABAD.	051-4433544-5	051-4433548	307, ST-3, SECTOR 19, INDUSTRIAL AREAD ISLAMABAD	051-433544-5	051-433548	ISLAMABAD
10	STANDARD ENGG. WORKS (HUB)	14 K.M MULTAN ROAD, BEHINED UNI FORM,	4237510148	042-37515208	OLD SANDA ROAD, KAMAL GUNJ.	042-7350362	042-7350362	LAHORE
11	TRANSMISSION ENGG. INDUSTRIES (HUB)	B-14, BLCOK-A, SMCH SOCIETY, KARACHI	34552051 34553597	34556245	169-170-17/A HUB IND. TRADING ESTATE HUB CHOWKI	0202-3238932677		KARACHI
	<b>INTAKE MANIFOLD</b>							
1	BABAS ENGINEERING	16-KM, MULTIAN ROAD, LAHORE	042-7511225	37511449				LAHORE

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

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2	SOHAIL ENGG. CORPORATION	ST-11, SHAHZAD SHAHEED COLONY, CHAMAN SHAH ROAD, GUJANWALAL	4273609	4274409				GUJRANALA
3	ESTERN INDUSTRIES	OPP. SESSION COURT SIALKOT ROAD, P.O.BOX NO.355.	0431-254422 254420	0431-254423	OPP. SESSION COURT SIALKOT ROAD, P.O.BOX NO.355	0431-254422	0431-254423	GUJRANALA
	<b>LAMPS/LIGHTS</b>							
1	ELECTROPLOYMERS (PVT) LTD	DHARANI HOUSE, 79-C, NATIONAL HIGHWAY PHASE EXT.II DHA., KHI	35804646-50	35803131	PLOT NO.14 SECTOR 6-A, N. KARACHI INDUSTRIAL TOWNSHIP	3990631 6980841		KARACHI
2	GALAXY ENGINEERING	PLOT No.E-1, BLOCK-B, NORTH NAZIMABAD, KARACHI	3664487	36644874				KARACHI
3	HYBVRID TECHNICS (PVT) LTD	11, FANE ROAD, LAHORE	37121783-4	37235579	149-S INDUSTRIAL ESTATE KOT LAKHPAT LAHORE	042-841652 844249		LAHORE
4	PHOLIPS BROTHERS		35862313 576351		PLOT NO.14-15, ST-24 SECTOR-C ALLAMA IQBAL ROAD, MANZOOR COLONY KARACHI	356495	35864679	KARACHI
5	SHADCO (PVT) LTD	PLOT NO.203, SECTOR 24, K.D. AREA	3055690 34559609	34559260				KARACHI
6	SHOAIB AND YASIR ENGINEERING	29-UMER BLOCK, MERAJ PARK BEGUM KOT JARANWALA ROAD, SHAHDRA, LAHORE	042-7921382	7933953	29 UMER BLOCK-MERAJ PARK, BEGUM KOT JARANWALA ROAD, SHAHDRA, LAHORE	7921382	7933953	LAHORE
7	STEEL CRAFTS (PVT) LTD	L-5,1/6, BLOCK-21, F.B. INDUSTRIAL AREA KARACHI.	35120290	35120981	S-204, KOT LAKHPAT, INDUSTIRAL AREA	042-5150979	042-5120981	KARACHI
	<b>LEAF SPRING</b>							
1	SHARAF ENGG & MECH WORKS	2-NEW GT ROAD, SHAHDRA	7920400 7920477	042-792293				LAHORE
2	LANDHI ENGINEERING	15 T.H. MILE NATIONAL HAWY LANDHI	35013034-7	5013390				KARACHI
3	LOADS (PVT) LTD	PLOT No.23, SECTOR 17, KORANGI IND. AREA KARACHI.	35065001-6	35057453-4				KARACHI
4	NATIONAL AUTOMOTIVE	31-KM, G.T. ROAD, JAL TOWN, MURIDKE	7991113-4	042-7991174				LAHORE
5	SULEMAN AND COMPANY (PVT) LTD	849 CIRCULAR ROAD, BHATI CHOWK LAHORE	37924790	37911291	MILLS AREA, P.O. SHAHDRA BAGH, LAHORE	042-271806		LAHORE
	<b>LID COMP. ROOF</b>							
1	TARIQ ENGINEERING (PVT) LTD	E-5/192, HADI ROAD, MOSSA COLONY, F.B. AREA, KARACHI	36343946 36343956	36378933				KARACHI
	<b>LOCKING DEVICE</b>							
1	TRANSPORT TECHINOLGY	G-8, HASAN CENTRE GULSHAH-E-IQBAL, BLCOK-16, KARACHI.	3470432 4987193	34987193				KARACHI
	<b>MIRRORS</b>							

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
1	ASIA MIRROR INDUSTRY	1-C7/2, NAZIMABAD	3624952	36621007				KARACHI
2	ELECTROPOLYMERS (PVT) LTD	DHARANI HOUSE,79-C, NATIONAL HIGHWAY PHASE II EXT DHA, KARACHI.	35804646-50	35803131	PLOT NO.14 SECTOR 6-A, N. KARACHI IND. TOWNSHIP KARACHI.	36990631 36980841		KARACHI
3	GENERLA LOCKS (PVT) LTD	E-38, BLOCK-B NORLTH NAIZAMABAD, KARACHI.	36627222 36627227	36628366	E-38, BLOCK, NORTH NAZIMABAD, KARACHI	36627222 36627227		KARACHI
4	STEEL CRAFTS (PVT) LTD	L-5,1/6, BLOCK-21, F.B. INDUSTRIAL AREA KARACHI.	36338901-02	36321443	S-204, KOT LAKHPAT, INDUSTRIAL AREA,	042-5150979-	042-5120981	KARACHI
	<b>MIRROR STAY</b>							
1	M. KHALID ROSHAN PATTERN MAK	RAM SWAMI TOWER, R.T. SAWANT RD.						KARACHI
	<b>MUDGUARD FLAPS</b>							
1	ATTOCK ENGINEERING WORKS	PLOT NO.561-A, ASHRAF ABAD, HAJI MUREED GOTH, FIRDUS COLONY, GULBAHAR NO.2	36364634		PLOT NO.561-A, ASHRAF ABAD, HAJI MUREED GOTH, FIRDUS COLONY, GULBAHAR NO.2	36364634		KARACHI
2	AUTO POLYMER ENTERPRISES	C-228, NATIONAL AUTO PLAZA MARSTON ROADL	36316598 3634159	36378740				KARACHI
3	AUTOMOTIVE SPARES AND ACCESSORIES (PVT) LTD	303-304 3RD FLOOR MEHDI TOWER, S.M.C.H.S MAIN SHAHRAE FIALS, KARACHI	34311497	34311499	WH-10, SECTOR 16-B, NORTH KARACHI TOWNSHIP			KARACHI
4	JASCON INTERNALTION (PVT) LTD	MOMINPURA ROAD, NEAR DAROGH WALA, LAHORE,	042-6671154	042-6546218	MOMINPURA ROAD, NEAR DAROGH WALA, LAHORE,	042-6671154	042-6546218	LAHORE
5	POLY CRAFTS (PVT) LTD	B-712 SAMI TRADE TOWER, I.I.CHUNDRIGAR ROAD, KARACHI	32212693-5	32212696	A-173 SITE, SUPERHIGH WAY N.KARACHI			KARACHI
6	QURESHI BROTHERS	95-13/2, PECHS, KARACHI	34530322					KARACHI
7	RUBBER KRAFTERS	3/9, A, FIRDOUS COLONEY	3623702	3620745	3/9-A, FIRDOUS COLONY			KARACHI
8	TECHNO STAMPING INDUSTIRES	401 HASSAN CHAMBER OPP. CUSTOM HOUSE BOHRI ROAD, KARACHI.	32311401	3211400	R-403, SECTOR 11-L, KARACHI			KARACHI
9	THERMOSOLE INDUST (PVT) LTD	140 MAIN INDUSTRIAL AREA, KOT LAKHPAT	042-5118512	35115295				LAHORE
	<b>MUFFLERS</b>							
1	ALLIED ENGINEERRS SYDICATE	5-A, 2/11, NAZIMABAD, KARACHI	32564377					KARACHI
2	BALOCHISTAN ENGG. WORK	40-C, BLOCK-6, PECHS, SHAHRAH-E-FAISAL, KARACHI.	34541960-69	34546777	30-101 MOZA SAKRAN HUB CHOWKI DIST. LASBELLA			LASBELLA
3	DELTA INNOVATIONS (PVT) LTD	MEZZANINE FLR. MARIUM SQUARE, SC-45, STADIUM ROAD, KARACHI.	34923474-75	34923476	6126/B, SHERSHAH, KARACHI.	32565722 32566833	32566834	KARACHI
4	IBRAR ENGINEERING	MC-247, STREET NO.5, GREEN TOWN,	34588376		MC-247, STREET NO.5, GREEN TOWN,	34588376		KARACHI

