

THE SIALKOT CHAMBER OF COMMERCE & INDUSTRY
MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE
HELD ON APRIL 30, 2025

01. A Meeting of the Executive Committee of the Sialkot Chamber of Commerce & Industry was held on April 30, 2025 at 11:00 a.m. at Sheikh Muhammad Shafi Hall of the Sialkot Chamber.

02. Mr. Ikram Ul Haq, 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.

04. The following members attended the meeting:

• Mr. Ikram Ul Haq	President
• Mr. Omer Khalid	Vice President
• Mr. Aamer Mahmood	-Member-
• Mr. Arshad Jamil Chaudhry	-do-
• Mr. Bilal Ahmed Khan	-do-
• Mr. Haseeb Tahir	-do-
• Mr. Hassan Akbar	-do-
• Mr. Jawad Khalid	-do-
• Ms. Kinza Ijaz	-do-
• Mr. Mehtab Maqsood	-do-
• Mr. Mohammad Iqbal Asad	-do-
• Mr. Muhammad Abid	-do-
• Mr. Muhammad Murad Arshad	-do-
• Mr. Salman Sheikh	-do-
• Sheikh Atique-ur-Rehman	-do-
• Mr. Sohail Masood	-do-
• Syed Ahtesham Mazhar	-do-
• Syeda Ayesha Wadood	-do-

05. **Leave of Absence**

• Mr. Waseem Shahbaz Lodhi	Senior Vice President
• Mr. Abdul Ghafoor Malik	-Member-
• Mr. Adnan Safdar	-do-
• Mr. Khurram Javaid Sethi	-do-
• Sh. Muhammad Shahid Inam	-do-

06. **Special Invitees**

- Malik Naseer Ahmed, Chairman Departmental Committee on Accounts
- Mr. Khawar Spall, Chairman Departmental Committee on Garrison.

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

- Ch. Arshad Warraich, M/s. Punjab Ent.
- Mother of Haji Hussain Ali M/s. A. Hussain Surgical Corp.
- Mother of Mr. M. Sameer Minhas, Ex-Employee of the Sialkot Chamber.
- Mr. Jamshed Aftab, Younger Brother of Mr. Junaid Aftab Rep. Daily Jang
- Mother of Ali Mumtaz of M/s. Pixx Industries

08. Point discussed.	Approval of minutes of meeting of the Executive Committee held on March 29, 2025.
Approval	Approved.

09 Point discussed.	Approval of Statement of Accounts for the month of March 2025 and approval of minutes of meeting of the Departmental Committee on Accounts & Finance held on April 24, 2025.
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<u>Discussion:</u> The President inquired whether the four members, discussed earlier, had been co-opted in the Accounts Committee as members. Malik Naseer Ahmed responded that Mr. Sohail Masood had proposed their inclusion; therefore, he was requested to obtain their consent for co-option as members. Mr. Malik Naseer Ahmed stated that the issue of low member attendance at the meeting was discussed. It was noted that some members did not receive the Meeting Notice, which contributed to the low turnout. To improve communication, it was suggested that a WhatsApp group be formed for the Accounts Committee. Furthermore, Malik Naseer Ahmad proposed that, subject to the house's approval, the monthly Statement of Accounts should be compiled by the 15th of each month. This would allow the Accounts Committee meeting to be held on the 20th or 21st, instead of just a few days prior to the Executive Committee (EC) meeting. Syed Ahtesham Mazhar inquired about the point No. 8 Page No. 2 as mentioned in the Accounts. Malik Naseer Ahmed reported that 12 vouchers under different heads were thoroughly reviewed and found to be in order. Regarding Point No. 11, he stated that the legal fee paid for the EPZ case was covered from the emergency fund, amounting to Rs. 1 million or more. This payment was made on the understanding that the amount would be recovered from the concerned EPZ allottees. However, only Rs. 300,000/- have been recovered so far. Therefore, it was emphasized that efforts should be made to recover the remaining amount from the concerned parties. The second point pertained to the Medical Store. It was recommended that the Accounts Department monitor its financial matters, on a daily basis. until the store got fully operational. The President requested Mr. Jamshed Murtaza Badar, Deputy Secretary, to brief the House on the collection of contributions from EPZ allottees in relation to the case filed in the High Court. Mr. Jamshed Murtaza Badar informed that allottees were notified via email about a petition filed in the High Court, inviting them to join as petitioners in order to benefit from any relief granted by the Court. They were requested to submit the necessary documents along with a legal fee of Rs. 20,000 each. Despite these efforts, the response remained minimal, with only 18 allottees participating out of over 200. He highlighted that the primary aim was to involve as many petitioners as possible to strengthen the case. Mr. Badar stressed the urgent need for increased participation to reinforce their collective legal stance. The President informed that the legal counsel had appointed another lawyer to review the documents and provide additional legal services related to the case. In this regard, a request was made to pay the lawyer's fee of Rs. 100,000/-. The	
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President stated that he would proceed with paying the said amount of Rs. 100,000/-.

