

THE SIALKOT CHAMBER OF COMMERCE & INDUSTRY
MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE
HELD ON MAY 31, 2025

01. A Meeting of the Executive Committee of the Sialkot Chamber of Commerce & Industry was held on May 31, 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. Waseem Shahbaz Lodhi | Senior Vice President |
| • Mr. Omer Khalid | Vice President |
| • Mr. Aamer Mahmood | -Member- |
| • Mr. Adnan Safdar | -do- |
| • Mr. Bilal Ahmed Khan | -do- |
| • Mr. Haseeb Tahir | -do- |
| • Mr. Khurram Javaid Sethi | -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- |
| • Sh. Muhammad Shahid Inam | -do- |
| • Sheikh Atique-ur-Rehman | -do- |
| • Mr. Sohail Masood | -do- |
| • Syed Ahtesham Mazhar | -do- |

05. **Leave of Absence**

- | | |
|-----------------------------|----------|
| • Mr. Abdul Ghafoor Malik | -Member- |
| • Mr. Arshad Jamil Chaudhry | -do- |
| • Mr. Hassan Akbar | -do- |
| • Mr. Jawad Khalid | -do- |

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

- | | |
|-----------------------|------|
| • Syeda Ayesha Wadood | -do- |
|-----------------------|------|

07. **Special Invitees**

- | | | | | |
|------------------------|----------|--------------|-----------|----|
| • Ch. Jahangir Rashid, | Chairman | Departmental | Committee | on |
| Environment. | | | | |

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

- Allama Professor Senator Sajid Mir Sahib
- Wife of Mr. Riaz Ud Din Sheikh, M/s. Comet Sports
- Ch. Muhammad Ikram, Former MPA Sialkot
- Father of Mr. Jamshed Murtaza Badar, Deputy Secretary SCCI
- Mr. Zahoor Elahi Butt, Elder Brother of Mr. Abdul Ghafoor Butt M/s. Butt Footwear.
- Mr. Asif Raheem M/s. Pioneer Sports
- Mr. M. Ishaq Sair, Brother-In-Law of Mian Muhammad Riaz M/s. Dr. Frigz Intl (Pvt) Ltd.

The President proposed that condolence references be held at the Sialkot Chamber in honor of the late Ch. Muhammad Ikram, former Executive Committee Member, and the late wife of Mr. Riaz-ud-Din Sheikh.

The Committee observed that while Mrs. Riaz-ud-Din Sheikh was a respected individual, her role was not directly associated with the Chamber. Therefore, the House expressed general condolences on her sad demise. However, **the House unanimously approved the proposal to hold a formal condolence reference in memory of the late Ch. Muhammad Ikram, acknowledging and appreciating his valuable contributions to the Chamber.**

09. Point discussed.	Approval of minutes of meeting of the Executive Committee held on April 29, 2025 and an Emergent meeting of the Executive Committee held on May 17, 2025.
<u>Discussion:</u> The President shared that following the emergent Executive Committee meeting, a subsequent meeting was held with senior leadership. During that meeting, two key points were discussed: the first was the same as what Mr. Gilani had proposed, to support affected civilians and the second was to utilize the funds for the welfare of martyrs and their families. It was also decided to circulate an appeal among members to contribute donations. He urged all members to encourage their friends and acquaintances towards contribute to the designated account. He said that as target of one crore rupees or at least a substantial amount was reached, then a meeting would be convened to make further decision for utilization of funds. He once again requested the members to collect funds before Eid so that a meeting could be held and the funds could be disbursed well in time. Mr. Waseem Shahbaz Lodhi inquired whether the funds amounting to Rs. 10 million, as announced by the Chamber and approved during the Emergent Executive Committee Meeting, had been disbursed. The President responded that the said amount had not yet been disbursed. He further explained that following the EC Meeting, another meeting was convened with the leadership, business community, and key donors in attendance. During this meeting, it was collectively decided to raise the funds that if funds were to be raised, all concerned parties would reconvene and proceed in accordance with the recommendation of the majority. Mr. Waseem Shahbaz Lodhi stated that the announcement of Rs. 10 million had already been made during a meeting with the Corps Commander in Gujranwala. He emphasized that every effort should be made to avoid any situation where a cheque was demanded from SCCI. In line with this approach, they should take proactive steps on their part. He further suggested that it should be circulated to all members to contribute in the fund. It was informed that the request for contribution towards the fund had already been circulated to all members. Mr. Waseem Shahbaz Lodhi suggested that a reminder message should be circulated, once again. He also recommended that a list of contributions received from the members be prepared for reference. The President stated that, with regard to the ongoing conflict, one thing remained clear: despite recent developments, there was no indication that the threat of war had been fully averted. General Imran Khan Babar, GOC 15th Division, who visited this Chamber and shared his assessment, did not suggest that the threat of conflict with India had finished. On the contrary, he reiterated that the adversary we face was highly cunning and capable of engaging in further mischief. He emphasized that	

the enemy was likely to escalate its activities, potentially increasing the RAW budget ten times. The enemy was expected to reorganize and attempt to create instability within Pakistan, possibly intensifying acts of terrorism on a scale greater than previously experienced. He assured that the armed forces were fully aware of these threats and were maintaining vigilant surveillance, at all fronts, to safeguard national security.	
Participants	The President and Mr. Waseem Shahbaz Lodhi.
Approval	Approved.