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5	LOADS (PVT) LTD	PLOT No.23, SECTOR 17, KORANGI IND. AREA KARACHI.	35065001-6	35057453-4				KARACHI
6	NADEEM ASSOCATES	3-E, NAZIMABAD III. KARACHI.	36615352					KARACHI
7	YOUSUF INDUSTRIES	B-64, ESTATE AVENUE SITE, MANGHOPIR ROAD, KARACHI.	32571955	32561392	B-64, ESTATE AVENUE SITE, MANGHOPIR ROAD, KARACHI.	32571955	32561392	KARACHI
	<b>OIL AND FUEL FILTERS</b>							
1	CRYSTAL CORPORAITON	31-D, SECTOR, 15, KORANGI INDUSTRIAL AREA, KARACHI.	35050172	35060812	31-D, SECTOR, 15, KORANGI INDUSTRIAL AREA, KARACHI.	35050172	35050172	KARACHI
2	ESSA ENGINEERING IND. (PVT) LTD	S-19/A, G-ALLANA ROAD, SITE, KARACHI	3235487-9	32354190				KARACHI
3	QAIM AUTOMOTIVE MFG. (PVT) LTD	203-206, PRINCE CENTRE, PREEDY STREET SADDAR, KARACHI.	32733000	32720419		3563748-51		KARACHI
4	WESTERN INDUSTRIES	OPP. SESSION COURT SIALKOT ROAD, P.O.BOX NO.355.	3254422	0431-254423	OPP. SESSION COURT SIALKOT ROAD, P.O.BOX NO.355.	0431-254422	0431-254422	SIALKOT
	<b>OIL SEALS</b>							
1	RUBBER KRAFTERS	3/9-A, FIRDOUS COLONY, KARACHI.	3623702	36320744				KARACHI
	<b>PIPES</b>							
1	ALBA ENGINEERING COMPANY	NEAR MOTHJI MASJID, DASKA.	0432-4412	04341-610712				SIALKOT
2	ARSLAN ENGINEERING WORKS	PLOT C1-3, NORTH KARACHI IND. AREA,	36986239					KARACHI
3	NEW STANDARD ENGINEERING WORKS	1109 BIGLI NAGAR SECTOR 4-F, ORANGI TOWN.	32811022 36690227					KARACHI
4	SUPER ENGINEERING	PLOT NO.1726/1726-A, BALDIA TOWN,	32813935					KARACHI
	<b>OIL SUMP</b>							
1	AFTAB TECHNOLOGIES	A-81, SITE, SUPER HAWAY INDUSTRIAL AREA, KDA SCHEME NO.33.	36881274-6	36881278				KARACHI
2	HUSSAIN ENGINEERING WORK	DUS-16, PAKIST STEEL INDUSTRIAL ESTATE BIN QASIM.	34750003-6	35470007	PLOT No.4759 & 18, TIMBER POND, KEMARI	370456	3271183	KARACHI
3	METALINE INDUSTRIES (PVT) LTD	SAIDPUR, 14 K.M MULTAN ROAD, LAHORE	37512371-5	37510735	SAIDPUR, MULTAN ROAD, LAHORE			LAHORE
4	TECHNO FABRIK (PVT) LTD	1ST FLOOR H.A. CHAMBERS NEW CHALI	32417917	32417908				KARACHI
	<b>OIL AND WATER PUMP</b>							

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1	RAVI AUTOS	65-BADAMI BAGH	37920221	37924088	85-K, M. SHEIKHUPURA ROAD,	042-270378	042-72243	LAHORE
2	WESTERN INDUSTREIS	OPP. SESSION COURT SIALKOT ROAD, P.O.BOX NO.355.	0431-254422	0431-254423	OPP. SESSION COURT SIALKOT ROAD, P.O.BOX NO.355.	0431-254422	0431-254423	GUJRANALA
	<b>ORNAMENTS</b>							
1	GALAXY ENGINEERING	PLOT No.E-1, BLOCK-B, NORTH NAZIMABAD, KARACHI	36644874	36644874				KARACHI
	<b>PARKING BRAKE</b>							
1	MALIK GAS APPLIANCES	162 SITE TOWN, SHIP KOTALKHPAT LAHORE	35115962	35115961	162 SITE TOWN, SHIP KOTALKHPAT LAHORE	042-842097	042-5115961	LAHORE
2	MICRO ENGINEERING	D-154, BLCOK-5, FEDERAL B. AREA, KARACHI.	3636515					KARACHI
	<b>PIN SPRING/PIN GUIDE/LOCKING PIN</b>							
1	ATA-MUHD ENTERPRISES (PVT) LTD	19 K.M MULTAN ROAD, LAHORE	37512531-4	37512535	19-K.M MULTAN ROAD,	042-7511535	042-6369121	LAHORE
2	POWER ENGINEERING WORKS	WORKSHIOP NO.6-11/22, NOOR PLAZA BLCOK-M NORTH NAZIMABAD.	36643087					KARACHI
3	QUALITY ENGINEERING WORKS	A-21 BLCOK-13, GULSHAN IQBAL	37767778					KARACHI
	<b>PLSTIC PARTS</b>							
1	AUTOMEN (PVT) LTD	C/1/3 ALHAMRA SQUAE, FL-10, BLCOK-E, NORLTH NAZIMABAD	36636959	36636958	PLOT NO.CB-246, GABOLT TOWN, F.B. AREA	36996514 36993383		KARACHI
2	DAWN PRECISION ENGINEERING	31-34 JAFER BAGH, STREET-11, MODEL COLONY	34517442	34509297	31-34 JAFER BAGH, STREET-11, MODEL COLONY	3407271	3407271	KARACHI
3	FABCON ENGINEERING COMPANY	193- PHASE V, DHA, LAHORE	36635746-7	37287183		042-7287183		LAHORE
4	FEROZ INDUSTIRES	B-10/1, JAHANGIRABAD, HEHIND SUSMANI COLONY, NAZIMABAD	36608516	36621418				KARACHI
5	GALAXY ENGINEERING	PLOT No.E-1, BLOCK-B, NORTH NAZIMABAD, KARACHI	36679568	32310332				KARACHI
6	KAYA CORPORATION	S.M. SHAH ROAD, LEA MARKET	37734867	32421923				KARACHI
7	MEENA SERVICES	49-B, GALI NO.9, ISMAIL ROAD, NAWABAD	37510584 3742517					KARACHI
8	MEHRAN COMMERCIAL (PVT) LTD	1-C-1, SECTOR 21, KORNAGI IND. AREA, KARACHI.	32763809	32765923				KARACHI
9	MERAJ INDUSTIRES	14-KM, MULTAN ROAD,	042-37511083	072-37512719				LAHORE

