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Morning News

Introducing

Razia Ghulamali

I WENT to see Mrs. Ghulamali marvelling at the success of one of the first and best-known Women Industrialists of Pakistan. Single handed this woman works a business which is tough in every sense of the word.

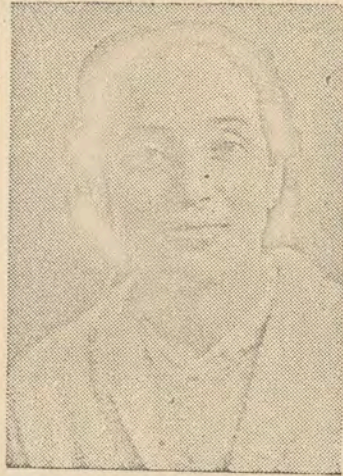
The idea for this business spurted from the one spinning loom which was on her land and which intrigued her. As she tinkered with it and called engineers to survey it, her brain worked feverishly giving birth to plans for a Pipe Factory. Today she has the Pakistan Pipe and Construction Co. The Sikander Rockete Products and Sind Minerals and Refractories. There is a chain of Pakistan Pipe and Construction Co.'s factories at Islamabad (Rawalpindi) Khairpur, Kotri and Karachi.

What are the temperamental requirements which enable a woman to run a vast problem-filled business, some one proud and haughty, someone hard and unfeeling, someone highly qualified and intelligent?

In Razia I found a very humane, humble person. She never once said, 'I have achieved this or that', but always 'with the help of God'. She kept repeating that the unseen hand of God is always there to help. Razia insists that anyone who has a will to do something and makes an effort, will surely have help from God.

Razia was one of those women who just could not accept the role of a housewife who stays home all day. She thinks that with a little planning and organisation a housewife can manage her home without having to be on the spot twenty four hours of the day.

One of her mottos is No-Procrastination. She never puts off work for the morrow which



has to be done today. She thinks you follow this rule, it becomes a lifelong habit which contributes greatly to success. One advice which she heard from her parents, and which she passes on to her children, is that, when you see some thing in another person you don't like, do not pass judgement. Instead make it a point never to have those faults in yourself. Not only that, but look for the good in people too.

Mrs. Ghulamali also believes that one must help other people, especially if requested to do so, even if it is a competitor who seeks your aid never refuse for each one gets his own share of fortunes, and nothing you do, or not do can has any effect on kismet. The men she employs also, she says, bring their own luck—I cannot say that he eats because I pay him.

Mrs. Ghulamali seems to be a psychologist in her own small

way, and this knowledge she uses in handling her labourers, who must be treated in the right way. Not too much indulgence and no slave-driving either. She believes in making all payments, before an employee or the party concerned had to ask for it.

Razia Ghulamali said that when a person seems to have reached the very top, one tends to forget that he climbed rung by rung, afraid, fearful, but determinedly. This young woman climbed up the ladder by sheer hard work, determination and implicit faith in God.

It being necessary to discuss the business details and make decisions in the world of men, here, and in her wide travels abroad, Razia makes sure to study her needs and requirements thoroughly, so that she knows exactly what she has to deal with. She recollected that for ten years she wrote her accounts, even though she had to learn to do so and Industrial Accounts—that, must have been a trial. But as she said that unless 'I knew what exactly it was how would I know what the man I employed was going.'

In her work Razia did not stop at manufacturing pipes on imported machinery, but started making her own machinery too, thus cutting down costs considerably. These machines are manufactured on the premises of Pakistan Pipes and Construction Co. The Ghulamalis, too, lived on these very same premises for ten years, before shifting to another residence.

Going round the factory, seeing among others the large prestressed pipes which withstand pressures of 400 feet water supply and the R.C.C. pipes, Spun Hollow poles used for street lighting at her own factory, and I have been told that they are used at Kharian and by the Navy too, and seeing large stock of pipes to be sent for Mangla the courage of this brave young lady.

—By MRS. HABEER