

THE SIALKOT CHAMBER OF COMMERCE & INDUSTRY

MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE **HELD ON JUNE 26, 2023**

01. A Meeting of the Executive Committee of the Sialkot Chamber of Commerce & Industry was held on June 26, 2023 at 11:45 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 Mr. Ahmed Imtiaz Khan.

04. The following members attended the meeting:

- Mr. Abdul Ghafoor Malik President
- Mr. Wahub Jahangir Senior Vice President
- Mr. Amer Majeed Sheikh Vice President
- Mr. Ahmed Imtiaz Khan -Member-
- Mr. Awais Ahmed -do-
- Mrs. Gulzaib Waqas Awan -do-
- Mr. Matloob Ahmed Qureshi -do-
- Mian Fiaz Ahmed -do-
- Mr. Naeem Yousaf -do-
- Mr. Peeter John -do-
- Mr. Saleem Akhtar Bhutta -do-

05. Leave of Absence

- Mr. Adnan Yousaf -Member-
- Mr. Afzaal Bhatti -do-
- Mr. Choudhry Jahangir Rashid -do-
- Mr. Jawad Hussain -do-
- Ms. Lubna Tubsim -do-
- Mian Imran Akbar -do-
- Mr. Muhammad Shahbaz -do-
- Mr. Shoaib Imtiaz -do-
- Mr. Toheed Nasir -do-
- Mr. Zain Ul Abideen -do-

06. Members who could not attend the meeting

- Mr. Saqib Ashfaq -Member-

07. Special Invitees

- Mr. Qaiser Baig, Chairman Departmental Committee on Fair & Exhibition
- Mr. Abdul Waheed, Chairman Departmental Committee on Accounts

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

- Aunt of Mr. M. Ejaz Ghauree of M/s. Ghauree & Co.

09. Point discussed.	Approval of minutes of meeting of the Executive Committee held on May 29, 2023.
Approval	Approved.

09. Point discussed.	Approval of Statement of Accounts for the month of May 2023 and approval of minutes of meeting of the Departmental Committee on Accounts & Finance held on June 21, 2023.
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Discussion:

Mr. Awais Ahmed appreciated the management to control & reduce the expenditures and to increase income as compared to last month's Account Statement. He said that an amount of Rs. 3,034,750/- was mentioned in the head of Advances to Suppliers on Page No. 3 but was not shown in the Expenditure.

The President replied that advances had been paid to contractors for installation of solar system and pioneer coating projects which were in process. After completion of the projects, the said amount would be included in expenditure head.

Mr. Awais Ahmed said that three months had passed since the advance of the solar project was paid but it had not yet been completed. It should have been completed in one month.

Mr. Wahub Jahangir replied that he had already briefed in previous EC Meeting that the total requirement of the Chamber was 80-85KW system to make zero bill but it had been decided to install it in two phases. In 1st phase it had been planned to install 45KW system while in 2nd phase 40KW would be installed. The installation of 1st phase had been completed and its balance payment was mentioned in the Accounts Statement which had not been paid yet. Contract of Phase II had been given on new reduced rates which would be completed within the month.

The President shared that the benefit to complete the project in two phases was that better rates had been obtained in the second phase and Rs. 2.2(M) lakhs had been saved due to new policy of the Government.

Mr. Abdul Waheed, Chairman Departmental Committee on Accounts said that with the changing dynamics and considering the future growth of Sialkot Chamber, the Accounts Committee had recommended that Chamber should acquire a piece of land for future expansion.

The President replied that the proposal of the Committee was in his notice but he as well as the Leadership had planned to get control of the adjacent SBCC building. In this regard, two meetings had been held with the concerned and 3rd meeting was scheduled to be held in July. He hoped that 70-80% of the building would be acquired, therefore, instead of spending in another project or buying land, they should take control of SBCC building, even if some money could be paid for it.

Participants	The President, Mr. Wahub Jahangir, Mr. Awais Ahmed and Mr. Abdul Waheed
Approval	Approved.

10. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Surgical Instruments, Health, Personal Care & Allied Industries held on May 27, 2023.
Approval	Approved.

11. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Event Management & Liaison Committee held on June 20, 2023.
Approval	Approved.

12. Point discussed.	Approval of minutes of meeting with Mr. S.M. Tanveer, Provincial Minister for Industries, Commerce, Energy, Investment & Skill Development (ISI&SD) held on May 30, 2023.
<u>Discussion</u>	
<p>Mr. Matloob Ahmed asked about the status of construction work on Airport Road, Sambrial, and Wazirabad Road which would have to be completed on June 15 and July 15, 2023 respectively.</p> <p>The President replied that it had to be completed till June 25 and July 25. He mentioned the following:-</p> <ul style="list-style-type: none"> • The work on Kashmir Road would complete within 2-3 days. • The work on Wazirabad Road was going very fast and would complete soon. • The final date of Airport Road was July 25, 2023 and hopefully one side of the road would be completed within the given time. <p>The President said that he was scheduled to meet with DC today and would discuss with him the above issue.</p> <p>Mr. Matloob Ahmed said that the condition of Airport Kullowal road was very bad due to excavation. He requested the President to discuss with DC for repair of the road.</p> <p>The President replied positively and assured that he would discuss.</p> <p>Mr. Naeem Yousaf informed that most of the work of one side Airport Road had been completed.</p>	
Participants	The President, Mr. Matloob Ahmed, and Mr. Naeem Yousaf.
Approval	Approved.

13. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Cyber Crime held on May 31, 2023.
<u>Discussion:</u>	
<p>Mr. Naeem Yousaf complained that he was the Chairman of the Committee but the minutes of the meeting had been put up in Executive Meeting without his approval. He informed that the Secretary of the Committee sent him the Draft for Approval of Minutes twenty days after the meeting which he returned back with the recommendation of some changes. The Secretary sent him minutes with the changes again but after that he circulated the minutes of meeting without his permission. He said that there was need to make changes in Minutes but overall recorded accordingly.</p> <p>The members recommended to set a time frame to prepare and put up the minutes of meeting to Chairman Committee.</p> <p>After discussion, the Committee set a time of one week to prepare and put up the minutes of meeting to Chairman Committee for approval</p> <p>The President asked Mr. Naeem Yousaf about the Seminar to be organized by</p>	

inviting Deputy Director, as discussed with him telephonically.	
Mr. Naeem Yousaf replied that the Seminar would be organized after Eid Holidays.	
The President suggested that it should be organized after July 6-7.	
Participants	The President and Mr. Naeem Yousaf
Approval	Approved.

14. Point discussed.	Approval of Report of Seminar on "Product Knowledge and Social Media Marketing held on May 31, 2023.
Discussion:	
Mr. Naeem Yousaf said that he had noticed that the news of old events were shared on the social media, which created a confusion. He said that if it was necessary to share the old news/event pictures, then the date should be mentioned with it.	
The President said that he had already taken a notice on it and instructed the concerned for not sharing the news of old events.	
Participants	The President and Mr. Naeem Yousaf.
Approval	Approved.

15. Point discussed.	Approval of minutes of meeting on visit of H.E. Mr. Mohammed Bello Abioye, Ambassador of Nigeria to Pakistan held on June 06, 2023.
Discussion:	
Mr. Matloob Ahmed said that in the meetings with the Ambassadors, they were always requested to organize Single country Exhibitions, but no Exhibition had been organized till date. He asked whether any follow-up of meetings was done or not.	
The President requested Mr. Wahub Jahangir to respond on it.	
Mr. Wahub Jahangir replied that a complete follow-up of the meetings was done but it required a response from the other side and whenever a proper reply was received, it was circulated or action taken as required. He also shared about the positive response received from Pakistan Ambassador in Syria as a result of meeting held with him. He said that the Ambassador was ready to organize Exhibition in Syria, as requested to him. He further said that it would be circulated after it was finalized.	
Mr. Naeem Yousaf endorsed Mr. Wahub Jahangir about the response of Pakistan Ambassador in Syria. He said that the Ambassador was very keen to organize Exhibition, therefore it should be proceeded further.	
Mr. Amer Majeed Sheikh informed that Pakistani Ambassador of Rwanda had requested through message for the arrangement of samples of different products produced in Sialkot but he had responded to send the request officially to proceed further in this regard.	
The President said that the Ambassador was requesting for the sample to display in display room of the Embassy. He said that that the members would not agree to give the sample for display over there but if in case a delegation was arranged, then they would carry along with them.	
Mr. Naeem Yousaf suggested that it could also be requested to the	