10 Point discussed.	Approval of Statement of Accounts for the month of April 2025 and approval of minutes of meeting of the Departmental Committee on Accounts & Finance held on May 23, 2025.
Discussion: Syed Ahtesham Mazhar inquired about the expenses incurred on the visit of SCCI staff to the Canton Fair held in China. The President informed that Mr. Ammar Khan, Assistant R&D Officer, represented SCCI at the fair. He further clarified that he personally bore all his own expenses for the visit and also covered the expenses of Mr. Ammar Khan, excluding his ticket and hotel booking. Mr. Amer Rashid Wyne, Accounts Officer, informed that a total amount of Rs. 652,743/- was spent on the visit of Mr. Ammar Khan. Mr. Bilal Ahmed Khan inquired about the duration of the trip. The President explained that the Canton Fare was scheduled for five days in total. As it was his first experience of attending the fair, hence, he was not fully familiar with its format and planning. They arrived on the second day of the exhibition, allowing them to attend on the 3rd, 4th, and 5th days. The primary objective of the visit was to gather valuable information from the exhibition that could benefit our business community, particularly in terms of import, trade, or manufacturing opportunities. The President further mentioned that he had intended to procure some samples from the fair to display locally. However, sample facilitation was not available on the spot, and unfortunately, no proper guidance was provided at the venue, in this regard. Originally, it was planned that multiple members of the Executive Body who were interested and had applied for visas would travel together as a group. However, due to individual commitments, most Executive Body members were preoccupied with their own schedules. While a meeting among them did take place, they could not coordinate effectively. As a result, the primary responsibility of the visit was carried out by the President himself along with Mr. Ammar. The President informed that a detailed report with pictures was being prepared and would be shared with the members after Eid. This report would include insights on the products showcased, the dynamics of the exhibition, profiles of Chinese companies, and the presence and activities of international importers. The President gave a brief overview of the shoe business and recommended exploring potential opportunities in the sector. Mr. Sohail Masood also participated in the discussion. Sheikh Muhammad Shahid Inam expressed concern regarding the proposed meeting planned to be held in China, which the President explained would not take place. He shared his observation from the Canton Fair, noting that only 10% of the exhibitors	

were factory owners, while the remaining 90% were traders. He emphasized that each member had his own specific product and market. In light of this, he expressed his intention to hold a meeting with the R&D Department to gather detailed information about potential export markets. He further suggested that, in the future, the R&D Department should proactively research relevant markets prior to such visits, to ensure that members could derive maximum benefit from these opportunities.

The President requested all members to submit their reports and share their experiences from the visit to the Canton Fair/China, so these could be incorporated into the final report.

Mr. Aamer Mahmood stated that in the future, official foreign visits by staff members would be planned under the platform of the Chamber. Therefore, a bank card in the name of the Chamber should be issued to cover such expenses, rather than transferring funds to individual personal accounts.

The President explained that, as per the requirements of the Chinese Embassy, a personal bank statement with sufficient balance was mandatory for visa processing. Hence, the amount of Rs. 950,000/- was temporarily deposited into Mr. Ammar Khan's personal account for this purpose. The amount had since been returned back, and the relevant vouchers had been submitted to the Accounts Department.

The President informed that he had personally visited all the stalls of the Pakistani exhibitors and held discussions with them. **He stated that the discussions and their feedback would be included in the report.**

Syed Ahtesham Mazhar mentioned that PLGMEA had also participated as an exhibitor, but they were not satisfied with their experience.

The President explained that the issue was related to their stall's location, which was too far from the main area, resulting in very low visitors.

Mr. Salman Sheikh emphasized the importance of adopting a research and development (R&D) driven approach based on the available resources, as successfully practiced in countries like Malaysia. Rather than pursuing overly saturated and highly competitive sectors, he suggested identifying and leveraging unique local resources. He proposed greater collaboration with universities, research institutions, and engagement with Ph.D. scholars and researchers to uncover distinctive products or capabilities that could meet global demands. He pointed out that the core issue was not lack of potential, but lack of information and structured efforts. Opportunities did exist, but they were often overlooked due to weak documentation, insufficient research, and limited academic collaboration. He also stressed the need to actively promote the country's high-quality, defect-free products on the international stage.

Mr. Omer Khalid responded by encouraging Mr. Salman to allocate time to this initiative. He assured that the R&D staff was available and ready to support the implementation of these ideas.

Mr. Omer Khalid stated that, as previously discussed with Mr. Aamer Mahmood regarding the issuance of a debit card, he had already instructed the Accounts Department to arrange for the issuance of a debit card in the name of Sialkot Chamber of Commerce & Industry (SCCI). The purpose of this card was to facilitate daily cash payments, thereby eliminating the need to use the personal cards of staff members. He further added that, in the event the bank did not permit the issuance of a debit card in the name of the Chamber, being an organization, a debit card might instead be requested in the name of Mr. Tariq Mahmood Malik, Secretary General,

with a spending limit of Rs. 500,000/-.

