

# **THE SIALKOT CHAMBER OF COMMERCE & INDUSTRY**

## **Minutes of Meeting of the Executive Committee**

**Held on January 31, 2022.**

**01.** A Meeting of the Executive Committee of the Sialkot Chamber of Commerce & Industry was held on January 31, 2022 at 11:30 a.m. at Sheikh Muhammad Shafi Hall of the Sialkot Chamber.

**02.** Mian Imran Akbar, President of the Sialkot Chamber of Commerce & Industry presided over the meeting. He thanked the members for attending the meeting.

**03.** The proceedings of the meeting started with the recitation of the Holy Quran by Mr. Ahsan Ul Haq.

**04.** The following members attended the meeting:

• Mr. Imran Akbar	President
• Sheikh Zohaib Rafique Sethi	Senior Vice President
• Mr. Qasim Malik	Vice President
• Mr. Ali Amer Bhatti	-do-
• Sheikh Sohail Zafar	-do-
• Mr. Qaiser Ikram Dodhy	-do-
• Mr. Asif Ali	-do-
• Mr. Aneel Sarfraz	-do-
• Mr. Muhammad Ahsan ul Haq	-do-
• Mr. Muhammad Idrees	-do-
• Mr. Amer Majeed Sheikh	-do-
• Mr. Naeem Yousaf	-do-
• Mr. Shoaib Imtiaz	-do-
• Mr. Ahmed Imtiaz Khan	-do-
• Mr. Awais Ahmad	-do-
• Mr. Muhammad Shahbaz	-do-
• Mr. Adnan Yousaf	-do-
• Mrs. Shabnam Asif	-do-

**05. Leave of Absence**

• Mr. Shahid Nadeem Mughal	-Member-
• Choudhry Jahangir Rashid	-do-

**06. Members who could not attend the Meeting.**

• Mr. Qaisar Iqbal Baryar	-Member-
• Mr. Saleem Akhtar Bhutta	-do-
• Mrs. Gulzaib Waqas Awan	-do-

**07. Special Invitees.**

- Malik Naseer Ahmed
- Sh. Faisal Naveed
- Mr. Tahir Majid Kapur
- Mrs. Nadia Qaiser

**08.** The Committee offered Fateha for departed souls and passed condolence resolution on the sad demise of the following: -

1. Mr. Raja M. Ather Dar M/s. Dar Cutlery Works
2. Mr. M. Azam Solatch of M/s. Solatch Sons
3. Sheikh M. Islam M/s. Jackop Enterprises
4. Mr. Tariq Bashir Brother in Law of Mian Babar Ali, Former EC Member
5. Mother of Sh. Tanveer Islam of M/s. Gulberg Industry
6. Mr. Rahsid Durrani of M/s. Durrani and Co.
7. Mr. Mushtaq Ahmed Brother in Law of Mr.M. Yousaf M/s. Pakistan Cargo.
8. Wife of Late Haji Abdul Rashid Okey Sports
9. Mr. M. Tanveer Abbas M/s. M.A.Asar & Company.

<b>09. Point discussed.</b>	Approval of minutes of meeting of Executive Committee held on December 28, 2021 and an Emergent Executive Committee Meeting held on January 20, 2022.
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**Discussion:**

Mr. Ahsan Ul Haq discussed about the report deferred by the Executive Committee in its last meeting as mentioned on item No. 29 Page No. 8 of the minutes. He said that he was assigned the duty by the Executive Committee to thrash out the issue of delivery of the bulletin and submit findings, which had been submitted but was deferred by the house. Mr. Ahsan said that a Committee comprising of sitting & retired EC Members who were involved, in the issue, in the past was formed. The delivery of bulletin was an irritating issue from the last 2 years and in this regard, all kinds of efforts like meetings with Post Master, limited printing of bulletin, services of TCS and other Couriers Companies in Sialkot to ensure the delivery was made but remained futile. The bulletin was not delivered even to the President and EC Members, therefore, after thorough consideration, the Committee had recommended to send Bulletin via e-mails in digital form which was the latest form to share the information. He also explained that he was not in the favor to stop printing of the bulletin and nor had any hostility with anyone, such as misunderstanding created in this Chamber. He said that a huge budget for the printing of bulletin was wasted which could be confirmed from the bulletin printed in the month of November 2021 that was not dispatched till date, hence it was a question mark about the provision of latest information to members well in time. He also informed that Departmental Committee on Post Office had approved and shared the contact details of the Postmen with members via e-mail and WhatsApp to contact them on the issue of delivery of bulletin. He mentioned that It could not be possible to share information well in time, in case it was only printed in the bulletin. Mr. Ahsan ul Haq said that the Committee had submitted the report and by implementing on it, issue could be resolved to settle hard questions of members relating to delivery of bulletin, otherwise, if the house still considered that it was necessary to print the bulletin which was waste of money, the Committee had no objection.

Sh. Fasal Naveed said that he was also the member of Departmental Committee on Library & Publications. It had been discussed in the subject meeting that some members desired to stop the printing of the bulletin but it should be clarified that nobody had personal desire to stop printing as it was a

suggestion of the Sub-Committee formed by the EC to send the bulletin in digital form to follow the "Go Green" policy announced by the government. He said that the Departmental Committee on Post Office had shared the contact details of Postmen with members through e-mail as well in WhatsApp groups. Moreover, the Committee had also decided that all copies of bulletins would be handed to the post office at once, rather than in parts because previously the bulletin was sent to Post Office in parts for the delivery to members.

The President asked Sh. Faisal Naveed about the status of the delivery of last 15000 printed bulletins, whether it had been received by members or not.

Mr. Amer Rashid Wyne replied that it was not delivered yet because the Committee had approved to deliver the bulletin, at once, after counting.

Mr. Adnan Yousaf said that the issue of the delivery of bulletin was repeatedly discussed in all EC meetings during this tenure and stressed that the issue should be concluded in this meeting. He said that in the previous EC meetings he had endorsed the suggestion of digitalizing the bulletin but it was also suggested that a limited copies of the bulletin could be printed to place them in the specific place of the Chamber and allow members or factories staff to get copy from Chamber to resolve the issue of delivery etc.

