



ایوان صنعت و تجارت سیالکوٹ

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ایوان صنعت و تجارت سیالکوٹ

Research & Development Cell, Sh. Abdul Majid Kapur Block
P.O. BOX 1870, Shahrah-e-Aiwan-e-Sanat-o-Tijarat, Sialkot 51310-Pakistan
Tel: +92 52 4261881, 4261882, 4261883, Fax: +92 52 4268835, 4267919
Email: sialkot@scci.com.pk Web: www.scci.com.pk





معزز اراکین چیمبر!

بِسْمِ اللّٰهِ الرَّحْمٰنِ الرَّحِیْمِ

حکومت پاکستان کی جانب سے اعلان کردہ ایمنسٹی سکیم 2019ء اندرون و بیرون ممالک میں موجود سرمایہ کو دستاویزی شکل دینے کا ایک بہترین موقع ہے۔ اس سکیم کے تحت سرکاری افسران کے ماتحت ملازمین کے علاوہ ہر پاکستانی شہری محض 4 فیصد ٹیکس ادا کر کے اپنے ملکی اور بیرون ملک پوشیدہ اثاثہ جات ظاہر کر سکتے ہیں، جس سے نہ صرف اثاثہ جات کو قانونی تحفظ حاصل ہوگا بلکہ حکومت کی اس سکیم کے تحت حاصل ہونے والے ریونیو سے ملک میں جاری مالی بحران کو بھی حل کرنے میں کافی مدد ملے گی۔ یورپ، امریکہ سمیت پوری دنیا میں ٹیکس کا تناسب آمدنی کے نصف کے قریب پہنچتا ہے۔ اس میں عام آدمی سے لیکر ارب پتی تک سب شامل ہیں۔ عوام سے حاصل کردہ یہی رقم ان کی فلاح و بہبود پر خرچ کی جاتی ہے جبکہ ہمارے ہاں ٹیکس چوری اور کرپشن و باکی طرح پھیلی ہوئی ہے، ریڑھی والے سے لیکر ارب پتی تک سب اس میں ملوث ہیں۔ یہی وجہ ہے ملکی معیشت بالکل تباہی کے دہانے پر پہنچ چکی ہے۔ میرا سیکورٹی کی بزنس کمیونٹی کو مشورہ ہے کہ انہیں اس سنہری موقع سے بھرپور فائدہ اٹھانا چاہیے۔ مزید برآں بے نامی اکاؤنٹ اور پراپرٹی رکھنے والے افراد بھی اپنے اثاثے ظاہر کر کے اس ایمنسٹی سکیم سے فائدہ اٹھا سکتے ہیں۔ یقیناً اس سکیم سے کاروباری برادری اور ٹیکس حکام کے درمیان اعتماد کی فضا قائم ہوگی، بزنس کمیونٹی میں پایا جانے والا خوف و ہراس بھی ختم ہوگا اور آئندہ پرامن ماحول میں قانونی طریقہ سے اپنا کاروبار کر سکیں گے۔ حکومت کے اس اقدام سے نہ صرف کاروبار ترقی کریں گے بلکہ ایمنسٹی سکیم دستاویزی معیشت کے فروغ کیلئے بھی ایک بہترین قدم ہے۔ میں یہاں اس بات کا تذکرہ کرنا بھی ضروری خیال کرتا ہوں کہ حکومت تاجروں، صنعت کاروں اور اس سکیم سے فائدہ اٹھانے والے لوگوں کے ساتھ دوستانہ رویہ رکھتے ہوئے ان کو معیشت میں فعال کردار ادا کرنے کیلئے اعتماد میں لینے کی اشد ضرورت ہے۔ کیونکہ تاجر برادری، صنعت کار اور سرمایہ دار طبقہ ہی وہ طبقہ ہے جو معیشت کو رواں دواں رکھنے، معاشی ترقی کو فروغ دینے اور لوگوں کو روزگار فراہم کرنے کا اصل اور اہم ذریعہ ہوتا ہے۔ نجی معاشی سرگرمیوں میں تیزی لانے کیلئے اس طبقے کے تعاون کے بغیر حکومت مکمل طور پر کامیابی حاصل نہیں کر سکتی۔

والسلام

خواجہ مسعود اختر (ستادہ امتیاز)

صدر

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Editorial Board



Khawaja Masud Akhtar (S.I.)
 President/Patorm
 Ph: 052-4261881-83



Daud Ahmad Chattha
 Chief Editor
 Ph: 0300-7137137



Waqas Akram Awan
 SVP/Managing Editor
 Mob: 0300-8616990



Amer Hameed Bhatti
 VP/Managing Editor
 Mob: 0300-8711744



Arshad Latif Butt
 Joint Editor
 Ph: 0300-8610931



Dr. Mariam Siddiq
 Editor (Female)
 Ph: 052-4261881-83

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حاجی محمد اشرف کھوکھر مرحوم

یاد رہے مارشل آرٹ ویز کی انڈسٹری کو پاکستان میں متعارف کروانے کا تمام تر کریڈٹ حاجی محمد اشرف کھوکھر کے حصہ میں آتا ہے۔ سیالکوٹ میں ایک نئی آئٹم شروع کی اور کامیابی سے ہمکنار ہوئے۔ اس پر ہی اکتفا نہیں کیا بلکہ دوستوں اور کاروباری احباب کو بھی ترغیب دیتے کہ وہ مارشل آرٹس ویز کی انڈسٹری لگائیں اور پھر ان کی ہر مکتہ رہنمائی بھی کرتے۔ الحمد للہ یہ منفرد اور بے مثل اعزاز حاجی محمد اشرف کھوکھر کو نصیب ہوا جنہوں نے مارشل آرٹس ویز انڈسٹری کا پہلا پودا سیالکوٹ کی زرخیز مٹی میں لگایا تھا آج سیالکوٹ میں مارشل آرٹس ویز کی ایکسپورٹ 500 ملین ڈالر سے زائد ہے۔ عالمی منڈیوں میں مارشل آرٹس ویز کی خرید و فروخت میں پاکستان کا حصہ 35% ہے اور دنیا بھر میں مارشل آرٹس ویز کی پروڈکشن میں پاکستان دوسرے نمبر پر ہے۔

ہماری دانست میں وطن عزیز پاکستان کے لئے برآمدات میں عملی حصہ لینا عبادت کرنے کے مترادف ہے۔ حاجی محمد اشرف کھوکھر دیار غیر میں پاکستان کا زرمبادلہ بڑھانے کی عبادت میں مصروف تھے یعنی سفری صعوبتوں سے گذر رہے تھے کہ 12 جون 1992 کو ہانگ کانگ میں انہیں دل کا دورہ پڑا اور دیکھتے ہی دیکھتے یہ آفتاب جہاں تاب تمام تر چکا چونڈ کے ساتھ ہمیشہ کیلئے غروب ہو گیا۔ حاجی صاحب کی موت یقیناً شہید پاکستان کی موت تھی۔

اشرف انڈسٹریز کا تناور درخت جو اپنے ثمرات کی بہار دکھا رہا تھا حاجی محمد اشرف کھوکھر کے بغیر خزاں رسیدہ سا ہونے لگا تھا اب فیکٹری کی تمام تر ذمہ داری ان کے بڑے بیٹے اعجاز اختر کھوکھر کے کندھوں پر آن پڑی تھی۔ اعجاز اختر کھوکھر نے چھوٹے بھائی سجاد اختر کو باپ کی سی سرپرستی دیتے ہوئے نئے عزم، نئے حوصلے اور نئے جذبوں کے ساتھ کمپنی امور نپٹانے شروع کر دیئے اور شب و روز کی انتھک محنت سے اشرف انڈسٹری کو وقت کی تیز رفتار آندھیوں سے بچالیا۔

باتیں ایوان کی

آگنی اور حاجی محمد اشرف کھوکھر ایک بار پھر پریشانیوں میں گر گئے۔ بینکوں سے سود پر پیسہ لینا حرام سمجھتے تھے۔ قرض کے لئے کسی کے آگے دست طلب دراز کرنا بھی طبیعت پر گراں تھا۔ تاہم حاجی محمد اشرف کھوکھر جیسے کوہ پیکر نے اس محاذ پر بھی ہمت نہ ہاری اور حکمت عملی تبدیل کر کے آگے بڑھ گئے۔ ان کا حلقہ احباب بڑا وسیع تھا مگر جن سے وہ دل کی بات کر لیتے تھے ان میں داؤد چٹھہ، سیٹھ محمد اقبال، غلام علی شہیر، خواجہ حشمت، اے ڈی بھٹہ، آغا کمال حیدر، بابو برکت علی، سید ممتاز بخاری، شیخ محمد اقبال صندل، رائے محمد ریاض اور محمد اشرف کھوکھر آف سمارٹ برش شامل تھے۔ سیٹھ محمد اقبال مرحوم جو بجا طور پر دل کے بھی سیٹھ تھے، اشرف انڈسٹریز کو اپنے دفتر کی Telex اور دیگر دفتری سہولیات مہیا کر رکھی تھیں اور یوں کاروبار کی ابتدائی مشکلات کا سفر کتنا چلا گیا۔

1974 کا سورج طلوع ہوا تو جیسے حیرتوں کے پتے صحرا پر امیدوں کے بادل برس گئے ہوں جیسے مصیبتوں کے تاریک راستوں پر امنگوں کے اجالے بکھر گئے ہوں۔ اشرف انڈسٹریز کی مارشل آرٹس ویز کی پہلی پینٹنٹ جاپان کیلئے روانہ ہو چکی تھی اور حاجی صاحب پینٹنٹ کی پذیرائی کے لئے بارگاہ ایزدی میں سجدہ رہتے تھے.... پھر چشم فلک گواہ ہے کہ کپڑے کی کوالٹی، سلائی کا اعلیٰ معیار اور کٹائی کی نفاست نے جاپانی صنعتکاروں کو ورطہ حیرت میں ڈال دیا۔ اشرف انڈسٹریز کے پراڈکٹس کی قیمت جاپانی صنعتکاروں کے پراڈکٹس کی قیمت مارکیٹ بل کر رہ گئی۔ اشرف انڈسٹریز کی دوسری پینٹنٹ امریکہ کیلئے روانہ ہوئی تو وہاں بھی مارکیٹ میں ایک خوشگوار تبدیلی آگئی۔ پھر دھیرے دھیرے بین الاقوامی منڈیوں میں اشرف انڈسٹریز کے نام کا سکہ بیٹھنا چلا گیا۔

حاجی محمد اشرف کھوکھر جب کبھی اپنے سفر کی روئداد سنایا کرتے تو ان کی آنکھوں میں ایک خاص چمک آ جا یا کرتی تھی اور ایک گہری سانس لیکر کہتے "داؤد چٹھہ" رب العزت کا شکر یہ ادا کرنے کیلئے میرے پاس الفاظ نہیں..... جاپان میں جب میں اپنے گا ہک سے ملنے جاتا ہوں تو وہ اڑ پورٹ پر میرے استقبال کیلئے موجود ہوتا ہے۔ میرا بریف کیس ضد کر کے پکڑ لیتا ہے۔ گاڑی میں بٹھا کر احترام کے ساتھ ہٹل پہنچاتا ہے۔ اور پھر یہ سناتے سناتے حاجی صاحب عجز و انکساری کے احساسات سے مغلوب ہو جاتے اور لہجہ بھر کے لئے نگاہ فرس پر گاڑھ لیتے۔



تحریہ: داؤد احمد چٹھہ ایم اے
چیف ایڈیٹر

1969 کا دور تھا، 40 سالہ دراز قد کے حاجی محمد اشرف کھوکھر جو رگپورہ کے تنگ و تاریک گلی کوچوں میں کھیلے تھے۔ سعودی عرب سے ملازمت ترک کر کے واپس انہی گلیوں میں آگئے اور تنگی معاش سے چھٹکارا پانے کا سوچنے لگے۔ وہ ایک لاکھ، اسی ہزار روپے کی جمع پونجی سعودی عرب سے لائے تھے۔ اسے جیب میں ڈالے سیالکوٹ کی سڑکیں ناپتے رہتے۔ ان کی سمجھ میں نہیں آ رہا تھا کہ وہ کون سا ایسا کام شروع کریں جو "وکھری" ٹائپ کا وسیلہ روزگار ہو۔ بالآخر انہوں نے سیالکوٹ انڈسٹریل اسٹیٹ میں ایک قطع اراضی حاصل کی۔ اشرف انڈسٹری کے نام سے چھوٹی سی فیکٹری تعمیر کی اور 25 سلائی مشینوں اور 30 کارگیروں کی ایک ٹیم کی مدد سے ٹیلرنگ کے آبائی پیشے کو اختیار کر لیا۔

ابتدا میں اشرف انڈسٹریز میں فوج کی یونفارم تیار ہونے لگی تھیں جن کا معیار اس قدر عمدہ تھا کہ ماہرین انکشت بدندان ہو کر رہ گئے۔ حاجی صاحب کو بھرپور حوصلہ افزائی تو ملی مگر وہ مطمئن نہیں تھے۔ "وکھری" ٹائپ کے منصوبے کی تلاش میں وہ سخت الجھن میں تھے کیونکہ ملٹری یونفارم تیار کرنا شانندان کی منزل نہ تھی وہ ستاروں سے آگے کسی اور جہان کی تلاش میں تھے چنانچہ ایک بیجان کی کیفیت میں چین، کوریا، جاپان، ملائیشیا اور ہانگ کانگ کے دورہ پر نکل گئے۔ قریب بقریہ گھومتے پھرتے رہے۔ مارکیٹوں کا جائزہ لیتے رہے اور پھر جیسے منزل کا نشان مل گیا ہو۔ حاجی محمد اشرف کھوکھر نے جان لیا کہ ان ایشیائی ممالک میں جو مارشل آرٹس ویز تیار ہوتے ہیں وہ مقامی ضرورتوں کو پورا کرنے کے علاوہ یورپ اور امریکہ کے ممالک کو بھی ایکسپورٹ ہوتے ہیں۔ جبکہ پاکستان میں مارشل آرٹس ویز (جوڈو کراٹے یونفارم) سرے سے تیار ہی نہیں ہوتے۔

حاجی صاحب نے سیالکوٹ واپس آ کر ملٹری یونفارم کی پروڈکشن بند کر دی اور ایک پر عزم جدوجہد کے ساتھ مارشل آرٹس ویز کی پروڈکشن کا فیصلہ کر لیا۔ اس منصوبے کی تکمیل کے مراحل کا سلسلہ ایک عرصہ تک چلتا رہا مگر پھر سرمائے کی کمی آڑے

Monthly Activities of Sialkot Chamber

MEETING OF DEPARTMENTAL COMMITTEE ON SME/ TRAINING



Meeting of Departmental Committee on SME/Trainings was held on March 05, 2019 and chaired by Mr. Fizan Akbar, Chairman Committee. He shared about "EU Medical Devices Regulations (MDR) 2017/745" and said that it would be mandatory for the exports of medical devices to Europe from next year. He shared about its significance, cost, and requirements; he emphasized that it would be difficult for the SME sector of Sialkot to understand and to adopt. It was decided that the said concern would be discussed with the Surgical Committee of SCCI and SIMAP. The agenda of conducting a seminar on E-Commerce was also discussed and he told about a seminar on E-Commerce organized by M/s. SFA Connection; He encouraged the committee to participate in the said seminar.