Mr. Sohail Masood informed that the Committee reviewed the process related to the transfer of payments into the accounts of Mr. Omair Nisar and Mr. Ammar Khan for the purpose of obtaining Chinese visas. It was recommended that the procedure be further refined to ensure greater clarity and transparency in payment transfers.

The Committee recommended the establishment of a separate account titled "SCCI Med Pharmacy Account" to prevent potential audit objections.

Mr. Abdul Rauf stated that a separate account for Med Pharmacy had already been opened. However, it was currently not operational, as the registration of Med Pharmacy as a Non-Profit Organization (NPO) was still in progress. Once the registration process was completed, the account would become functional.

Mr. Omer Khalid assured the Committee that efforts would be made to expedite the registration process, and an update would be provided at the next meeting.

Mr. Sohail Masood informed that the Committee had observed that an amount of Rs. 1.3 million had been paid towards the renewal of the annual membership of the World Federation of the Sporting Goods Industry (WFSGI) and unanimously recommended that the matter be reconsidered by the Executive Committee in consultation with the relevant forum to determine whether the membership should be continued.

Mr. Waseem Shahbaz Lodhi provided background on Sialkot Chamber's long-standing association with WFSGI, spanning approximately 15 to 20 years. He highlighted that the Sialkot Chamber of Commerce & Industry (SCCI) had actively engaged with WFSGI, particularly during critical timer of the issue of Child Labour in Sialkot Industry and the formation of the Independent Monitoring Association for Child Labor (IMAC), following SCCI's disassociation from the ILO framework. He emphasized that WFSGI served as an important international platform through which SCCI effectively represented and defended its position globally. It played a key role in the development and implementation of a child labor-free initiative within the Sialkot industry. Since then, the Chamber's affiliation with WFSGI had been a valuable asset, offering access to international support, resources, and advocacy opportunities for the continuous advancement of the local industry.

Mr. Sohail Masood expressed that he did not think any significant benefit to Sialkot Chamber of WFSGI Membership.

Mr. Ahtesham Mazhar added that the registration with WFSGI should ideally be handled by the Sports Goods Association, as it was directly related to the sports industry. He noted that the Sialkot Chamber of Commerce and Industry (SCCI) represented all industries, therefore, this matter did not fall directly under its purview.

Mr. Waseem Shahbaz Lodhi further explained that the Sialkot Chamber had taken up the WFSGI registration matter only because the Sports Goods Association lacked sufficient funds. **He proposed that the issue be referred to the concerned Departmental Committee for further deliberation and to gather their viewpoint on the registration with WFSGI.**

Sheikh Atique-ur-Rehman suggested that the payment for membership could be made on a share basis with the Sports Goods Association.

Mr. Waseem Shahbaz Lodhi responded that the Association did not have sufficient funds for this arrangement.

Mr. Omar Khalid noted that SCCI had been a member of WFSGI for a long time. He added that a debriefing would be shared after a thorough review of the matter.

Mr. Waseem Shahbaz Lodhi further stated that Mr. Tariq Mahmood Malik had informed him that Dr. Nouman Idris Butt was representing SCCI in WFSGI.

Mr. Omar Khalid remarked that any necessary changes related to accounts would be made mandatory; however, he was not fully aware about the current status of WFSGI membership and would discuss it with the relevant authorities.

Mr. Sohail Masood suggested that it would be better if Mr. Ammar Khan presented a report regarding his visit to China.

Mr. Omer Khalid agreed and stated that he would ensure that Mr. Ammar submitted the report.

The President stated that a dedicated board had been established for Child Labour Elimination Program to address such matters. The Committee was led by Dr. Noman Idrees Butt. He added that he would discuss the issue regarding WFSGI membership with Dr. Nouman Idris Butt to obtain feedback. Any information provided would be shared with the Executive Body.

Participants	The President, Mr. Waseem Shahbaz Lohdi, Mr. Omer Khalid, Syed Ahtesham Mazhar, Mr. Sohail Masood, Sh. Muhammad Shahid Inam Mr. Bilal Ahmed Khan, Sheikh Atique-ur-Rehman, Mr. Aamer Mahmood, Mr. Salman Sheikh, Secretary General and Mr. Amer Rashid Wyne.
Approval	Approved.

11. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Environment Protection/PHA held on May 08, 2025
Discussion: The President expressed his deep gratitude to Mr. Chaudhry Jahangir Rashid, describing him as someone who was always just a call away. He shared that he tried to remain within his own sphere of work while collaborating closely with him. Yet, even beyond his formal responsibilities, whenever he requested Mr. Rashid to attend a meeting out of town, he never hesitated. He participated with such commitment and excellence that, when he later shared feedback, it was felt as though President had personally attended the meeting himself. Ch. Jahangir Rashid thanked the President for allowing the Chairman to attend the meeting via Zoom, which he acknowledged as a helpful facility. He informed the members that the minutes of the meeting were placed on the table, and said that he was available for answering questions. He highlighted that the main agenda item was the planning and coordination of the upcoming Tree Plantation Drive, and he requested the participation of all Executive Committee members in the initiative. Mr. Omar Khalid inquired from the Chairman regarding the timeline for the plantation program, specifically asking when it would be initiated or processed. Chaudhry Jahangir Rashid responded that the program was planned to start in July 2025, depending upon the availability of the required funding, details of which had already been outlined in a prepared presentation. He added that, if the committee had some time, he would like to mention that Mr. Syed Haider, a committee member, was present and had a presentation ready. He requested the committee to review the presentation and provide their feedback, based on which further steps towards implementation could be taken. Sheikh Atiq ur Rehman suggested that members whose factories were located on	

Kashmir Road could be requested to plant trees outside their premises to enhance the greenery of the area. Similarly, shopkeepers should also be encouraged to plant trees in front of their shops.

Chaudhary Jahangir Rashid agreed and shared that the Committee had already categorized the areas by road and mapped it accordingly. He added that the factories located along different roads would be invited to participate in the campaign, and donations would also be collected from them.

Mr. Muhammad Iqbal Asad shared that significant plantation efforts had been undertaken along Pasrur Road.

Ch. Jahangir Rashid further added that factories located on Pasrur Road like M/s. Nizam Sons and M/s. Forward Sports on Wazirabad Road, had made considerable contributions to these plantation activities. He said that the Committee had planned to further develop this initiative into a mega project, aiming to establish it as a model for beautification across the entire city.

Mr. Omer Khalid requested that Ch. Jahangir Rashid, as Chairman of the Committee, write a letter to the industries located along the road, urging them to plant, at least, two trees each and install proper lighting in front of their premises. He emphasized the importance of maintaining these plantations and lighting. Mr. Omer cited the example of M/s. Ali Trading, which had already undertaken such efforts by planting trees and installing lights in front of its factory.

Ch. Jahangir Rashid said that the Committee would also take the point into account.

Syed Ahtesham Mazhar shared that he had previously served as the Chairman of the Environment Committee before Mr. Jahangir Rashid. During his tenure, the Committee also focused on addressing the issue of factory waste generated from cutting processes in the textile and leather industries which was usually burnt by factories. A campaign was launched to promote proper recycling of such waste instead of it being burned, which posed environmental hazards. As part of the initiative, a competition was organized to encourage innovative recycling solutions. In collaboration with the Environment Department, Syed Ahtesham Mazhar visited various companies, including M/s. Awan Sports and M/s. Forward Sports, to observe their best practices in waste recycling. He requested Ch. Jahangir Rashid to continue working on sustainable solutions for factory waste management. In particular, he suggested engaging educational institutions to contribute innovative ideas and research-based solutions for effective recycling and disposal of industrial waste.

Ch. Jahangir Rashid responded that the Committee was also actively working on the matter. He added that they were in contact with relevant departments, universities, M/s. Forward Sports, and M/s. Awan Sports. He mentioned that both Forward Sports and Awan Sports had recommended the establishment of an institution dedicated to collecting such waste and producing recyclable materials from it.

Mr. Aamer Mahmood expressed his appreciation for the dedicated efforts of Ch. Jahangir Rashid. He shared that his factory was located on Commissioner Road and informed that he had submitted a formal request to both the Railway Department and the Deputy Commissioner's Office. In his request, he offered to personally sponsor a plantation initiative extending from the railway station to Commissioner Road and Jinnah Stadium Road. The plan involved planting trees on both sides of the railway track to improve the area's greenery and environmental quality. Furthermore, Mr. Aamer mentioned that he had also sought permission from the Railway Department to develop a sports ground on railway-owned land located at the corner of Commissioner Chowk. This initiative was intended to not only enhance the local environment but also to provide a much-needed recreational facility for the

community. He also shared that with the approval of the Deputy Commissioner, Commissioner Road Chowk was constructed and beautified under the name of his company, and plants were planted in the area. However, he expressed regret that the site was not properly looked after and that the plantation was eventually removed. Mr. Aamer Mahmood requested Ch. Jahangir Rashid to include his name in the Committee, reaffirming his commitment to personally finance and execute the aforementioned development projects for the benefit of the community.

Ch. Jahangir Rashid replied positively and stated that any member was welcome to join the Committee and contribute by identifying issues and sharing ideas for the betterment of the city.

The President proposed holding a meeting with the Waste Management Company at the Chamber to understand their ongoing efforts and the extent of the services they were currently providing. The goal of the meeting was to identify any existing gaps. Once those gaps were known, those of us who were committed to promoting a green environment and a greener Sialkot could take appropriate actions to address them. The President also appreciated the proposal regarding waste collection from factories. He requested Ch. Jahangir Rashid Ahmed to invite Mr. Aamer Mahmood to the Committee meeting for the implementation of his proposal of plantation at Commissioner Road etc. He further added that similarly, the members whose factories are located on Daska Road, Wazirabad Road, Airport Road, and other areas would also be requested to contribute either financially or by participating in plantation efforts or at the very least, by taking responsibility for maintaining the trees.