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Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
10	N.R. PLASTICS	SHOP NO.A/3/1&2 FEDERAL B AREA BLOCK1,	36325705		SHOP NO.A/3/1&2 FEDERAL B AREA BLOCK1,	36325705		KARACHI
11	NAJAF PLASTIC WORKS	D-5/14, BLCOK-B, NORTH NAZIMABAD	36649842					KARACHI
12	OMAR JIBRAN ENGG. INDUSTIRES	DSU-10, PAK STEEL DOWN STREEM INDUSTRIAL ESTATE BIN QASIM, KARACHI	34750777-8	34750781	DSU-10, PAK STEEL DOWN STREEM INDUSTRIAL ESTATE BIN QASIM, KARACHI	0201-750777	0201-750781	KARACHI
13	ORRIENT ENGINEERS	WS-27SECTOR 16-B, INDUSTIRAL AREA, KARACHI	3657786	36646436	WS-27SECTOR 16-B, INDUSTIRAL AREA, KARACHI	3657786	36646436	KARACHI
14	PAK POLYMER (PVT) LTD	B/12, A, ESTATE AVENU P.O. BOX 2620, SITE,	32577697-97	32563886	B/12, A, ESTATE AVENU P.O. BOX 2620, SITE,	32577697	32563886	KARACHI
15	PERVEZ MECH. & ENGG. WORKS	F-47, ESTATE AVENUE, SITE,	32571634	34530957	F-47, ESTATE AVENUE, SITE,	32571634	34530957	KARACHI
16	PHLIPS BROTHERS		35862313		PLOT NO.14-15, ST. 24, SECTOR -C, ALLAMA IQBAL ROAD, MANZOOR COLONY, KARACHI	3546495	35864679	KARACHI
17	RUBBERITE ENGG. WORKS	LAJPAT ROAD, SHAHSARS.	042-7921959	042-270965	LAJPAT ROAD, SHAHSARS.	042-7921959	042-270965	LAHORE
18	S.M. INDUSTIRES	WSA-II, BLCOK-13, F.B AREA,	3665607 36368346		WSA-II, BLCOK-13, F.B AREA,	36365607 3638346		KARACHI
19	SHAKIREN ENGTERTPRISES	B-14, SECTOR 11-B, NORTH KARACHI	3649623		B-14, SECTOR 11-B, NORTH KARACHI	3649623		KARACHI
20	SHOAIB AND YASIR ENGINEERING	29-UMER BLOCK, MERAJ PARK BEGUM KOT JARANWALA ROAD, SHAHDRA, LAAHORE	37921382	37933953	29-UMER BLOCK, MERAJ PARK BEGUM KOT JARANWALA ROAD, SHAHDRA, LAAHORE	37921382	37933953	LAHORE
21	SYNTHETIC PRODUCTS	127 S, SITE, TOWNSHIP KOT LAKHPAT	042-5115506	042-5118507	127 S, SITE, TOWNSHIP KOT LAKHPAT	042-5115506	042-5118507	LAHORE
22	TECHNO PAK INDUSTIES (PVT) LTD	JF-7, MEZZANINE FLOOR JASON TRADE CENTRE, SHAHRAH-E-FAISAL, KARACHI.	35441994-6	34541997				KARACHI
23	THEROMOSOLE INDUST (PVT) LTD	140 MAIN INDUSTRIAL AREA, KOT LAKHPAT	042-5118512	042-5115295				LAHORE
24	UNICK FABRICS (PVT) LTD	303-304, MEDHI TOWER, SHAHREAH-E-FAISLA, KARACHI.	34556774-6	34555507				KARACHI
	<b>PLATE ASSY ENG</b>							
1	AFTAB TECHNOLOGIES	A-81, SITE, SUPER HAWAY INDUSTRIAL AREA, KDA SCHEME NO.33.	36984707	36984745				KARACHI
2	ALLIED ENGINEERRS SYDICATE	5-A, 2/11, NAZIMABAD, KARACHI	32564377					KARACHI
3	STEEL FABRIC (PVT) LTD	WS-16,WS/35, SECT 16-B NEW KARACHI.	3650950 3650942					KARACHI
	<b>PROPELLER SHAFT</b>							
1	NOOR ENGINEERING (PVT) LTD	204, SECTOR 23, KORANGI INDUSTRIAL AREA, KARACHI.	35064001-2	35064003	204, SECTOR 23, KORANGI INDUSTRIAL AREA, KARACHI.	35064001	35064003	KARACHI

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
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	<b>PULLEY</b>							
1	ALLWIN ENGINEERIN GINDUSTRIES	15TH MILE, QAUDABAD, NATIONAL HIGHWAY, LANDHI	35016921-4	35011709	KARACHI			KARACHI
2	BOLAN CASTING LIMITED	F-1 HUB CHOWKI, DISTRICT LASBELA, BALOCHISTAN	35266714	32573558				HUB
3	JODHALA COMPLEX (PVT) LTD	ST-11, SHAHZAD SHAHEED COLONY, CHAMAN SHAH ROAD, GUJANWALAL	04321-263750	0431-274409				GUJRANALA
4	PARACHA ENGINEERING COMPANY	D-168, HAROON ABAD, SITE, KARACHI	32572471	32438412				KARACHI
5	SHOAIB ENGG. & TECHINCAL SERV.	CHAMBER MANDI, NEAR NATIONAL BANK FEROWZEWALA ROAD,	3271237		CHAMBER MANDI, NEAR NATIONAL BANK FEROWZEWALA ROAD,	3271237		GUJRANALA
	<b>RADIATOR</b>							
1	ALLWIN ENGINEERIN GINDUSTRIES	15TH MILE, QAUDABAD, NATIONAL HIGHWAY, LANDHI	35016921-4	35011709	KARACHI			KARACHI
2	LOADS (PVT) LTD	PLOT No.23, SECTOR 17, KORANGI IND. AREA KARACHI.	35065001-6	35057453-4				KARACHI
3	THERMAX PAKISTAN (PVT) LTD	PLOT NO.162 SECTOR,24, KORANGI IND. AREA	35065726	35060328				KARACHI
	<b>RADIATOR GRILL</b>							
1	MOVE TECH	29 UMER BLOCK, MERAJ PARE BEGUM KOT JARNWALA ROAD, SHAHDAR, LAHROE	042-7921485	042-7921382	29 UMER BLOCK, MERAJ PARE BEGUM KOT JARNWALA ROAD, SHAHDAR, LAHROE	7921382	7933953	LAHORE
2	OMAR JIBRAN ENGG. INDUSTIRES	DSU-10, PAK STEEL TOWN STREEM INDUSTRIAL ESTATE BIN QASIM, KARACHI	34750777-8	34750781	DSU-10, PAK STEEL DOWN STREEM INDUSTRIAL ESTATE BIN QASIM, KARACHI	0201-750777	0201-750781	KARACHI
3	PHILIPHS BROTHER		35862313		PLOT NO.14-15, ST,24, SECTOR-C, ALLAMA IQBAL MANZOOR COLONY, KARACHI	3546495	35864679	KARACHI
4	SYNTHETIC PRODUCTS	127-S SITE, TOWNSHIP KOT KAKHPAT,	042-5115506	042-5118507	127, S SITE, TOWNSHIP KOT KAKHPAT,	042-5115506	042-5118507	LAHORE
5	THERMOSELE INDUST (PVT) LTD	140 MAIN INDUSTRIAL AREA, KOT LAKHPAT	4235118512	042-35115295				LAHORE
	<b>ROCKER ARMSHAFT</b>							
1	ATA-MUHD. ENTERPRISES (PVT) LTD	19-K.M MULTAN ROAD	37512531-4	37512535	19-K.M MULTAN ROAD	042-7511535	042-6369121	LAHORE
2	PERVEZ MECH. & ENGG. WORKS	M-2, E-104, BLCO-C, SHERSHAH	3925843		M-2, E-104, BLCO-C, SHERSHAH	3295843		KARACHI
3	STANDARD ENGG. WORKS	14 K.M MULTAN ROAD, BEHINED UNI FORM,	37510148-9	37515208	OLD SANDA ROAD, KAMAL GUNJ.	7350362	7350362	LAHORE
	<b>ROOF TRIMMING</b>							