The President instructed the Accounts Department to hand over the list of EPZ allottees to Mr. Saif Ali, Dispatch Rider, who would visit them in personally to collect the funds. He added that the allottees should be requested to deposit Rs. 25,000/- instead of Rs. 20,000/- in order to recover the additional amount of Rs. 100,000/-. Subsequently, the allottees who had already submitted Rs. 20,000/- would be asked to pay the remaining Rs. 5,000/-.

Mr. Jamshed Murtaza Badar stated that, according to the quotation of Rs. 100,000/-, the Sialkot Chamber had been nominated as the respondent in the case. As the respondent, it was the responsibility of the Sialkot Chamber to appoint its legal counsel. He emphasized that the Chamber's stance would help strengthen the case. Therefore, he proposed that the amount of Rs. 100,000/- should be paid from the Chamber's account, while any remaining expenses would be borne by the petitioners.

The President requested the house for their opinion in this regard.

The House agreed to pay Rs. 100,000/- as legal fees from the account of the Sialkot Chamber.

Malik Naseer Ahmed said that according to his information it was decided that each petitioner would pay Rs. 30,000/-.

The President stated that an amount of Rs. 700,000/- was paid as legal fees to the legal counsel, which was negotiated by Mr. Asgar Ali Rana at the time of filing the case in the High Court. The legal counsel was successful in obtaining a stay order from the court. Subsequently, in a meeting, it was decided to charge Rs. 20,000/- from each petitioner. As the matter was ongoing, it was further agreed that any allottee wishing to join the case, as a petitioner, would be required to pay the same fee of Rs. 20,000/- to become part of the proceedings.

Syed Ahtesham Mazhar inquired about the expenditure of Rs. 1,032,068/- listed under the head of Advertisement and Publicity.

In response, Malik Naseer Ahmed stated that the relevant details were available on Page 10, Point #25. He explained that an advertisement was published in the Daily Business Recorder regarding the FTR issue, for which a payment of Rs. 916,650/- was made. He further confirmed that the payment was made in accordance with the submitted bill and cross-checking.

Syed Ahtesham Mazhar expressed concern, noting that it was a significant expense. He questioned whether this expenditure had been pre-approved, or if it had been spent by the President and later presented to the Executive Committee. He emphasized that if such expenses required Executive Committee approval, then a large amount like this should not be approved post-factum.

The Secretary General clarified that the Executive Committee had previously approved and authorized the President to make expenditure up to Rs. 1 million without prior committee approval.

However, Syed Ahtesham Mazhar suggested that even in such cases, the matter should be brought before the Committee and the expense could be made in the following month. He pointed out that when cumulative expenditures reach around Rs. 5 million across different heads, a clear policy should be established for such approvals. He clarified that he was not opposing the expenditure but advocated

for a transparent process and policy.

+The Secretary General proposed that in future, such approvals could be sought from the Executive Committee through circulation, a suggestion with which Syed Ahtesham Mazhar agreed.

The President informed the House that he had approved an expenditure of Rs. 916,650/- under his discretionary powers for publishing an advertisement in newspapers during a critical situation. To keep the expenses within the approved limit, the size of the advertisement was reduced. He stated that the urgency and purpose of the advertisement would have been lost if he had waited for approval from the Executive Committee (EC) Meeting. As a result of the advertisement regarding FTR, key authorities, including the Prime Minister's Secretariat, the Federal Finance Minister, General Sarfraz (Chairman SIFC), and the Chairman of FBR took notice and invited the Sialkot Chamber for a meeting. Eventually, the SIFC fully endorsed the stance of the Sialkot Chamber. The official document from SIFC had been shared with all members for their information.

The President further mentioned that, in comparison, other trade bodies such as PLGMEA had incurred significantly higher expenses for similar initiatives. He also noted that, on the recommendation of a former President, the advertisement was published in Business Recorder, which proved to be highly beneficial.

The President also discussed Point No. 08 mentioned in the minutes, which included 12 different sub-points. He remarked to Mr. Sohail Masood that if he was not satisfied with those points, he should have raised his concerns in the Committee meeting.

In response, Mr. Sohail Masood stated that this was precisely why he had suggested the inclusion of four additional members in the Committee to ensure a comprehensive discussion on the matter.

The President stated that while questions regarding the accounts should be raised, it was evident that the bill approval procedure had been strictly followed at all times. He acknowledged the efforts of Mr. Omer Khalid, Vice President, who diligently enforced the procedure even delaying bills when necessary to ensure compliance. The President commended his performance, noting that Mr. Khalid's actions led to improvements that addressed and resolved earlier concerns. He further clarified that the highlighted points had already been approved by the previous management, and the House should have confidence that the right decisions were made. The President added that if there were any further suggestions, they could be discussed in the next Accounts Committee Meeting, which would be the appropriate forum to review criteria such as quotations, approvals, funding, payments, and overall necessity.

Mr. Sohail Masood stated that no mishandling was found in the accounts. The purpose of raising questions with the Accounts Department during the meeting was to provide updates and alert them. Regarding the amount of Rs. 916,650/- paid by the President, this was an immediate decision based on the nature of the work and sometimes decision had to be taken urgently. The President was authorized to make such decisions.