Ch. Jahangir Rashid shared that he had recently attended meetings with the Waste Management authorities in Lahore. He informed the members that a joint session with the Waste Management Company would soon be organized at the Chamber to address the key issues related to Sialkot's development and improvement. He expressed his vision to transform Sialkot into an international city through enhanced beautification efforts.

Regarding the Tannery Zone, he mentioned that the government was planning to take necessary steps to ensure environmental compliance in the local industries. He had requested the concerned department to provide the Standard Operating Procedures (SOPs) for environmental compliance. Upon receiving these SOPs, he would share them with the Chamber members to facilitate their implementation and to help industries avoid any inconvenience. He also invited members to share their suggestions regarding environmental protection initiatives.

The President responded by stating that once the SOPs were received, appropriate follow-up actions would be initiated. He further suggested that video clips showcasing companies already adhering to environmental standards could be circulated among the industry stakeholders to encourage and motivate broader compliance.

Mr. Salman Sheikh raised the issue of non-drinkable tap water in Sialkot, which he attributed to improper waste disposal. He noted that the majority of industrial laborers consume this untreated water, which leads to health problems such as diarrhea and other diseases. He requested Ch. Jahangir Rashid to prioritize this issue and work towards resolving it, as it was one of the major concerns in Sialkot.

In response, Ch. Jahangir Rashid assured that the government was actively working on the matter of providing clean drinking water.

Participants	The President, Mr. Omer Khalid, Mr. Aamer Mehmood, Syed Ahtesham Mazhar, Ch. Jahangir Rashid, Mr. Muhammad Iqbal Asad, Sh. Atiq ur Rehman, Mr. Salman Sheikh.
---------------------	---

Approval	Approved.
-----------------	-----------

12. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Chamber Affairs (Ministry & Govt Offices) held on May 23, 2025.
Approval	Approved

13. Point discussed.	Approval of minutes of meeting with Mr. Muhammad Sadiq, Chief Collector (Exports/IOCO) Karachi, held on April 18, 2025.
Approval	Approved.

14. Point discussed.	Approval of minutes of meeting on visit of Trade & Investment Officers (TIOS) held on May 02, 2025.
Approval	Approved.

15. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Fairs & Exhibitions/Delegations held on May 14, 2025.
<u>Discussion.</u> Sheikh Muhammad Shahid Inam suggested that the Sialkot Chamber of Commerce & Industry (SCCI) should reconsider its plan to send a Trade Delegation, as many members had expressed interest, in this regard. He mentioned that Trade Associations were supportive of reinstating the Trade Delegation program, which had previously been discontinued by SCCI. Mr. Waseem Shahbaz Lodhi responded that the matter had already been discussed in Committee meeting and was recorded in the minutes. He added that a sub-committee had recommended organizing a self-financed delegation to Saudi Arabia, Morocco, and Kazakhstan. Furthermore, Mr. Sohail Masood had proposed aligning the delegation with relevant sector-specific trade fairs taking place during the planned timeframe. It was also suggested that Standard Operating Procedures (SOPs) must be established to ensure a structured and transparent participation process. In case of any SOP violation, participants should be blacklisted from future delegations. Sheikh Muhammad Shahid Inam, however, disagreed with the idea of blacklisting, stating it was not a feasible solution. He also emphasized that exhibitions and trade delegations should not be mixed up. He had discussed the matter with Mr. Khalid Rasool, DG TDAP, who advised that SCCI should formally write an email to TDAP regarding the matter. Mr. Waseem Shahbaz Lodhi clarified that the Fairs & Exhibitions Committee had already decided in principle to send a Trade Delegation. However, no proposal had yet been submitted to TDAP for a subsidized delegation. The self-financed delegation would be independently managed by the Chamber, with a possible announcement in June–July. Sheikh Muhammad Shahid Inam further proposed that when a delegation was announced and published by TDAP, the Chamber should not charge its members any fee. Charges should only apply to delegations organized solely by the Chamber. Sheikh Atiq ur Rehman sought clarification on the difference between delegates and exhibitors. Mr. Waseem Shahbaz Lodhi explained that exhibitors book booths and display their products, whereas delegates attend for cost-effective visits, and meeting with	

potential customers.

Sheikh Atiq ur Rehman commented that, in his opinion, delegates should represent the industry as a whole, and not just promote their individual businesses.

Mr. Murad Arshad pointed out that TDAP circulated its annual calendar of exhibitions and delegations to all Trade Associations and SCCI. He added that while Sh. Shahid Inam had said Trade Associations were happy with the delegations, the reality was that TDAP often proceeds without first seeking SCCI's or Associations' input. He suggested that exhibitions and delegations should be decided by SCCI and Trade Associations, not unilaterally by TDAP. When TDAP forwards proposals to the Ministry of Commerce, they gave the impression that it was demand of the Trade Bodies.