	Ambassador to arrange and send business delegation to Pakistan.
Participants	The President, Mr. Wahub Jahangir, Mr. Amer Majeed Sheikh, Mr. Naeem Yousaf and Mr. Matloob Ahmed.
Approval	Approved.

16. Point discussed.	Approval of Report of Seminar on "Diabetes" held on June 07, 2023.
Approval	Approved.

17. Point discussed.	Approval of Report of meeting to hear and view the Speech of Federal Budget 2023-24 held on June 09, 2023.
Approval	Approved.

18. Point discussed.	Approval of Report of Seminar/Awareness Session on Refinance Schemes, Islamic Banking and Islamic Modes of Financing held on June 13, 2023.
Approval	Approved.

19. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Human Resource held on June 22, 2023.
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Discussion:

Mr. Naeem Yousaf said that he had observed that there was need of Training of SCCI's staff relating to their jobs, therefore, he suggested that Training Sessions should be arranged time to time to improve their working.

The President asked Mr. Naeem Yousaf that which staff should be given training because there were two or three types of staff working here.

Mr. Naeem Yousf replied that he had suggested for all SCCI's Staff.

The Secretary General asked about the Training aspects.

Mr. Naeem Yousaf asked whether the Sialkot International Airport had been requested to pay PKR 150,000/- for booking of Sheikh Muhammad Shafi Hall to hold the meeting or not and if yes, then whether it had been approved by the Executive Committee or not.

The President replied that the Sheikh Shafi Hall Fee of PKR 150,000/- had been announced but it was never charged from SIAL.

Mr. Naeem Yousaf said that Sialkot International Airport was also part of this Chamber. He said that the matter of the fee was discussed in SIAL's BOD and Executive meetings and they had requested to discuss the issue as EC Member of this Chamber. Mr. Naeem requested that the fee should be waived off.

The President replied that SIAL was an independent Company. He further said that the Sialkot Chamber had never refused SIAL to hold a meeting in this Chamber and had never been charged.

The Secretary General said that if could remember correctly the Management of SIAL had committed to pay a certain amount annually for the Education Fund of this Chamber during the tenure of Sh. Abdul Majid and in return the Sialkot Chamber would allow SIAL to hold meetings without any charges. He said SIAL might have deposited some amount, once but after that SIAL did not

honor its commitment.

Mr. Aamir Majeed Shaikh said that SIAL was a profitable company and if it was able to pay super tax then SIAL should pay the amount annually as per the commitment. He further said that SIAL should pay the services charges to this Chamber.

Mr. Naeem Yousaf disagreed on the suggestion of Mr. Amir Majeed Sheikh.

The President said that SIAL had become a rich entity and spent billions of Rupees, on other works, annually hence it should have no issue to pay committed amount to this Chamber.

Mr. Naeem Yousaf said that he had gotten the view point of this house and would discuss with the concerned of SIAL.

The President suggested to Mr. Naeem Yousaf that he should agree with the house instead of disagreeing

Mr. Naeem agreed with the comments that SIAL should fulfil the commitment made with this Chamber.

Participants	The President, Mr. Amer Majeed Sheikh, Mr. Naeem Yousaf, and Secretary General.
Approval	Approved.

20. Point discussed.	Approval of minutes of meeting for balloting of Trade Delegation to United Kingdom 2023 held on June 21, 2023.
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Discussion:

Mr. Qasier Baig, Chairman Departmental Committee on Fairs & Exhibitions appreciated the President to approve and allow the Chairmen of Departmental Committees to attend EC Meeting by Zoom link. He said that the balloting on the applications received from members for the delegation of United Kingdom was held on June 21, 2023. He again thanked the President that as per his instructions, the SMEs were given a complete chance for maximum participation.