It was also discussed that a national level 'IT Conference' would be planned to organize by the Sialkot Chamber in 2019; it would be a mega event to promote IT in SME Sector in Sialkot Industry. Furthermore, Ms. Shabina Gillani discussed about the hard work of rural women and their efforts to run small businesses. She stressed that training courses should also be organized for those women to impart knowledge about latest trends and online business.

MEETING OF DEPARTMENTAL COMMITTEE ON SPORTS ACTIVITIES

Meeting of Departmental Committee on Sports Activities was held on March 06, 2019. Mr. Asif Ali, Chairman Committee welcomed the members and shared that "Weight Lifting District Championship & Intra School Soft Ball Cricket Tournament" had been organized; Mr. Waqas Akram Awan (SVP of SCCI), Mr. Amer Hamid Bhatti (VP of SCCI) and the Executive Committee Member had attended both events. He further told that Committee was in contact

with Embassies to organize matches with them. Committee also discussed the selection of players in the cricket team. The Committee also discussed contributions regarding the expenses of travel to Islamabad, players uniforms, etc.



VISIT OF H.E. MR. İHSAN MUSTAFA YURDAKUL, AMBASSADOR OF REPUBLIC OF TURKEY TO PAKISTAN

H.E. Mr. Ihsan Mustafa Yurdakul, Ambassador of Republic of Turkey to Pakistan visited the Sialkot Chamber on March 11, 2019. Mr. Waqas Akram Awan, Senior Vice President welcomed the Ambassador of Turkey to Pakistan and other distinguished guests. He described the relationship between Turkey and Pakistan and said that Turkey had a robust economy with sustained growth rate. He emphasized that the vision of Prime Minister Imran Khan to facilitate foreign investment. He said that it was also encouraging to note that both countries were eager to expand bilateral cooperation in diverse fields to benefit from each other's expertise to make progress. He mentioned the total trade volume between the two countries in FY 2017-18 was just over USD 640 (M).



He also said that there was a lot of potentials to increase

this volume of trade as both sides had a huge unexplored trade potential. He requested the Ambassador to support in getting Access to Made in Pakistan products to Turkey as the Surgical Instruments, Work Wear & Gloves and Sports Apparel have a huge demand in Turkish Markets and Pakistan was known for having excellence in terms of quality in these products.



H.E. Mr. I. Mustafa Yurdakul, Ambassador of the Republic of Turkey to Pakistan thanked the SCCI, elaborated the affiliation between both the countries had been increasing day by day, and he hoped that this friendship would create fruitful results. He mentioned the recent issues between India & Pakistan; told about the clear and strong vision of Turkish President and Turkey would always be with Pakistan through thick & thin. He discussed the low trade volume between both the countries and said that it was less than the actual potential. He told that Turkey was working to draft a trade agreement for both brotherly countries to enhance work/trade/business/investment opportunities; therefore, in coming years results could be visible in shape of economic uplift by mutual efforts. Turkish companies were already working in Pakistan and he said that Turkey was always ready to invest in Pakistan.

INTERNATIONAL WOMEN'S DAY CELEBRATION & LAUNCHING OF WOMEN RESOURCE CENTER – OUTREACH PROGRAMME



A ceremony to celebrate "International Women's Day" was

held in Sialkot Chamber on March 12, 2019. Dr. Mariam Nouman, Chairperson welcomed the female workers from five different villages, Mr. Arshid Mehmood Mirza (Baidarie, Sialkot), Dr. Khurram Anwar Khawaja (President KKRTS), students and members. She thanked the guest speakers for joining the event; she also encouraged the students to learn about the SCCI's role in Sialkot Industry and Women Resource Center of SCCI. She gave her detail presentation about the significant role of WRC. She said that urban women were involved in different types of work/profession, but there was a lack of linkages between urban & rural female population. She appreciated the guest' females for their hard work and motivated them to connect with Industry as well as with Sialkot Chamber.



Mr. Arshid Mehmood Mirza, Executive Director (Baidarie, Sialkot-Pakistan) thanked the Sialkot Chamber and appreciated the Chairperson WRC to organize the event and he told about Baidarie, Sialkot. He told about the various project had done under which skill training centers had been established in many rural areas. He shared the efforts of Baidarie, Sialkot for empowering rural women of Sialkot to afford more facilities and living standard for them and for their families. He also shared about the projects for women empowerment, Health & Hygiene facilities for women, Protection of the Rights of Women Workers, ending violence against Women, increase literacy ratio in a rural area, skill development & capacity building, etc. had done by this organization. Ms. Samina Center Incharge "Roshni Group" at Jaurian Kalan and Ms. Khalida Latief, Center Incharge (Roras Village) also shared their experiences and life journey with Baidarie.

Dr. Khurram Anwar Khawaja, President KKRTS gave a presentation on Khud Kifalat Rozgar Trust, Sialkot; Under the Umbrella of SCCI, the business community of Sialkot was doing remarkable work towards the development of the city and welfare of the people through self-help basis

culture. On the other hand, Ms. Hafsa Mazhar, Head of sub-office-Punjab UN Women shared her views on "Women's Day" and discussed the rights, obligations, duties, and opportunities of women internationally. Dr. Mariam Nouman, Chairperson WRC announce the "WOMEN Resource Center (WRC) – Outreach Programme" for these rural women. She explained that under this The programme, the rural women entrepreneurs would get registered in WRC, SCCI. Therefore, efforts would be made to grow & strengthen their businesses.

VISIT OF MS. ANN MASON, POLITICAL & ECONOMIC CHIEF, US CONSULATE GENERAL, LAHORE



On March 12, 2019 Ms. Ann Mason, Political & Economic Chief, US Consulate General, Lahore visited Sialkot Chamber of Commerce & Industry. Mr. Waqas Akram Awan Senior Vice President warmly welcomed Ms. Ann Mason Chief Political and Economic Section at Sialkot Chamber. He expressed that her visit would further strengthen the US-Pak relations particularly the promotion of bilateral trade. He expressed that Pakistan assume USA as a major trade partner and had always been keen to promote trade between two countries. He added that Sialkot Chamber had been playing a role of apex body not only in trade promotion and facilitation to its members, but also contributing equally to the Social Welfare by overcoming certain issues like Child Labor, adapting International standardizations and encouraging usage of e-commerce in order to make the industry most favorable to the world.

He further said that 90 % of the Sialkot Industry comprised of export based Small Medium Enterprises, which could be facilitated with strong US-PAK ties. In said regard, US GSP program would serve as one aspect of plan to enhance trade between the two countries. Said that the Industry was in need of joint ventures in terms of transfer of technology to extend portfolio in accordance to US demands. Sialkot Chamber would highly encourage such collaborative

initiatives and would protect the deserving rights of Foreign investors. Said that Sialkot Chamber would consistently interacting with Government and other trade bodies for a unilateral understanding to facilitate and promote Ease of Doing Business, Access to Finance, Sialkot Export Processing Zone and Small Industrial State i.e. in the best interest of the SMEs.



Ms. Ann Mason Political and Economic Chief appreciated the versatility of Sialkot for being benchmark of standardization and quality in terms of excellence. She appreciated active role of Sialkot Chamber in providing extraordinary facilities, platforms to grow, portraying industry's best image to world that were in best interest of its members. She also said that SCCI had yet again made benchmark in the field of CSR in supporting individuals and society, courageously taking social initiatives being a trade body. She acknowledged SCCI's self-financed progressive initiatives like Air Sial which were the most applauded Initiatives of the industry so far. Acknowledged that Sialkot Industry always stood to the expectations of buyers of United States. "The Industry also possesses potential to improve further in terms of IPR structure that was perhaps the most concerning issues to majority of US companies" the envoy quoted.

MEETING DEPARTMENTAL COMMITTEE ON SUI GAS

On March 14, 2019, a meeting of Departmental Committee on Sui Gas was held at Sialkot Chamber of Commerce & Industry. Mr. Abdul Ghafoor Butt, Chairman Departmental Committee on Sui Gas warmly welcomed the members and thanked them for their participation in the meeting. Chairman Committee informed that they met with Mr. Imran Sahi, newly appointed General Manager SNGPL Sialkot along with the Mr. Amer Hamid Bhatti, Vice President SCCI and other Committee members, who has extended cooperation and especially provided assurance for resolution of the problems of the members of Sialkot

Chamber related to SNGPL Department Sialkot therefore members can submit their pending issues related to SNGPL at this Chamber so that Committee may take up with the Department for resolution. He also informed that the General Manager, SNGPL was committed to provide Sui gas connections to 4 months old applicants of new domestic connection on recommendation of this Chamber.



It was highlighted the issue of digging being made SNGPL Staff for new connections of Sui Gas on different roads especially at Khadim Ali Road near Allama Iqbal College and Capital Road near Shaheedan Qabarastan and suggested that the matter should be taken up with SNGPL Department to bound the SNGPL staff to restore the original position of road from digging spot immediate after installation of supply line in order to avoid happening of accident in future due to digging. It was informed in the meeting that before 3 years gas were supplied to the consumers of Sialkot on single pipeline but last year by the efforts of Sialkot Chamber Government had been completed Badiana Pipeline project due to which Sui gas pressure in the city of Sialkot had been improved for which Garrison Headquarter Sialkot provided Rs: 27 Million to SNGPL for supply of gas to the consumers of Sialkot Cantt through Badiana Pipeline project. He also informed that G.M SNGPL was committed to launch verification of overbilling of gas bills on such complaints sent through Sialkot Chamber on priority basis.

Chairman Committee decided to write a letter to Managing Director SNGPL requesting for establishment or proper arrangement of SNGPL Building in Sialkot at inside / nearby city area with Customer Service Facilities. In the end, Chairman Committee thanked all the participants of the meeting for their participation.

VISIT OF MR. NAUMAN ASLAM, EXECUTIVE DIRECTOR IPO-PAKISTAN

On March 18, 2019 Mr. Nauman Aslam Executive Director IPO Pakistan visited Sialkot Chamber of Commerce & Industry. Mr. Waqas Akram Awan the warmly welcomed Mr. Nauman

Aslam Executive Director IPO Pakistan and other officials of IPO. He informed that World IP Day on 24th April, 2019 at Serena Hotel Islamabad would be celebrated in which delegation from SCCI, International dignitaries and concerned authorities would be called upon, as already known that theme was Sports this year and Sialkot had been considered as hub of Sports. He further said that an Awareness Walk had been scheduled on 20th April 2019 for general public in local cricket ground. IPO would mobilize a campaign for awareness of event to public with 200 advertisement poles within twin cities. Executive Director asked for designs of flexes with different slogans related to Sialkot Industry especially Sports sector would be required from SCCI.



Moreover, He also sought cooperation of Sialkot Chamber being Apex Trade body having broad members and Sports & Non-sports Associations to active participate into the events by nominate a speaker for the seminar and a member from SCCI for committee that to distribute awards to exports-oriented companies who have patented their products, trademarks, logos and material for appreciation. He further asked for a short documentary comprising achievement of Sialkot Industry specifically for IP day. He also said that on 26 April, 2019 supplement would be displayed in Newspaper and IPO would be ready to share the cost of space with any of industry's exporter who would be willing. Mr. Waqas Akram Awan Senior Vice President said that SCCI had successively dispatched products to IPO Pakistan for IP Day Event at Geneva on 22 March, 2019.

He assured Mr. Nauman Aslam that SCCI would provide sufficient material of the companies that are working with more than 100 brands of world to IPO Pakistan for the said events. Further said that Sialkot Industry was full of success stories starting from MB sports, CA sports Greys of Cambridge to Forwards Sports for manufacturing Soccer balls for FIFA World Cup 2014 & 2018 "Brazuca" and "Telstar" would explicitly build image of Pakistan on general

and Sialkot in specific. He further said that Khawaja Masud Akhtar President SCCI was a roaming ambassador of success story in Sialkot Industry and will be leading both events. He further communicated the issues pertaining to the notices been received to SCCI from IP tribunals without details of the case.

SEMINAR ON "FACEBOOK MARKETING FOR SMEs"



Sialkot Chamber of Commerce in collaboration with SMEDA conducted a seminar on "Facebook Marketing for SMEs" on March 19, 2019. Facebook provided easy and cheap networking & communication tool, commonly used platform for instant customer/consumer engagement, provide information immediacy & fast feedback assisted in getting higher rankings at search engines also, and Helped in increasing product visibility, etc. were the course objectives. The scope of Facebook Marketing included Businesses, socializing, advertising, promotional, marketing and communication functions primarily for disseminating information to grow businesses. Causes of using Facebook marketing, its tool, criteria to judge performance in Facebook Marketing & Success Rate etc. were also discussed in detail. Elements of Facebook Marketing Strategy, Types of Facebook Content, Five Guiding Principles (Build a Strategy that is Social by Design, Create an authentic Brand Voice, Make it Interactive, Nurture your relationships and Keep learning) and 6-Step Facebook Marketing Strategy (Set Goals, Pinpoint Target The audience, Set Budget, Plan Engaging Content, Plan Equally Engaging Ads and Monitor and Analyze), were elaborated by the speaker.