Mr. Waseem Shahbaz Lodhi clarified that TDAP was authorized to announce EDF-funded delegations and exhibitions, but it did consider input from Trade Bodies. Trade Bodies could select the allocated delegations/exhibitions. He explained that participating in allocated delegations was easier because of TDAP's reimbursement system, which included US\$100 per day per participant and 50% airfare for economy class. However, in the case of allocated exhibitions, the process was more complex as the Trade Body had to pay for space and arrangements upfront and later apply for reimbursement, a less feasible option.

Mr. Omer Khalid emphasized that Trade Associations must push the DG TDAP to consider their delegation requests. Since SCCI planned to send another delegation, it should formally be requested to TDAP to focus on untapped or high-potential export markets. He also shared his experience of visiting Brazil as a case in point.

Mr. Murad Arshad reiterated that SCCI and Trade Associations should be the decision-makers for exhibitions and delegations, not TDAP alone.

Mr. Waseem Shahbaz Lodhi acknowledged that while TDAP had authority, it claimed that members often approach it directly, bypassing SCCI or Trade Associations. TDAP designed a nationwide calendar of exhibitions and delegations, not just for Sialkot. He mentioned that SCCI had written to the Ministry of Commerce, but no response had been received so far.

Sheikh Muhammad Shahid Inam said that the root issue was the lack of unity among Sialkot's Trade Associations. He strongly recommended a joint effort by all trade bodies of Sialkot to address this issue collectively.

Mr. Waseem Shahbaz Lodhi informed that SCCI had received a request from Riyadh regarding surgical companies interested in collaborating with Saudi Arabia. He stated, "We are preparing a list of surgical companies that wish to work in Saudi Arabia. Those interested should share their intent so we can include their names in the list to be sent." He further added that a report on the delegation will be presented in the next Executive Committee meeting.

The President informed the house that the newly appointed Ambassador to Nepal was a vibrant and proactive individual. The Ambassador had taken the initiative to reach out, leading to a productive Zoom meeting during which both parties exchanged relevant information. The Chamber shared key data on Nepal, while the Ambassador provided valuable insights from the Pakistani perspective. As a result of this exchange, it was mutually agreed that a self-financed delegation from Pakistan, organized and sponsored by the Sialkot Chamber (sponsored in the sense that the SCCI would make its arrangements), would visit Nepal. The Chamber would take responsibility for structuring and coordinating this delegation. Furthermore, the President shared that plan was also underway for a delegation to Bangladesh. In this regard, the importance of maintaining regular communication was emphasized. Two

options were under consideration: either inviting a delegation from Bangladesh to visit Sialkot or sending a delegation from Sialkot to Bangladesh. The President requested the house to share their views and suggestions on the preferred course of action.

Sheikh Muhammad Shahid Inam shared that a delegation which had recently visited Bangladesh observed significant potential for surgical exports, as opposed to sports goods. He suggested that prior consent should be obtained from the relevant stakeholders in Bangladesh before finalizing the next delegation.

Mr. Waseem Shahbaz Lodhi proposed organizing a combined delegation to Nepal and Bangladesh, a suggestion that was agreed upon by the President.

Mr. Salman Sheikh inquired about the criteria for selection of members in the delegation.

The President responded that the participation details would be circulated among members. He further stated that if the number of applications exceeded the limit, then 2–3 separate delegations could be organized.

Sheikh Muhammad Shahid Inam also suggested planning a delegation to Kuwait, citing a positive previous experience where the Ambassador was highly cooperative, and arranged fruitful meetings.

The President agreed with this suggestion and requested Sheikh Shahid to coordinate with the Senior Vice President (SVP) to finalize the Kuwait delegation.

Mr. Waseem Shahbaz Lodhi proposed that another country should be included along with Kuwait for a broader delegation plan.

Mr. Omer Khalid noted that three delegations to Kuwait had already been organized in the past, suggesting that this was more than sufficient.

Mr. Waseem Shahbaz Lodhi replied that sector-wise delegations would be planned for better targeting and outcomes.

Participants	The President, Mr. Waseem Shahbaz Lodhi, Mr. Omer Khalid, Sheikh Muhammad Shahid Inam, Sh. Atiq ur Rehman, Mr. Salman Sheikh and Mr. Murad Arshad.
Approval	Approved.

16. Point discussed.	Approval of minutes of meeting with Ms. Saba Asghar, Deputy Commissioner, Sialkot held on May 14, 2025.
Approval	Approved.

17. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Human Resource held on May 15, 2025
Approval	Approved.

18. Point discussed.	Approval of minutes of meeting with Director General, Brig. Shehzad Munir, National University of Modern Languages, held on May 19, 2025.
Approval	Approved.

19. Point discussed.	Approval of minutes of meeting to celebrate Pakistan's Victory Over India and to discuss the SCCI's War Welfare Fund held on May 20,2025.
Approval	Approved.