Mr. Muhammad Shahbaz said that it should be considered as how many SMEs were benefited from the bulletin. The traders and different shops like medical stores etc., were also the members of this Chamber and everyone didn't have the facility of Gmail account or laptop, therefore it should be continued in the printing form to deliver to members. He shared that even the nonmembers also visited this Chamber and requested for the copies of bulletin for information printed in the bulletin. He said that the international organizations printed such bulletin etc. He said that there was a need to improve delivery system of the bulletin, instead to stop the printing, because the SMEs benefited from the information published in the bulletin like jobs, inquiries etc.

Mr. Qaiser Ikram Dodhy expressed his concern and said that different options were adopted in the last two years to improve delivery of bulletin but could not succeed, therefore, the Executive Committee approved to reduce the quantity of the printing of bulletin from 15000 to 5000 which was counted but it turned out to be 3500. After that, during this tenure, the demand of printing of bulletin was again increased to 15000 without any information/approval.

The President replied that it had been approved by the Executive Committee.

Mr. Ahsan Ul Haq inquired about the meeting in which it was approved because as per his information, it was not debated in previous meetings.

Mr. Qaiser Ikram Dodhy also mentioned that he did not have information about approval from EC. He said that the cost of printing of bulletin was PKR 12 (M) annually which had also been increased. Moreover, the packing and dispatch charges were also paid but unfortunately, it was not delivered to members and even the EC Members on their given addresses during the last 2 years which caused wastage of money. He requested that the bulletin should not be printed and sent to members via e-mails in digital form, already recommended by Mr.

Ahsan Ul Haq.

Mr. Amer Majid Sheikh said that as per the discussion of previous and current meetings, the core issue was the delivery of the bulletin to members and if it was managed, the issue would be resolved. The house could take decision on it. He said that as suggested by members in current and previous meetings, limited copies of the bulletin could be printed and placed at a specific place of the Chamber and members or factories staff visiting the Chamber be allowed to get copy. He emphasized that the core issue was the delivery of the bulletin not the printing.

Mr. Qaiser Ikram Dodhy said that 1500 copies of the bulletin were received from the demand of 15000 bulletin.

Mr. Amer Rashid Wyne negated the impression and replied that majority of the copies of the bulletin had been received which were in the process of packing. As per the decision of the Departmental Committee, the bulletin would be handed over to Post Office, at once by counting it.

Mr. Ahsan Ul Haq inquired whether 15000 copies of the bulletin had been received.

Mr. Amer Reshid Wyne replied that all copies had been received.

Mr. Ahmed Imtiaz Khan said that the publication fee was charged from the members, therefore, the bulletin should be delivered by ensuring better deliver mechanism.

Mr. Shoaib Imtiaz endorsed Mr. Muhammad Shahbad and Mr. Ahmed Imtiaz Khan and said that there was need to work on the betterment of delivery instead to stop the printing of bulletin.

Mr. Ali Amer Bhatti said that some of the members had recommended to focus on improving delivery of bulletin instead to stop printing; they should know that PDF file was the soft/digital form of the hard copy of the bulletin. Hence, the Committee had recommended to send Bulletin via e-mails in digital form. Secondly, as concerned to non accessibility of laptop to SMEs, the PDF file could be shared on WhatsApp account of the members and non-members on their request.

The President informed that the digital form of the bulletin was already available on Chamber's website which could be seen or download.

Mr. Naeem Yousaf said that the link of bulletin uploaded on SCCI's website could be sent to members through SMS which he had also suggested in last EC Meeting.

Mr. Awais Ahmad said that being a member of Pakistan Gloves Association, he was regularly receiving its bulletin while Chamber's bulletin or other documents were not received in time, although he was EC Member. He suggested that limited copies of the bulletin should be printed and delivered with a proper follow up and remaining should be sent in digital form. In this regard, a person

should be hired by assigning the duty to keep follow up of the delivery of the bulletin and report to the concerned. He also endorsed the suggestion to place the copies of printed bulletin in the specific place of the Chamber.

Sheikh Sohail Zafar said that as per the printing demand, all 16000/- copies of the bulletin were not printed, that was why the Executive Committee had approved to print the limited copies of the bulletin for only the voters and Digital Copies should be sent to the rest of the members through e-mail by following Go Green Initiative. He also acknowledged the efforts of Mr. Naeem Yousaf to introduce successful system to share the link of SIAL's bulletin with Directors via SMS. He requested that it might also be implemented in this Chamber. He suggested that only 2000-3000 copies of the bulletin should be printed and remaining should be sent via-mail by following the policy of "Go Green".

Mr. Adnan Yousaf suggested that it should be printed on monthly basis instead of fortnightly to improve the delivery of the bulletin.

The President replied that the bulletin was already printed on monthly basis.

Mr. Muhammad Shahbaz said that services of courier companies etc. should be hired for the delivery of bulletin as had been done by the Sui Gas/GEPCO Offices for delivery of bills. Secondly, the people liked to study the bulletin and get inspired to desire for becoming the members of the Chamber. Most of the new members were registered after awareness and studying of bulletin. He said that there was no comparison of the SMEs of this Chamber with Airport Directors.

Sh. Faisal Naveed, Chairman Departmental Committee informed that a meeting with the Chief Post Master and their staff was held, wherein a detailed discussion was held on the issue of the delivery of bulletin. After detailed consultations and deliberations, the following decisions were taken to improve the delivery of Chamber Bulletin: -

- All the Chamber Bulletins will be handed over to the Post Office by the Chamber at once. Two officials of Post Office will visit the Chamber to receive the Bulletins.
- The Chamber will also provide a list of the members to the Post Office, at the time of handing over the bulletin, on which the Post Office will prepare its delivery report and provide it to the Chamber.
- It will be the responsibility of the Post Office Sialkot to return all the bulletin as per list that could not be delivered.
- With the support of the Post Office Sialkot, a WhatsApp group of all postmen will be formed, which will include the Chief Postmaster, Chairman Committee and relevant staff of SCCI and Post Office. All members of this group would be coordinated so that if any member had any complaint regarding receipt of Bulletin or other parcels etc., he could lodge complaint through this group.

The President said that as informed by Sh. Faisal Naveed all the issues regarding delivery of bulletin were discussed with Chief Post Master and he had assured for the betterment of delivery of bulletin, therefore, the bulletin of next two months should be printed and delivered to all members to check it and in case, the result was positive then it would be continued otherwise, further action

about printing etc. would be taken as proposed by the Sub-Committee to print the limited copies of bulletin only for the voters and remaining members would be sent through via e-mail.

Mr. Ahsan Ul Haq suggested that bulletin should at least be made digital.

The President replied that the soft form of the bulletin was already been uploaded on Chamber's Website.

Sheikh Zohaib Rafique Sethi said necessary steps would be taken on the recommendation to send the link of SCCI bulletin through SMS.

Point No. 22 Page No. 7 Para No. 4

Mr. Amer Majeed Sheikh objected that the reply of Sheikh Zohaib Rafique Sethi of his question to President as mentioned on Point No. 22 Page No. 7 Para No. 3 was not recorded properly. He said that Sheikh Zohaib Rafique Sethi did not deny his question whereas in the minutes it had been noted that "Sheikh Zohaib Rafique Sethi replied that he did not make any call", He said that President had responded with the words "no comments" as he could listen, which was not noted. Mr. Amer Majeed Sheikh said that it should be corrected.

The President requested the Secretariat to make the necessary correction.

Sheikh Zohaib Rafique Sethi said that he made a telephonic call to Mr. Amer Majeed Sheikh.

<b>Participants</b>	The President, Mr. Ahsan Ul Haq, Mr. Qaiser Ikram Dodhy, Sh. Faisal Naveed, Sheikh Sohail Zafar, Mr. Amer Majeed Sheikh, Mr. Muhammad Shahbaz, Mr. Ali Amer Bhatti, Mr. Adnan Yousaf, Mr. Naeem Yousaf, Mr. Ahmed Imtiaz Khan, Mr. Awais Ahmad, Mr. Shoaib Imtiaz and Mr. Amer Rashid Wyne.
<b>Approval</b>	Approved.

<b>10. Point discussed.</b>	Approval of Statement of Accounts for the month of December 2021 and minutes of meeting of Departmental Committee on Accounts and Finance held on January 25, 2022.
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**Discussion**

Mr. Muhammad Ahsan Ul Haq said that the Executive Committee had approved to return the funds to members of the delegations which were not executed due to Covid-19 but was still shown in the Fairs & Exhibitions head. He requested that it should be implemented as approved by the EC.

The President replied that it would be returned, as if it was approved by the Executive Committee.

Mr. Muhammad Shahbaz requested the Chairman to brief about the said amount.

Mr. Qasim Malik replied that it had been approved that the Exhibitions/Delegations which were not executed due to some reason would be

cancelled and their funds would be returned, while, the exhibitions in pipeline would be executed. The Processing fee of PKR 3000 would not be returned. He further said that it would also be discussed in the Departmental Committee on Fairs & Exhibitions.

Malik Naseer Ahmed informed that the details of received amount for exhibition like Japan, etc., from members for Trade & Exhibition could be seen in the head of Exhibition of Account Statement.

Mr. Muhammad Shahbaz said that the amounts could be returned to members with the deduction of procession fee of this Chamber.

Malik Naseer Ahmed said that Minutes of meeting of Departmental Committee on Accounts and Finance held on January 25, 2022 were also attached. He requested the members to study carefully before approval.

The President requested Malik Naseer Ahmed to brief the detail of minutes.

Malik Naseer Ahmed briefed and shared some of the following points discussed in meeting.

- The issue of increase in printing of bulletin from 5000 to 16000 was discussed in the meeting. The Committee decided that the issue related to the Executive Committee, therefore, the Committee decided to highlight in the minutes, which had already been discussed in Executive Committee.
- The funds of PKR 2.5 issued to Women Chamber were discussed in detail. After detailed discussion it was proposed to prepare a detailed report of Expenses and Assets purchase to date for SWCCI and create a head of account named "Sialkot Women Chamber of Commerce and Industry". In this way the total amount paid on behalf of SWCCI would be shown under one head instead of different heads of account shown at present. At the time of completion of project, the entire amount will be transferred to SWCCI as "Donation Account".
- The issue of refunds to relevant members in the head Fairs, Delegations and Exhibitions was also discussed.

Mr. Asif Ali said that Sheikh Zohaib Rafique used to ask lot of questions related to Accounts before being elected as SVP but he did never asked any question during his tenure as SVP. He asked whether he considered that the Accounts were in order or someone had restricted him to comment.

The President replied that he had gotten explanation on Accounts Statement before sending to members, therefore, he did not ask the question.

Sheikh Zohaib Rafique Sethi said that he desired to give an opportunity to other members to ask the question.

<b>Participants</b>	The President, Sheikh Zohaib Rafique Sethi, Mr. Qasim Malik, Mr. Muhammad Ahsan Ul Haq, Malik Naseer Ahmed, Mr. Asif Ali and Mr. Muhammad Shahbaz.
<b>Approval</b>	Approved.

<b>11. Point discussed.</b>	Approval of minutes of meeting of the Departmental Committee on Education held on January 03, 2022.
<b><u>Discussion</u></b>	
<p>The President said that he had studied the minutes and found that mostly the scholarships were being issued to Female Students. He said that male students should be preferred for scholarships because they had to head their families to manage their bread and butter.</p> <p>Mr. Amer Majeed Sheikh said that female students were more interested in their studies and got maximum numbers.</p> <p>The President replied that there was no doubt, in this regard, and he had no belief in gender discrimination but stressed that male students should be preferred.</p> <p>Mr. Amer Majeed Sheikh suggested that a ratio of 60:40 should be set.</p> <p>The President endorsed the suggestion of Mr. Amer Majeed Sheikh.</p> <p>Some of the members recommended that ratio should be 50:50 which was approved by the house.</p>	
Participants	The President, Mr. Amer Majeed Sheikh and the members.
Approval	Approved.