Mr. Fizan Akbar, Chairman described the importance of Digital & Social Media in expanding the businesses worldwide. Digital and social media had made communication between the B2B and B2C very fast, update and cheap. Social media had been the very first platform to

reach the customers for much-known brands worldwide. He deliberately stressed upon the young entrepreneurs to achieve high skills in digital and social media for flourishing their businesses.

MEETING OF DEPARTMENTAL COMMITTEE ON POST OFFICE/TELECOMMUNICATION



A meeting of Departmental Committee on Post Office/Telecommunication was held on March 20, 2019, chaired by Mir Alamgir Meyer, Chairman Committee. He welcomed the Mr. Abid Ali, Chief Post Master, GPO officials and members. He discussed the EMS plus Services announced by Pakistan Post for Exporters, issues regarding non delivery of Chamber bulletin, placement of Letter Boxes for facilitation of people of Sialkot at prominent locations of the city and GPO Sialkot allow 30 days credit facility to the regular customers/exporters.

Mr. Abid Mehmood, Chief Post Master, Sialkot thanked the Chairman and informed that Pakistan Post Office in collaboration with DHL, FedEx and Skynet had launched EMS Plus Service in all major business cities of Pakistan including Sialkot. He briefed about the tariff and the service agreements as well as he shared all the issues including shipment of one or more parcels to the same consignee as one shipment and charging of minimum schedule rates on first parcel instead of total number of parcels separately and issues with online shipment tracking system etc. He further said that all the other issues pointed out by the Chairman and members of the Committee regarding EMS Plus i.e. high rates of EMS Plus Service in comparison DHL, FedEx direct booking, collection of shipment on door step, provision of selection of courier company as per own choice and other issues had been noted and assured to discuss with higher authority for an early resolution. Furthermore, Letter Boxes would be placed in congested areas of Sialkot after approval from the higher authority. He assured that he would take up the discussed matters at the relevant

departmental forum and try to convince the authorities to restart the 30 days credit facility.

MEETING OF DEPARTMENTAL COMMITTEE ON EDUCATION (UNIVERSITIES)



Meeting of Departmental Committee on Education (Universities) was held on March 21, 2019, and chaired by Dr. Khurram Anwar Khawaja, Chairman. He welcomed the members and after reviewing the results candidates, students for renewal and for the new scholarship were finalized. Sialkot Chamber not only worked beyond its scope to serve the business community but also for the development of the City/Society and Public in general. He told about the working of Committee; under the said program deserving/needful students were being granted scholarships for getting professional education. Sialkot Chamber of Commerce was committed to help the Education Department in upgrading the overall education system. He proposed that a project should be started under which both "educational & extra-curricular" activities would be promoted; under the project tuition or extra-coaching to the weak students of 9th & 10th classes would be provided so that their results could improve. In addition, sports and other extracurricular activities would also be promoted among students to improve their physical health. The committee also discussed that sports activities could be promoted among the school children by providing them kits & sports goods to encourage them for physical activities. It was also decided that the installation of Water Filtration Plant was very important due to the poor quality of drinking water.

After mutual discussion & deliberation, an important decision was taken for the Govt. Girls Higher Sec. School, Sialkot Cantt, Installation of Water Filtration Plant in Govt. Christian G/H School, Bara Pather, Sialkot was very important due to the bad situation of drinking water, so the

Committee approved three-stage Water Filtration Plant for the School. Mr. Sohain Saleem (GC Women University), Mr. Shahid Naseer, with the collaboration of Prof. Ch. Munnawar Ahmed, Mr. Javed Akhtar Billah, Mrs. Raheela Sohail and other senior members to identify the volunteers for the project.

MEETING OF DEPARTMENTAL COMMITTEE ON FAROG-E-IQBALIYAT



Meeting of Departmental Committee on Farog-e-Iqbaliyat was held on March 21, 2019, chaired by Syed Shehzada Ahmed Ibn e Iqbal. He showed his gratitude and applauded the Authorities of SCCI for their efforts to spread Iqbal's Ideology. He shared the previous activities of the said committee and discussed the future goals. He encouraged the committee members to participate and play their important role for the said Nobel cause.

With discussion and due deliberation, it was decided that an event on "Iqbaliyat" would be planned to conduct in the month of April in the honor of Allama Iqbal's Death anniversary; in this regard, students from different schools & colleges would be invited to perform tablows and speeches on related topics. High dignitaries of the City would also be invited for the said event.

MEETING OF DEPARTMENTAL COMMITTEE ON ENGINEERING

On March 22, 2019 a meeting of Departmental Committee of Engineering was held at Sialkot Chamber of Commerce & Industry. Mr. Zahid Hussain Mughal Chairman warmly welcomed the members and congratulated them on formation of the Engineering committee. He said that committee was formed to overcome issues pertaining to Daska Industry in order to grow further and export quality products of the Industry. He informed that Engineering Committee would address issues related to the field of Engineering like casting of steel iron, pig iron, machinery

and technology. In collaboration of Sialkot Chamber this Committee would address the prevailing issues, work on advance technology incorporation, Academia linkages with Industry particularly signing MOU's with UET and PCSIR, putting Pakistan Engineering Counsel on board and Association with International bodies would be addressed. Engineering Committee would also collaborate with SMEDA officials to visit Daska Industry once a week, to resolve issues promptly. He also requested members to attend meetings of the committee regularly, making it fruitful with their proper participation, suggestions and recommendations to certain issues.



Mr. Khaliq Mehmood Mughal Senior Vice Chairman said that he had a meeting with Khawaja Masud Akhtar President SCCI, wherein issues pertaining to Daska Industry were thoroughly discussed in detail, keeping in view of the Industry's potential, SCCI President expressed his wish to include Daska Industry into export section. He further said that Industry was in dire need of upgraded technology including precision measuring tools used for material testing. "The Industry must follow reverse engineering model of China and update time to time with latest technology" he added. He also stressed that Joint Ventures were the need of the time, it would create more employments.

Further said that Daska Industry was famous for making quality Agricultural and Auto parts. He added that members of the committee must participate in International exhibitions like AGRITECHNICA and AUTOMECHANIKA Germany to penetrate into foreign markets. He suggested that Engineering Committee would bring Chairman Fair Exhibition/ Delegations on board to formulate a delegation from Daska Industry, providing avenues to explore international markets and transform the industry accordingly.

MEETING WITH TEAM BAIDARIE, SIALKOT

A team of Baidarie, Sialkot had visited the Sialkot Chamber on March 25, 2019. Dr. Mariam Nouman, Chairperson WRC welcomed the guests Mr. Arshid Mehmood Mirza, Executive Director (Baidarie, Sialkot-Pakistan) and his team in order to discuss on a project related to rural women workers. Mr. Arshid Mehmood Mirza thanked the Chairperson and shared the details of the project had done by Baidarie, Sialkot; it was funded by Procter & Gamble. He told about the efforts of Baidarie, Sialkot for training & developing linkages for the rural women to strengthen them and to make them capable to earn their livelihood. He told that the project partner P&G was satisfied with the performance of Baidarie. He said that Baidarie, Sialkot was planned to apply for the extension in the said project and would like to work on this project with the collaboration of WRC. He asked suggestions from the Chamber and the Chairperson WRC that how the activities of that project could be extended and what types of further skills/training were important to educate those women.



Mr. Fizan Akbar, Chairman Departmental Committee on SME/Training suggested that two different types of activities could be started under the said project. He said that some educated females could be identified and selected to train them in social media marketing; therefore, they could sell their products online by using social media tools. Dr. Mariam Nouman, Chairperson WRC appreciated the suggestions and she recommended that a meeting with the factories in nearby areas of those villages should be conducted; so that the said matter could be discussed with those industries. She emphasized that industry should be involved that what type of skills/work they want; therefore the females would be trained in those required skills. Mr. Arshid Mehmood Mirza concluded that after completion of initial working on the above-cited proposals, another meeting would be planned with WRC, SCCI to finalize them.

MEETING OF DEPARTMENTAL COMMITTEE ON FAIR & EXHIBITION/ DELEGATIONS

On March 27, 2019 a meeting of Departmental Committee

on Fair & Exhibition/ Delegations was held at Sialkot Chamber of Commerce & Industry. Mr. Muhammad Sarfraz Butt Chairman said that two delegations of this Chamber were announced i.e. Surgical Specific to China and a general delegation to Russia & Turkey, although SCCI was persistently trying to pursue Embassies of Pakistan in Turkey, Russia and China to have their responses to SCCI on sending delegations to aforesaid countries. In this regard he had telephonic conversations with Mr. Badar-Uz-Zaman Commercial Counsellor Pakistan Embassy to China on Friday 22nd March, 2019, Mr. Nasir Hamid Minister (Trade) Pakistan Embassy to Russia on Friday 21st March, 2019 and Mr. Bilal Khan Pasha Consul General Consulate General of Pakistan, Istanbul, Turkey on Friday 22nd March, 2019 respectively.



However, he said that responses received from the dignitaries were not encouraging enough to send the delegations immediately. Mr. Badar-Uz-Zaman Commercial Counsellor Pakistan Embassy to China could not entertain the delegation in April 2019 due to TEXPO exhibition and another delegation visiting China with PM Mr. Imran Khan, however, he proposed to send the delegation in May 2019. Likewise, Mr. Nasir Hamid Minister (Trade) Pakistan Embassy to Russia said that Russia was not executing any activity related to Sports in 2019, one exhibition related to Surgical was expected in December 2019, but due to intensive weather conditions it would not be possible to execute SCCI delegation. He also mentioned certain requisites prior to send any delegation to Russia in terms of business. Mr. Bilal Khan Pasha Consul General Consulate General of Pakistan, Istanbul, Turkey said that due to intense economic conditions and imposed war in neighboring countries imports of the Turkey had drastically declined in recent times.

He further added that he office needs 4 weeks to process visa of the delegation but proposed dates were falling in start of May or in September. Mr. Amir Hamid Bhatti Vice

President SCCI said that SCCI should focus on Delegation to Russia without giving any importance to comments of Trade Minister. He further said that in coming future Russia would be a flourishing market for Pakistan. Malik Naseer Ahmed Former Vice President SCCI said that Commercial Counsellors are bound by certain rules and sometimes lacked by the budgets. In the end, Committee decided to execute China delegation in May 2019 and keep trying persuade for Russia and Turkey.

MEETING OF DEPARTMENTAL COMMITTEE ON WAPDA



Meeting of Departmental Committee on WAPDA was held on March 26, 2019, Mr. Amer Hameed Bhatti, Chairman welcomed the members. He shared that Ministry of Energy Government of Pakistan; Power Division had issued directives regarding Billing for January. He told about Tariff for Zero Rated Industry i.e Textile Including Jute, Carpets, Leather, Sports, and Surgical Goods through Implementation of S.R.O 12 (I) 2019 Dated January 01, 2019 for Electricity Reduced Tariff to Zero Rated Industry Sectors on special instructions of the Prime Minister of Pakistan but despite lapse of more than 3 months GEPCO had not been providing subsidy to the members of Sialkot Chamber since the issuance of above mentioned S.R.O. On the other hand, LESCO has been implemented the said S.R.O for electricity billing of the zero-rated industry of Lahore.

Mr. Zahid Hussain Mughal, Chairman Departmental Committee on Engineering of this Chamber briefed them about the issue of electricity connection of Industrial Estate Daska in detail. After discussion, it was decided that a delegation under the headship of Vice President SCCI would be visited the GEPCO Office, Gujranwala for a meeting with Chief Executive Officer GEPCO, Gujranwala for taking up the issue of above said S.RO for implementation.

**VISIT OF MR. SIDDIQUE SHEIKH CHAIRMAN
PAKISTAN AMERICAN BUSINESS ASSOCIATION**



Khawaja Masud Akhtar President SCCI welcomed Mr. Siddique Sheikh Chairman Pakistan American Business Association at SCCI on March 26, 2019. Mr. Siddique Sheikh Chairman Pakistan American Business Association shared the profile of Pakistan American Business Association (PABA) and said that PABA was persistently working to reduce Trade Gap between Pakistan and USA. He mentioned that PABA was organizing International Business Convention & Trade Show 2020 where delegations coming from Pakistan specifically from Sialkot Industry would get the opportunities to develop business linkages, trade opportunities and equal chance of penetrating in the untapped market within the USA. He said that PABA had already signed MOU with Lahore Chamber and look forward having MOU with Sialkot and Gujranwala Chamber of Commerce & Industry that would focus working together to find better and beneficial ways for local companies. PABA was focusing SMEs of Sialkot Industry that could not get the opportunities to grow in foreign markets. International Business Convention & Trade show 2020 would be a flourishing platform to expand their markets.

President and Senior Vice President SCCI appreciated the guest for considering the Sialkot Industry as PABA's prime focus. He said that each US-Pakistani settled must play the role of ambassador. They further said that PM Mr. Imran Khan admired overseas Pakistani and equally considered them as a key driver of Pakistani economy. Pakistan should also follow the industrial model of China, similar Economic Zones, Export Processing Zones EPZs and Small Industrial Estates been built outside city areas, conforming with International Standards. PABA must play the role to eradicate the hurdles that resultantly reduced the investments coming from the USA to Pakistan. They further added that Sialkot Industry needs a company that could market their products in the US Market and helped them

grow business from untapped markets of the USA.

**MEETING OF DEPARTMENTAL CYBER CRIME
COMMITTEE**



Meeting of Departmental Committee on Cyber Crime was held on March 28, 2019; Mr. Omer Khalid, Chairman shared with the house that the email communication of two companies of Sialkot, Kisana leather, SA & Brothers / (Euro club) was recently attacked by hackers. The hackers got access to their email accounts and changed the bank account details for routing the payments. The communication was used by the hackers to route the payments from their customers to different bank accounts located in Poland, Sweden, Hong Kong, and China. The case was discussed in detail; Mr. Kashif Almas Chairman IT committee shared that European Countries and US banks had their payments insured by the insurance companies. So, the payment could be reversed at the complaint launched by the customers of the bank. It was stressed on the use of authentic, original and licensed software. Members were appreciated the Chairman Committee for his tiring efforts.