20. Point discussed.	Approval of minutes of meeting on visit of H.E Mr. Nawaf Bin Said Al-Malki, Ambassador of Kingdom of Saudi Arabia to Pakistan held on May 22, 2025.
-----------------------------	---

Approval	Approved.
----------	-----------

21. Point discussed.	Approval of minutes of meeting on visit of H.E Mr. Dan Stoenescu, Ambassador of Republic of Romania to Pakistan held on May 22, 2025.
----------------------	---

Discussion: Mr. Bilal Ahmed Khan suggested organizing and sending a self-financed trade delegation to the Republic of Romania. Mr. Waseem Shahbaz Lodhi agreed with the proposal and further recommended that an additional country could be included in the plan. The President proposed that Bulgaria be included as the second destination. Mr. Murad Arshad informed the house that during a meeting with the Romanian Ambassador, it was observed that a private entity had been authorized to handle matters related to Sialkot industry's business, delegations, and exhibitions for Romania. It was further noted that this entity planned to establish its office at the premises of M/s. Wembley Sports. Mr. Murad expressed his concern that industrialists were generally reluctant to engage with offices set up within individual factories or businesses outside their own sectors. In light of this, he suggested that the Sialkot Chamber of Commerce and Industry (SCCI) should offer the Romanian Embassy the option to establish such an office within the Chamber premises, should they wish to set up operations in Sialkot. He emphasized that there should be no involvement of any private entity in an official capacity and, if their participation was necessary, their office should be located within the Chamber rather than within a private industrial unit. The President shared his recent observations following a visit to Romania, noting that the Romanian market was significantly limited. He described it as being driven by low prices and dominated by lower-quality products. A similar situation was observed in the Bulgarian market. He said that these markets were not even in the developing phase of their economies but appeared to be in a state of depression. He emphasized that for the exporters aiming to secure reasonable prices for their products, these markets offer very limited opportunities. Therefore, instead of spending time, energy, and resources on such markets, it would be more appropriate to redirect efforts toward exploring more promising opportunities. In this context, he suggested that the Russian market could be a more viable and beneficial alternative to consider. Mr. Murad Arshad highlighted the ongoing challenges related to exporting to Russia, particularly concerning the banking system of Pakistan. He informed that initially two banks, Soneri Bank and JS Bank were offering services to facilitate trade with Russia. However, Soneri Bank had now ceased providing such services, leaving limited options for exporters. He further noted that although several members were currently doing business with Russia, the market remained largely untapped due to the absence of a proper banking and financial channel system. Mr. Arshad requested that a meeting be arranged with the State Bank of Pakistan, inviting their representatives to the Chamber to discuss and resolve these issues. The President directed that a letter be immediately sent to the Governor, State Bank of Pakistan, reiterating the Chamber's concerns and requesting clarity on how the Government of Pakistan intended to facilitate exporters in establishing secure payment channels with Russia, Iran, and other similar markets. He said that visit of Governor State Bank to Sialkot Chamber should also be arranged, on priority, to discuss important issues with him.	
Participants	The President, Mr. Waseem Shahbaz Lodhi, Mr. Bilal Ahmed Khan and Mr. Murad Arshad
Approval	Approved.

22. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Membership/Bye-Laws held on May 30, 2025.
<u>Discussion.</u> Mr. Omer Khalid requested the members to review the attached list of new members. The President highlighted the issue of businesses registering with similar or identical names, explaining that current regulations allow individuals to register names resembling existing firms, as long as, the business address differed. He cited an example involving his own firm, IAA Surgical, where another entity registered the same name using a different address. Once the National Tax Number (NTN) was issued, the registration became valid. He stressed the need for ethical business practices and urged members to thoroughly verify company names before registration. The President noted that the membership by-laws provided a framework for evaluating and guiding such matters. If a name was already in use or likely to cause confusion, the applicants were encouraged to choose alternate names. He further advised members to carefully review the list of new applicants before granting final approval. In cases of conflict, the application could be deferred for recommending to change the name. Miss Kinza Fatima suggested organizing an awareness session for members on Intellectual Property (IPO), Trademark Registration, and related topics. The President endorsed Miss Kinza's viewpoint and emphasized the critical importance of trademark registration and securing intellectual property (IP) rights. He stated that he strongly believed that trademarks, IP rights, and branding must be officially registered to safeguard a company's identity and growth potential. He highlighted that intellectual property laws vary significantly across countries. For instance, the legal frameworks in Pakistan, the USA, the European Union, and Japan differ substantially, making it essential for businesses with international aspirations to secure rights in all relevant jurisdictions. This step was especially crucial for companies aiming to scale operations or export globally. The President also noted that disputes often arise when multiple parties claim rights to the same brand or logo. In several cases, both parties might have registered similar trademarks, but the resolution typically favored the applicant who submitted their registration first. The President recommended organizing a seminar on this topic to enhance understanding among members. He also suggested that immediate action be taken and proposed the development of a one-pager to raise awareness on the importance of trademark and IP protection. He urged all members to proactively secure the trademarks and intellectual property rights of their respective businesses. Mr. Omar Khalid suggested that instead of organizing a seminar on trademark registration, a concise one-pager should be prepared to provide members with essential information. The President agreed with this suggestion. Miss Kinza Fatima added that the one-pager should include relevant website links or official resources, as some members might find the topic complex and otherwise seek legal advice, incurring unnecessary costs. Mr. Omar Khalid requested Miss Kinza Fatima to take the lead in preparing the one-pager in collaboration with the Secretariat. The Secretariat informed that Mr. Salman Mir, R&D Officer, had been trained on the subject and had also attended relevant workshops. The President instructed Mr. Salman Mir to prepare a one-pager on Trademark	

Registration, Copyrights, and related matters, as discussed, and to obtain approval prior to its circulation to members.