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1	AUTO POLYMER ENTERPRISES	C-228, NATIONAL AUTO PLAZA MARSTON ROADL	37729430		LS-19, 20, 21 COMMERCIAL AREA BLCOK 13, F.B.AREA, KARACHI.	36341259		KARACHI
2	AUTOFAB	B/16 ASKARI MARKAZ DHA, KARACHI	3547471	35890596	B/16 ASKARI MARKAZ DHA, KARACHI	3547471	35890596	KARACHI
3	JASCON INTERNALTION (PVT) LTD	MOMINPURA ROAD, NEAR DAROGH WALA, LAHORE,	042-6671154	042-65462118	MOMINPURA ROAD, NEAR DAROGH WALA, LAHORE,	042-6671154	042-6546218	LAHORE
4	PROCON ENGG. (PVT) LTD	S.F. UNIT 13, 14 SITE, KARACHI.	32579984	32571982	S.F. UNIT 13, 14 SITE, KARACHI.	32579984	32571982	KARACHI
5	RUBATECH MANUFATURING	PLOT NO.94, SECTOR 15, KORGNAI IND. KARACHI.	35050092	35050093	PLOT NO.94, SECTOR 15, KORGNAI IND. KARACHI.	35050092	35050093	KARACHI
	<b>RUBBER HOSES</b>							
1	AMBIDEX & COMPANY	262-EDEN COTTAGES, PHASE-1, MAIN BOULVE ARD, DHA, LAHORE CANTT.	042-7563401		13TH K.M GHAZI ROAD, HASANABAD, LAHORE	042-7563401		LAHORE
2	A-ONE TECHNIQUES	37/9 SECTOR 15, KORANGI IND. AREA	35050101-2	35060263				KARACHI
3	ASIF RUBBER	K-555, HAJI MURID GOTH NAZIMABAD	3626262					KARACHI
4	DARSONS INDUSTRIES (PVT) LTD	DARSON ROAD, P.O.BOX NO.5, G.T. ROAD, WAZEERABAD	6603616	6600035	DARSON ROAD, P.O.BOX NO.5, G.T. ROAD,	0737-601765	0437-600035	GUJRANALA
5	MARKSMAN INDUSTRIES	AGENCY STOP SHATAB GARAHA ROAD, NADIER TOWN, FATHE GARH	0432-557147	0432-558486	AGENCY STOP SHATAB GARAHA ROAD, NADIER TOWN, FATHE GARH	0432-557147	0432-558486	
6	DECISION RUBBER PRODUCTS (PVT) LTD	PT NO.24, SECT-28, KORANGI IND. AREA	35662687	35049174				KARACHI
7	QURESHI BROTHERS	95-13/2, PECHS, KARACHI	34530322					KARACHI
8	RUBBER KRAFTERS	3/9-A, FIRDOUS COLONY, KARACHI.	323702	36320745	3/9-A, FIRDOUS COLONY, KARACHI.	3623702	36320745	KARACHI
9	TAJ RUBBER INDSUTRIES	PLTO NO.11/3, SECTOR 17, KORANGI MILL AREA	311986		PLTO NO.11/3, SECTOR 17, KORANGI MILL AREA	311986		KARACHI
	<b>RUBBER PIPE</b>							
1	PRECISION RUBBER PRODUCTS	PT NO.24, SECT-28, KORANGI IND. AREA	35662687	35049174				KARACHI
	<b>RUBBER MAT</b>							
1	AUTO POLYMER ENTERPRISES	C-228, NATIONAL AUTO PLAZA MARSTON ROADL	37729430		LS-19, 20, 21 COMMERCIAL AREA BLOCK 13, F.B. AREA, KARACHI.	36341259		KARACHI
2	AUTOFAB	B/16, ASK ARI MARKKAZ, DHA, KARACHI	3547471	35890596	B/16, ASK ARI MARKKAZ, DHA, KARACHI	3457471	35890596	KARACHI
3	AUTOMOTIVE SPARES AND ACCESSORIES (PVT) LTD	401, DEH DRIGH, RAFA-E-AAM SOCIETY, MALIER KARACHI,	34592816 34593658	34574781	WH-10, SECTOR 16-B, NORTH KARACHI TOWNSHIP	3655245	34555507	KARACHI

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Sr. No.	Name	Office			Factory			Office
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4	DARSONS INDUSTRIES (PVT) LTD	DARSON ROAD, P.O.BOX NO.5, G.T. ROAD, WAZEERABAD	0437-660176-9	6600035	DARSON ROAD, P.O.BOX NO.5, G.T. ROAD,	0437-607176	0437-600035	
5	G.I ENTERPRISES	SC-13, BLCOK-H, NORTH NAZIMABAD	36643172	36644173	SC-13, BLCOK-H, NORTH NAZIMABAD	36643172	36644173	KARACHI
6	JASCON INTERNALTION (PVT) LTD	MOMINPURA ROAD, NEAR DAROGH WALA, LAHORE,	042-6671154	042-6546218	MOMINPURA ROAD, NEAR DAROGH WALA, LAHORE,	042-6671154	042-6546218	LAHORE
7	MEHRAN COMMERCIAL (PVT) LTD	PLOT NO.1-C-1, SECTOR 21, KORANGI IND. AREA KARACHI	32763809	32765923				KARACHI
8	PROCON ENGG. (PVT) LTD	D-54, N.W.I. ZONE PORT QASIM	34720026	34720032	S.F. UNIT 13, 14 SITE, KARACHI.	32579984-85	32571982	KARACHI
9	UNIK FABRICS (PVT) LTD	303 MEDHAI TOWER, SHAHRA-E-FAISAL, KARACHI.	34556774-6	34555507				KARACHI
	<b>RUBBER PARTS</b>							
1	A.R. INDUSTIRES	30/3, MAHBOOB MANZIL, ALIGARH BAZAR ORNGI TOWN	36664508		7/18, ALIGARH COLONY, ORANGI TOWN			KARACHI
2	AMBIDEX & COMPANY	262-EDEN COTTAGES, PHASE-1, MAIN BOULVE ARD, DHA, LAHORE CANTT.	0342-7563401		13TH K.M GHAZI ROAD, HASANABAD, LAHROE	0342-7563401		LAHORE
3	ANIS RUBBER & PLASTIC INDUS	9/A, C-AREA, LIAQUATABAD.,	34911971		9/A, C-AREA, LIAQUATABAD.,	34911971		KARACHI
4	A-ONE TECHNIQUES	37/9 SECTOR 15, KORANGI IND. AREA	35050101-2	35060263				KARACHI
5	ASIF RUBBER	K-555, HAJI MURID GOTH NAZIMABAD	3626262					KARACHI
6	ATTOCK ENGINEERING WORKS	PLOT NO.561-A, ASHRAF ABAD, HAJI MUREED GOTH, FIRDUS COLONY, GULBAHAR NO.2	36364634		PLOT NO.561-A, ASHRAF ABAD, HAJI MUREED GOTH, FIRDUS COLONY, GULBAHAR NO.2	36364634		KARACHI
7	AUTO POLYMER ENTERPRISES	C-228, NATIONAL AUTO PLAZA MARSTON ROADL	37729430		LS-19, 20, 21 COMMERCIAL AREA BLOCK 13, F. B. AREA, KARACHI.	37729430		KARACHI
8	AUTOFAB	B/16 ASKARI MARKAZ DHA, KARACHI	3547471	35890596	B/16 ASKARI MARKAZ DHA, KARACHI	3547471	35890596	KARACHI
9	AUTOMOTIVE SPARES AND ACCESSORIES (PVT) LTD	401, DEH DRIGH, RAFA-E-AAM SOCIETY, MALIER KARACHI,	34592816 34593658	34574781	WH-10, SECTOR 1-6-B, NORTH KARACHI TOWNSHIP	3655245	34555507	KARACHI
10	DARSONS INDUSTRIES (PVT) LTD	DARSON ROAD, P.O.BOX NO.5, G.T. ROAD,	0437-601765	0437-600035	DARSON ROAD, P.O.BOX NO.5, G.T. ROAD,	0347-601765	0437-600035	
11	HI-TECH ENGG. INDUSTRIES	A-31, BLOCK-C, NORTH NAZIMABAD	36637631					KARACHI
12	JASCON INTERNALTION (PVT) LTD	MOMINPURA ROAD, NEAR DAROGH WALA, LAHORE,	024-6671154	042-6546218	MOMINPURA ROAD, NEAR DAROGH WALA, LAHORE,	042-6671154	042-6671154	LAHORE
13	MARKSMAN INDUSTRIES	AGENCY STOP SHATAB GARAHA ROAD, NADIER TOWN, FATHE GARH	0423-557147	0342-558486	AGENCY STOP SHATAB GARAHA ROAD, NADIER TOWN, FATHE GARH	0432-557147	0432-558486	
14	MEHRAN COMMERCIAL (PVT) LTD	PLOT NO.1-C-1, SECTOR 21, KORANGI IND. AREA KARACHI	32763809	32765923				KARACHI