<b>12. Point discussed.</b>	Approval of minutes of two meetings of the Departmental Committee on Dry Port/Airport/Shipping/Railways/Transportation held on January 04, and 12, 2022, including visit of Committee's delegation to Sialkot Dry port Trust Sambrial on January 06, 2022.
<b><u>Discussion:</u></b>	
<p>Mr. Tahir Majid Kapur, Chairman Departmental Committee on Dry Port/ Airport/ Shipping/ Railways/ Transportation briefed the points discussed in the meetings held during the month. He said that number of burning export related issues were discussed in the meeting and it was decided that another meeting of the Departmental Committee should be convened wherein Chairmen of All Associations in Sialkot should be invited to discuss and make a policy. Since the issues were long outstanding and mainly the Sialkot Export Industry was suffering, therefore, the Committee decided that SCCI and All Trade Bodies in Sialkot would jointly hold meeting with Mr. Muhammad Usman Dar, Advisor to the Prime Minister or the Federation of Pakistan Chamber of Commerce and Industry (FPCCI) in order to solicit their help in resolving the issue.</p> <p>Mr. Tahir Majid Kapur, shared that main issue faced by the exporters was the unavailability of Containers and space on the vessels and that Government was not taking any action on it for resolution. He said that the empty containers were sent back that caused shortage to create difficulty in export of goods, and nobody stopped or control it. The empty containers should not be allowed to move without carrying export consignments as per the policy of other countries.</p> <p>Mr. Tahir Majid Kapur requested the <b>President to call joint meeting of All Trade Bodies in Sialkot to discuss the issues and make a policy to further discuss with Mr.</b></p>	



**Usman Dar, Government Representatives and President FPCCI.** He informed that he had also brought the issue in the notice of the President FPCCI and he was ready to support, if required.

Mr. Tahir Majid Kapur said that another issue of abnormalities in LCL cargo was discussed in the meeting. He said that there was difference of bills/charges between SDPT & Karachi Port. He said that forwarding agents were very kind and ready to consolidate the LCL Cargo shipments in Sialkot but it required the support from the exporters to permit to consolidate the shipments in Sialkot. He said that previously a company with the name G-9 had offered services, in this regard, but was closed due to low business volume. He also informed that 85% of the consolidated cargo at Karachi belonged to Sialkot. He said that Departmental Committee had formed a Sub-Committee for the working on the issue of consolidation of LCL cargo shipments in Sialkot and if it was succeeded, then a big amount of the exporters could be saved. He said that support from the members would be required, for consolidation of cargo shipments in Sialkot.

Mr. Tahir Majid Kapur informed the house that a delegation comprising members of the Departmental Committee on Dryport visited the Sialkot Dryport Trust (SDPT) and discussed the Cargo Theft issue of 14 companies with Mr. Navid Iqbal Sheikh, Chairman Sialkot Dry Port Trust. After due deliberation it was decided that by February 28, 2022, Sialkot Dryport Trust would hand over the compensation Cheques to the complainant members of Sialkot Chamber on the Cargo Theft Issue.

Mr. Tahir Majid Kapur also informed the house that Adalat Garah Railway Crossing project had been approved by the government and the competent authority had demanded PKR 22 million to start work on the project. All Associations, ACAAP, SIAL, Prominent Businessmen and SDPT were informed about the matter (Emails were sent on June 29, 2021 and September 16, 2021) however no update was received from their end, he added. Mr. Tahir Majid Kapur shared that Mr. Muhammad Umer Mir in a meeting, had informed that the desired amount of PKR 22 (M) would be released from the available funds from Deputy Commissioner Sialkot. **He requested the President to write a letter to Deputy Commissioner to issue the funds directly to Railway Department for the completion of work.**

The President thanked and appreciated Mr. Tahir Majid Kapur to address the issues in the Departmental Committee meetings.

The President shared that some of the above issues relating to the Committee were also discussed by him in the meetings held at Islamabad with concerned Government Authorities, arranged by Mr. Muhammad Usman Dar on the request of this Chamber as well directly by the Chamber. A meeting with Mr. Abdul Razzak Dawood was held at Islamabad on 26-01-2022, wherein the following issues were discussed in detailed:-

- Increase in freight charges and shortage of 40 & 20 feet containers due to its export. A letter issued to Rice Exporter Association by Government of Pakistan was also discussed in the meeting. It had been requested that it should not be allowed to export empty containers like the policy adopted by India.
- Announcement of shipping lines to increase USD 4000 peak surcharge in the peak season. It was requested that Ministry of Commerce should take up

with relevant quarters for rationalization of freight charges.

- The issue to stop the booking of shipments or non issuance of CRO by some of the Shipping Companies.

Mr. Abdul Razzak Dawood agreed and included the issues as top of agenda points of his meeting with the concerned.

Mrs. Shabnam Asif said that Container Release Order was a burning issue which needed to be addressed on top priority.

The President assured all kind of cooperation for consolidation of Cargo shipments at Sialkot as requested by Mr. Tahir Majid Kapur. Secondly, as concerned to writing a letter to DC for the release of funds of 22(M) for Railway Gate, he replied that he would talk to the DC directly.

Mr. Muhammad Shahbaz saluted and appreciated Mr. Tahir Majid Kapur for the approval of dual Railway Gate at Adalat Garh. He commented that it was the duty of politicians but done from the platform of this Chamber which was an honor. He assured every kind of his cooperation. He requested that railway gate should be shifted to appropriate place for smooth traffic flow

Mr. Tahir Majid Kapur replied that it had already been planned.

Mr. Muhammad Shahbaz also informed that the railway staff created obstruction in front of the industries situated along the railway line and removed it by getting some money. They had made it a source of income.