Mr. Murad Arshad inquired about the opening balance of Rs. 249,00/- of Photographs and Video Charges mentioned on point No. 23 Page No. 9.

Malik Naseer Ahmed clarified that the amount pertains to the period from July 01, 2024, to February 01, 2025.

Mr. Omer Khalid further explained that these expenses were incurred for various events involving photography and video editing, including the production of a documentary featuring the new management of SCCI.

Mr. Bilal Ahmed Khan stated that the President's expense limit could be increased from 1 million, if required.

The President responded that the limit of Rs. 1 million was sufficient

Mr. Omer Khalid stated that he did his best to keep expenses under control. The President also supported him in this effort, and together they managed to maintain a strong position of financial control.

Mr. Salman Sheikh inquired whether there was any limit on donations, noting that Rs. 3.1 million had been donated during the months of February and March 2025.

The President responded that there was no set limit on donations. He explained that donations were made to various institutions this year from collected and available funds that could be utilized for such purposes. He further shared that some former Presidents and members of the business community had requested or recommended certain donations in his capacity as President of the Chamber. In several instances, he contributed personally or shared in the donation amounts. He also highlighted the Shaukat Khanum Donation Program, where Mr. Omer Khalid donated Rs. 1 million and the President himself contributed Rs. 0.5 million.

Mr. Omer Khalid added that he had also discussed the matter of donation limits with the Secretary General, who informed him that funds were available under various account heads that could be used for donations. Nevertheless, the President exercised discretion and personally contributed to control expenses.

Syed Ahtesham Mazhar inquired about the billboard charges for the flex displayed by the Sialkot Chamber at DC Road. He specifically asked whether the expenses were borne by the SCCI or if they were sponsored.

The Secretariat responded that the SCCI did not pay any rent for that particular billboard, as it was facilitated by the District Government.

Syed Ahtesham Mazhar further inquired about the main billboard located above the mentioned one.

The President informed that the Chamber had been facilitated on that billboard as well through the efforts of Mr. Muhammad Rafique Mughal; however, on some occasions, the Chamber had borne the associated costs.

Mr. Sohail Masood emphasized that most donations collected from Sialkot were being utilized by institutions in other cities, offering little or no benefit to the workers of Sialkot. He proposed the development of a system to ensure that the donations be directed towards institutions within Sialkot, thereby directly supporting and benefiting the local workforce.

The President informed that he had already initiated efforts to ensure that funds collected from Sialkot were utilized for the benefit of Sialkot. During his visits to various institutions, he emphasized this point, and the institutions responded positively, agreeing with this point. He further shared that a meeting was held with Dr. Faisal, Head of the Shaukat Khanum Hospital and personal physician of Mr. Imran Khan. Mr. Zain Shabbir and Mr. Fazal Jillani were also present in the meeting. In this meeting, a request was made to establish a testing lab and diagnostic center of Shaukat Khanum in Sialkot, which Dr. Faisal agreed in principle. The

President announced that he had been invited to visit Shaukat Khanum Memorial Hospital on May 16, accompanied by 50 prominent donors from Sialkot. During the visit, he had planned to highlight a key agenda item: the implementation timeline for channeling Sialkot's contributions towards a dedicated healthcare project in Sialkot. He noted that Shaukat Khanum representatives had previously indicated that such a project could commence after approximately 1.5 years, as their current priority was to complete the Karachi hospital, which was in its final stages and still in need of funding. However, he emphasized that during this interim period, Shaukat Khanum should formally approve Sialkot as the site of their next major project. In response, Shaukat Khanum officials had stated that this point would indeed be discussed, and as a step forward, they would establish a Sialkot-specific desk within the hospital.

The President mentioned that Al-Khidmat Foundation collected approximately Rs. 28 crores in donations from Sialkot. He noted that Khawaja Masood Sb was one of the key local donors. He suggested to Khawaja Masood that Al-Khidmat should establish operations in Sialkot. However, the President added that this initiative would depend on the donors' willingness to support and advocate for the idea. If the donors extended their support, the idea would proceed in positive manner.

The President recommended that the incoming Office Bearers should adopt the fund collection model implemented by Mr. Zahid Latif Malik during his tenure, whereby funds were collected through the Sialkot Chamber and disbursed to the institution via this platform of this Chamber.

Participants	The President, Mr. Omer Khalid, Syed Ahtesham Mazhar, Mr. Sohail Masood, Mr. Murad Arshad, Mr. Bilal Ahmed Khan, Mr. Salman Sheikh, Malik Naseer Ahmed, Secretary General and Mr. Jamshed Murtaza Badar.
Approval	Approved.

10. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Industrial Safety & Risk Management held on April 19, 2025.
Approval	Approved.

11. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Garrison HQ/Cantonment Board Affairs held on April 23, 2025.
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<u>Discussion:</u>	
Mr. Khawar Spall, Chairman of the Committee, informed that a meeting of the Committee was held on April 23, 2025, during which the issues of death certificates, Chawinda Ground membership, Polo Ground attestation forms, and beggars in the Cantonment area were discussed. As a follow-up to the Committee meeting, a meeting was arranged with the Station Commander on April 25, 2025, wherein all the aforementioned issues were discussed, in detail, and a reply was given to the Station Commander: • The issue regarding the issuance of death certificates for individuals who passed away, in other cities, was discussed. The Station Commander suggested that a written request be sent, and an assurance was given that a solution would be made. • It was highlighted that the current process for Chawinda Ground membership now required verification by an on-duty Army officer. A request was made for acceptance of verification by the Sialkot Chamber of Commerce, by following the existing practice at Rachna Polo Ground. The Station Commander responded that the matter would be taken up with the relevant authorities, and updates would be shared accordingly.	

- The issue of the growing number of beggars causing inconvenience in the Cantonment area was raised. The Station Commander informed that legislative efforts were currently underway by the Government to enable the filing of FIRs against beggars, which would help in controlling the situation effectively.

Syeda Ayesha Wadood raised concerns regarding the irregular timing of traffic signals installed at the Cantt roads. She pointed out that the signals operate with odd intervals, remaining active for only 10 seconds before turning off for up to one and a half minutes. She stated that this disrupts the operational flow of traffic and emphasized the need for a review of these timings. She requested that the matter be brought to the attention of the relevant authorities for prompt resolution.

The President highlighted public concerns regarding the placement of iron speed breakers at intersections where traffic lights were already installed. He noted that these breakers, located at the traffic signals, force vehicles to slow down even when the light turned green. As a result, only a few vehicles, typically two or three could pass before the signal turned red again, leading to unnecessary delays and traffic congestion. Additionally, the installation of breakers at intervals of every 100 meters causes significant discomfort, particularly for patients and elderly passengers. The President urged the Chairman to raise the issue with the relevant authorities and request that, as a priority, the iron breakers placed directly at traffic lights be removed without delay.

Mr. Bilal Ahmed Khan also endorsed the President.

Mr. Khawar Spall replied that the issue would be resolved, as a new CEO had been appointed and had taken charge of the office.

Mr. Sohail Masood said that there was also the issue of Birth Certificate Registration.

Mr. Khawar Spall replied that it included two addresses: the hospital where the birth took place, listed as a temporary address, and in the permanent address, resident address was mentioned.

Mr. Omer Khalid requested the Chairman to invite the CEO and Station Commander Cantonment for a discussion on the issue and to establish a liaison. He also appreciated Mr. Khawar Spall for his commendable performance as Chairman of the Committee.

Mr. Khawar Spall informed the members that the Station Commander had been invited to visit the Chamber; however, the visit could not take place due to pending security clearance. He mentioned that the Station Commander had been very cooperative and suggested that a delegation of 3–4 members could be formed to plan a visit to the Station Commander.

The President agreed with the proposal and recommended that a delegation, led by the Vice President, should be arranged visit within the next 1–2 weeks. The names of Mr. Khawar Anwar Khawaja, Dr. Khurram, and Syed Ahtesham Mazhar were proposed as members of the delegation.

Syed Ahtesham Mazhar asked about the matter of traffic signals installed at Quaid-e-Azam Chowk.

Mr. Khawar Spall replied that during the visit to Station Commander, the matter would be discussed.

Participants	The President, Mr. Omer Khalid, Syed Ahtesham Mazhar, Mr. Bilal Ahmed Khan, Syeda Ayesha Wadood, Mr. Khawar Spall and Mr.
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	Sohail Masood
Approval	Approved.

12. Point discussed.	Approval of minutes of meeting regarding the Sialkot Export Processing Zone held on March 20, 2025.
Approval	Approved

13. Point discussed.	Approval of minutes of meeting on visit of Dr. Imran Hamid Sheikh, Director General Environment Punjab held on April 10, 2025.
Approval	Approved.

14. Point discussed.	Approval of minutes of meeting on visit of Civil Officers (BPS-19) of 37 th Senior Management Course from NIPA, Islamabad held on April 16, 2025.
Approval	Approved.

15. Point discussed.	Approval of minutes of a meeting regarding Important Updates on Pending Issues held on April 18, 2025.
<u>Discussion.</u>	
The President expressed his confidence that the handouts and one-pagers shared on social media had been clearly understood by all. He stated that they were close to achieving key milestones and emphasized that the month of May was particularly critical. He added that there was hope that the ongoing successes communicated thus far would be realized by June and formally documented in due course.	
Participants	The President.
Approval	Approved.

16. Point discussed.	Approval of minutes of meeting on visit of Mr. Nabil Moh'd Mah'd Alkhatib, First Vice Chairman from Amman Chamber of Commerce, Jordan held on April 19, 2025.
Approval	Approved.