Mr. Ahmed Imtiaz Khan said that 3 Executive Committee Members submitted their applications in UK delegation but only one application was approved through balloting while two of them were not approved due to balloting system. He suggested that EC Members should be exempted from balloting because they were representing the industry as EC members. He said that there should a set quota for the EC Members, in every delegation, organized by this Chamber.

The President asked Mr. Qasier Baig about SOPs of Trade Delegation to further discuss on the suggestion of Mr. Ahmed Imtiaz Khan.

Mr. Qasier Baig replied that as per the SOPs of Trade Delegation, there was no provision to exempt EC Members and even the sitting Office Bearers from balloting. He said that a question mark on the transparency of the Trade Delegation sent by this Chamber would be created, if a special quota was set for EC Members or exempted them from balloting. He further added that the application received from President's company was also processed liked other members applications which was not successful in balloting, hence was disapproved.

Mr. Ahmed Imtiaz Khan said that the President was the custodian of the house, so he could join any delegation. He asked Mr. Qaiser Baig about the TDAP's rule

of balloting. He added that he had suggested about the EC Members not all the members.

Mr. Qasier Baig replied that the Departmental Committee was following the SOPS as approved by the Executive Committee. As concerned to set the quota of EC Members, the matter could be referred to Departmental Committee for further proceedings.

Mr. Ahmed Imtiaz Khan requested the President that if the house was agreed then it should be referred to the Committee.

Mr. Awais Ahmed also endorsed the suggestion to set the quota for EC Members. He added that there was no visa requirement in the UK delegation from TDAP.

The President said that the delegation comprised of only 12 members and there were 22 EC Members, and if all EC Members submitted their applications for Delegation, then how selection could be made of the EC members.

Mr. Ahmed Imtiaz Khan replied that he had suggested that at least 2-3 EC Members should be selected in every delegation.

The President said that he had asked that how 2-3 EC Members would be selected.

Mr. Naeem Yousaf explained that if a delegation consisted of twelve members, ten delegates should be selected through balloting from the members who submitted applications and two from EC.

The President again asked that how the remaining 2 EC Members would be selected.

Mr. Ahmed Imtiaz Khan replied that separate balloting of EC Members could be done.

Mr. Wahub Jahangir said that there should be no issue to set the special quota. A percentage could be set for EC Members for all Trade Delegations and in case the applications of Executive Members increased then balloting could be done. He said that the Executive Committee was a supreme body to approve and take decisions, therefore, if the house approved then a mechanism could be set with the consultation of concerned department.

Mr. Saleem Akhtar Bhutta discussed about the condition of UK Visa for participation in the Trade Delegation of UK, as announced by the Departmental Committee on Fairs & Exhibitions. He said that number of SMEs asked him about it, therefore, he contacted to TDAP Office and they replied that it was not their condition but the Chamber had circulated at its own. He further said that if there was any restriction from TDAP then it should be implemented. He suggested that the Committee should facilitate the SMEs and new members.

Mr. Qasier Baig replied that all the issues relating to UK Delegation including condition of UK Visa were done with the co-ordination and instructions of TDAP and Commercial Section of Pakistan in London. All the things were noted in the minutes of meetings which had been held, in this regard. He said that high profile delegation was announced but the SMEs were also included on the instructions of the President. He added that due to time limitation restriction of Valid Visa of Participants had to be included. Mr. Baig informed that the Committee had planned 4-5 delegations during this tenure wherein the applications of all members including those who did not have visas would be

accepted.

Mr. Tariq Mehmood Malik, Secretary General proposed that names of 2 Executive Committee Members who had valid visas for UK could be included in the delegation with the approval of house.

Mr. Umair Nisar replied that the final list of 12 delegates had been sent to TDAP. He added that the delegation comprised of only 12 members, therefore, the names could not be included.