**SEMINAR ON "CITY-WIDE PARTNERSHIP FOR
SUSTAINABLE WATER USE AND WATER
STEWARDSHIP IN SIALKOT"**



A Seminar with the collaboration of Sialkot Chamber of Commerce and Industry was organized on March 28, 2019, keeping in view scarcity of the water resources and its contamination in Pakistan especially Sialkot. Mr. Waqas Akram Awan, Senior Vice President SCCI welcomed the dignitaries and guests; congratulated WWF on organizing the third seminar. We as a human being were equally responsible for the protection of water and answerable to our next generations, Industry must come forward to play a leading role to save the future of our children. He also said that Water resources had become a global issue and it was a moral duty of Academia, Government and other stakeholders to equally contribute to educating the society about issues and solution about water resources.

Mr. Sohail Ali Naqvi Manager Freshwater, WWF-Pakistan presented the Minutes of last two sessions. Three predominant types of pollution are recognized in Pakistan e.g. Water Pollution, Air Pollution and Land Pollution (Solid Waste). Water resources of Sialkot were River Chenab, River Tawi, Groundwater (Tube Wells), Groundwater Recharge and Evapotranspiration. It was proposed that Water Supply Lines and Boring Pumps should be checked and maintained to Stop Infiltration of any kind of water Into Water Supply Lines and Boring Pipes; he shared the major contaminants including Chromium from Tanneries, Tanning agent, Trimmings and dust of tanned leather and Heavy metal ions in electroplating industry effluent. Constructed wetlands (CWs) could also be used for primary, secondary and tertiary treatment of municipal or domestic wastewaters, stormwater, agricultural and industrial wastewaters. Some plants have the ability to absorb and uptake pollutants from wastewater. After detailed discussions, Senior Vice President thanked WWF for organizing such an informative seminar and creating awareness among individuals on Water and its shortage our next generation.

MEETING OF DEPARTMENTAL COMMITTEE ON AGRICULTURE/LIVESTOCK & DAIRY DEVELOPMENT



Meeting of Departmental Committee on Agriculture/Live

Stock and Dairy Development was held on March 30, 2019, under the leadership of Dr. Muhammad Aslam Darr. Project WINDS was discussed that started with the collaboration of USAID-PEEP. He told that all commitments under the said project with USAID-PEEP had been fulfilled by the Chamber. Told the status of remaining funds of Project' Budge and supply chain of Milk from the identified areas to the main city through Rickshaws. He explained all the steps e.g. purchase of Rickshaws, collection of milk, quality assurance system, packaging of milk in small pouches and supply of milk through rickshaws to the ultimate customers, etc. Mr. Khaliq Mughal said that it would be a great step if the pure and hygiene milk & products would be available in the market to feed the young generation. He also suggested starting a 'Super Store' to supply pure milk, a dairy item and other perishable goods e.g. vegetables & fruits, etc. Ms. Shabina Gillani also shared her views on the project and suggested that the area of Bajwat could be accessed to purchase milk. She recommended starting purchasing & supplying of milk and other by-products like cheese etc.

MEETING OF DEPARTMENTAL COMMITTEE ON FAIR & EXHIBITION/DELEGATIONS



Meeting of Departmental Committee on Trade Fairs & Exhibitions was held on March 30, 2019. Mr. Muhammad Sarfraz Butt, Chairman welcomed the guests and told about the Surgical Specific Trade Delegation to China. The said delegation was formed keeping in view of Surgical Sector demand in China and the future of the sector associated with China. Balloting was conducted for selecting the companies.

Mr. Ikram Ul Haq having 15 years experience in the Chinese market of Surgical Instruments; he had guided the delegates about the Chinese market in order to make delegation successful. Delegates should be careful about quality while supplying instruments to China since Chinese importers were concerned about the quality of products. Most of the consignments were thoroughly inspected at multiple levels by Quality Control Departments. He

suggested that dates of delegation must be placed in accordance with China International Medical Equipment Fair 14-17 May 2019 so that Delegates could have the knowledge of Chinese market demand, opportunities, and product quality. Normally 50% advance payment method opted with remaining payment after receipt of the supply, however, few importers might offer 30% advance payment at the start. But delegates should never accept 100% after receipt and acceptance of stores. He recommended that delegates must study 'Pakistan-China Free Trade Agreement' in order to take maximum benefit from it. Moreover, CFDA registration was necessary for surgical exporters, 80 % of the products being manufactured by Sialkot Industry fall under Class 1 of CFDA.

MEETING OF DEPARTMENTAL COMMITTEE ON GARRISON HQ / CANTONMENT BOARD AFFAIRS



Meeting of Departmental Committee on Garrison HQ / Cantonment Board Affairs was held on April 02, 2019; Sheikh Zahid Hameed, Chairman welcomed the members and discussed the pending issues highlighted in the meeting dated January 04, 2019 with the Director-General, Military Land and Cantonment Board e.g. Rawalpindi, 5% recent tax imposed on lease renewal by District Government of Pakistan and non-cooperation of the staff of Cantonment Board Sialkot. The Garrison Commander announced Membership package of Polo Club for the members of Sialkot Chamber of Commerce.

Mr. Iftikhar A Malik (President Cantt Citizen Council, Sialkot Cantt) thanked and told the purpose of Citizen Development Council. Regarding the issue of 5% tax Imposed on lease renewal, members suggested that expert legal advice should be hired to resolve the matter. In the meeting, members also discussed the constitution of 1973 the lease renewal system; highlighted the Long pending issue that stopped the development work at Defense Officer Housing Colony Survey No 127 which has been pending since last 30 years; they emphasized that encroachment

from the roads of this colony should be removed and the proper time frame should be given for initiation of development works. The Committee after thorough discussion unanimously recommended that press release should be issued by mentioning all the above issues in Press Release.

VISIT OF COMMAND & STAFF COLLEGE QUETTA



A delegation from the Command & Staff College Quetta visited Sialkot Chamber on April 3, 2019. Mr. Amar Hamid Bhatti, Vice President SCCI welcomed the delegates of army personnel from Command & Staff College Quetta; and highly appreciated their services towards the prosperity and peace of the country. He also shared that Sialkot's major contribution to the export was USD 2.5 Billion Col. Members discussed with them about the Sialkot Industrial sectors e.g. Leather Goods, Surgical Instruments, and Sports Goods, etc. Tannery Zone Sialkot was also completed and the scattered units of the leather industry would shift there. Efforts of Sialkot Chamber in regard to eliminating the Child Labour from Sialkot Industry was also discussed and it was shared that the CSDO School System was giving its services to [provide basic education to those deprived children. The delegation thanked SCCI for warm welcome and hospitality. He really appreciated the role of Sialkot Chamber and the self-reliance of its industrialists for the huge projects. He also appreciated the souring by Sialkot Industry to the international brands around the globe.

SEMINAR ON TRAINING PROGRAM ON LEADERSHIP SKILLS DEVELOPMENT TRAINING

A seminar on "Leadership Skills Development Training" was held on April 04, 2019. Mr. Fizan Akbar Chairman Departmental Committee on SME welcomed respected speaker, Mr. Ali Qureshi, and guests. Such a training session was much needed for self-development and creating leadership skills in individuals of all respective areas. He shared the examples of great leaders i.e. Prophet

Muhammad PBUH, Quaid e Azam Muhammad Ali Jinnah, etc. he emphasized that youth should learn and created such attribute in them to develop their personalities.

Mr. Ali Qureshi, Guest Speaker presented the facts & figures about Leadership; Most of the people, at some points in their lives, were playing a leadership role. He told about the definition, significance, role of Leadership. The session was followed by two leadership development exercise. Mr. Fizan Akbar Thanked Mr. Ali Qureshi for an informative session and its powerful impact.

SEMINAR ON LEAN MANUFACTURING



A seminar on Lean Manufacturing was arranged by Kaizen Quest in collaboration with SCCI on April 06, 2019 in order to aware the industry regarding the benefits of Lean Manufacturing and a roadmap for implementation in the value-added sector of Sialkot. A total of 86 members attended the seminar. Khawaja Masud Akhtar, President SCCI presided over the seminar and said that the Industry needed to adopt the latest techniques and strategies to equip themselves for the future and to prepare themselves for the stiff competition that would emerge as a result of Chinese Investment in Pakistan through CPEC.

Engr. Mureed Abbas, Kaizen Quest gave the seminar and stressed on points like Perfection, doing it right the first time, Delighting or pleasing customer, Compliance with Policies and Procedures, Consistency, Eliminating Waste, Speed of Delivery, Providing a good usable product, Total Customer Service and Satisfaction. Other points included Dimensions of Service Quality, Understanding Process & Process Management, Core & Support Processes, and Process Management. Khawaja Masud Akhtar thanked the Kaizen Quest Officials for their time and said that advanced level seminars would also be arranged in future with a seminar exclusively for the Executives.

VISIT OF A DELEGATION FROM PILER-ETI RESEARCH SECRETARIAT



A delegation from PILER-ETI had visited the SCCI on April 08, 2019; Khawaja Masud Akhtar, President SCCI shared about the Child Labor Act, its concept and Implementation in Industry. He also shared his experience regarding the issue had been hit the Sports Industry of Sialkot. Different agencies came to study Sialkot industry captured the pictures and published in a newspaper with different stories, rather than to take the matter with relevant department and address the laws; that had been affected the image of Industry in previous years. Sialkot Industry had successfully eliminated the child labor from the factories and implement the Labor Laws. He said that Industry was changing very fast, the cottage industry became big companies, machinery had also been evolved, atomization had been adopted and environment was changed in the overall industry; therefore, the system was becoming more organized & upgraded, and industry had shifted towards positive trends.

Ms. Zeenia Shaukat and Mr. Najam-u-Din (from PILER - ETI) told about Research Department of Labour Standards in Surgical Instruments Sector in Pakistan. PILER was working with State, Business Community, and multi-stakeholders. And during last few years, PILER was working with Ethical Trading Initiative (ETI), it was a UK based organization; their aim was to ensure the betterment of working condition/environment in the supply chain of Industry. She also told that ETI was working with Brands, Civil Societies, Global Trade Unions and many other bodies. Her team had visited the Surgical Industry of Sialkot and SIMAP. She assured that PILER-ETI had not the aim to publicize anything negative about the industry to blame and to hit the goodwill of Sialkot Industry in the international market. The basic theme of the said research project was to understand the supply chain processes and steps in Surgical Industry of Sialkot. Senior members from SCCI & SIMAP had discussed the previous struggle of Sialkot Industry for its survival, current economic issues, and problems faced by Sialkot Surgical Industry. Matters related to Labor issues, their

wages, availability of skilled labor and skill transfer to the next generation had been discussed. Dynamics of Sialkot Industry and its working with international brands without any complaint had also been discussed. It was suggested that officially a committee should be formed with formal rules & regulations to work on the said task.

VISIT OF COMMERCIAL COUNSELLOR OF SOMALIAN EMBASSY IN PAKISTAN



Commercial Counsellor of Somalia Embassy in Pakistan had visited the Sialkot Chamber on April 09, 2019; Khawaja Masud Akhtar, President SCCI welcomed Mr. Khadan Dheen Gulled, Commercial Attaché Somalia to Pakistan at SCCI and said that Somalia was a Brotherly country with around 99% of the Muslim population in majority. Somalia was an import-oriented country which imports all most all products and their major exports were raw hides and leather. With the help of Commercial Attaché, SCCI would form a delegation to explore Somalia after foreseeing Exhibition in the coming future. In recent times, Somalia had the same law and order situation as of Pakistan, Somalia had the advantage of long Coastal Area within Africa, the reason being it became a hub of trade to African Countries. African countries had collaboratively reduced taxes within their region to Promote & Trade in Africa.

Mr. Khadan Dheen Gulled, Commercial Attaché Somalia to Pakistan thanked President SCCI, Businessmen and dignitaries for the warm welcome and admired President SCCI's desire to work with African Countries. He said that the Ministry of Commerce was keenly working to promote and facilitate trade in Africa, improve Ease of Doing business and welcome any Foreign Direct Investment coming to Somalia that would revive factories. Somalia was considered as Central Hub for trade in Africa; Somalia had the largest livestock resource (around 5 million) vis-à-vis leather and raw hides. Said that Somalia largely imported Surgical Instruments from India and China, Sialkot Industry had a huge opportunity in Somalia for Surgical sector.

Somalia was transforming and developing and became an opportunist market for investments and trade. He further said that SCCI had a huge experience of exports and Somalia Trade bodies and Chambers would foresee guidance to improve their trade figures. He said that Sialkot Industry delegation must visit Somalia in June 2019.

VISIT OF MR. JAWAD KHAN, CEO PUNJAB SKILL DEVELOPMENT FUND



Mr. Jwad Ahmed Khan, CEO Punjab Skill Development Fund visited the SCCI on April 9, 2019. Khawaja Masud Akhtar, President SCCI welcomed the honorable guest and appreciated the efforts of PSDF for skill development among the underprivileged students for the last 9 years. Mr. Jawad Khan C.E.O PSDF explained that PSDF facilitated and scrutinized the training sessions arranged by the firms; PSDF mainly focused upon the skill development in underprivileged students. He also explained the selection criteria of PSDF regarding training that trainee must be of age 18-29 year, must be from a poor family, his/her education must be between 8th standard to Intermediate. Training sessions were mostly organized by Large Firms but they couldn't have the capacity to place all the trainees. So, a large chunk was available for smaller firms too. He further explained that if PSDF was approached by a firm, and the half cost was paid by the firm, the bidding was not required for such a firm. The closing date of the current bid was 30th June 2019.

VISIT OF H.E. MR. MANUEL DURAN GIMENEZ-RICO, AMBASSADOR OF SPAIN TO PAKISTAN

Mr. Manuel Duran Gimenez-Rico, Ambassador of Spain to Pakistan had been visited the SCCI on April 10, 2019. Khawaja Masud Akhtar, President SCCI welcomed the guests and told about the relations between both the countries. Pakistan's major exports items to Spain included textiles products, while Pakistan's major imports items from Spain include machinery and parts, chemical materials and

products, iron, steel, etc. that both sides must ponder to include more trade products; that bilateral trade was confined to few items. Total trade volume between the two countries according to the Ministry of Commerce, Pakistan was around 1.16 (B) USD with a balance of trade in favor of Pakistan at 952 (M) USD. Bilateral trade could be conveniently enhanced for which Chambers of Commerce can play an important role by facilitating frequent interactions of private sectors. He suggested facilitating for investments and joint ventures in the value added industries of Sialkot, which would be beneficial for both sides. He elaborated the industrial setup and to give a detailed account of development and welfare work initiated by the business community of Sialkot.

dated January 1, 2019, issued by the Government.



After due deliberation, it was decided that; All notices issued u/s 122 of Income Tax Ordinance, 2001 to the companies having sufficient annual export turnover during the period under observation or in a preceding couple of years would be closed without the requirement of furnishing of Balance Sheet and Income Statements, as had been settled between Sialkot Tax Bar Association and Regional Tax Office Sialkot; Information relating to cases with wrong Electricity Reference Numbers notified in STGOs would be provided by the representatives of Sialkot Tax Bar Association to Sialkot Chamber and those members would be advised to move their case for rectification of particulars with RTO Sialkot to avoid problems, After receipt of information related to wrongly notified particulars, a letter would be addressed to the Chief Commissioner to rectify particulars of received cases after conducting necessary physical verification and grant approval to the fresh cases as recommended by the Chamber. furthermore, Standard Operating Procedures (SOPs) relating to WeBOC registration would be sought from Model Collectorate of Customs, Sialkot and a letter would be addressed to the Chief Commissioner to call meetings of the Tax Advisory Committee in the Chamber on a regular basis to resolve long outstanding critical tax issues.



Mr. Manuel Duran GIMENEZ-RICO, Ambassador of Spain thanked and applauded the Sialkot Industry and potential of the City. Bilateral relation between both the countries was below the real potential, as Sialkot were producing lots of products and could market in the Spanish market. He assured that his team and the embassy would work on the opportunities of Joint Venture for both the countries. SCCI and Embassy should create a liaison to work for the promotion of mutual trade relation and other new opportunities. Members had discussed the exports of Sialkot, trade delegation, opportunities for joint ventures and image building of Pakistan.

MEETING OF DEPARTMENTAL COMMITTEE ON FBR, CUSTOMS, SALES TAX, & FEDERAL TAXATION

Meeting of Departmental Committee on FBR, Customs, Sales Tax and Federal Taxation was held on April 10, 2019, in order to discuss the problems faced by the exporters of Sialkot due to the issuance of notices by the Tax Department u/s 122 of the Income Tax Ordinance, 2001, requiring Amendment in Income Tax Assessment of the preceding years and to discuss problems faced by Industrial Consumers of Five Zero Rated Sectors in availing reduced electricity tariff as notified vide notification # 12(I)/2019

VISIT OF A DELEGATION FROM FIRST WOMEN BANK LIMITED

Ms. Naushaba Shahzad, President & CEO First Women Bank Limited (FWB) with her team/delegation had been visited the SCCI on April 11, 2019; Mr. Waqas Akram Awan, Senior Vice President welcomed the delegation and appreciated the working women as women were considered to be the most loyal and honest workers especially on the leading position in the service sector. Ms. Naushaba Shahzad, President & CEO First Women Bank Limited thanked and appreciate the Sialkot Chamber as a most active and efficient Chamber in Pakistan. She requested the Sialkot

Chamber to share its feedback and to work with FWB for starting new horizons. She offered that WRC, SCCI could collaborate with FWB and could share their suggestions with FWB. In Reply, Mr. Waqas Akram Awan told about the Project initiated by the SCCI with the collaboration of USAID-PEEP and also shared about the recently launched "Women Resource Center (WRC) – Outreach Programme" with the collaboration of Baidarie, Sialkot.



Dr. Mariam Nouman, Chairperson WRC endorsed the points of Senior Vice President and discussed WRC's working under the umbrella of SCCI. She also told about the WRC's coordination with Baidarie, Sialkot and a visit of WRC members to the "Women Training cum work centers" in different villages (Roras, Juriyan Kalan, etc.). She explained the issues of those rural women's life and their journey to survive. Dr. Mariam told that WRC coordinated with them and start "WRC – Outreach Programme" to give them exposure and market knowledge. She told that training would be planned to be conducted for those rural women in order to train them in 'Machine Embroidery'; Dr. Mariam suggested that First Women Bank could be involved in a said project to finance them for purchasing Embroidery Machines. She stressed that such options could be identified and would discuss in WRC meeting as well.

VISIT OF MR. MOHSIN RAZA, CHIEF EXECUTIVE OFFICER GEPCO



Mr. Mohsin Raza, Chief Executive Officer GEPCO had visited the SCCI on April 11, 2019. Khawaja Masud Akhtar, President SCCI welcomed the guests and highlighted the following issues; Criteria should be defined for early implementation of Electricity Reduced Tariff to Zero Rated Sector under S.R.O 06(1) 2019 for members firm of this Chamber, List of Industrial Dominated feeders should be generated, ensure 8 hours uninterrupted electricity supply on all industrial dominated feeders of Sialkot during working hours as per the procedure adopted by the previous government, Sialkot Chamber should be taken on board before scheduling load shedding, Problems of the members be resolved on priority basis. He emphasized that WAPDA should play a role as a facilitator instead of a regulator.

Mr. Mohsin Raza, Chief Executive Officer, GEPCO, Gujranwala said that the government was also working with the vision to give maximum facilitation to the industry in order to enhance export turnover which was the main reason that Ministry of Energy had issued Electricity Reduced Tariff to Zero Rated Sector under S.R.O 06(1) 2019. He informed that GEPCO would provide subsidy to all members who would submit the Zero Rated certificate to the Revenue Department of GEPCO after obtaining from relevant FBR Office. Regarding the issue of pending electrification of Tannery Zone, he instructed the concern Xens to expedite work on it.

MEETING OF DEPARTMENTAL COMMITTEE ON SURGICAL/VETERINARY/PERSONAL CARE INDUSTRY



Meeting of Departmental Committee on Surgical/ Veterinary/Personal Care Industry was held on April 13, 2019. Mr. Ikram-ul-Haq, Chairman Committee discussed the agenda and explained a process of heat-treatment involved in manufacturing of surgical instruments. Different types of liquids/acids were used in the above-cited process and these hazardous liquids were wasted without properly disposing of; due to that practice, the PH Level of

underground water in the city was disturbed and it would be dangerous. Environment Protection Department – Government of Punjab had shown their serious concerns, they had been visited many sub-contractors and tried to create awareness regarding this crucial situation. Official Notices were also issued by the Environment Protection Department to the Sub-Contractors. He emphasized that the Environment Protection Department was on right; they had introduced the environmental laws and protection measures for the said process but the contractors were avoiding adopting those methodologies.

Committee had been discussed the matter in detail; the said issues had also been raised three years ago, Environment Department of the University of Gujrat had been contacted and involved for the said the issue to work on it. "If a process or the activity can cause danger for us and for our generations than we should collectively accept it and try to overcome the problem with a better solution", they added. It was suggested that SCCI should request the Environment Protection Department to share those measures & processes with SCCI and that would be communicated to all the sub-contractors/vendors of Surgical Industry for implementation.

VISIT OF MR. MATTHIAS THEIS, HONORARY CONSUL OF PAKISTAN FOR THE STATE OF NRW, GERMANY



Mr. Matthias Theis, Honorary Consul of Pakistan had been visited the Sialkot Chamber on April 15, 2019. Khawaja Masud Akhtar, President SCCI welcomed the guest and said that exporters from Sialkot Industry was doing multiple exhibitions like ISPO, A+A Trade Fair and Medica Trade Fair. Sialkot Industry was doing a lot of exercises to extract business from Germany by paying regular visits and attending multi exhibitions off and on. Although Pakistan was going through political issues a marketing company in abroad could bridge the gap of misunderstanding regarding political instability, economic recession. Marketing Companies were need of the time and only away

forward for Sialkot Industry to survive. Delegation to Germany from Sialkot could also be visited to see the progress; such initiatives would provide Pakistan a surety of selling their products on the stop from designated warehouses.

Mr. Matthias Theis, Honorary Consul of Pakistan for the state of NRW, Germany thanked and shared that his office was facilitating exhibitors coming from Pakistan for fair/exhibitions like ISPO, A+A Trade Show, and Medica Trade Fair. Germany was considered the fifth largest Bilateral Trade partner of Pakistan. He also assisted Pakistani exporters by arranging their business to a business meeting with potential CEOs and Executives of importers companies in Germany. TEXPO Trade Show 2019 was a wonderful event and had portrayed a positive image of Pakistan. He further said that his office was keenly working on the same pattern. Mr. Usman Jamil, Director Marketing Liaison Office in Pakistan said that such discussion would help Pakistan in general and Sialkot in specific since exhibitions was coming up in the near future.

VISIT OF A DELEGATION FROM UK-PAKISTAN CHAMBER OF COMMERCE & INDUSTRY



Delegation from UKPCCI visited the Sialkot Chamber on April 15, 2019. Khawaja Masud Akhtar, President SCCI welcomed President UK-PCCI along with his team to SCCI. Mr. Amjad Khan, President UKPCCI, thanked the President SCCI for welcome and Mian Waheed-ur-Rehman (General Secretary UKPCCI) mentioned that the agenda of UKPCCI's visit was to explore the investment potential and opportunities in the following sectors; Tourism the sector, IT sector, Real estate (focused on restaurants and hotels), Halal meat/food processing plants, Surgical and beauty instruments export, Agriculture and Dairy Products, Educational courses and other technical courses.

Khawaja Masud Akhtar, President SCCI anticipated UKPCCI to extend its dedicated support in the following Sialkot

Industrial sectors; Marketing companies established in the UK dedicated to Sialkot Industry, Joint ventures, Warehouse facilities, and Logistics facilitation, Technology transfer to Sialkot. Majid Raza Bhutta, Former President SCCI shared the emergent need for a 5-star hotel in Sialkot as the international flights avoided being here in Sialkot. Both chambers jointly agreed that the two Chambers would share Concrete Proposals with each other in the above-mentioned sectors. MoU was signed by the Presidents of both Chambers and souvenirs were presented to each other.

MEETING OF DEPARTMENTAL COMMITTEE ON ENVIRONMENTAL PROTECTION



Meeting of Departmental Committee on Environmental Protection was held on April 16, 2019 to discuss problems faced by the Surgical Industry of Sialkot due to the issuance of notices by The Environment Protection Agency, Punjab and to evaluate the performance of Tree Plantation Week (Hafta-e-Shajarkari) observed in the month of March 2019. Mr. Syed Ahtesham Mazhar discussed the said matter with Dr. Zaki-ul-Zaman Asam, Mr. Muhammad Sohail Asghar, and Mr. Muhammad Atif and they shared their findings regarding the issue. Furthermore, Syed Ahtesham Mazhar congratulated the Committee members on holding a successful Tree Plantation Campaign during the period from March 19 to 22, 2019.

A Sub-Committee comprising of Mian Imran Akbar, Mr. Muhammad Sohail Asghar and Mr. Muhammad Atif will work in liaison with Dr. Zaki-ul-Zaman Asam and Dr. Mujahid Farid of Environmental Sciences Department, University of Gujrat, and Dr. Adeel Mahmood of Environmental Sciences Department, G.C. Women University Sialkot, to recommend systems, modules or practices for the Surgical Industry to address industry-related environmental issues. And next Tree Plantation Week (Hafta-e-Shajarkari) would be observed in the month of August 2019 in collaboration with Divisional Forest

Department and new varieties of Fruit and Flowering plants would be procured as per the demand of the public.

MEETING WITH IPO PAKISTAN AND SPORTS ASSOCIATIONS



Khawaja Masud Akhtar, President SCCI welcomed TDAP and Officials of Sports Associations (PSGMEA, PGMEA, PLGMEA and PRGMEA) for a joint session at SCCI on April 17, 2019. He said that SCCI would foresee Govt. support in order to encourage more manufacturers getting their patents registered in the coming future. Awards should be given to those having maximum patents registered in each category. He added that awards should also be given to first three ranked in each category excluding International Brands. He recommended that Sports Associations as an institution should also be given awards for their encouragement and appreciating them on their services to the industry in favor of IP rights.

Mr. Muhammad Nasir, Executive Director IPO Pakistan said that each year IP day was celebrated on 26th April and luckily this year WIPO had selected Sports as the theme for the day. Sports products from Sialkot Industry had been successfully displayed on 22nd March 2019 at Geneva, IPO was able to do it with support of SCCI and Sports Associations. IPO had decided to award permanent members of SCCI related to sports sector at Serena Hotel, Islamabad on 24th April 2019. He further added that such national level appreciation would encourage others in the industry to incorporate more patent registrations in the coming year. IPO Pakistan had categorized the Sports sector into Trade Marks, Patents, Copy Rights and Designs. It was decided in the meeting that the awards would be given to topper of each category and if he/she already been awarded and had another position in the different category would also be entertained with a separate certificate. The awards to Institutions SCCI, PSGMEA, PGMEA, PLGMEA, and PRGMEA would separately be given for August services. SCCI, PSGMEA, PGMEA, PLGMEA, and PRGMEA

would share a list of guests and speakers for the IP day.

MEETING OF DEPARTMENTAL COMMITTEE ON LIBRARY & PUBLICATIONS



Meeting of Departmental Committee on Library & Publications was held on April 22, 2019; Mr. Daud Ahmed Chatta chaired the meeting and discussed the content of Chamber's Bulletin e.g Baatain Aiwan Ki, Yaade-e-Ayyam, Zakaawat, etc. "Baatain Aiwan Ki" had been written by the Chairman for the last 36 years and it was decided to continue its publication. Other members are also requested to share their efforts in the content of Magazine. Chamber's R&D Department and students from universities should be involved in content writing regarding international trends and information.

Furthermore, the upgradation and issues of Chamber's Library were also discussed. It was decided that the Chamber's Library should be upgraded with new books and international magazines, and with other facilities e.g. computers, internet, etc. and a budget should be allocated for the said purpose.

MEETING OF DEPARTMENTAL COMMITTEE ON DRY PORT/ SHIPPING/ AIRPORT/ RAILWAY/ TRANSPORTATION



Meeting of Departmental Committee on Dry Port/ Shipping/

AirPort/ Railway/ Transportation was held on April 22, 2019; Mr. Tahir Majid Kapur, Chairman welcomed and shared the performance of the Committee. He expressed his serious concerns on the issues related to Sialkot Dryport Trust (SDPT) i.e., Customs Clearance Timings, Overbilling, Non-availability of the Vehicles, etc. He said that Committee should also suggest Sialkot Dryport Trust about the cut-off date for receipt of the cargo before Eid-ul-Fitr, so that SDPT could manage the issue of shortage of vehicles well before time. Committee would request SIAL to gate-in the vehicles containing cargo on time, so that the shipments arrive on the destination on time. He emphasized that Sialkot is the city of SME's, who do not have extra fund to support their businesses; SME's have to fulfill their financial requirements from the running orders and it creates a lot of difficulty for them when shipments hold for a long period of time. He invited suggestions from the house on the matters discussed above. After due discussion by the Committee Members, it was decided to write a letter to Chairman SDPT & Chairman SIAL and request for a meeting to discuss the important issues; decided to write letters to the companies mentioned by ACAAP in its list of payables.

INLAND STUDY TOUR OF 25 SENIOR MANAGEMENT COURSES FROM NATIONAL INSTITUTE OF MANAGEMENT, ISLAMABAD



A delegation from Senior Management Courses from NIM visited the Sialkot Chamber on April 22, 2019. President SCCI welcomed the guests and mentioned that Sialkot was the only city of Pakistan, which exported 99% of its products to the International market. The products had a huge share in the international markets; Sialkot was earning USD 2.5 billion for Pakistan. President SCCI discussed that Sialkot's export figures were increasing although not as it was expected. He shared that Sialkot was the Industrial hub of the said sector. Sialkot was the region where the skilled workers were easily available. Sialkot Industry was basically valued addition industry. It was hoped that the collective negotiation of the Chamber of Commerce of the

Golden Economic Triangle was raising their voices collectively. He hoped that all officers, after the completion of their training would play their roles selflessly for the betterment of the country.

MEETING OF DEPARTMENTAL COMMITTEE ON EDUCATION (UNIVERSITIES)



Meeting of Departmental Committee on Education (Universities) was held on April 23, 2019, to discuss the new and renewal cases for scholarships and other matters. The committee received 05 new applications for scholarships. After reviewing results/documents of the students, they were found eligible for awarding from May to July 2019. As discussed in the last meeting that a project should be started under which both "educational & extra-curricular" activities would be promoted; under this project a practice to provide tuition-services or extra-coaching to the weak student of 9th & 10th classes would be provided to the students for their better results, as well as the sports activities, will also be promoted among the students for their physical health. He suggested that the said project should start as a pilot project in 02 Girls High Schools and 2 Boys High Schools, initially to experience the results; after that, it would be applied among maximum schools & educational institutions.

After mutual discussion, important decisions were taken; Committee had been nominated the name for the said project as "Sialkot Chamber Education Program (SCEP)". Initially, 4 schools have been selected and tuitions would be provided for the Subjects including English, Mathematics, and Science. Transport would be arranged for the female students living in hostels. Social media campaign for promoting SCEP would be started. Students would be motivated and guided by organizing smart motivational sessions between session break only for 15 to 20 minutes. Dr. Khurram Anwar Khawaja appreciated the efforts of all the volunteers and members, who pay their valuable time and resource for the noble cause.

MEETING OF DEPARTMENTAL COMMITTEE ON SPORTS ACTIVITIES



Meeting of Departmental Committee on Sports Activities was held on April 24, 2019, Mr. Asif Ali, Chairman welcomed the members and said that the meeting had been called to finalize the visit of Sialkot Chamber Cricket Team to United Kingdom. Tour of Sialkot Chamber Cricket Team to the United Kingdom had been planned, therefore, contacted Mr. Peter Rider, head of Veteran Cricket Team England through e-mail and telephonic conversation. The visit was confirmed as per the following schedule of the match in UK; Tuesday, June 11th, 2019 England 50 + Vs Sialkot Chamber Cricket Team, Friday, June 14th, 2019 England 50 + Vs Sialkot Chamber Cricket Team; furthermore, matches would also be in the format of 45 over World Cup ODI's, Two matches will be played with Pakistani Community in London. He said that the event would be on self-finance basis and players having UK Visas would be selected for playing match.

Members congratulated the Chairman for organizing successful Sports Events during his tenure. He suggested arranging a cricket camp for the selection of a cricket team. It was suggested that the Cricket Team for the tour of UK would be selected by setting up cricket camp and getting trial, e-mail would be circulated to all members for Cricket Camp for selection of Cricket Team. It was also suggested that SCCI should have its Ground to organize the events. The Committee thoroughly discussed and unanimously recommended to acquire the land of Kashmir Park for the setup of Sports Complex.

VISIT OF CONSUL GENERAL OF IRAN IN LAHORE, PAKISTAN

Consul General of Iran had been visited the Sialkot Chamber on April 26, 2019, at SCCI; Khawaja Masud Akhtar, President SCCI welcomed the guest for paying his first visit to Sialkot Chamber and also for choosing Sialkot over other

cities for his first ever diplomatic visit in Pakistan. Bilateral Trade between Iran and Pakistan was just USD 400 Million annually and Pakistan especially exporters from Sialkot wished to promote Trade with Muslim brother country. He referred to a recent visit of Mr. Imran Khan Prime Minister of Pakistan to Iran wherein dialogues to promote trade had been taken place, which would open new gates of Bilateral Trade. SCCI would like to interact with Consulate of Iran in order to do private partnerships with Iran in terms of Joint Ventures of Iranian Private ventures with Sialkot Industry. A trade delegation to Iran would be sent in the near future to look for market opportunities and avenues of mutual interest in Iran.



Mr. Muhammad Reza Nazeri, Consul General of Iran in Lahore thanked President SCCI and its members and said that Iran also comprised of small and medium industry, a similar model he had experienced in China and he was surprised and overwhelmed by knowing that Sialkot had contributed 2.5 Billion USD annually to the exports of Pakistan. He also said that his office would pledge full support to SCCI and Sialkot industry, since Iran, organizes multiple exhibitions and he would also foresee delegations from Sialkot coming to Iran and Iranian delegations coming to visit trade shows in Pakistan.



PRIZE DISTRIBUTION CEREMONY

Prize Distribution Ceremony was held by Sialkot Chamber on 27th March 2019. Khawaja Masud Akhtar, President

SCCI welcomed the students, teachers, and their parents and appreciated them for their achievements. It was announced that Muhammad Hamza Waqas Awan had cleared his A-Levels Examination with the first position in 5 subjects across Pakistan; it was the First-ever Accomplishment in Sialkot with the best results across five (Science and Business Streams) subjects. Abdul Wasay succeeded to secure grade 1st Position in Urdu at O-level Examination, Izaz-ul-Haq secured 1st Position in Chemistry in O-level Examination across Pakistan and Mahnoor Tariq (from GCWUS) won 25 medals in the athletics in last three years. President SCCI, Khawaja Masood Akhtar not only acknowledged but also honored the prestigious students with cash prizes and souvenir to remember the great achievements.



JOB OPPORTUNITIES

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Looking for experience candidates for
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E-mail: sales@danialind.com

Mob: 0317-7000087

10 DAY'S TRAINING SESSION FOR RURAL WOMEN ENTREPRENEURS ON "SOCIAL MEDIA MARKETING TOOLS & ONLINE BUSINESS"

As per the mission of Women Resource Center of Sialkot Chamber, our focus is to enhance entrepreneurial skills among Women of Sialkot by providing them easy access to resources for starting and growing their businesses. SCCI's Women Resource Center is always striving to work for promoting & facilitating women entrepreneurs and their businesses. By broadening the vision of Women Resource Center to encourage the women empowerment and to support women entrepreneurship; it is also necessary to focus on the wellbeing & prosperity of rural women.

"Sialkot is a fertile land in perspective of entrepreneurship culture and skills" -- Sialkot Industry has proved this statement but on the other hand, it has also been viewed that there is huge potential in the rural area of Sialkot. More than fifty women are identified in 5 different areas by Baidarie, Sialkot those are working for Sialkot Industry in clusters. A delegation of WRC's members under the leadership of Dr. Mariam Nouman (Chairperson WRC) has visited two clusters in 'Roras & Jurian Kalan Villages' on February 27, 2019, to view their efforts and hard work. To support the objective of WRC; a "Women Resource Center (WRC) - Outreach Programme" has been announced to register the rural working women in WRC, SCCI. Therefore, WRC could connect these trained females with Sialkot Industry for more work & job opportunities.

In continuation of the above-cited programme; Women Resource Center & Baidarie, Sialkot are eager to explore more and more opportunities for the said clusters under 'WRC Outreach Programme'. It has been observed that these rural women are skillful in many traits (knitting, stitching, embroidery, etc.) but they have a shortage of orders from the Industry due to many reasons. On the other hand, their handmade items can also be sold out in the open market but they fail to do so because of the issue of mobility & direct access to the market. In this regard, it will be suitable to train them to use technology for availing the opportunities of online business platforms through the internet. Baidarie, Sialkot has proposed that a session should be designed for the training of those women in some new avenues like e-commerce, online business methods, social media marketing tools, etc.

A Programme "10 Days Training on E-Marketing for Rural Women Entrepreneurs" has been initiated and the opening ceremony of the said training session has been conducted on April 16, 2019, at Sialkot Chamber.

Females with a minimum education of Matric, from every cluster, have been selected and a batch of 15 females has been finalized for the said training at Sialkot Chamber. Ms. Rabia Armaghan, CEO of E-Educators has been hired as a trainer for the said training session; Mr. Fizan Akbar, Chairman Departmental Committee on SME/Training also gives his volunteer services as a trainer for the said session. The following are the overall outline of the training session;

- Significance of Online Business and presence
- Potential of online selling in Pakistan
- Digital marketing
- Online marketing and selling channels
- Photography and content writing of products
- Importance of Facebook, Google, and YouTube and other channels for online business
- Organic Marketing vs. Paid Marketing
- How to get started the online business with no or minimum investment
- Other platforms to sell products

Training is conducting for the females in above-cited traits to make them able to start their social media channels/pages in order to start their own businesses. With the dedication and hard work of both the trainers, each & every aspect like professional photography, use of online business websites/portals, content writing, drop shipping, use of Google, Account, logo, uploading pictures & videos, payment modes, etc. have been explained and trainees have been through practical experience.

Dr. Mariam Nouman, Chairperson WRC appreciated Mr. Fizan Akbar, Ms. Rabia Armaghan, and Baidarie, Sialkot for these remarkable services & project. She appraised the women workers for their incredible efforts to uplift their living standards. She encouraged them to work hard and polish their skills to get more opportunities. She further emphasized that society could be improved economically and morally through capacity building as well as increasing employment opportunities for all.

By: SCCI Women Resource Center

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ہمیں ایک عدد فیکٹری کرایہ پر درکار ہے، جس
میں 2 عدد ہال جن کا کورڈ ایریا کم از کم
10 ہزار مربع فٹ فی ہال ہو۔ جو احباب اپنی
فیکٹری کرایہ پر دینا چاہتے ہوں درج ذیل
نمبر پر رابطہ کریں

رابطہ نمبر

0321-6191400



شہر لاہور چیکٹ سمپل ماڈرن

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JOB OPPORTUNITIES

- We need Manager/Asstt. Export and Marketing
- in our firm
- Candidates having minimum 3 years experience in international marketing and export documentation
- Education requirement: Min. Graduate
- Male/Female can apply

CONTACT **0321-6191400**

یورپ میں سفر کیلئے صرف یوریل ہی کو ترجیح کیوں؟

یورپ میں پاس آپ کو فراہم کرتا ہے

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For more details & booking, please contact to

Abdul Rauf, Incharge Publication
The Sialkot Chamber of Commerce & Industry
Shahra-e-Aiwan-e-Sanat-o-Tijarat, Sialkot
Mob: 0300-6436838, Ph: 052-4261881-82-83

JOB OPPORTUNITIES

QA MANAGER

- We are looking for an Experienced QA Manager in the field of Surgical Instruments. Attractive salary.
- Full Time/Part Time vacancies available,

Please your resumes to
 bilal@durablehs.com
 Ph: 052-3252500

Job Opportunity

EXPORT MANAGER

- Female (Vacancy -01)
- Qualification Minimum: BA, B.Com, BBA
- Experience: 3-5 years

CONTACT

M/s. Weldon Instruments
 Ganjay Wali Street, Rai Pur Stop,
 Wazirabad Road, Sialkot
 Mob: 0320-2212018, 0333-0473005

Job Opportunities

ASSISTANT TO EXECUTIVE (FEMALE)

- Qualification: Minimum Graduation
- Respond to enquiries. Misc. duties and data entry
- Must have good communication skills and have command on English Language

PRODUCTION CONTROL DEPARTMENT (FEMALE)

Qualification: Minimum F.A.

CONTACT

M/s. RICHA LETHER
 Muzafar Pur, Roras Road, Sialkot Ph: 052-3560222-333

JOB OPPORTUNITY

EXPORT CORRESPONDENT (Female)

Having 3 years in relative field and also have experience searching and dealing on ALIBABA, AMAZON AND EBAY.

