

THE SIALKOT CHAMBER OF COMMERCE & INDUSTRY

MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE

HELD ON AUGUST 30, 2022.

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

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

03. The proceedings of the meeting started with the recitation of the Holy Quran by Choudhry Jahangir Rashid.

04. The following members attended the meeting:

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|-------------------------------|-----------------------|
| • Mr. Imran Akbar | President |
| • Sheikh Zohaib Rafique Sethi | Senior Vice President |
| • Mr. Qasim Malik | Vice President |
| • Mr. Ali Amer Bhatti | -Member- |
| • Sheikh Sohail Zafar | -do- |
| • Mr. Qaiser Ikram Dodhy | -do- |
| • Mr. Muhammad Ahsan ul Haq | -do- |
| • Mr. Muhammad Idrees | -do- |
| • Mr. Shahid Nadeem Mughal | -do- |
| • Mr. Amer Majeed Sheikh | -do- |
| • Choudhry Jahangir Rashid | -do- |
| • Mr. Shoaib Imtiaz | -do- |
| • Mr. Ahmed Imtiaz Khan | -do- |
| • Mr. Awais Ahmad | -do- |
| • Mr. Muhammad Shahbaz | -do- |
| • Mr. Saleem Akhtar Bhutta | -do- |
| • Mr. Adnan Yousaf | -do- |
| • Mrs. Gulzaib Waqas Awan | -do- |
| • Mrs. Shabnam Asif | -do- |

05. Leave of Absence

- | | |
|---------------------|------|
| • