

THE SIALKOT CHAMBER OF COMMERCE & INDUSTRY

MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE

HELD ON NOVEMBER 30, 2022.

01. A Meeting of the Executive Committee of the Sialkot Chamber of Commerce & Industry was held on November 30, 2022 at 12:00 hours at Sheikh Muhammad Shafi Hall of the Sialkot Chamber.

02. Mr. Abdul Ghafoor Malik, 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 Choudhry Jahangir Rashid.

04. The following members attended the meeting:

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| • Mr. Abdul Ghafoor Malik | President |
| • Mr. Amer Majeed Sheikh | Vice President |
| • Mr. Afzaal Bhatti | -Member- |
| • Mr. Awais Ahmed | -do- |
| • Mr. Choudhry Jahangir Rashid | -do- |
| • Mrs. Gulzaib Waqas Awan | -do- |
| • Mr. Jawad Hussain | -do- |
| • Mr. Matloob Ahmed Qureshi | -do- |
| • Mian Fiaz Ahmed | -do- |
| • Mian Imran Akbar | -do- |
| • Mr. Muhammad Shahbaz | -do- |
| • Mr. Saleem Akhtar Bhutta | -do- |
| • Mr. Saqib Ashfaq | -do- |
| • Mr. Zain Ul Abideen | -do- |

05. Leave of Absence

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|-------------------------|-----------------------|
| • Mr. Wahub Jahangir | Senior Vice President |
| • Mr. Adnan Yousaf | -Member- |
| • Mr. Ahmed Imtiaz Khan | -do- |
| • Ms. Lubna Tubsim | -do- |
| • Mr. Naeem Yousaf | -do- |
| • Mr. Peeter John | -do- |
| • Mr. Shoaib Imtiaz | -do- |
| • Mr. Toheed Nasir | -do- |

06. Special Invitees.

- Mr. Abdul Waheed, Chairman Departmental Committee on Accounts.
- Sheikh Zahid Hameed, Chairman Departmental Committee on Garrison HQ/Cantonment Board Affairs.
- Mr. Faisal Malik Chairman Departmental Committee on Sports Activities.

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

- Mr. Tariq Butt, Brother of Mr. Mansha Ullah Butt, M/s. Mansha & Brothers (Pvt) Ltd.
- Wife of Daud Ahmed Chatha, Former President Sialkot Chamber.
- Mr. Ashraf Nizami Brother of Mr. Arshad Nizami of M/s. New M.G. Rustam & Co.
- Wife of Dr. Saleh Muhammad

- Haji Sh. Qaiser Mahmood M/s. Qaiser Electronics
- Mr. S.M. Munir, Chairman Deen Group of Industries.
- Mr. Bilal Sarfraz Butt, Son of Mr. Muhammad Sarfraz Butt Former SVP SCCI.

08. Point discussed.	Approval of minutes of meeting of the Executive Committee held on October 29, 2022.
Approval	Approved.

09. Point discussed.	Approval of Statement of Accounts for the month of October 2022 and approval of minutes of meeting of the Departmental Committee on Accounts and Finance held on November 24, 2022.
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Discussion:

Mr. Awais Ahmed said that he had highlighted the issue of increase in expenses as compared to the income of this Chamber during the last tenure and also suggested to increase the membership fee to meet the expenses as increased by other Trade Bodies. He again requested that the membership fee should be increased. Secondly, he requested to get explanation about Accrual & Other Payable amounts of Rs. 918,298/- ad 3,920,929/- as mentioned on point # 15 page # 7 of the account statement.

Mr. Amer Rashid Wyne replied that the mentioned amounts were paid to CSDO and IMAC from the EDF funding of the Government.

Mian Imran Akbar said that as Mr. Awais Ahmed had mentioned and also discussed in previous Executive Committee, in detail, about deficit of Rs 9.3 (M) of last fiscal year, he also desired to discuss and find the reasons. Different accounts heads should be checked to find out the cause of deficit balance. He said that due to high inflation, the expenses had increased and if the house scrutinized the accounts, in addition to normal expenses there were abnormal expenses like construction of Women Chamber etc. The Chamber had not any other source of income except the membership fee received from members. The rental income had gone down a lot. He also shared that another reason of deficit was high spending by the previous regime after closing of their financial year. He however, informed that he had changed the practice by avoiding excessive spending after closing of financial year of his tenure. He expressed hope that such practice would be continued by the incumbent regime.

Mian Imran Akbar requested Mr. Abdul Waheed, Chairman Departmental Committee for submission of a comparison report of the expenses done during last two years to check the difference.

Mian Imran Akbar also expressed his concern of information shared about conventional banking in previous EC Meeting. He said that it had been informed that Sialkot International Airport, Air Sial, Dry Port etc., were maintaining funds in conventional banks to avail maximum monetary benefits (markup) while it was not so which he had personally confirmed from their concerned officials. Mian Imran Akbar maintained that information should be verified before sharing because the decision was taken on the basis of that information.

Mr. Abdul Waheed said that the major expenses were usually made on utility bills, building repair & maintenance, functions & salaries which could not be stopped but priority could be set accordingly. He said that there was a need to spend on technology for maximum facilitation to members. As concerned to human resource, a limit could be set but could not be squeezed. Due to high inflation, the expenses had increased greatly, which had definite impact on utility bills & repair & maintenance. Moreover, the accounts for the year 2021 &

2022 were studied by him and found that the major expenses were made on building repair & maintenance which also caused deficit balance but were spent once in a time, hence there was nothing to worry about deficit balance. He said that Pak Rupees had de-valued resultantly creating inflation, which definitely effected the accounts hence it was important to take measures to control the negative impact created due to inflationary trend. Secondly, it plan should be worked out to increase the revenue of this Chamber to meet the expenses and in this regard, the Accounts Committee would prepare and submit the proposal in EC Meeting. Mr. Abdul Waheed also discussed about the Conventional Banking and said that dependence should not be made on Conventional Banking and to focus on actual source of revenue.

Mr. Matloob Ahmed Qureshi suggested that membership fee could be increased to improve revenue in order to control deficit.

Mian Imran Akbar expressed his concern on the proposal for arrangement of separate sitting room for Executive Committee Members, as discussed in previous Executive Committee. He said that there was no need to arrange any such room because existing main hall was available for the EC Members to discuss the issues, whenever they were invited. He suggested that the proposal for EC room should be ignored because with the arrangement of another room the issues would be created. Moreover, the expenses would also be increased.

Participants	Mian Imran Akbar, Mr. Abdul Waheed, Mr. Awais Ahmed, Mr. Matloob Ahmed Qureshi and Mr. Amer Rashid Wyne.
Approval	Approved

10. Point discussed.	Approval of minutes of meeting of Departmental Committee on Garrison HQ/Cantonment Board Affairs held on November 01, 2022.
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Discussion:

Sheikh Zahid Hameed shared that Cantonment Board Sialkot had started Drive-Through Service for the facilitation of general public to submit complaints or getting other services. He also shared that Mr. Arslan Haider, CEO Cantonment Board had allowed the Sialkot Women Chamber of Commerce & Industry to organize its exhibition in Family Park without paying any charges, as requested by Dr. Mariam Nouman, President (SWCCI) in a meeting with him.

Mrs. Gulzaib Waqas Awan expressed thanks and appreciated the CEO Cantt. Board for accepting the request to permit holding the Exhibition without paying any charges. She also thanked Sheikh Zahid Hameed for his kind cooperation in this regard.

Participants	Sheikh Zahid Hameed and Mrs. Gulzaib Waqas Awan.
Approval	Approved

11. Point discussed.	Approval of minutes of meeting of Departmental Committee on Sports Activities held on November 16, 2022.
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Discussion:

Mr. Faisal Malik, Chairman Departmental Committee on Sports Activities informed that it was the first meeting of the Committee wherein the Committee had proposed sports events to be organized during the year, which required approval from the house.

Mr. Tariq Mahmood Malik asked for sharing the detail of expenses of the sports events which had been planned to be organized during the year.

Mr. Faisal Malik replied that the detail of expenses of the sports event would be

submitted after finalizing the events.	
The President also suggested that the expenses of the events should be provided for approval.	
Mr. Muhammad Shahbaz Saim said that it had been proposed that the Sialkot Chamber should form & register Cricket, Hockey and Football teams like Banks & Multinational Companies teams registered with Sports Department but he opposed the proposal because lot of funds were required to own & supervise the teams which could not be paid from Chamber's funds.	
Participants	The President, Mr. Muhammad Shahbaz Saim, Mr. Faisal Malik and The Secretary General.
Approval	Approved

12. Point discussed.	Approval of minutes of meeting of Project Committee on Sialkot Industrial Zone held on November 02, 2022.
Discussion: Mian Imran Akbar asked about update of the Project.	
The President replied that NESPAK had raised security concerns at the designated area to carry out survey and had request the DC to provide security. The Deputy Commissioner had provided the security so that NESPAK could carry out their work.	
Participants	The President and Mian Imran Akbar
Approval	Approved.

13. Point discussed.	Approval of report of Book Launching Ceremony of Mr. Azad Iqbal, Grandson of Allama M. Iqbal held on November 09, 2022.
Approval	Approved.

14. Point discussed.	Approval of minutes of meeting on visit of Mr. Arslan Haider, CEO Cantonment Board Sialkot held on November 17, 2022
Approval	Approved.

15. Point discussed.	Approval of minutes of meeting with a delegation of the Pakistan Western Canada Trade Association headed by Ms. Bushra Rehman, President held on November 22, 2022.
Approval	Approved.

16. Point discussed.	Approval of minutes of Luncheon meeting with Trade Bodies of Sialkot held on November 23, 2022.
Approval	Approved.

17. Point discussed.	Approval of minutes of Meeting of Departmental Committee on Membership/Bye-Laws held on November 26, 2022.
Approval	Approved.

Any Other Point:

18. The President said that he desired to explain some facts about deficit balance, as highlighted by Mian Imran Akbar. He said that surely the members would have visited other Chambers and that the Sialkot Chamber was considered as one of the best Chambers of Pakistan, but the condition of its building needed a lot of maintenance. The President said that he wished to improve it and the members

should support him so that the building could be maintained, as much as possible, and the standard and grandeur of the Sialkot Chamber could keep like other top Chambers of Pakistan. He said that condition of Dining Area, Membership Department and wash rooms was not exceptional but below average. He said that obviously there would be expense on maintenance of SCCI building but along with it income generation would continue. The President expressed his full confidence income generation would always be above the expense. There was dire need of maintenance that should be done without delay and that there would no such need for the next five or six years.

Mian Imran Akbar endorsed the President and said that major renovation work of the building was done during the tenure of Mr. Majid Raza Bhutta and now there was definitely need to work on it. As far as the set up of new Membership Department, he also had reservations about it because it had not been established with a proper plan. Lot of area was not included in the department and remained vacant which could be utilized with proper planning. Definitely, the expenses would be incurred. There were certain building works that needed to be done, hence the work should be started.

Mr. Muhammad Shahbaz Saim also endorsed the President and said that building repair & maintenance work must be done. Secondly, as concerned to separate Executive Committee room that was opposed by Mian Imran Akbar but it must be established maintained by Mr. Shahbaz Saim. He said that the Executive Committee was the team of Office Bearers who always supported each other. He further said that most of the EC Members were the Chairmen of one of the Committees and they felt difficulty in getting a seating facility of their guests/members invited in this Chamber to discuss the matters, relating to their Committees, because usually the Offices of the Office Bearers remained close in their absence. He also shared that the other Chambers like Lahore Chamber had also setup offices for the EC Members.

Mian Fiaz Ahmed also endorsed Mr. Muhammad Shahbaz and shared that he had observed that whenever, Executive Committee Members arrived in this Chamber 10-15 minutes before a meeting and seated in the Office Bearers' room, the working was hampered, therefore, a separate room for Executive Members should be established for their convenience.

The President said that it would be considered positively.