CONTACT

Mr. Ishfaq Ahmed, Mob: 0321-6144265
M/s. Fast Fly Impex
 Kotli Bhutta, Wazirabad Road, Sialkot



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اقبال ڈے

منعقدہ تاریخ 23 اپریل 2019ء
ہم مقام سیالکوٹ چیئرمین آف کامرس اینڈ انڈسٹری



گورنمنٹ مرے کالج، یونیورسٹی آف سیالکوٹ اور جی سی ویمن یونیورسٹی شامل تھے۔ تقریب میں حصہ لینے والے طلباء طالبات کے علاوہ سکول و کالج اور یونیورسٹیز کے اساتذہ سمیت چیئرمین ممبران کی ایک کثیر تعداد نے شرکت کی۔

تقریب کا باقاعدہ آغاز تلاوت قرآن مجید سے ہوا۔ قریب میں سکول و کالج اور یونیورسٹیز کے مختلف بچوں نے اردو اور انگریزی زبان میں تقاریر پیش کیں اور سامعین سے داد و وصول کی۔ پروگرام میں تحت اللفظ اور ترمیم میں کلام اقبال پیش کیا گیا۔ تقریب میں شامل تمام طلباء طالبات کو چیئرمین کی جانب سے تعریفی اسناد پیش کی گئیں اور معزز مہمانان گرامی کی جانب سے انفرادی حیثیت میں اچھی کارکردگی کا مظاہرہ کرنے والے شرکاء کی حوصلہ افزائی کیلئے نقد انعامات بھی دیئے گئے۔

صدر سیالکوٹ چیئرمین جناب خواجہ مسعود اختر (ستارہ امتیاز)، مہمان خصوصی و افس چانسلر یونیورسٹی آف سیالکوٹ پروفیسر ڈاکٹر اعجاز احمد قریشی صاحب، سینئر نائب صدر جناب وقاص اکرم اعوان، محترم جناب پروفیسر چوہدری منور صاحب کے علاوہ جی سی ویمن یونیورسٹی سے شعبہ سٹوڈنٹس افیئرز کی انچارج محترمہ سیدہ سعدیہ نے تقریب سے خطاب کیا۔ سٹیج سیکرٹری کے فرائض تہرانی صاحب نے ادا کئے اور تقریب کا اہتمام ڈیپارٹمنٹل کمیٹی برائے فروغ اقبالیات نے کیا۔ پروگرام میں نائب صدر چیئرمین جناب عامر حمید بھٹی صاحب، جناب اسد اعجاز صاحب، سابق صدر چیئرمین جناب نعیم قریشی صاحب، ممبر مجلس عاملہ جناب ایاز چوہدری صاحب، چاچا کنٹرولر صاحب سمیت مختلف سکولز، کالج اور یونیورسٹیز کے اساتذہ کرام کی ایک کثیر تعداد نے شرکت کی۔

ایوان صنعت و تجارت سیالکوٹ کی ڈیپارٹمنٹل کمیٹی برائے فروغ اقبالیات کے زیر اہتمام شاعر مشرق علامہ محمد اقبالؒ کے یوم وفات کے موقع پر صدر چیئرمین جناب خواجہ مسعود اختر (ستارہ امتیاز) کی زیر صدارت ایوان صنعت و تجارت سیالکوٹ کے آڈیٹوریم شیخ محمد شفیع ہال میں ایک پروگرام تقریب کا اہتمام کیا گیا۔ تقریب کے مہمان خصوصی پروفیسر ڈاکٹر اعجاز احمد قریشی، وائس چانسلر برائے یونیورسٹی آف سیالکوٹ تھے۔



منعقدہ تقریب کے اہتمام میں شہر سیالکوٹ کے تمام نمایاں سکولز و کالج اور یونیورسٹیز کو مدعو کیا گیا۔ تقریب میں جن سکولز، کالج اور یونیورسٹیز کے طلباء و طالبات نے حصہ لیا ان میں کلاسک سکول سسٹم، سیالکوٹ پبلک سکول برائے گرلز اینڈ بوائز، گورنمنٹ کرپین ہائی سکول گندم منڈی، دی سٹی سکول کھچیاں، سٹی پبلک سکول فار بوائز اینڈ گرلز، گورنمنٹ علامہ اقبال پوسٹ گریجویٹ کالج،

اپنی زکوٰۃ شوکت خانم میموریل کینسر ہسپتال کو دیں تاکہ

زندگی کا سفر ہمیں

اُدھورا نہ رہ جائے



شوکت خانم ہسپتال لاہور اور پشاور میں زیر علاج حمزہ جیسے بہت سے مریضوں کو زندگی کے سفر میں کینسر جیسی بیماری کا سامنا ہے۔ لیکن انھیں یقین ہے کہ کینسر کے علاج میں آپ انھیں اکیلا نہیں چھوڑیں گے۔ ہسپتال اپنے 75 فیصد سے زائد مریضوں کا علاج مالی معاونت سے کر رہا ہے، جس کیلئے اس سال 8.5 ارب روپے درکار ہیں۔ تو آئیں اس بار بھی اپنی زکوٰۃ شوکت خانم میموریل کینسر ہسپتال اور ریسرچ سینٹر کو دیں تاکہ ان کی زندگی کا سفر جاری رہے۔

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شوکت خانم
کے دفاتر

شوکت خانم
میموریل کینسر ہسپتال
اور ریسرچ سینٹر



BILATERAL TRADE BETWEEN PAKISTAN AND TURKEY

SPORTS GOODS کھیلوں کا سامان

HS Codes	Description	2017	2017
950640	Articles & equipment for table tennis	0	03
950651	Lawn tennis rackets	0	02
950659	Squash Rackets	0	01
950662	Inflatable balls	3	16
950669	Balls nes	0	01
950699	Bladders & covers	0	18
Total		1	41

گلوں اینڈ پروٹیکٹو سامان

GLOVES & PROTECTIVE EQUIPMENT

HS Codes	Description	2017	2017
420321	Special Sports	01	01
611610	Gloves, Rubber knitted	02	38
611692	Mittens and Mitts, nes, of cotton, knitted	00	01
611693	Mittens & mitts, nes, of synthetic fibres	01	08
621600	Gloves mittens	00	06
Total		04	54

سرجیکل انسٹرومنٹ آلات جراحی

HS Codes	Description	2017	2017
821300	Scissors, tailors shears	1	07
821420	Manicure or pedicure	0	04
901831	Syringes	0	51
901839	Suction catheter	0	186
901849	Dental instruments	2	54
901890	Anesthesia Apparatus	3	380
902300	Instruments, models for demonstration	0	16
820320	Pliers, pincers, Tweezers	0	10
821192	Other knives	0	03
Total		6	711

شوز اینڈ سیڈلری شوز اینڈ سیڈلری

HS Codes	Description	2017	2017
640411	Canvas or Textile footwear with rubber sole	0	47
640419	Footwear with outer soles of rubber/plastics	0	207
640320	leather footwear with PU/PVC/TPR upper	0	0
640299	Synthetic footwear with PU/PVC/Rubber sole	0	88
830249	Base metal mountings, similar, articles	0	35
732690	Articles of iron or steel	0	510
820559	Hand tools, incl. glaziers' diamonds,	0	20
640391	Footwear with outer soles of Rubber etc,	0	37
Total		0	944

SPORTS WEARS سپورٹس ویئر

HS Codes	Description	Pakistan Exports to Turkey	Turkey Imports from the World
		2017	2017
611211	Track suits (cotton/knitted)	0	01
611212	Track suits (synthetic fiber/knitted)	0	05
611241	Female swimwear of synthetic fibres	0	20
610510	Polo shirts (cotton/knitted)	0	20
Total		00	46

CUTLERY & CROKERY کٹلری / کراکری

HS Codes	Description	2017	2017
821191	Table knives	0	03
761510	Table, kitchen articles	0	13
821520	Other sets of assorted articles	0	23
821599	Spoons, forks	0	02
Total		0	41

BADGES بیجز

HS Codes	Description	2017	2017
580710	Woven bad	0	17
581010	Embroidery without visible ground	0	09
581092	Embroidery of man made fiber	0	65
581099	Embroidery of other textile materials	0	01
Total		0	92

MUSICAL INSTRUMENTS آلات موسیقی

HS Codes	Description	2017	2017
920590	Other wind instruments	0	06
920600	Percussion musical inst.	0	01
920510	Brass Wind instruments	0	01
920110	upright pianos	0	01
920120	Grand pianos	0	01
920290	String musical instruments nes	0	04
920210	other string instruments	0	01
920930	Musical instr. Strings	0	01
Total		0	16

LEATHER PRODUCTS چمڑے کی مصنوعات

HS Codes	Description	2017	2017
420100	Saddlery & harness	0	02
420310	Jackets	4	29
420330	Belts & bandolie	0	06
640411	sports wear	0	47
640419	Footwear with outer Soles of Rubber	0	207
640510	Footwear	0	00
Total		4	291



AYSAF ("The Leather Industry Trade Fair")

Date: 02-05 May 2019
 Venue: CNR Expo, Bakırköy, Turkey
 Sector: Footwear Materials & fashion, Leather & Technologies
 Website: cnraysaf.com/index.aspx?In=2

Istanbul Prohunt Hunting Arms and Outdoor Expo

Date: 02-05 May 2019
 Venue: Istanbul Expo Center (Istanbul Fuar Merkezi), Bakırköy, Turkey
 Sector: Guns & Guns Components, Defence Items & Materials, Electronic & Optic Devices, Knives, Hunting Tourism, Leather Accessories & Confections, Fishing & Accessories, Outdoor Sports, Clothing & Camping Equipments, Land Vehicles, Cleaning & Hunting Maintenance etc
 Website: <https://www.istanbulprohunt.com/>

Eksposhoes

Date: 14-17 May 2019
 Venue: Hotel Pullman Istanbul Airport and Convention Center, Istanbul, Turkey
 Sector: Shoes, Leather, Sports items and Accessories.
 Website: <http://www.eksposhoes.com/>

Beauty Eurasia

Date: 20-22 June 2019
 Venue: Istanbul Expo Center (Istanbul Fuar Merkezi), Bakırköy, Turkey
 Sector: Personal Care Products, Professional Salon, manicure & pedicure instruments etc.
 Website: <http://www.beautyeurasia.com/en>

Beauty & Wellness Show

Date: 19-22 Sep 2019
 Venue: CNR Expo, Bakırköy, Turkey
 Sector: beauty & health products and fitness items
 Website: <http://beautyandwellness.show/>

Home&Tex

Date: 25-28 Sep 2019
 Venue: CNR Expo, Bakırköy, Turkey
 Sector: home textiles products ,accessories & decoration
 Website: <http://cnrhometex.com/fuarkunyesi.aspx>

important contacts

Turkish Embassy in Islamabad, Pakistan

Ambassador: Mr. İhsan Mustafa Yurdakul
 Address: Street 1, Diplomatic Enclave, G-5. Islamabad
 Tel#: (+92) 51 831 98 10, (+92) 51 227 76 71
 Fax: (+92) 51 227 76 71
 Email: consulate.islamabad@mfa.gov.tr
 Website: islamabad.emb.mfa.gov.tr

Turkish Honorary Consulate General in Faisalabad

Head of Mission: Mian Altaf Saleem, Honorary Consul General
 Address: Shakarganj Mills Limited, Chak Jhumra Road, Nishat Abad, Faisalabad
 Tel#: (+92) 41 875 30 37, Fax: (+92) 41 875 32 89

Turkish Consulate General in Karachi, Pakistan

Head of Mission: Mr. Tolga Uçak, Consul General
 Address: House No: 29-A Khayaban-e Hafiz, Phase V, Defence Housing Authority, Karachi
 Tel#: (+92) 21-358 741 30, (+92) 21-353 616 64
 Fax: (+92) 21-358 746 91
 Email: consulate.karachi@mfa.gov.tr
 Website: karachi.cg.mfa.gov.tr

Turkish Honorary Consulate General in Lahore,

Head of Mission: Mian Tajammal Husain, Honorary Consul General
 Address: 4 The Mall Mansion, 30 Shahrah-E Quaid-E-Azam, P.O. Box 774, Lahore
 Tel#: (+92) 42 731 13 90, (+92) 42 724 41 81
 Fax: (+92) 42 724 28 39, Email: mthlhr@brain.net.pk

Pakistani Embassy in Ankara, Turkey

Ambassador: Mr. Muhammad Syrus Sajjad Qazi
 Address: Gazi Osman Pasa Mah., 06700 G.O.P. Ankara, Turkey
 Tel#: (+90) 312 427 1410 /11-14
 Fax: (+90) 312 467 1023
 Email: info@pakembassyankara.com; parepankara@yahoo.com
 Website: www.pakembassyankara.com

Pakistani Consulate General in Istanbul, Turkey

Head of Mission: Mr. Bilal Khan Pasha, Consul General
 Address: Gullu Sokak No. 20, 3-Levent, Istanbul, Turkey
 Tel#: (+90-212) 3245827, (+90-212) 324915
 Fax: (+90) (212) 324-5170
 Email: commercialistanbul@gmail.com;
commercialistanbul@gmail.com

Pakistani Honorary Consulate in Izmir, Turkey

Head of Mission: Mr. Cahit Yasar Eren, Honorary Consul
 Address: Mithatpasa Cad. No: 1184/15, Güzelyali-Izmir, Turkey
 Tel#: (+90) 232 459 1616, (+90) 232 446 2333
 Fax: (+90) 232 449 0107

مواصلات، پیداوار، سیاحت اور دیگر صنعتی شعبوں میں تجارت و سرمایہ کاری کے فروغ کیلئے دونوں ممالک ترجیحی تجارتی معاہدے پر کام کر رہے ہیں۔ 2018 میں ترکی کے ساتھ ہونے والے FTA پر مذاکرات ہو چکے ہیں جس پر دونوں فریق اس بات پر متفق ہیں کہ باہمی تجارت پر ڈیوٹیز اور کسٹم میں 85 فیصد چھوٹ دی جائے تاہم یہ معاہدہ ابھی تک مکمل نہیں ہو سکا، حکومت کی ذمہ داری ہے کہ وہ فری ٹریڈ ایگریمنٹ کو حتمی شکل دینے کیلئے حکومتی سطح پر بغیر کسی تاخیر کے اپنا کردار ادا کرے تاکہ دو طرفہ تجارتی تعلقات کو فروغ مل سکے اور پاکستانی برآمدات میں اضافہ ممکن ہو سکے۔