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
15	ENGRO ENGINEERING	D-154, BLCOK-5, FEDERAL B. AREA, KARACHI.	36365151					KARACHI
16	POLY CRAFTS (PVT) LTD	B-712 SAMI TRADE TOWER, I.I.CHUNDRIGAR ROAD, KARACHI	32212693-5	36880742	D-166/A, SITE, KARACHI.	32576588		KARACHI
17	PRECISION RUBBER PRODUCTS HOUSE	PT NO.24, SECT-28, KORANGI IND. AREA	35662687	35049174				KARACHI
18	PROCON ENGG. (PVT) LTD	S.F. UNIT 13, 14 SITE, KARACHI.	32579984-	32571982	S.F. UNIT 13, 14 SITE, KARACHI.	32579984	32571982	KARACHI
19	QURESHI BROTHERS	95-13/2, PECHS, KARACHI	34530322					KARACHI
20	RAZI SONS	PLOT NO.59 SECTOR 28, KORANGI IND. AREA KARACHI	35041932	35040928	PLOT NO.59, STREET 28, KORANGI			KARACHI
21	RUBATECH MANUFATURING	PLOT NO.94, SECTOR 15, KORNGAI IND. KARACHI.	35050092	350093	PLOT NO.94, SECTOR 15, KORNGAI IND. KARACHI.	35050092	35050093	KARACHI
22	RUBBER KRAFTERS	3/9-A, FIRDOUS COLONY, KARACHI.	3623702	36320745	3/9-A, FIRDOUS COLONY, KARACHI.	3623702	36320745	KARACHI
23	RUBBERITE ENGG. WORKS	LAJPAT ROAD, SHAHSARS.	042-7921959	042-270965	LAJPAT ROAD, SHAHSARS.	042-7921959	042-270965	LAHORE
24	S.M. INDUSTIRES	WSA-II, BLCOK-13, F.B AREA,	36365607		WSA-II, BLCOK-13, F.B AREA,	36365607		KARACHI
25	TAJ RUBBER INDSUTRIES	PLOT NO.11/3, SECTOR017, KORANGI MIL AREA	35063084		PLOT NO.11/3, SECTOR017, KORANGI MIL AREA	35063084		KARACHI
26	TECHNO PAK INDUSTIES (PVT) LTD	OFFICE NO.4-JASON TRADE CENTRE SHARAH FAISLA, KARACHI.	34511395-7	34558577				KARACHI
27	UNIK FABRICS (PVT) LTD	303 MEDHAI TOWER, SHAHRA-E-FAISAL, KARACHI.	34556774	34555507				KARACHI
	<b>SEAT</b>							
1	ATA-MUDH. ENTERPRISES (PVT) LTD	19-K.M MULTAN ROAD,	37512531-4	37512535	19-K.M MULTAN ROAD,	042-7511535	042-36369121	LAHORE
2	AZIMUDDIN & SONS (BUS)	SHOPE 236 MADINA MARKET, GARDEN	35015764					KARACHI
3	PROCON ENGG. (PVT) LTD	PLOT NO.D-54, N.W.I.ZONE PORT QASIM	34720026	34720032	S.F. UNIT 13, 14 SITE, KARACHI.	32579984	32571982	KARACHI
4	RAZI SONS	PLOT NO.59 SECTOR 28, KORANGI IND. AREA KARACHI	35041932	35041629	PLOT NO.59, STREET 28, KARACHI	35041932	35040928	KARACHI
5	TARIQ ENGINEERING (PVT) LTD	K-5/192, MOSSA COLONY F.B. AREA	36343946	36363437				KARACHI
	<b>SEAT BELTS</b>							
1	PLASTECH AUTOSAFE (PVT) LTD	PLOT NO.176, SECTOR 23, KORANGI IND. AREA, KARACHI	35070961-4	35066149	PLOT NO.176, SECTOR 23, KORANGI IND. AREA, KARACHI	35882272	35610738	KARACHI

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
	<b>SHACKLE ASSY</b>							
1	FARAH ENGINEERING ENTERPRISES	ALRAMZ, V-A1/6, NAZIMABAD,	3612698					KARACHI
2	QUALITY ENGINEERING WORKS	A-21 BLCOK-13, GULSHAN IQBAL	37767778					KARACHI
	<b>SILENCER</b>							
1	ALLIED ENGINEERS SYDICATE	5-A, 2/11, NAZIMABAD, KARACHI	32564377					KARACHI
2	KARMAT & SONS ENGG. WORKS	SIAKLOT ROAD, GANIAWALA	3202064		SIAKLOT ROAD, GANIAWALA	3202064		GUJRANALA
3	NADEEM ASSOCATES	3-E, NAZIMABAD III. KARACHI.	36615352					KARACHI
4	PERVEZ ENGINEERING INDUSTRIES	M-11, E-1042, BLCO-C, STREET 12 SHERSHAH	32576643	32593163	M-2, E-104, BLCO-C, SHERSHAH	3295843		KARACHI
	<b>SPEEDOMETER</b>							
1	ALSONS INDUSTRIES (PVT) LTD	S-18, SITE	32562060-62	32563858	S-18, SITE	32562060-62	32563858	KARACHI
	<b>STEP</b>							
1	GALAXY ENGINEERING	PLOT No.E-1, BLOCK-B, NORTH NAZIMABAD, KARACHI	36679568	32310332				KARACHI
2	MERAJ INDUSTRIES	14-KM, MULTAN ROAD,	37512718	37512719				KARACHI
3	STEEL CRAFTS (PVT) LTD	L-5,1/6, BLOCK-21, F.B. INDUSTRIAL AREA KARACHI.	35151352	35120981	S-204, KOT LAKHPAT, INDUSTRIAL AREA,	042-5150979	042-5120981	KARACHI
	<b>SUNVISOR</b>							
1	AUTO POLYMER ENTERPRISES	C-228, NATIONAL AUTO PLAZA MARSTON ROADL	36316598	36378740	LS-19, 20, 21 COMMERCIAL ARE BLCOK-13, F.B. AREA,	36341259		KARACHI
2	AUTOFAB	B/16, ASK ARI MARKKAZ, DHA, KARACHI	3547471	35890596	B/16, ASK ARI MARKKAZ, DHA, KARACHI	3547471	35890596	KARACHI
3	MEHRAN COMMERCIAL (PVT) LTD	PLOT NO.1-C-1, SECTOR 21, KORANGI IND. AREA KARACHI	32763809	32765923				KARACHI
4	PERVEZ MECH. & ENGG. WORKS	F-47, ESTATE AVENUE, SITE,	32571634	34530957	F-47, ESTATE AVENUE, SITE,	32571634	34530957	KARACHI
5	PROCON ENGG. (PVT) LTD	PLOT NO.D-54, N.W.I.ZONE PORT QASIM	34720026	34720032	S.F. UNIT 13, 14 SITE, KARACHI.	32579984	32571982	KARACHI
6	UNIK FABRICS (PVT) LTD	303 MEDHAI TOWER, SHAHRA-E-FAISAL, KARACHI.	34556774	34555507				KARACHI