19. Mr. Awais Ahmed requested the President for the arrangement of countrywide visit of the Executive Committee in the form of delegation.

The President replied that as the weather improved, self-financed visit would be arranged as proposed by Mr. Awais Ahmed.

20. Mr. Saqib Ashfaq invited attention towards the issue of blockage of traffic at Kashmir Road/City due to construction of roads. He suggested that it should be requested to the concerned to appoint Traffic Wardens at Kashmir Road for smooth running of traffic. He said that the major problem was traffic choking to hold traffic for long time.

The President replied that the Deputy Commissioner had formed a Committee in this regard. He along with Ch. Jahangir Rashid had also attended the meeting. He also shared that Kashmir Road had been dug from one side to lay down sewage pipe and as soon as the sewage work would be completed, the traffic system would improve. Anyway, the work was going at a very fast pace and it was hoped that the work would be completed within two to three months.

Ch. Jahangir Rashid said that the Administration of other Districts had given prior information to Trade Bodies of their respective cities, about the projects initiated in the cities for the information of members of associations, therefore, he suggested that the Administration of Sialkot should also share the information with this Chamber and other Trade Bodies, so that the information might be circulated to members for their information. He also shared that in the meeting with Deputy Commissioner, he had discussed about the issues of Pasrur Road but the DC replied for arrangement of funds for construction of the road.

Ch. Jahangir Rashid suggested that a meeting of EC members with the Sialkot Administration like Deputy Commissioner and the Government representative should be held for getting detailed information about projects initiated in Sialkot City and the other issues related to them for the awareness of members by following the past practice of this Chamber.

The President replied that he had discussed with Deputy Commissioner to visit Sialkot Chamber and hopefully, he would visit after December 05, 2022. He said that all the members would be invited to discuss all the issues.

Chaudhary Jahangir Rasheed mentioned that he had attended a meeting with Session Judge Sialkot, wherein it was discussed that Air Quality Index measuring was installed in SCCI. He added that it was brought to the notice of the Session Judge that the Environment Protection Department (EDP) was asking to get the device approval from them, however, no SOP details had been shared by them. During the meeting the Session Judge and Deputy Commissioner, Sialkot said that if the device was being utilized for the betterment of the environment, then it shouldn't be an issue. Chaudhary Jahangir Rasheed said that he was planning to install few more instruments at different places in Sialkot like Pasrur Road & Industrial Zone to make the public aware of the quality of air which they were breathing.

21. Mr. Amer Majeed Sheikh said that the result of existing projector, installed in Sheikh Shafi Hall had become very poor, therefore, it had been planned to replace and install new SMD Display 6.3 * 8.4 inches having approx cost of PRK 1.4 (M) to 2.0 (M) which required approval from the house.

Chaudhary Jahangir Rasheed said that there was no need to replace it because the existing projector was working properly. He said that PKR 1.4 (M) was a big amount and this amount could be spent on any other work which was necessary and more important than replacing the projector. He also suggested that work should be prioritized which needed to be done.

Mian Imran Akbar endorsed the opinion of Chaudhary Jahangir Rasheed and suggested that projector should not be changed as long as it was working.

The President requested to display document to check the status/result of existing project. He said that it was quite evident and clear that the displayed document on the projector could not be read and if zoomed, the words got out of focus. The President confirmed that only the necessary things according to requirement would be replaced and purchased.

After thorough discussion approved was given to purchase SMD Display 6.3 * 8.4 inches having approx cost of PRK 1.4 (M) to 2.0 (M).

22. Mr. Amer Majeed Sheikh said that a request from Membership Department had been received for arrangement of hologram stickers. The stickers were affixed on the Visa Letters to ensure the security and were printed from China through a vendor in Pakistan. Previously, the stickers were printed in June 2008 @ PKR 16/- per sticker having quantity of 20,000/-. Now the cost of a sticker had been finalized @ PKR 40/-

by negotiation with the vendor (Ms. NJ Printers). Hence the costs of 20,000/- stickers was PKR 800,000/- which required approval from the house.