سیاحت

یورپ کے مشرق اور ایشاء کے مغرب میں واقع ملک ترکی کے ثقافتی رشتے، تہذیب و تمدن بہت زیادہ یونان سے ملتا ہے۔ اسٹنبول کا شمار ترکی کے ان شہروں میں ہوتا ہے جو قدیم تاریخی اثاثوں کے مالک ہیں۔ ترکی سیاحتی اعتبار سے دنیا کا ایک انتہائی خوبصورت ملک ہے۔ یہ دنیا کا واحد مسلم ملک ہے جو لباس اور فیشن کے اعتبار سے یورپ سے بہت ملتا جلتا ہے۔ 2018ء کے اعداد و شمار کے مطابق 40 ملین سے زائد غیر ملکیوں نے ترکی کا سفر کیا ہے جو 2017ء کے مقابلہ میں تقریباً 21 فیصد زیادہ ہے اور رواں سال 2019ء میں اس تعداد میں مزید اضافہ متوقع ہے۔ 2016ء میں پاکستان سے ترکی سفر کرنے والوں کی تعداد تقریباً 52 ہزار کے قریب تھی۔ ترکی کے نمایاں سیاحتی مقامات میں دنیا کی خوبصورت ترین بلڈنگ Aya Sofya میوزیم، Ephesus ماربل روڈ، Rock valleys of Cappadocia، Topkapi پیلس، سفید روٹی کا نظارہ پیش کرتا Pergamum، Aspendos، Mount Nemrut، Pamukkale تھیٹر، اور Antalya شامل ہیں۔ ترکی سمیت یورپ میں تفریحی و کاروباری سفر کرنے کیلئے یورو ریل نیٹ ورک بہترین ذریعہ آمد و رفت ہے۔ یورو ریل پاسسر ایوان صنعت و تجارت سیالکوٹ میں انتہائی مناسب قیمت پر دستیاب ہیں۔

کے ساتھ نمایاں بہتری دیکھنے میں آئی ہے۔ دفاع اور دفاعی صنعت کے شعبہ میں دونوں ممالک کے درمیان بہترین شراکت داری موجود ہے اور کثیر جہتی فورمز بشمول اقوام متحدہ، او آئی سی، معاشی تعاون کی تنظیم وغیرہ میں دونوں ممالک ایک دوسرے کے مددگار ثابت ہوئے ہیں۔ ترکی نے ہمیشہ مسئلہ کشمیر کو اقوام متحدہ کی قراردادوں کے مطابق حل کرنے کے پاکستانی موقف کی حمایت کی ہے اور دونوں ممالک آڑے دفتوں میں ایک دوسرے کے مددگار ثابت ہوئے ہیں۔ مزید برآں ترکی پاکستان کو ترقیاتی امداد بھی فراہم کر رہا ہے، اس نے 2004ء سے لیکر 2013ء تک سرکاری طور پر 724.48 ملین امریکی ڈالر مالیت کی ترقیاتی امداد پاکستان کو فراہم کی ہے۔ اس وقت تقریباً ایک سو سے زائد ترک کمپنیاں پاکستان میں کام کر رہی ہیں۔ ترکش سرمایہ کاروں نے زیادہ تر سرمایہ کاری انرجی، فنانس، انفراسٹرکچر پراجیکٹس اور تعمیراتی شعبہ جات میں کر رکھی ہے۔ جبکہ جون 2016ء کے اعداد و شمار کے مطابق 158 پاکستانی کمپنیوں نے ترکی میں سرمایہ کاری کر رکھی ہے جس میں الیکٹرانکس، مواصلات، مشینری، ٹریڈ اینڈ بینکنگ کے شعبہ جات نمایاں ہیں۔ ترکش سرمایہ کاری میں 30 ارب روپے کا لاہور میٹرو کا اہم منصوبہ نمایاں ہے۔



ترکی اور پاکستان کے درمیان موجود تجارتی حجم سالانہ تقریباً 600 ملین ہے وہ دونوں ممالک کے درمیان موجود تجارتی پوٹینشل کے مقابلے میں بہت کم ہے۔ پاکستان سے ترقی برآمد ہونے والی مصنوعات میں چاول، تیل، لیڈر مصنوعات، سرجیکل انسٹرومنٹس، ٹیکسٹائل، کھیلوں کا سامان اور ملبوسات شامل ہیں۔ اس کے برعکس پاکستان ترکی سے کیمیکلز، ڈیزل، دالیں، چسپ، گندم، ٹرانسپورٹ گاڑیاں، مشینری اور انرجی پراڈکٹس درآمد کر رہا ہے۔ پاکستان اور ترکی کے تجارتی اعداد و شمار کے مطابق پاکستان بالخصوص سیالکوٹ کی تیار کردہ برآمدی مصنوعات جن میں کھیلوں کا سامان، لیڈر مصنوعات، سرجیکل انسٹرومنٹس، ٹیکسٹائل مصنوعات اور جوتوں سمیت دیگر پراڈکٹس کے ترکش مارکیٹ میں برآمد کے وسیع مواقع موجود ہیں۔ ضرورت اس امر کی ہے کہ ہم ترکی میں منعقدہ اہم تجارتی میلوں اور بہترین مارکیٹنگ حکمت عملی کا مظاہرہ کرتے ہوئے اس اہم تجارتی منڈی میں اپنی مصنوعات کی فروخت کے مواقع پیدا کریں۔ پاکستان اور ترکی اکنامک کوآپریشن آرگنائزیشن (ECO) کے بانی رکن اور D-8 تنظیم کا حصہ ہیں۔ ٹرانسپورٹ، ٹیلی

ECONOMIC INDICATORS (2017)

GDP	\$2.186 Trillion (Purchasing Power Parity)
GDP	7.4% (Real Growth Rate)
GDP	\$27,000 - Per Capita (PPP)
GDP - share	Agriculture: 6.8% Industry: 32.3% Services: 60.7%
Agriculture Products	Tobacco, Cotton, Grain, Olives, Sugar Beets, Hazelnuts, Pulses, Citrus; Livestock
Industries	Textiles, Food Processing, Automobiles, Electronics, Mining (Coal, Chromate, Copper, Boron), Steel, Petroleum, Construction, Lumber, Paper
Industrial growth rate	9.1%
Exports	\$166.2 billion
Exports - commodities	Apparel, Foodstuffs, Textiles, Metal Manufactures, Transport Equipment
Exports - partners	Germany 9.6%, UK 6.1%, UAE 5.9%, Iraq 5.8%, US 5.5%, Italy 5.4%, France 4.2%, Spain 4%
Imports	\$225.1 billion
Imports - commodities	Machinery, Chemicals, Semi -Finished Goods, Fuels, Transport Equipment
Imports - partners	China 10%, Germany 9.1%, Russia 8.4%, US 5.1%, Italy 4.8%



ترکی تیزی کے ساتھ ابھرتی ہوئی دنیا کی 25 ویں اور یورپ کی چھٹی بڑی معیشت ہے۔ 2017ء کے اعداد و شمار کے مطابق ترکی کی سالانہ مجموعی ملکی پیداوار (جی ڈی پی) 2.186 ٹریلین امریکی ڈالر ہے۔ 27 ہزار امریکی ڈالر فی کس سالانہ آمدنی کی حامل اس معیشت کا زیادہ تر انحصار شعبہ خدمات (60.7%)، صنعت (32.3%) اور زراعت (6.8%) پر ہے۔ قدرتی وسائل سے مالا مال ترکی کی سر زمین انکور، زیتون اور سبز یوں کے باغات کے لحاظ سے دنیا بھر میں نمایاں مقام رکھتا ہے۔ اس ملک کی اہم زرعی اجناس میں تمباکو، کپاس، Hazelnut، سفرجل، چائے، تربوز، ٹماٹر، سیب، گندم اور رائی شامل ہیں۔ اس ملک کی اہم صنعتوں میں ٹیکسٹائل، فوڈ پراسیسنگ، آٹوموٹیو، الیکٹرانکس، سیاحت، کونکرہ کی کان کنی، کرومیٹ، تانبے، بورن، سٹیل، پٹرولیم، تعمیرات، کاغذ اور لکڑی شامل ہیں۔ 2017 کے اعداد و شمار کے مطابق ترکی کا کل برآمدی حجم 166.2 بلین ڈالر ہے۔ اس کی اہم برآمدی مصنوعات میں تیل اور گیس، کاریں، گاڑیوں کے سپیر پارٹس، خام لوہا، ٹرک، جیولری، ملبوسات، فوڈ آٹمز اور ٹیکسٹائل شامل ہیں اور اہم برآمدی شراکت داروں میں جرمنی، برطانیہ، عراق، اٹلی، امریکہ اور فرانس شامل ہیں۔ ترکی کا کل درآمدی حجم 225.1 بلین ڈالر ہے۔ اس کی اہم درآمدی مصنوعات میں مشینری، کیمیکلز، نیم تیار شدہ گڈز، ریفاائنڈ پٹرولیم، آلات نقل و حمل اور لوہے کا سکرپ شامل ہے۔ ترکی کے اہم درآمدی شراکت داروں میں چائینہ، جرمنی، روس، امریکہ اور اٹلی شامل ہیں۔ ترکی G-20، آرگنائزیشن برائے اکنامک کوآپریشن اینڈ ڈویلپمنٹ (OCED)، یورپین یونین کسٹم یونین، ورلڈ ٹریڈ آرگنائزیشن (WTO)، اقتصادی تعاون تنظیم (ECO)، بلیک سی اکنامک کوآپریشن (BSEC) سمیت D-8 آرگنائزیشن برائے اکنامک کوآپریشن کارکن ملک ہے۔



پاکستان اور ترکی بہترین دوست ممالک ہیں۔ دونوں حکومتوں اور اقوام کے باہمی تعلقات صدیوں پر محیط ہیں جس کی بنیاد مشترکہ مذہب، اقدار و روایات اور تہذیب پر استوار ہے۔ ترکی کا شمار پاکستان کے ان دوست ممالک میں ہوتا ہے جنہوں نے 1947ء میں قیام پاکستان کے فوراً بعد پاکستان کو بطور ایک آزاد اور خود مختار ملک کے طور پر تسلیم کیا بلکہ اقوام متحدہ کا رکن بننے میں بھی اہم کردار ادا کیا۔ پاکستان اور ترکی کے درمیان قائم سفارتی تعلقات ہمیشہ سے دوستانہ رہے ہیں۔ پاکستان اور ترکی کے درمیان دوستانہ تعلقات کا اندازہ اس بات سے بھی لگایا جاسکتا ہے کہ انقرہ (ترکی) کی ایک معروف شاہراہ بانی پاکستان قائد اعظم محمد علی جناح کے نام سے منسوب ہے اور اسی طرح پاکستان کے شہروں اسلام آباد، کراچی، لاہور، لاڑکانہ اور پشاور کی معروف شاہراہیں "انٹارک" کے نام سے منسوب ہیں۔ دونوں ممالک کے درمیان قائم سفارتی و تجارتی تعلقات میں گذرتے وقت



TURKEY



جغرافیائی محل وقوع

مغربی ایشیا اور مشرقی یورپ کے سنگم پر واقع ایک انتہائی خوبصورت اور قدیم اسلامی ملک ہے۔ جغرافیائی محل وقوع کے اعتبار سے ترکی یورپ اور ایشیا کا ایک اہم ترین ملک ہے۔ اگر یہ کہا جائے کہ ترکی اس وقت دنیا بھر میں موجود مسلم ممالک میں نمایاں حیثیت رکھنے والا ایک طاقتور ملک ہے۔ ترکی کے صدر رجب طیب اردگان نہ صرف ترکی بلکہ عالم اسلام سمیت دنیا بھر کی ایک مقبول ترین شخصیت ہیں جس کی بے باک اور نڈر قیادت نے حقیقی معنوں میں ترکی کی عالمی سطح پر تیزی سے ابھرتی ہوئی طاقت کا لوہا منوایا ہے۔ اس ملک کا پورا نام ترکی جمہوریہ ہے۔ ترکی میں بے شمار قدیم یادیں، زیر زمین تعمیرات اور کھنڈرات واقع ہیں۔ دو براعظموں میں واقع اس ملک کی سرحدیں شام، جارجیا، ایران، عراق، آرمینیا، بلغاریہ، یونان اور آذربائیجان سے ملتی ہیں۔ ترکی کا دار الخلافہ انقرہ ہے جبکہ سب سے بڑا شہر استنبول ہے۔ استنبول دنیا کا واحد شہر ہے جو دو براعظموں میں واقع ہے، یہ یورپ کا تیسرا بڑا شہر ہونے کا اعزاز بھی رکھتا ہے، ثقافتی اعتبار سے یہ ترکی کا سب سے اہم ترین شہر ہے۔ اس ملک کی قومی زبان ترکش ہے جبکہ اس ملک کی کرنسی ترکس لیرا ہے۔

81 صوبوں میں تقسیم کیا گیا ہے۔ جن میں سے 19 صوبوں کی آبادی ایک ملین افراد سے بھی تجاوز کر چکی ہے۔ جبکہ بقیہ صوبوں میں ہر صوبہ تقریباً ایک ملین سے پچاس لاکھ افراد پر مشتمل ہے۔ نسلی لحاظ سے ملک میں 80 فیصد ترک نسل کے لوگ اور 20 فیصد کرد نسل کے لوگ آباد ہیں۔ ملکی آبادی کا 98.7 فیصد مسلمانوں پر مشتمل ہے۔ ملک کا موسم سطح مرتفع پر سردیوں میں بہت شدید ہوتا ہے اور درجہ حرارت منفی 30 سے 40 ڈگری سینٹی گریڈ بھی ریکارڈ کیا گیا ہے۔ مغربی ترکی میں سردیوں میں اوسط درجہ حرارت ایک ڈگری سینٹی گریڈ تک ہوتا ہے جبکہ جولائی اور اگست میں بارشیں نہ ہونے کے برابر ہوتی ہیں اور سال کے دو مہینے خشک ترین ثابت ہوتے ہیں۔ ترکی کا موسم زریعی مصنوعات کی کاشتکاری کیلئے انتہائی موڈوں تصور کیا جاتا ہے۔ یہی وجہ ہے کہ ترکی کے کل رقبہ کا تقریباً ایک تہائی حصہ کاشتکاری کیلئے استعمال کیا جاتا ہے۔ باسکٹ بال، والی بال، ہینڈ بال، ٹرک ایڈ فیلڈ اور ریسلنگ ترکی کے نمایاں کھیل ہیں



ترکی کا کل رقبہ تقریباً 7 لاکھ 84 ہزار مربع کلومیٹر ہے، رقبہ کے لحاظ سے یہ دنیا کا 36 واں بڑا ملک ہے۔ اس ملک کی کل آبادی تقریباً 8 کروڑ 12 لاکھ 57 ہزار سے زائد نفوس پر مشتمل ہے۔ آبادی کے اعتبار سے یہ دنیا کا 19 واں بڑا ملک ہے۔ انتظامی اعتبار سے ترکی کو

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