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
	<b>LIGHT MEDIUM SHEET METAL PARTS</b>							
1	A.R. INDUSTRIES	30/3, MAHBOOB MANZIL, ALIGARH BAZAR ORNGI TOWN	36664508		PLOT NO.B-8, ZUBAIR COLONY MANGOPIR ROAD,			KARACHI
2	A.Z. ENGINEERING	ROOM NO.16TH, 2ND FLOOR, EBRAHIM BUILDING 20 WEST WHARF, KARACHI	36367150					KARACHI
3	AAMIR ENGINEERING WORKS	LS-12, SECTOR 12, NEAR KAMAL PETROL PUM ORANGI TOWN-5	3661930		LS-12, SECTOR 12, NEAR KAMAL PETROL PUM ORANGI TOWN-5	3661930		KARACHI
4	AHMED & SONS ENGINEERING	4-A/1, KDA BLOCK OPP. LANDHI POLICE STATEION LANDHI NO.4	35044879		4-A/1, KDA BLOCK OPP. LANDHI POLICE STATEION LANDHI NO.4	35044879		KARACHI
5	ALAMGIR ENGINEERING	ST-2, BLOCK-1 METROVILE, SITE	36650354	3628854	ST-2, BLOCK-1 METROVILE, SITE	36650354	3628854	KARACHI
6	ALI BROTHERS ENGINEERING	F-563, WORKERS AVENUE, SITE	32563158-9	32578717	F-563, WORKERS AVENUE, SITE	32563158-9	32578717	KARACHI
7	ALICO INDUSTRIES	12/19, III-G NAZIMABAD	36613619		931-932, SECTOR 11-E, ORANGI TOWN NEAR NADIA SCHOOL	36613619	6651759	KARACHI
8	ASIF ENGG & MECH WORKS	T-551, KORANGI NO.2	3311297	35091131				KARACHI
9	ATALANICT ENGINEERING	ATLANTIC ENGINEERS	0431-283560	0431-283960				GUJRANALA
10	AUTOMARKE ENGINEERING							
11	AUTOTECH (PVT) LTD	46-SMALL INDUSTRIAL ESTATE	356510 355838	0431-255837				GUJRANALA
12	BISMILLAH ENGINEERING	1-89-A, SHAH FAISAL COLONY	3631683		46-B, SHAH FAISAL, COLONY		34577446	KARACHI
13	BROTHERS ENGINEERING WORKS	PLOT NO.C-1/39, SECTOR 12-C, IND. AREA,	36986546	36902908				KARACHI
14	CLASSIC ENGINEERING WORK	S4 SB/7, SHZOC APARTMENT. BLCOK-4, GULSHAN-E-IQBAL	34973809					KARACHI
15	DAWN PRECISION ENGINEERING	32, JAFER BAGH , STREET,11, MODEL COLONY	34517442	34509297	31-34, JAFER BAGH , STREET,11, MODEL COLONY	3407271 3405576	3407271 36370443	KARACHI
16	DELTA INNOVATIONS (PVT) LTD	MEZZANINE FLR. MARIUM SQUARE, SC-45, STADIUM ROAD, KARACHI.	34923474-75	34923476	6126/B, SHERSHAH, KARACHI	32565722 32566833	32566834	KARACHI
17	DOUBLE FOUR STEEL PARTS	B-1, HASAN MUJTABA TOWN, MALIR HALT	34590714					KARACHI
18	DYNAMIC ENGG. AND FABRICTING CO.	PLOT NO.150-152 SECTOR 4-D, ORANGI TOWNSHIP KARACHI	36661339					KARACHI
19	EMEN ENGG. & FABRICATION WORKS	A-120 BLCOK-S, NORTH NAZIMABAD,	36634360		LS-35-36, STREET 10, ORANGI TOWN NO.5			KARACHI
20	ENTERPRISING MANUFACTURING CO.	75-B, 4TH SUNSET STREET, PHASE II EXT. DHA, KARACHI	35894763		PLOT NO.9, SECTOR 26, KORANGI IND. AREA			KARACHI

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
21	FAHEEM ENGINEERING	A-1-6/9, QASBA TOWNSHIP	36650821	36650821	LS-25 SECTOR 4, MANGHOPIR ROAD, QASBA COLONY.	3666265		KARACHI
22	FALCON ENGINEERING	D-216, SITE	32578877	32561086	D-216, SITE	32578877	32561086	KARACHI
23	H.S. ENGINEERING	SA-170, SECTOR 33-G, KORANGI 2.5	35055274	35067942	A-7/109, HAIDRI ROAD, MOOSA COLONY F.B. AREA			KARACHI
24	HAIDER METALS	B-504, 11-A, NORTH KARACHI	3670796 3641091					KARACHI
25	HAMDARD MECHANICAL WORKS	P.O.BOX 2312, HAMDARD LAB. NAZIMABAD	36611445 36611446		P.O.BOX 2312, HAMDARD LAB. NAZIMABAD	36611445 36611446		KARACHI
26	HATAF ENGINEERING	L-18, BLOCK-22, F.B AREA,	36344612		L-18, BLOCK-22, F.B AREA,	36344612		KARACHI
27	HI-TECH ENGG. INDUSTRIES	A-31, BLOCK-C, NORTH NAZIMABAD	36637631 36639478					KARACHI
28	IQBAL ENGINEERING WORKS	B-41, COMMERCIAL AREA NAZIMABAD	3627373		B-41, COMMERCIAL AREA NAZIMABAD	3627373		KARACHI
29	IRTIAQ ENGINEERING WORKS	M-2 E/Q 18, BLCOK-C, SHERSHAH	32580070					KARACHI
30	JAVED ENGINEERING ENTERPRISES	5/8, WILAYATABAD NO.2 BARAUDKHAN SCHOOL BUS STOP PAK COLONY MANGHOPIR	32560198		5/8, WILAYATABAD NO.2 BARAUDKHAN SCHOOL BUS STOP PAK COLONY MANGHOPIR	32560198		KARACHI
31	JIS ENGINEERING WORKS	LS-3, BLOCK-19, F.B.AREA,	36373621 36328508	36373621				KARACHI
32	JODHALA COMPLEX (PVT) LTD	11 K.M NEAR T.D.C.P, MOTEL AMMANABAD, MORE G.T. ROAD, GUJRAWALA	3262260	3263750				GUJRANALA
33	KAMAL BROTHERS	8-USMAN CHAMBERS, WEAVERS LANE JODIA	32436091 32440686	32437901	W.S.A.10,BLOCK 17, F.B. AREA			KARACHI
34	KHAN ENGINEERING WORKS	PLOT NO.410-11, BLCOKD HAS. MOHANI COLONCY	32582483 32572774					KARACHI
35	KHURSHED ENGINEERING	PLOT NO.HV/15, BEHRAM MANZI, CARBEL, ROAD, OFF MAMA ROAD, NISHTER ROAD,	37720420		PLOT NO.HV/15, BEHRAM MANZI, CARBEL, ROAD, OFF MAMA ROAD, NISHTER ROAD,	327720420		KARACHI
36	LIBRA ENGINEERING	MC-247, STREET NO.5, GREEN TOWN,	34588376		MUFFLER, DEEP DRAWN COMP, SHEET METAL COMPONENTS	34588376		KARACHI
37	M. ISMAIL & SONS	PLTO NO.B-50, SECTOR 11-G, NEW KARACHI	3651920		PLTO NO.B-50, SECTOR 11-G, NEW KARACHI	3651920		KARACHI
38	M. SHARIF & SON	191-D, BLCOK-4, METROVILE, SITE	36652189 36692838					KARACHI
39	M.E.M INDUSTRIES	13-14, SECTOR 21C, NEAR METRO CINEMA ORANGI TOWN,	36652522 36652450		13-14, SECTOR 21C, NEAR METRO CINEMA ORANGI TOWN,	36652522 36652450		KARACHI
40	MALIK GAS APPLIANCES	162 SITE TOWN, SHIP KOTALKHPAT LAHORE	35115962	35115961	162 SITE TOWN, SHIP KOTALKHPAT LAHORE	042-842097 5115962	042-5115961	LAHORE
41	MASA ENTERPRISES	24/14 FIRDOUS COLONY	3623688		24/14 FIRDOUS COLONY	3623688		KARACHI