Mrs. Shabman Asif asked the date of functioning of dual Railway Gate.

Mr. Tahir Majid Kapur replied that it depended upon the issuance of funds.

Mr. Amer Majeed Sheikh appreciated Mr. Tahir Majid Kapur to hold two Departmental Committee Meetings during two weeks. He said that he was working with great dedication. Mr. Tahir Majid Kapur would be garlanded on completion work of Railway Gate because he did his best in the project. Mr. Amer Majeed Sheikh said that he was the Vice Chairman of the Departmental Committee of Dryport/shipping but his designation was not recorded properly in the minutes and it could be a typing mistake. The objectionable issue was that his recommendations relating to Dry Port in the 2<sup>nd</sup> Committee meeting were not noted.

Mr. Tahir Majid Kapur replied that the 2<sup>nd</sup> Committee Meeting was held with Trade Bodies and it was in the continuation of 1<sup>st</sup> Committee Meeting, therefore, the discussion of the Committee Members noted in 1<sup>st</sup> meeting was not noted repeatedly and the proposal of Trade Bodies was noted and even if, he considered that it should be noted, it could be done.

Mr. Amer Majeed Sheikh replied that there was no need to amend it but the concerned Secretary must ensure that the minutes being recorded should maintain continuity.

Sheikh Zohaib Rafique Sethi said that a project of Cargo Train from Sialkot to Karachi Port was proposed for the facilitation of members during the tenure of Mr. Qaiser Iqbal Baryar but could not be started due to resentment from SDPT. He requested Mr. Tahir Majid Kapur to intervene for the initiation of the project.

Mr. Tahir Majid Kapur replied that there were 35 members both Forwarders and Exporters in the Committee but more forwarders attended the Committee meetings that could be checked from the attendance sheet. He expressed concern on absence of the exporters in the meetings mentioning that the problems were faced by them and they were the main stakeholders. He shared that the agenda point of the meetings were prepared by him according to problem faced by himself or the information shared with him. He would not be able to resolve any issue relating to his Committee until and unless, they would be shared with him. The exporters did not show seriousness. He again requested that the members should attend the Committee Meetings and any member who desire could become the member.

The President replied that Mr. Tahir Majid Kapur should be happy that exporters had blind faith on him that their problems were being resolved.

Mr. Amer Majeed Sheikh said that it was the greatness of Mr. Tahir Majid Kapur that he accepted his request that some members wanted to be Committee members, without any comments in first Committee Meeting. He said that Mr. Shoaib Imtiaz and some other members had requested to be the members of the Committee. Confirmation letter had been printed which needed to be signed by the Chairman, as informed by the Secretary of the Committee. He requested Mr. Tahir Majid Kapur to kindly sign the letter, so that the members could attend the meetings because he had mentioned that any member could become member of the Committee.

Mr. Tahir Majid Kapur replied that only membership of the Committee was not enough but the members should deliver as well.

The President shared that Cargo Train from Sialkot to Karachi Port was not feasible due to some issues like it required 20-25 containers to manage capacity load but there were not so many containers in Sialkot in one day. It might take two or three days to fulfill Railway containers, which caused delay according to cut of date of the delivery. Secondly, it could be expensive due to the reason that there was no proper system to deliver the container from Station to Sea Port.

Mr. Amer Majeed Sheikh informed that the railway track was laid upto Port Qasim but issue was that the containers were lost on the transit station from Lahore or other places.

Mr. Muhammad Ahsan Ul Haq said that the sending back of empty containers was a burning issue; therefore, it should be handled on top priority.

The President replied that he went to Islamabad to meet Mr. Ali Haider Zaidi, Federal Minister for Maritime Affairs but he was not available, therefore, he met Mr. Abdul Razzak Dawood who had promised to resolve the issue. He was very keen to resolve it because the exports related to his ministry.

Sheikh Zohaib Rafique Sethi said that a very good meeting was held with Mr. Abdul Razzak Dawood. The President, SCCI briefed the issues/points very well which were noted by the Secretariat of Mr. Adbul Razzak Dawood on his instructions for early result. After that, they visited the Foreign Office wherein the

issues relating to attestation of documents was discussed and hopefully the positive feedback would be received.	
<b>Participants</b>	The President, Sheikh Zohaib Rafique Sethi, Mr. Tahir Majid Kapur, Mr. Amer Majeed Sheikh, Mr. Muhammad Ahsan Ul Haq, Mr. Muhammad Shahbaz, and Mrs. Shabnam Asif.
<b>Approval</b>	Approved

<b>13. Point discussed.</b>	Approval of minutes of meeting of the Departmental Committee on Export Processing Zone/Small Industries Estates held on January 07, 2022.
<b>Approval</b>	Approved.

<b>14. Point discussed.</b>	Approval of minutes of meeting of the Departmental Committee on Library & Publications held on January 14, 2022.
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**Discussion:**

Mr. Muhammad Ahsan Ul Haq mentioned that the Editorial Board of the bulletin had been changed which had been observed by him on the current bulletin. He said that previously till last tenure the Office Bearers were the part of Editorial Board while in the current magazine it had been changed. He said that he had noticed in the minutes of meeting that the Committee had recommended to update the Publisher named after SG and changed the printer due to printing issue of the bulletin which was a good suggestion. He said that it could be checked that why it was overlooked from last many years. He said that it had been mentioned in the minutes that as concerned to the publication, only the Committee on Library/Publications should be consulted, whereas until the last tenure, the Office Bearers were authorized especially the Vice President. He requested to clarify it.

The President replied that he had fully authorized the Chairmen of Departmental Committee to act on their own and not to feel any interference. They had been given the mandate to bring improvement which could be observed by studying the reports. He said that this initiative would give chance for the betterment and if could not succeed then it could be reviewed.

Mr. Muhammad Ahsan Ul Haq said that as per the traditions of this Chamber, how it could be approved/published without prior approval of the President. He said that traditions of this Chamber should be followed and should be approved by the President.