Mr. Omer Khalid thanked Mr. Haseeb Tahir, Mr. Sohail Masood, and other members of the Committee for their regular participation in the Departmental Committee meetings, and for dedicating time to thoroughly check, scrutinize, and give final approval to the file.

The President shared that the Vice President had informed him of a rapid and significant increase in membership as over 950 new members were joining each month. He expressed serious concern over this trend, warning that it was creating a potentially dangerous bubble. Unfortunately, we had not yet been able to provide adequate guidance, meaningful opportunities, or clear direction to these new entrants. While many were currently celebrating their induction, the President cautioned that if this situation continued unchecked, within six months to a year, a large number of these members could find themselves disillusioned, unsupported, and potentially out of business. He emphasized the urgency of this matter, revealing that he had already raised the issue with both the Government of Punjab and the Federal Government of Pakistan. Most notably, he brought this concern directly to the Prime Minister last Friday, in the presence of cabinet members. The President acknowledged the tremendous energy, enthusiasm, and potential amongst the youth, many of whom were eager to contribute and grow. However, he lamented the absence of a structured environment, a strategic support system, and a lack of real, scalable opportunities. Without immediate action, he warned, this fragile momentum will collapse prompting new members to question what support or roadmap was ever provided to them. To address this, the President said that he proposed two key measures:

- 1. Establishment of the Sialkot Industrial Zone
- 2. Restoration of the Final Tax Regime (FTR)

He stressed that these initiatives could provide a solid foundation for sustainable growth, potentially creating up to 150,000 jobs and offering both employment and entrepreneurship opportunities. The President stated that this was not solely the government's responsibility. The Executive Body also bore a critical responsibility. As professionals and leaders, we must ponder seriously and act collectively. He called upon the Executive Body to treat this as a top priority, urging immediate follow-up meetings to devise a comprehensive strategy, framework, or policy to support the new membership wave. The President invited all members to contribute their suggestions, ideas, and proposals via email to help shape this urgent and vital initiative.

Participants	The President, Mr. Omer Khalid, Miss Kinza and the Secretariat.
Approval	Approved.

Any Other Point

23. Miss Kinza Fatima suggested that an incubation center or a similar facility, like those established by other institutions should be set up to facilitate the members.

The President responded that a bidding process was currently underway for the establishment of an incubation center in Sialkot. He mentioned that the process involved a consultant company and the University of Sialkot. The University's key partners in this initiative include the Sialkot Chamber of Commerce, Sialkot International Airport, and various trade bodies.

24. Syed Ahtesham Mazhar inquired about the latest update regarding the university being established in Sambrial.

The President responded that the University of Applied Engineering and Emerging Technology was being developed with joint funding from the Government of Punjab and the Federal Government, in equal ratios. He explained that both governments were bound to release funds in four installments each. The Punjab Government had already contributed its four installments, totaling approximately Rs. 3.5 billion, all of which had been fully utilized, resulting in 51.8% completion of the construction work. However, the further progress was pending due to the non-release of funds by the Federal Government. The President further stated that he had raised this issue directly with the Prime Minister and his cabinet, in the presence of the Finance Minister, Planning Minister Mr. Ahsan Iqbal, and Mr. Ali Pervez Malik. He emphasized to them for urgent need for this university, highlighting that it would provide vital technical support to local industries by producing qualified engineers. He added that once established, the university would greatly benefit the entire region, which was considered part of the Golden Triangle. Presently, engineers had to be brought in from other cities, but they often leave within six months due to long travels and exhaustion, disrupting industrial operations.

He stated that it had been requested that, if the funds were released, the project could be completed within a year. The President urged the members to plan a visit to the University for a detailed briefing.

The President stated that Khawaja Muhammad Asif had personally informed him about several major development projects he was pursuing. These included the following: -

- Expanding the Sialkot Motorway to three lanes,
- Constructing of the Sialkot Ring Road,
- Relocating the *Lari Adda* (bus terminal) to Ugoki, outside the city,
- Shifting the courts (*Kutchery*) and the prison complex out of the city,
- Improving waste management systems,
- Other infrastructure initiatives.

Khawaja Muhammad Asif had requested an allocation of Rs. 40 to 50 billion from the government to implement these projects within the current year. He expressed hope that he would succeed in securing the required funding. The President added that Khawaja Muhammad Asif had encouraged him to continue working on the initiatives he was already pursuing.

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

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