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
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42	ENGRO ENGINEERING	D-154, BLCOK-5, FEDERAL B. AREA, KARACHI.	36365151					KARACHI
43	N.R.ENGINEERING	FLAT NO.D-9, 2ND FLOOR AL-HAMAR AVENEU SECTOR 5-K, NORTH KARACHI	36980232					KARACHI
44	NATIONAL ENGINEERING COMPANY	SHOP NO.29, L ARE KORANGI 4	35060919					KARACHI
45	NAWAB ENGINEERING WORKS	PLOT NO.C1/61, SECTOR 9/E, ORANGI TOWN	36668094					KARACHI
46	NEW STANDARD ENGINEERING WORKS	1109 BIGLI NAGAR SECTOR 4-F, ORANGI TOWN.	32811022 36690227					KARACHI
47	NEW TECH ENGINEERING	1117, BIJLI NAGAR, SECTOR -4, F. ORANGI	36656138 36652057	36690021				KARACHI
48	PAK ORIENT ENGINEERING	PLOT NO.76 MALIK ANWAR GOTH, SECTOR 16-B N. KARACHI	36907458	35685733	PLOT NO.76 MALIK ANWAR GOTH, SECTOR 16-B N. KARACHI	36907458	35685733	KARACHI
49	PARACHA ENGINEERING COMPANY	D-16, SITE, P.O.BOX 3663	32572471	32438412				KARACHI
50	PERVEZ MECH. & ENGG. WORKS	F-47, ESTATE AVENUE, SITE,	32571634	34530957	F-47, ESTATE AVENUE, SITE,	32571634	34530957	KARACHI
51	ROYAL ENGINEERING	R-290, 15-B BUFFER ZONE	37767778 37768128					KARACHI
52	S.M. SONS ENGINEERING	PLOT NO.C1, R125-126, SECTOR 6 QASBA METROVILL	36660123		PLOT NO.C1, R125-126, SECTOR 6 QASBA METROVILL	3660123		KARACHI
53	S.K. ENGG. WORKS	58 C-1, AREA LIAQUATABAD	34933497		58 C-1, AREA LIAQUATABAD	34933497		KARACHI
54	SALEEM STEEL ENGG. WORKS	10/26, B-1 AREE LIAQUATABD	3420784	34920808	10/26, B-1 AREE LIAQUATABD	3420784		KARACHI
55	SARDAR SONS ENGG. SERVICES	PLOT NO.C1, R125-126, SECTOR 6 QASBA METROVILL	36660123		PLOT NO.C1, R125-126, SECTOR 6 QASBA METROVILL	36660123		KARACHI
56	SHAHEEN ENGG. WORKS	A/2-5 SURVEY NO.102 ASIFABAD KARACHI	34574613	345902106				KARACHI
57	SHAHDI ENGINEERING WORKS	CORNER KOCHA GHARIB NAWAZ OPP. PETROL PUM HASARAFT MOHANI COLONY MANGOPIR ROAD	32560402		CORNER KOCHA GHARIB NAWAZ OPP. PETROL PUM HASARAFT MOHANI COLONY MANGOPIR ROAD	32560402		KARACHI
58	SHOAIB ENGG. & TECHINCAL SERV.	CHAMRA MANDI, NEAR NATIONAL BANK FEROWEWA ROAD,	3271237		CHAMRA MANDI, NEAR NATIONAL BANK FEROWEWA ROAD,	3271237		GUJRANALA
59	SIND ENGG. & SCALE CORPO	E-13/A, RAFA-E-AAM HOUSING MALIR HALT	34590714 34587381					KARACHI
60	STAR TECH	M-2, E/A-18, BLCOK-9, SHERSHAH						KARACHI
61	STEEL FABRI (PVT) LTD	WS-16,WS/35, SECT 16-B NEW KARACHI.	3650950 350942					KARACHI
62	SUPER ENGINEERING	PLOT NO.1726/1726-A, BALDIA TOWN,	32813935					KARACHI

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
63	TARIQ AND SONS ENGG. WORKS	III-B, 5/6 NAZMIABAD	36611463					KARACHI
64	TARIQ ENGINEERING PRODUCTS	MM SHAFI STREET MAUZA JHANGEE FEROZWALA ROAD, GUJRAWALAH	4554264	474464	MUZA GHANGEE, FEROZEWALA ROAD,			GUJRANALA
65	TEAM	B-95, BLCOK-4 NORTH NAZIMABAD	36630725 36636169	3514664	PLOT NO.C-16, SECTOR-C NORTH KARACHI INDUSTRIAL AREA	36630725 36636169		KARACHI
66	TECHNO STAMPING INDUSTRIES	ROOM NO.401 HASAN CHAMBER OPP. CUSTOM HOUSE BOHRI ROAD,	36982014	32311401				KARACHI
67	THE FABRICATROS	MUSA MARKET, OPP. SINDH MADRESSA SHAHA-E-LIAQUAT	32428400	32438083	CIR-124, QASBA METROVILE, SECTOR-6	36660123		KARACHI
68	TRANSPORT TECHNOLOGY	G-8, HASAN CENTRE GULSHAH-E-IQBAL, BLCOK-16, KARACHI.	3470432 34987193	34987193				KARACHI
69	UNITED ENGINEERING	PLOT NO.385 ARFAT TOWN N. NAZIMABAD	36341259 36619965					KARACHI
70	VENUS ENTERPRISES	M-III,E, 1242, STREET BCLO-C, SHERHSHA	32562800		256/1 LIAQUATABAD			KARACHI
71	ZAIB ENGINEERING	C-1/101, SECTOR 12-C, IND ARE NORTH KARACHI.	3654241 36981373	3655668	C-1/101, SECTOR 12-C, IND ARE NORTH KARACHI.	3654241 36981373	3655668	KARACHI
72	ZAI ENGINEERING	PLOT NO.C-1-82, STREET 12-C, IND. NORTH KARACHI	36903669	36922321	PLOT NO.C-1-82, STREET 12-C, IND. NORTH KARACHI	36903669		KARACHI
73	ZUBARI ENGINEERING	R-197, SECTOR 7-D-2, NORTH KARACHI	36994193		R-197, SECTOR 7-D-2, NORTH KARACHI	36994193		KARACHI
	<b>HEAVY SHEET METAL PARTS</b>							
1	AFTAB TECHNOLOGIES	A-81, SITE, SUPER HAWAY INDUSTRIAL AREA, KDA SCHEME NO.33.	36881274-6	36881278				KARACHI
2	ALI BROTHERS ENGINEERING	F-563, WORKERS AVENUE, SITE	32563158-9	32578717	F-563, WORKERS AVENUE, SITE	32563158-9	32578717	KARACHI
3	AMBIDEX & COMPANY	262-EDEN COTTAGES, PHASE-1, MAIN BOULVE ARD, DHA, LAHORE CANTT.	042-7563401		13TH K.M GHAZI ROAD HASANABAD, LAHORE	0342-7563401		LAHORE
4	BALOCHISTAN ENGG. WORK	40-C, BLOCK-6, PECHS, SHAHRAH-E-FAISAL, KARACHI.	34541960-69	34546779	30-10/1, MOZI SAKRAN, HUB, CHOWKI DIST. LASBELLA	0202-324733193		LASBELLA
5	JAVED STEEL MFG. WORKS	264, B, ROAD, LIAQUATBAD	34120784	34920808	264, B, ROAD, LIAQUATBAD	3420784	34920808	KARACHI
6	MODERN TECHNO ENGINEERING	102, SABIR MANZIL, MARSTON ROAD,	37760476 37721614	37765485	PLOT NO.100-10, SECTOR 23, KORANGI INDUSRIAL AREA	35061886 35062110	37765485	KARACHI
7	NADEEM ASSOCATES	3-E, NAZIMABAD III. KARACHI.	36615352 36616961					KARACHI
8	NURSONS ENGRS & MANUFACTURERS	BUND ROAD, DAROGHAWALA	36542658	36550667				LAHORE
9	PERVEZ ENGINEERING INDUSTRIES	M-2 E1042,BLCOK-C, SHERSHAH	32576643	32593163	M-2 E1042,BLCOK-C, SHERSHAH	3295843		KARACHI



**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
10	RAZI SONS	PLOT NO.59 SECTOR 28, KORANGI IND. AREA KARACHI	35041932	35040928	PLOT NO.59, STREET, 28 KORANGI	35041932-33	35040928	KARACHI
11	TARIQ ENGINEERING (PVT) LTD	K-5/192 MOOSA COLONY F.B.AREA	36343946 36343956	3636437				KARACHI
12	TECHNO FABRIK (PVT) LTD	1ST FLOOR H.A. CHAMBERS NEW CHALI	32400405-8	32417908				KARACHI
13	YOUSUF INDUSTRIES	B-64, ESTATE AVENUE SITE, MANGHOPIR ROAD, KARACHI.	32571955 32571955	32561392	B-64, ESTATE AVENUE SITE, MANGHOPIR ROAD, KARACHI.	32571955 32571955	32561392	KARACHI
	<b>SPARE TIRE CARRIER</b>							
1	FERROUS ENGINEERING	L-1 ST.43, BL-4, SHAH FAISL COLONY	34575603					KARACHI
2	MILLENIUUM TECHNO ENTERPRISE							KARACHI
3	MULTI TECH ENGINEERING	PLOT NO.C-177, SECTOR 9/E, ORANGI TOWN	36692438	36694729	PLOT NO.C-177, SECTOR 9/E, ORANGI TOWN	36692438	36694729	KARACHI
4	SOHAIL ENGINEERING CORPORATION	STREET NO.11 SHAHZADA SHAEED COLONY CHAMAN SHAH ROAD,	0431-273609	3274409	STREET NO.11 SHAHZADA SHAEED COLONY CHAMAN SHAH ROAD,	0431-273609	3274409	GUJRANALA
5	TARIQ ENGINEERING (PVT) LTD	K-5/192 MOOSA COLONY F.B.AREA	36343946 36343956	36363437				KARACHI
	<b>STEERING WHEEL</b>							
1	KAYA CORPORATION	S.M. SHAH ROAD, LEA MARKET	37734867	32421923				KARACHI
2	SHOAIB AND YASIR ENGINEERING	29 UMER BLOCK, MERAJ PARE BEGUM KOT JARNWALA ROAD, SHAHDAR,LAHROE	37921382	37933953	29 UMER BLOCK, MERAJ PARE BEGUM KOT JARNWALA ROAD, SHAHDAR,LAHROE	37921382	37933953	LAHORE
3	SYNTHETIC PRODUCTS	127, S SITE, TOWNSHIP KOT KAKHPAT,	042-51155067	042-5118507	127, S SITE, TOWNSHIP KOT KAKHPAT,	042-51155067	042-5118507	LAHORE
	<b>OIL STRAINER</b>							
1	MALIK GAS APPLIANCES	162 SITE TOWN, SHIP KOTALKHPAT LAHORE	042-842097 5115962	042-5115961	162 SITE TOWN, SHIP KOTALKHPAT LAHORE	042-842097 5115962	042-5115961	LAHORE
	<b>TANK ASSY VACCUM</b>							
1	TARIQ ENGINEERING (PVT) LTD	K-5/192 MOOSA COLONY F.B.AREA	36343946 36343956	36363437				KARACHI
	<b>TIE RODS</b>							
1	NATIONAL AUTOMOTIVE	31-KM, G.T. ROAD, JAL TOWN	37991113	042-7991174				LAHORE
2	SULMAN AND COMPANY (PVT) LTD	894 CIRCULAR ROAD, LAHORE	042-7231754 7237613	042-271291	MILLS AREA, P.O. SHAHDRA BAGH, LAHORE	042-7231754		LAHORE