17. Point discussed.	Approval of minutes of meeting on visit of H.E. Mr. Jemal Bekar Abdula, Ambassador of Republic of Ethiopia to Pakistan held on April 21, 2025.
<u>Discussion:</u>	
Mr. Ikram Ul Haq emphasized the significance of the upcoming Pakistan Single Country Exhibition, scheduled to be held in Addis Ababa, Ethiopia, from May 15 to 17, 2025, under the facilitation of the Trade Development Authority of Pakistan (TDAP). He recalled that a delegation had previously visited Ethiopia last year under the leadership of Mr. Abdul Ghafoor Malik (Former President), which included himself, Khawaja Masood Akhtar, Mr. Fazal Jillani, and several other members. At that time, despite facing financial restrictions and sanctions, the delegation found promising opportunities in the Ethiopian market. Mr. Ikram noted that the current situation had significantly improved, with many of the earlier barriers now easing. He highlighted that Ethiopia, with its vibrant yet underdeveloped economy, offered vast potential for both trade and investment. "Every individual needs everything," he said, pointing out that the country's urgent	

demand was for a wide range of products and services. He added that Ethiopia was a nation rebuilding itself, with its government actively working to uplift the standard of living for its people. He strongly encouraged participation in the exhibition, describing it as an excellent opportunity for Pakistani businesses to explore a new market and establish trade links. He further informed that booth charges were set at Rs. 100,000, making it an affordable gateway for companies to showcase their offerings and tap into the Ethiopian market.

Mr. Salman Sheikh suggested that, with the consent of the Executive Committee, a strategy should be formulated to maximize the outcomes from the Ambassadors who visited the Sialkot Chamber, in order to generate business opportunities.

The President said that Ambassadors stationed in Pakistan were actually given the task to advancing their respective national interests, primarily through attracting investment into their countries and promoting exports to Pakistan. Notably, Ambassadors and trade officers from Kazakhstan, Uzbekistan, and Tajikistan had shown particular interest to identifying and promoting trade opportunities. Ambassadors from traditional trade partners, including Germany, France, Italy, the USA, and the UK, also maintained robust involvement in trade-related affairs. While trade officers handled commercial matters, visa sections operate independently, with Ambassadors primarily focusing on political and bilateral engagements. He said that the Sialkot Chamber of Commerce and Industry (SCCI) maintained regular and productive engagement with various diplomatic missions. During Ambassadors' visits to Sialkot, the Chamber discussed trade and export-related matters, often incorporating relevant details into welcome addresses. The Chamber also remained in consistent contact with Embassies to resolve issues related to trade fairs, visa facilitation for members, and other areas of mutual interest.

The President requested Mr. Salman Sheikh to present his recommendations before the Departmental Committee on Visa to deliberate and formulate practical suggestions for submission to the Office Bearers. He emphasized that the Chamber was making every possible effort within its means to support members. The Chamber staff maintained regular communication with Embassies, and visa applications were being actively processed, particularly through the Turkish and UAE Embassies. He noted that while a Single Country Exhibition in Ethiopia was currently underway, challenges persist, especially regarding business visa facilitation for countries such as the UK, USA, and Schengen states. Additionally, concerns were raised over visa refusals by Chinese authorities. The President reiterated that the Sialkot Chamber was doing its utmost to assist members in securing visas. He also informed the Committee that the Chamber was dispatching product samples to the Pakistan Embassy in Senegal, and preparations were underway for launching the first-ever "Made in Sialkot" display center in Senegal. He added that this initiative represented a significant milestone in expanding the region's international trade outreach. Furthermore, he informed the Committee that a second display center would be established at the Pakistan Embassy in Kuwait. Members interested in showcasing their products should send their items for display.

The President of the Sialkot Chamber announced that work was currently underway on the "Made in Sialkot" book, which was scheduled to be finalized by May 15, 2025. Members who were interested in placing advertisements in the publication might contact Mr. Abdul Rauf or Ms. Anam, who were managing this project. He said that the cost of placing an advertisement was Rs. 50,000/-. A total of 5,000 copies would be printed. These copies would be distributed to, Pakistani Embassies abroad, Foreign Embassies in Pakistan and Various exhibitions for promotional purposes. He said it was a valuable opportunity to showcase their

brand and promote Sialkot's industry at both national and international platforms.

Mr. Hassan Akbar stated that the Government had a vision to boost exports. In this regard, Mr. Gohar Ijaz made commendable efforts by selecting and appointing top-level students from LUMS and other reputable institutions to serve in Pakistan's foreign missions. However, he noted with concern that many of these commercial attachés lack technical knowledge about the products being exported from Pakistan. According to him, this was understandable, as they remain confined within a bureaucratic framework and were not exposed to ground realities. He suggested that these commercial attachés should undergo orientation and training through visits to various Chambers of Commerce to better understand the export sector and help promote Pakistani products abroad.