Mr. Tariq Mehmood Malik asked that how the list was sent without approval from Executive Committee. He said that list should be sent to TDAP after approval from the EC. He instructed that in case of any emergency, approval could be gotten through circulation from Executive Committee. Mr. Tariq Malik further instructed Mr. Umair Nisar to request the TDAP for the inclusion of 2 EC Members in the delegation list.

Mr. Amer Majeed Sheikh said that firstly SOPs should be checked. Secondly as concerned to special quota for EC Members in the delegation, the attendance of the EC Members in the meetings should be checked to see their role. He said that all members had the right to submit their applications and transparent balloting should be done. He opposed the suggestion of special quota for EC Members in Trade Delegations.

The Secretary General also requested Mr. Qasier Baig to get special approval of 2 EC Members in UK Delegation.

Mr. Qasier Baig replied that it was a subsidized delegation; therefore, the TDAP would not give approval to include any further member.

The Secretary General asked Mr. Ahmed Imtiaz Khan if he was ready to go on self finance.

Mr. Ahmed Imtiaz agreed to join the delegation on self finance.

The Secretary General requested Mr. Qaiser Baig to arrange a meeting with Director, TDAP to discuss and request him to include the names of EC Members on Self Finance which was agreed by Mr. Qaiser Baig.

Mr. Naeem Yousaf said that Mr. Amir Majeed Shaikh had pointed about the attendance of EC Members in meetings. He asked as what was the mistake of the members who had attended meetings regularly. He suggested that such comments should be avoided.

The President said that it had been discussed to include the name of 2 EC members (Mr. Toheed and Mr. Ahmed Imtiaz Khan) in UK Delegation. Mr. Toheed was out country and had not requested to include his name, therefore, he requested Mr. Qasier Baig to include the name of Mr. Ahmed Imtiaz Khan in UK Delegation list. He further said that in case, the TDAP did not agree to subsidize him in the delegation then even he was ready to join on self-finance.

Mr. Qasier Baig agreed and said that he would discuss with the Director TDAP to include the name on Self-Finance. He added that the High Commission had informed that the meetings would be arranged as per the Company's Profile.

The President replying to Mr. Qasier Baig said that his duty was to include Mr. Ahmed Imtiaz Khan's name in UK Delegation and to treat all delegates equally. Further, if the High Commission did not arrange meetings according to company profile, it would be their luck.

Mr. Saleem Akhtar Bhutta said that he had discussed with TDAP and they replied that the members who had no visas could also apply and TDAP would consider their applications.

Mr. Wahub Jahangir replied that the Departmental Committee had planned to send 4-5 delegation during this tenure which would complete within 3 months in September and everyone knew that the visa processing time of USA, Canada, UK and some other countries was minimum 2 months. He said that if the house desired to send the delegations in such big countries on urgent basis and include condition of visa, it would show performance of Chamber and its efficiency, which would be shared with the members in Annual Report. He said that Mr. Qaiser Baig had informed that TDAP and Commercial Section had requested to arrange the delegation, on urgent basis, by including the members having valid visas and even, in case if authorities did not say it, the members should accept and appreciate that the Chamber was making such policies which would improve their performance, instead of wastage of time.

Mr. Qaiser Baig opposed the suggestion of special quota for EC Members.

The Secretary General said that the house did not decide about any special quota, but it had only been decided that one EC member would be accommodated in Trade Delegation to UK.

Mr. Matloob Ahmed suggested that the members who did not have visas should also be accommodated.

Participants	The President, Mr. Wahub Jahangir, Mr. Amer Majeed Sheikh, Mr. Naeem Yousaf, Mr. Ahmed Imtiaz Khan, Mr. Saleem Akhtar Bhutta, Mr. Awais Ahmed, Mr. Matloob Ahmed, Mr. Qaiser Baig, The Secretary General and Mr. Umair Nisar.
Approval	Approved.

21 Point discussed.	Approval of minutes of meeting of the Departmental Committee on Membership/Bye-Laws held on June 24, 2023.
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Discussion:

Mr. Naeem Yousaf said that it was the practice to circulate the list of new members to check the similarity of name but now it had been discontinued. Number of new firm's name had similarity of existing member firms but they did not have any information. However, later on they complained about it. He suggested that names of newly registered members should be circulated to existing active members, so that might they might check and send objections, if they had.