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Sr. No.	Name	Office			Factory			Office
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	<b>TIMING CASE</b>							
1	BOLAN CASTING LIMITED	HUB CHOWKI, DISTRICT LASBELA, BALOCHISTAN	32579681 32566714	32573558				HUB
	<b>TYRE</b>							
1	GENERAL TYRE & RUBBER CO.	P.O BUILDING I.I. CHUNDRIGAR ROADL	32417571-4	32430662 2418781				KARACHI
	<b>TOOLS</b>							
1	AMIN INTERNATIONAL TOOLS	152/2, MARRIOT ROAD, KARACHI	32444846					KARACHI
	<b>FASTENERS</b>							
1	A.R.ENGINEERING	SHOP 136, GARDEN TIKONA MARKET	3223224					KARACHI
2	MBI INDUSTRIES (PVT) LTD	A-51, SITE, KARACHI 7500	32575455-8	32563704	A-51, SITE, KARACHI 7500	32575455-8	32563704	KARACHI
3	MULTI TECH ENGINEERING	PLOT NO.C.177, SECTOR 9/E, ORANGI TONWN	36692438	36694729	PLOT NO.C.177, SECTOR 9/E, ORANGI TONWN	36692438	36694729	KARACHI
	<b>VENT HOUSE</b>							
1	GALAXY ENGINEERING	PLOT No.E-1, BLOCK-B, NORTH NAZIMABAD, KARACHI	36644874	36644874				KARACHI
2	THEROSOLE INDUST (PVT) LTD	140 MAIN INDUSTRIAL AREA, KOT LAKHPAT	042-5118512 5117859	35115295				KARACHI
	<b>WEATHER STRIPS</b>							
1	ASIF RUBBER	K-555, HAJI MURID GOTH NAZIMABAD	3626262 3620533					KARACHI
2	RUBATECH MANUFACTURING	PLOT NO.94, SECTOR 15, KORGNAI IND. KARACHI.	35050092-94	35050093	PLOT NO.94, SECTOR 15, KORGNAI IND. KARACHI.	35050092-94	35050093	KARACHI
	<b>WHEEL APPRON</b>							
1	GALAXY ENGINEERING	PLOT No.E-1, BLOCK-B, NORTH NAZIMABAD, KARACHI	36644874	36644874				KARACHI
2	THERMOLE INDUST (PVT) LTD	140 MAIN INDUSTRIAL AREA, KOT LAKHPAT	042-5118512 5117859	35115295				LAHORE
3	ZAMPAK INDUSTRIES							KARACHI
	<b>WHEEL DISC</b>							

**SIND ENGINEERING (PVT) LIMITED****CLASSIFIED VENDOR LIST**

Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
1	BALUCHSTAN WHEEL LTD	HUB CHOWKI, DISTRICT LASBELA, BALUCHISTAN	35687502 35687502	35684003				HUB
	<b>WIRING HARNESS/CABLES</b>							
1	BAHAWALPUR ENGINEERING	123-A IND. TRIANGUL KOHATA ROAD, ISB.	4490237	4491538				
2	CONTINENTAL ENGG. COM	407, KASHIF CENTRE, SHAHRAH-E-FAISAL, KARACHI	35671947	35682449	A-40, ABDULLAH PALARI GOTH, NEAR AL-ASIF POLICE POST, SCHEME 33, KARACHI	38140019	38140021	KARACHI
3	DELTA INNOVATIONS (PVT) LTD	MEZZANINE FLR. MARIUM SQUARE, SC-45, STADIUM ROAD, KARACHI.	34923474-5	34923476	6126/B, SHERSHAH, KARACHI.	32565722 32566833	325466834	KARACHI
4	HUSSAIN ENGINEERING WORKS	DSU-16 PAK STEEL IND. AREA, BIN QASIM	34750003-6	34570007	PLOT No.47, TIMBER POND, KEMARI	3270456 32850101	3271183	KARACHI
5	IMPERIAL INDUSTRIES	HAJI MEHR DIN ROAD, BADAMI BAGH, LAHORE	042-270444					LAHORE
6	KAYA INDUSTRIES	O.T. 3/152, WAVRIAMAL LANE, TOWN	32425819 32440411	32421923	O.T. 3/152, WAVRIAMAL LANE, TOWN			KARACHI
7	N.R.ENGINEERING	SHOP NO.A/3/1&2 FEDERAL B AREA BLOCK1,	36325705		SHOP NO.A/3/1&2 FEDERAL B AREA BLOCK1,			KARACHI
8	NOVA ELECTRICAL WORKS	256/E UNIT NO.9, LATIFABAD, HYDERABAD	0221-864858 863871	0221-861309	256/E UNIT NO.9, LATIFABAD, HYDERABAD	0221-864858	0221-861309	HYD
9	PECS INDUSTRIES (PVT) LTD	126-SECTOR A-1, TOWNSHIP, LAHORE	35124187	35124186				LAHORE
10	VICTORY INTERNATIONAL	3/7 MAIN CHMABRERS 3-TEMPLE ROADL	36362361		SHARIF PARK, BEGUMPURA			LAHORE
	<b>WIPER SYSTEM</b>							
1	AMBIEX (PVT) LTD	74/3-B, TARIQ ROAD, LAHORE CANTT	042-891932 6560166		S	042-891932 6560166		LAHORE
2	MULTI TECH ENGINEERING	PLOT NO.C-177, SECTOR 9/E, ORANGI TOWN	36692438	36694729	PLOT NO.C-177, SECTOR 9/E, ORANGI TOWN	36692438	36694729	KARACHI
	<b>WRENCH HUB</b>							
1	FORGE TECH (PVT) LTD							KARACHI
2	HASEEB CANVAS	A-236, BLOCOK-L, NORLTH NAZIMABAD						KARACHI
2	JIS ENGINEERING WORKS	L-S,3 BLOCK-9, F. B. AREA,	36373621 36328508	36373621				KARACHI
	<b>WASHER TANK</b>							
1	MEENA SERVICES	49-B, GALI NO.9, ISMAIL ROAD, NAWABAD	37510584 3742517					KARACHI

SIND ENGINEERING (PVT) LIMITEDCLASSIFIED VENDOR LIST

Sr. No.	Name	Office			Factory			Office
		Address	Phone	Fax	Address	Phone	Fax	
2	MERAJ INDUSTIRES	14 K.M MULTAN ROAD, BEHINED UNI FORM,	37512718	37512719				LAHORE
3	TEHRMOSOLE INDUST (PVT) LTD	140 MAIN INDUSTRIAL AREA, KOT LAKHPAT	042-5118512 5117859	042-5115295				LAHORE

**ANNEX-5**

**VALUATION REPORT BY  
M/S HARVESTER SERVICES (PVT.) LTD**