The President stated that the main issue facing Pakistan was the lack of appropriate appointments, the right people were not placed at the right jobs. He expressed uncertainty about the criteria being employed for such appointments. He mentioned that he had submitted a written proposal to the Prime Minister's Office and the Special Investment Facilitation Council (SIFC), urging a review of this matter. He emphasized that if Pakistan was to move forward, it was essential to ensure merit-based appointments. While discussing the specific example, he pointed out that the failure of several foreign delegations and exhibitions could be attributed to the lack of preparation by Pakistani Missions. In particular, they did not organize essential elements such as B2B meetings with potential buyers, which rendered these initiatives ineffective.

The President said that, in response to these shortcomings, Mr. Wasim Lodi had been entrusted the task to oversee the exhibitions/ delegation's issue. As a form of protest, all delegations and exhibitions planned by this Chamber with the coordination of TDAP had been canceled. He said that the Sialkot Chamber wanted to send the delegations but demanded that they should be more effective and results-oriented for participants. The Sialkot Chamber did not want to send delegations just for the sake of it but wanted to ensure that they should be result oriented. He also expressed disappointment over the lack of response from TDAP and noted that many delegations previously organized through the Sialkot Chamber of Commerce had now been shifted to Associations. Surprisingly, the same individuals who once participated in these events from the Sialkot Chamber were now joining them via Trade Associations. The President posed a question to the members that if the stance of the Sialkot Chamber was wrong? He clarified that their objective was solely to ensure that businesspeople and exporters could benefit from well planned and fruitful delegations and exhibitions. However, instead of supporting this vision, some participants chose to work with other trade associations, which were then accommodated by TDAP.

Mr. Murad Arshad emphasized that individuals were bypassing proper channels by going directly to trade associations. He noted that he had already discussed this issue with Mr. Waseem Shahbaz Lodhi and Mr. Omar Khalid, highlighting the need to establish some form of control over such practices. He stated that if the Chamber was not organizing a delegation, then the relevant trade association should be responsible for recommending participants, determining travel dates, and selecting destinations. He pointed out a lack of coordination and mentioned that strong personal relationships within the business community were leading individuals to approach TDAP directly, often just to get their names endorsed. This practice was undermining both trade associations and the Chamber. He stressed the need to take a firm stance, stating that the relevant industry, whether surgical, sports, or any other sector should take the lead in organizing delegations, even if the Chamber was not directly involved.

The President stated that Mr. Waseem Shahbaz Lodhi had made considerable

efforts on this issue and had worked hard to bring about improvements. He expressed hope that the members working alongside him in the Committee would take all these facts into account. However, he shared his personal disappointment with the attitude of the TDAP and the business community. He remarked that, in his view, one of the major achievements of the year, the success of delegations and exhibitions had been undermined. The President added with regret and protest that this activity was halted with the intention of doing it properly and to hold responsible who were responsible. Unfortunately, they along with some members of the business community avoided this and benefited from it.

Mr. Murad Arshad shared that a recent delegation related to the surgical industry visited Australia and New Zealand. He noted that the Surgical Association was not involved in organizing this visit. Upon reviewing the list of approximately 30–35 participants, he observed that the first 10 individuals were known to have strong affiliations with the Sialkot Chamber, the industry, and a particular group. While he refrained from naming them, he pointed out that the official process had been bypassed, with individuals submitting their names directly, without proper coordination.

Mr. Arshad further pointed out that whenever the Sialkot Chamber or other trade associations attempt to take action for improving coordination or representation, certain individuals act independently by directly submitting applications to TDAP Karachi. He emphasized that it was the main issue that needed to be addressed, and that collective action was necessary to prevent such procedural gaps and to ensure proper and unified representation of the industry.

Mr. Omer Khalid said that the TDAP published its annual exhibition calendar

Syed Ahtesham Mazhar stated that the Chamber had no need for concern. He affirmed that the right steps have been taken. Going forward, members were free to act in accordance with what they believe was in their best interest. He added that PREGMEA also had concerns about delegations/exhibitions that had been discussed with TDAP.

Mr. Arshad Jamil Chaudhry emphasized the need to revisit the process of organizing delegations. He suggested that efforts should be made to restore and restructure delegation planning in a way that ensures quality representation. He further recommended that the Sialkot Chamber of Commerce be actively involved in this process.

The President added that there should be a clear protocol, criteria, and strategic approach to delegation planning. He pointed out that the previous oversight and lack of structured execution might have compromised the effectiveness of such initiatives. He said that delegations could only be successful if designed and executed after proper planning.

Mr. Bilal Ahmed Khan proposed that, at least, two to three self-financed delegations should be planned and executed annually. He emphasized that the Chamber should plan the delegations itself and should not rely entirely on TDAP's support.

The President suggested that members should discuss their ideas with Mr. Waseem Shahbaz Lodhi for future planning and execution. He also advised to arrange a meeting Mr. Riaz Ud Din Sheikh. He said that Mr. Waseem Shahbaz Lodhi directly reported to Sheikh Sb. A conversation with Sheikh Sb would help expedite implementation.

Mr. Sohail Masood stated that the matter of the delegation had already been

discussed and that Mian Muhammad Khalil was also in favor of it. He mentioned that it was proposed to adopt a policy whereby the members of delegations sent abroad should also attend exhibitions, in order to make the visits more fruitful.