The President again replied that the Committee had been fully authorized and we needed to wait till the next two months for betterment and resolution of issuers and if improvement was not visible then a decision could be taken.

Sheikh Sohail Zafar said that a few years ago, Trade Inquiries were published in the magazine, but it had also been stopped to publish.

The President replied that it would be checked that why the Trade Inquiries were not being published.

<p>Mr. Adnan Yousaf presented the bulletin wherein it had been mentioned fortnightly.</p> <p>Mr. Muhammad Ahsan Ul Haq endorsed but informed that it was printed on monthly basis.</p>	
<b>Participants</b>	The President, Mr. Muhammad Ahsan Ul Haq, Sheikh Sohail Zafar and Mr. Adnan Yousaf.
<b>Approval</b>	Approved.

<b>15. Point discussed.</b>	Approval of minutes of meeting of the Departmental Committee on Surgical Instruments, Health, Personal Care and Allied Industries held on January 15, 2022.
<b><u>Discussion</u></b>	
<p>Mr. Muhammad Idrees inquired whether the meeting on the issue of rebate was held or not, as decided.</p> <p>The President replied that meeting was not held but the working was being done in this regard.</p> <p>Mr. Muhammad Idrees inquired about the meeting planned with FBR.</p> <p>The President replied that a meeting had been planned with FBR at Islamabad but could not be organized due to the reason that meeting with Mr. Abdul Razzak Dawood was held wherein all the issues were discussed in detail and he assured to discuss the issues with FBR in the meeting, which he had already planned.</p> <p>The President informed that a guideline was framed, which was immediately conveyed to the Surgical Association because they were working on it. Moreover, they had hired a consultant to look into the matter. He said that the issue of rebate was in the domain of SIMAP and the Chamber could only extend support which was being provided.</p> <p>Mr. Amer Majeed Sheikh inquired about any output of the Emergent Meeting of Executive Committee held on the issue of misbehavior of a member.</p> <p>The President replied in negative. He requested the members to give him fully mandate to resolve the on his own.</p> <p>The house replied that the mandate had already been given to him in the meeting.</p> <p>The President said that the mandate was divided. Moreover, two Senior Members were also invited in the meeting and it was difficult to gather again.</p> <p>The house gave full mandate to the President, as he requested.</p>	
<b>Participants</b>	The President, Mr. Amer Majeed Sheikh, and Mr. Muhammad Idrees.

<b>Approval</b>	Approved.
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<b>16. Point discussed.</b>	Approval of minutes of meeting of the Departmental Committee on Post Office/ Telecommunication held on January 19, 2022.
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<b>Approval</b>	Approved.
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<b>17. Point discussed.</b>	Approval of minutes of meeting of the Departmental Committee on Women Entrepreneurs held on January 27, 2022.
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<b><u>Discussion:</u></b>	
Mrs. Nadia Qaiser said that there was a very good participation of the members in the meeting. A detailed discussion was held which was noted in the minutes. Minutes were placed on the table, the members could ask the questions.	

<b>Participants</b>	Mrs. Nadia Qaiser.
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<b>Approval</b>	Approved.
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<b>18. Point discussed.</b>	Approval of minutes of meeting on visit of a group of Trainee Municipal Officers, LG & RD Department of AJK from Punjab Local Government Academy Lalamusa held on December 30, 2021
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<b>Approval</b>	Approved.
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<b>19. Point discussed.</b>	Approval of report of meeting on visit of President Gujrat Chamber along with his team held on January 07, 2022.
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<b>Approval</b>	Approved.
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<b>20. Point discussed.</b>	Approval of report of meeting with Mr. Tariq Ikram, Advisor to Prime Minister of Pakistan on Export Culture held on January 14, 2022.
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<b>Approval</b>	Approved.
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<b>21. Point discussed.</b>	Approval of minutes of meeting of Special Committee under Chairmanship of Mr. Ahsan-ul-Haq, EC Member for celebration of Traffic Week held on January 15, 2022.
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<b><u>Discussion:</u></b>	
Mr. Muhammad Ahsan Ul Haq said that DSP Traffic Police also attended the meeting. A detailed and fruitful discussion on the issues was held but on very next day of the meeting, the concerned Secretary of the Committee informed him that Mr. Nasir Saleem Mirza had some questions relating to the Committee. Mr. Muhammad Ahsan Ul Haq said that Mr. Nasir Saleem Mirza was respectable to him and he did not wish to have conflict with anybody, therefore, he requested the President to clarify the duties of his Committee, whether it should continue independently or merge in other Committee. He said that the issues were very comprehensive, therefore, according to him; the Committee should	

be allowed to work independently.

The President replied that the Committee was formed for Traffic Awareness which should work independently. He appreciated Mr. Muhammad Ahsan Ul Haq on submission comprehensive recommendations (report) to him relating to his Committee. He informed that the report was further shared with the DSP who came from Lahore for the study on the issue of Traffic. The traffic team also appreciated and acknowledged the working of the Committee. The President requested Mr. Muhammad Ahsan Ul Haq to continue but should focus on Awareness of Traffic Rules. He said that short video clips on the awareness of driving rules should be made and displayed repeatedly on local TV Channels, Cable etc., on behalf of this Chamber.

Mr. Qaiser Ikram Dodhy recommended that it should work independently.

Mr. Asif Ali appreciated the efforts of Mr. Muhammad Ahsan Ul Haq as Chairman of the Committee and suggested that it should work independently.

Mrs. Shabnam Asif said that traffic was blocked due to breakdown of roads. He requested the President to share the update on it.

The President shared that Punjab Intermediate Cities Improvement Investment Programme (PICIIP) was a project of Government of Punjab which had been initiated with financial assistance of The Asian Development Bank (ADB). The total cost of the Project was Rs. 16 Billion out of which Rs. 6 Billion were reserved for sewerage work. The Project work had been started simultaneously in Districts Sahiwal and Sialkot. It would take time to complete and people would have to bear with the problems related to the project till its completion.