Mr. Wahub Jahangir replied that New Firm Names Availability Form had been formed through which new members filled it with the suggested name and put up to Membership Department who further checked it's similarity with the existing firms' name and if it qualified, then approved it to proceed further for registration.

Mr. Aamir Amjad Shaikh agreed with Mr. Naeem Yousaf's proposal to circulate the list of new names but said that as Mr. Wahab Jahangir had briefed, they already did a lot of monitoring and even in some cases it required undertaking on the Company's Letter head that in case of any objection from other members they would withdraw their name.

Participants	Mr. Wahub Jahangir, Mr. Amer Majeed Sheikh and Mr. Naeem Yousaf.
Approval	Approved.

Any Other Point:

22. Mr. Amer Majeed Sheikh said that an application for reimbursement of medical bill of Rs. 170781/- of wife of Mr. Naveed Akhtar of cesarean operation had been received. As per the Human Resource Policy he was entitled.

The house unanimously approved to reimburse medical bill of Rs. 170,781/- to Mr. Naveed Akhtar.

23. Mr. Saleem Akhtar Bhutta informed that he had been nominated Vice President OF Pakistan Muslim League (N) District Sialkot.

The house congratulated Mr. Saleem Akhtar Bhutta.

24. Mr. Naeem Yousaf highlighted that Minutes of Meeting with the Syrian Ambassador were not included in agenda points.

Miss Nida replied that the meeting was not notified, therefore, the minutes of the meeting were not included.

The Secretary General requested Miss Nida to make a report of meeting and include in the record.

25. Mrs. Gulzaib Waqas Awan informed that Miss Lubna Tubsim, EC Members had gone through a surgery and now she was getting better. She requested the house to pray for her health. The house prayed for her health.

Mrs. Gulzaib Waqas Awan shared that Women Resource Center of this Chamber had organized a seminar on Product Knowledge and Social Media Marketing on May 31, 2023. The report of the Seminar was attached as agenda point No. 9. She said that large number of new entrepreneurs attended the Seminar.

26. Mr. Matloob Ahmed said that house was informed that Insurance against shipment to exporters would be offered by signing agreement with an Insurance Company but it had not been proceeded further.

The President replied that Export Import Bank of Pakistan (EXIM Bank) had been visited. Purpose of EXIM Bank was to provide the insurance to exporters and diversification of the country's exports and to support the implementation of import-substitution projects but unfortunately, their Board had not been formed. He added that number of insurance companies were providing such services but their rates were very high of upto 25%.

27. Mr. Peeter John discussed the issue of appointment of US Embassy to submit the Visa Cases. He said that it had been requested from the last 2-3 months but no response was received.

Mr. Wahub Jahangir replied that the contact person in US Embassy Lahore was not available due to her personal issues, therefore, she did not reply of the requests sent to her. He said that she was the only source of this Chamber who provided favor for getting appointments. He added that the requests for the appointments had been forwarded and reply was awaited.

The President was of the view that she might not be able to reply due to current situation and Government policies.

28. Mr. Ahmed Imtiaz Ahmed Khan requested the President to explain to Mr. Qaiser Baig that the Executive Committee was authorized to take final decision on any suggestion/request of the members but not the Chairman of Departmental

Committee. He said that the TDAP had a quota of 15% of the members who had Nil exports and 10 % for Women Entrepreneurs. He said that he asked Mr. Qaiser Baig to show the document of TDAP wherein it had been mentioned for High Profile Delegation but he did not reply.

The President replied that the TDAP had requested for High Profile delegation.

Mr. Ahmed Imtiaz Khan appreciated the President for the provision of the facility of Zoom Link meeting.

Mr. Wahub Jahangir clarified that it was only for the Chairmen of the Departmental Committees.

29. Mr. Peter John requested the President to consider Special Quota for EC Members in Trade Delegations.

The President replied that it would be discussed.

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

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