The President expressed strong support for visit of the proposed delegation but emphasized that it must be done with a clear plan of action and timely execution. He noted that the matter had been discussed extensively in the past, with numerous suggestions, yet little progress had been made in terms of real implementation. To address this, he stressed the need to develop a comprehensive policy, aimed at aligning all stakeholders, fostering cooperation, and ensuring clarity of purpose. For effective implementation, he offered to engage with key authorities such as the Minister for Commerce and Khawaja Muhammad Asif to get their support for this initiative. Furthermore, the President directed that a detailed booklet be prepared. This document should outline the following: -

- Proper process of planning and organizing of delegation,
- An execution strategy for participating in exhibitions,
- Clearly defined objectives, and
- Specific roles and responsibilities of all parties involved.

Once finalized, the document should be shared with the Ministry of Commerce and the Ministry of Foreign Affairs. Upon their agreement, they might be requested to forward it to the Trade Development Authority of Pakistan (TDAP), as well as to all Pakistani Missions and trade officers abroad for implementation.

Participants	The President, Mr. Omer Khalid, Mr. Bilal Ahmed Khan, Mr. Sohail Masood, Mr. Arshad Jamil Chaudhry, Syed Ahtesham Mazhar Mr. Salman Sheikh and Mr. Murad Arshad.
Approval	Approved.

18. Point discussed.	Approval of report of Seminar by Mediators Marketing on ISPO held on April 22, 2025.
Approval	Approved.

19. Point discussed.	Approval of minutes of meeting with Major General Abdul Moeed HI (M) DG, Anti-Narcotics Force held on April 22, 2025.
<u>Discussion</u>	
The President emphasized the importance of collective vigilance in combating narcotics-related risks within the business sector. He stated that the executive body must ensure that this message reached everyone in the business community. He stressed that everyone must exercise extreme caution, even within their own factories. He said that it should be ensured that all internal factory cameras were functional and properly serviced, particularly in critical areas such as the dispatch section, packing zones, and parcel preparation areas. The President also discussed about managing courier shipments with extreme vigilance and care. He urged close monitoring of shipments from dispatch to their final destination, emphasizing timely tracking and regular checks to prevent any untoward incident. He stressed that these measures were essential to protect not only individual businesses but the integrity of the industry as a whole.	
Participants	The President.
Approval	Approved.

20. Point discussed.	Approval of minutes of meeting on visit of team of National Compliance Centre (NCC) held on April 23, 2025.
Approval	Approved.

21. Point discussed.	Approval of report of Launching Ceremony of Notify Body from Italy ENTE CERTIFICAZIONE MACCHINE SRL (ECM) held on April 24, 2025
Discussion:	Mr. Umar Khalid stated that he, along with Dr. Gohar Iqbal, Chairman Departmental Committee on Surgical Industry played a key role in bringing a new notified body to Pakistan. At that time, there were already two notified bodies operating in the country, SGS and Entertain. This third notified body, which they introduced, was successfully made operational within Pakistan. Together, they led the efforts to launch it successfully.
Participants	Mr. Omer Khalid.
Approval	Approved.

22. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Membership/Bye-Laws held on April 28, 2025.
Approval	Approved.

Any Other Point

23. Mr. Murad Arshad informed the house that the State Bank of Pakistan had arranged a seminar in this Chamber, one month ago, upon Chamber's request to discuss banking-related issues raised by him and other members. He mentioned that the seminar was conducted by the Chairman of the Banking Committee who was a very nobleman. He said that the Chairman appeared to lack control over the proceedings and was unable to manage the session effectively. Mr. Murad clarified that this was his personal observation and he had also discussed this with the Vice President. He pointed out that during the previous seminar, the State Bank representatives simply presented their views and left. Some new members kept saying that the money was being wasted, which created an atmosphere as if a one-on-one fight had begun. Mr. Murad Arshad said that in light of the issues faced by members with both the commercial banks and the State Bank, he suggested that a meeting with the State Bank should be arranged to directly address these concerns.

The President responded that Mr. Akmal Javed, Chairman Departmental Committee on Banking, was a highly qualified individual. He had retired from a senior position at the State Bank and possessed deep expertise in his field. The President added that the situation might had arisen due to a lack of clarity regarding protocol.

Mr. Omar Khalid suggested to Mr. Murad Arshad to visit his office, suggesting that he would contact the Chairman of the Banking Committee to arrange a suitable time for meeting with State Bank. He further offered to personally mediate the matter, accompany Mr. Murad Arshad to the State Bank, and facilitate a face-to-face discussion to address concerns.

24. Syed Ahtesham Mazhar congratulated the President on the NUML university project to initiate a language course in the Chamber.

25. Mr. Amer Mahmood extended congratulations to the President for his commendable initiative in establishing the SCCI Med and successfully managing its operations.

The President acknowledged that the credit for this remarkable achievement should go to the Chairman and his committed team, including Sohail Sahib, Abid Sahib, and Arshad Bhai. He noted with pride that the daily sales of the Medical Store had impressively were more than Rs. 200,000/- He requested the members to share the

screen shot of 14% discount on Medicine on WhatsApp groups along with voice message and timing of the medical store.