<b>Participants</b>	The President, Mr. Muhammad Ahsan Ul Haq, Mr. Qaiser Ikram Dodhy and Mrs. Shabnam Asif
<b>Approval</b>	Approved.

<b>22. Point discussed.</b>	Approval of report of a seminar on Business Executive Course held on January 15, 2022.
<b>Approval</b>	Approved.

<b>23. Point discussed.</b>	Approval of report of a Seminar on Pakistan Single Window (PSW) held on January 17, 2022.
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**Discussion:**

The President shared that he had received telephonic call of the Chairman SME Committee Lahore Chamber who had informed that Lahore Chamber had hired a consultant for the Seminar on Pakistan Single Window and the desired persons could attend by paying @PKR 5000 each person. In reply it was informed that the Sialkot Chamber had organized Seminar in this regard today free of cost. He very much appreciated and also was astonished. He asked about the trainer of the Seminar. It was replied that person from Custom Department was the trainer.

The President appreciated the Custom Department to arrange a successful Seminar on PSW.

Mr. Muhammad Ahsan Ul Haq said that there was need to do lot work on the PSW because the members faced lot of problems to shift from WEBOC to PSW. He said that lot of shipments were held with customs.

The President shared that the issue was also discussed with Mr. Abdul Razzaq in the meeting held at Islamabad and requested the following:-

- WEBOC and PSW systems should be allowed to run Parallel for the next two months to eliminate confusion of the members.
- A focal person should be appointed in this Chamber on PSW system for the facilitation of SME members.

Sheikh Zohaib Rafique endorsed the President and said that the collaboration of Custom Department with this Chamber was very good to facilitate the members of this Chamber. Additional Collector, Customs Sialkot, Mr. Babar Shah had promised to appoint a specialized focal person on PSW in this Chamber for the facilitation of the members.

Mr. Amer Majeed Sheikh shared that the Banks had no proper information to operate the PSW system. He suggested that the data should be updated by Banks in all means accordingly, even the coma or dot should be noted because in case of missing a single word, an error was generated "consigner different" at the submission of GD. He said that it was the first step which he had shared. The system was being improved.

<b>Participants</b>	The President, Sheikh Zohaib Rafique Sethi, Mr. Muhammad Ahsan Ul Haq and Mr. Amer Majeed Sheikh.
<b>Approval</b>	Approved.

<b>24. Point discussed.</b>	Approval of minutes of meeting regarding Sialkot Business & Commerce Centre held on January 17, 2022.
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**Discussion:**

The President shared that SBCC was established with the efforts of this Chamber for the facilitation of SMEs but unfortunately it was not properly focused by this Chamber according to plan. The building was vacant, hence the substantial portion of the building had been rented out to various businesses including Legal, Corporate, Tax Practitioners, Web Developers and IT Professionals. The Ground Floor was planned to rent out to the Punjab Information Technology Board who further planned to start their different 15-17 services under one roof like Computerized Land Accusation Department, Excise, NADRA Office, Passport Office etc., for the facilitation of public. The rush of public would be increased, if it became operational and the Security Issues for the Chamber could increase where the high dignitaries visited, therefore, the matter was discussed in detail in the meeting. The Committee had decided that a letter should be written to SMEDA to stop handing over of possession of space at upper ground floor of SBCC to Punjab Information Technology Board in the light of reservations of SCCI.



The President said that it was being negotiated with SMEDA and the updated information would be shared with the house.

Mr. Amer Majeed Sheikh endorsed and said that Chamber should take stand for getting its rights as per the agreement.

<b>Participants</b>	The President and Mr. Amer Majeed Sheikh.
<b>Approval</b>	Approved.

<b>25. Point discussed.</b>	Approval of minutes of meeting with a Team of Technology Up gradation and Skill Development Company, TUSDEC held on January 18, 2022.
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**Discussion:**

The President said that some of the members objected that Executive Committee Meetings took too much time but he tried to share maximum information with members about the meetings held during the month for their knowledge or to discuss at any forum as EC Members. He said that maximum updated information was shared with the members. He requested Sheikh Zohaib Rafique Sethi to brief about the minutes.

Sheikh Zohaib Rafique Sethi said that Leather Industry was an important export sector of Pakistan and had been considered as the second largest exporting sector of Pakistan. He added that due to lack of technology and up gradation the leather fashion industry lacked behind which led to drop in the exports of the sector. He said that India had developed infrastructure like established Leather Promotion Council and Technology Board and reached export upto 10 Billion from 300 (M). Keeping this in view, on 18th January 2022 a meeting was called to have a focus group discussion with Exporters of Lather Sector with expert of TUSDEC, to explore the opportunities of technology benchmarking in Leather Industry of Sialkot. The Chairman PLGMEA, North and East Zone attended the meeting. It was decided that small exporters of the leather sector needed a Common Facilitating Centre for bringing research and development in their products. The facility to upgrade the supporting industry of leather was needed to bring diversification in the Fashion products. The main international brands who were working in Pakistan had been shifted to India due to developed infrastructure and latest technology. He said that there was need to launch latest technology in Leather Industry to compete internationally for promotion of exports. A Coordination Board was formed in this regard. He said that all the details were mentioned in the minutes.

<b>Participants</b>	The President and Sheikh Zohaib Rafique Sethi.
<b>Approval.</b>	Approved.