The house unanimously approved request of PKR 800,000/- for purchase of Hologram Membership Racks from M/s. NJ Printers.

23. Mr. Amer Majeed Sheikh said that an application for the grant of loan of PKR 100,000/- with the deduction of Rs. 5000/- per month from salary of Mr. Shahzada Fahad, Record Incharge had been received. Gratuity entitlement was Rs. 387150/- from which he had already availed PKR 254,000, hence the remaining balance was Rs. 133,150/-.

The house unanimously approved the application of Mr. Shahzada Fahad loan of Rs. 100,000/- with the deduction of PKR 5,000/- from his salary.

24. Mr. Amer Majeed Sheikh said that an application for the loan of PKR 300,000/- with the deduction of PKR 2000/- per month from salary of Mr. Moras Masih, Sanitary Worker had been received. He required the said amount for construction of his house. He had been working from the last 15 years as Sanitary Worker in this Chamber. Gratuity entitlement was Rs. 160,000/- from which he had already availed PKR105,000 and the remaining balance was PKR 55,000/.

The house discussed the application, in detail, and after thorough discussion, the house unanimously approved the application with the condition to follow the Human Resource Policy for giving loan according to his gratuity entitlement.

25. Mr. Salim Akhtar Bhatta highlighted the issue of traffic in the city due to increase in vehicles & motorcycles. He said that last year, the Departmental Committee on Traffic Management with the coordination of Traffic Police had taken action against encroachment but it also had no long-term impact. He added that traffic problems were increasing with every passing day, so special attention should be paid to it to control the situation.

Mr. Saleem Akhtar Butta also requested for the arrangement of visits of Executive Committee Members to other Chambers in Pakistan so that they could meet the business community of other cities and get information about the system adopted in their businesses. He said that visits of Lahore Chamber of Commerce and Gujarat Chamber arranged, last year, were very fruitful.

The President replied to consider the proposal.

26. Mr. Zain Ul Abideen suggested that the members should not repeat the questions which had already been discussed in the meetings with dignitaries because it created a bad impression.

The President replied that the repeated questions would be screened out.

27. Mian Fiaz Ahmed said that issue of traffic had been discussed regularly but nobody had shared its solution. Mr. Fiaz said that he had prepared a plan to manage the traffic of the City and if it would be implemented, the issue of the traffic would be resolved. He requested the President for the permission to share the plan in the meeting.

The President invited Mian Fiaz Ahmed to discuss the plan with him in his office for him to study for putting up in Executive Committee Meeting, if workable.

Mrs. Gulzaib Waqas Awan also discussed the traffic blockage issue in the city. She requested that the Chamber should raise the matter with the concerned authorities from the platform of this Chamber to resolve the issue.

The President replied that he had already informed that the Deputy Commissioner had formed Committees to discuss and share the information about the project initiated in Sialkot, by including the officials of various institutions of which he was also a member. He added that the work on road repair, sewage and other projects initiated in Sialkot City was being done speedy, even on Sundays and late night. There had been very few DCs appointed in Sialkot who had done the work so quickly. The amount of budget allocated for the project would only be spent on specific projects and could not be spent on any other project. The President assured that it would be requested to the concerned authorities for the grant of funds, so that repair work of the roads could be completed as soon as possible.

Mian Imran Akbar said that traffic problem was created due to migration of huge number of people of South Punjab and other backwards Districts towards Sialkot City. They were involved only in the business of Ching Chee Rickshaws and Fruit Carts from which they were generating income and creating problems for the people of Sialkot. He said that there was a need to work on both sectors to resolve the issue and also suggested that main traffic blockage issue could be resolved by making implementation on his following idea:-

- To make mandatory registration for Ching Ch Rickshaws along with a route system.
- To create a price control system for fruit carts and assign different locations as selling points

The President informed that the RPO and DPO had visited Sialkot to meet him and they apprised about the traffic and other issues in the city. They promised that the issue of the Traffic would be resolved but they lack the manpower that created problem in traffic management. The President hoped that the traffic problem would be resolved, after construction of the main roads.

The Meeting ended with a vote of thanks to the Chair.

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