26. Syed Ahtesham Mazhar informed the meeting that the Government had established an Advisory Council under the National Compliance Cell (NCC).

In response, the President mentioned that the Chairman of the NCC had visited the Chamber for a meeting. He said that it was a national-level institution and that they had decided to initiate their activities from Sialkot. The minutes of that meeting, which had already been approved, were attached to the agenda. However, he noted with concern that during the meeting, not a single Executive member was present from this Chamber which embarrassed him. The President shared that he had briefed the visiting delegation alone, for an hour and a half. The delegation was visibly disappointed. They remarked that it seemed as though the matter was being put "in cold storage" for three months. The President reassured them that this was not the case. He emphasized that the points he raised were essential actions that should have already been undertaken by all relevant stakeholders.

Syed Ahtesham Mazhar informed the meeting that he was discussing the National Compliance Advisory Council, which has recently been constituted. He stated that the first meeting of the Council was scheduled to be held on 05th May 2025, and that he was also nominated as a member of this Council.

The President requested Syed Ahtesham Mazhar that while attending the Council meeting, he should request them that Sialkot Chamber should be nominated as member of the Council to raise collective voice of the Sialkot business community.

Mr. Ahtesham Mazhar said that if the Sialkot Chamber had any agenda points or concerns, it might be shared with him for presentation during the meeting.

The President instructed the R&D Department to prepare and provide the relevant points to Mr. Ahtesham Mazhar, to be presented on behalf of the Sialkot Chamber at the upcoming Council meeting.

27. Mr. Omer Khalid shared that an official mobile application for the Sialkot Chamber of Commerce and Industry had been developed for the facilitation of members. He stated that the app was launched on the Android platform, although no formal announcement had been made yet. The iOS version had not been launched, as it was still undergoing scrutiny due to more rigorous approval process. He added that the app was in its trial phase and development work was still ongoing. Mr. Omer expressed his intention to share this progress with the members and welcomed any feedback or suggestions for improvement. He requested the members to update him later, in his office, regarding any proposed changes.

Mr. Muhammad Hussnain, IT Assistant presented the application. He informed that, through this app, the members could now conveniently submit requests for the Certificate of Origin, Data Updating, Visa Recommendation Letter application, MOFA Attestation Form, and Name Reservation form.

The President acknowledged Mr. Omer Khalid's expertise in IT. He noted that during Mr. Omer's tenure as an Executive Committee Member significant contribution had been made to the Chamber's Software and ERP system. Mr. Omer had taken this responsibility, on which he was successfully working. The President further stated that the app development was carried out by the Chamber's IT staff under Mr. Omer's leadership without incurring any external expenses.

Mr. Omer Khalid added that the newly appointed staff member, Mr. Muhammad Hussnain, completed this assignment under the supervision of Mr. Fraz, without any

cost to the Chamber. The House appreciated this commendable effort. He added that if this application would have been developed through a commercial vendor, it would have cost approximately Rs. 2 million.

28. The President shared that the Prime Minister of Pakistan Secretariat had invited the Sialkot Chamber to be part of the official delegation accompanying the Prime Minister on a two-day visit from May 10-12, 2025 to Malaysia. He informed that none of the current office bearers would be able to join the trip. However, he mentioned that he would present the opportunity to the Executive Body to see if one or two members were interested in representing Sialkot and the Sialkot Chamber during this high-level visit.

Mr. Murad Arshad stated that he was assigned by the President to visit the Malaysian Embassy. He, along with Mr. Arshad Jamil Chaudhry, visited the Embassy and subsequently submitted the visiting cards and related materials to the Secretariat of the Chamber. He also requested that further correspondence with the Embassy be initiated, and a copy be sent to him. However, he had not received any response from the Chamber to date.

The President nominated Mr. Bilal Ahmed Khan, Mr. Hassan Akbar and Mr. Murad Arshad for the visit to Malaysia.

29. The President informed the House that Mr. Sarwar, Naib Qasid of the Chamber, had requested financial assistance in making arrangements for his daughter's wedding. He further informed that Mr. Sarwar was due to retire on June 30, 2025, and had already received his gratuity amounting to Rs. 509,000. Mr. Sarwar mentioned in his application that a portion of this amount had been spent on clothing and jewelry for the wedding. He now required additional financial support to cover the cost of food and furniture. The President stated that he had already approached Khawaja Masood Akhtar and Mr. Qaiser Iqbal Baryar, who committed donations of Rs. 300,000 and Rs. 100,000, respectively. He invited other members to offer financial assistance if they were willing. The following members subsequently announced their donations:

The President, Mr. Imran Akbar, Mr. Omer Khalid, Mr. Aamer Mahmood, Mr. Murad Arshad, Mr. Arshad Jamil Chaudhry, Miss Kinza, Malik Naseer Ahmed, Mr. Mehtab Maqsood and Syed Ahtesham Gillani.

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

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