<b>26. Point discussed.</b>	Approval of report of a session on "Industrial Safety and Risk Management "organized by MJ Group of Companies held on January 19, 2022.
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<b>Approval</b>	Approved.
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<b>27. Point discussed.</b>	Approval of minutes of meeting to discuss the issues of Sialkot Tannery Zone held on January 19, 2022.
<p><b><u>Discussion:</u></b></p> <p>The President said that some persons desirous of getting Plots in Tannery Zone protested outside the Sialkot Chamber. Their representatives came to his office and requested him to interfere to resolve their issues, therefore, a meeting of both parties, "Sialkot Tannery Zone" and "Persons desirous of getting Plots in Tannery Zone", was called in this Chamber. The issue was discussed in detail in presence of both parties after which he announced a Committee in which two (2) members from both the parties and one (1) representative of the Sialkot Chamber was included.</p> <p>The President said that the Sialkot Tannery Zone was in the final stages of completion, therefore, the District Government was forcing the members related to Tannery Businesses to shift their business at Tannery Zone and that they had no other option. As per the information more than 150 people were suffering. The available plots in Tannery Zone had already been allotted, therefore, it was requested to the STZ Board to purchase some land in order to accommodate those who were unable to purchase plots well in time. After the purchase of land and inclusion of actual expenses, the price of the land would be announced. The matter was resolved by him amicably.</p> <p>Mr. Muhammad Ahsan Ul Haq appreciated the President to interfere and resolve the issue. He asked about the number of members who were suffering.</p> <p>The President replied that the exact numbers were not reported but as informed by them there were 150 affected people. 6 persons had requested to restore their plots on old rates.</p> <p>Mr. Muhammad Ahsan Ul Haq requested the President to follow up the issue.</p> <p>The President replied that minutes of meeting had been shared to STZ.</p> <p>Mr. Muhammad Ahsan Ul Haq suggested that opportunity should be given to the members for purchase of land in STZ.</p> <p>The President replied that it was the duty of the Committee which had been formed to monitor the purchase of land, allotment of plots and scrutinize the members relating to tannery/leather to allow them to work in STZ.</p> <p>Mr. Awais Ahmed shared that the land was available but the issue was the cost of Rs. 200,000/- @ per marla was being charged which was high. He suggested that it should be reduced, so that the members could easily purchase to setup their businesses in the Zone .</p> <p>The President replied that the point was discussed in the meeting but he replied that rates of land should be considered according to current rates. He said that land was not available in Sialkot @200,000/- with such facilities. 60-70% compliance of Leather international standards would be met by setting up the units in Sialkot Tannery Zone.</p>	
<b>Participants</b>	The President, Mr. Muhammad Ahsan Ul Haq and Mr. Awais

	Ahmed
<b>Approval</b>	Approved.

<b>28. Point discussed.</b>	Approval of Minutes of meeting of the Departmental Committee on Membership By-Laws held on January 28, 2022.
<b>Approval</b>	Approved.

**Any other point.**

**29.** Mr. Naeem Yousaf said that he had studied/reviewed the website of the Sialkot Chamber of Commerce & Industry and found the pictures/data of the meeting was regularly updated while the other informative data like reports were not updated after 2013 or 2017. 60-70% data was not updated. He mentioned the following observations:-

- A button of Visa recommendation Letter verification was not working.
- Reports like Pak - Tajikistan Trade Report and Himalayan Salt were uploaded in the year 2013 which showed that the website was not updated after 2013.
- The date on the posted data on website was not mentioned to verify it.
- The data of Trade Dispute was mentioned in the button Trade Delegation.
- Most of the buttons like Euro Pass etc., were not working properly.
- The SROs after 2017 were not updated.

He requested the President to look into the matter and instruct to the concerned staff to update the website. He said that unnecessary material which had been obsolete should be removed.

The President appreciated Mr. Naeem Yousaf for highlighting an important point and assured that it would be updated properly till next meeting.

Mr. Ahsan Ul Haq said that the website of this Chamber was not secured, it could easily be hacked which was pointed out by a delegation, related to Cyber Crime, during the meeting in this Chamber.

Mr. Amer Majeed Sheikh said that Mr. Naeem Yousaf was expert in this field and done a lot of work at SIAL, therefore, Website task should be assigned to him.

The President replied that it would be coordinated with Mr. Naeem Yousaf.

**30.** Mr. Asif Ali said that he along with Mr. Adnan Yousaf and Mr. Rashid visited Mr. Ayaz Rakha, former EC Member who got serious heart attack, to wish him fast recovery and best of health. He complained that nobody visited him or made a phone call about his health. He requested the President that EC members should visit the ailing Mr. Ayaz Rakha on which the President replied positively.

**31.** Sheikh Zohaib Rafique said that the main objective of this Chamber was to facilitate and provide latest productive advance information to its members. He said that the leading Chambers were publishing information for their members by extracting data relating to business from different sources like Business recorder, leading business portals on daily basis. He said that the SCCI should also share such kind of data with its members. In this regard, he had planned to publish one pager e-bulletin, on daily basis, with latest updated information for its members

which required approval from the house. It would be circulated to members through e-mail on daily basis. He presented the specimen which was appreciated by the house and approved it.

**32.** Sheikh Zohaib Rafique Sethi proposed to launch a B2B website like Alibaba.com on behalf of this Chamber. He said that it would be very cost effective and the SMEs would benefit from it.

Mr. Bashir Bhatti, Partner of Computer Xpert gave a presentation in this regard.

The Committee thoroughly discussed the case and observed that it required a team to operate, the finance was involved and the Chamber would be fully liable for it. The beneficiary of the project would be Computer Xpert.

Hence, the Committee decided that such kind of project was not feasible to undertake by this Chamber, therefore, the idea was disapproved. The Committee also recommended that the idea of the project should be implemented by Computer Xpert at its own.

**33.** Mr. Adnan Yousaf suggested that the bulletin could be delivered to members by assigning the duty to person who delivered EC Agenda to members.

Mr. Muhammad Ahsan Ul Haq replied that it was not feasible because there were 22 EC Members while total number of members was 18000.

**34.** Sheikh Sohail Zafar requested the President that Executive Committee Members should be accompanied in the meetings with Embassies.

The President replied that it depended on the Embassies if they agree or not.

Sheikh Sohail Zafar said that he had contact with other Chambers/Trade Bodies and if they could accompany their members to the Embassies then why not Sialkot Chamber. The Sialkot Chamber is a credible institution and the Embassies had great regard for it.

The President replied that good name of the Chamber should be protected.

The Meeting ended with a vote of thanks to the Chair

**Minutes approved by the President, Sialkot Chamber of Commerce & Industry.**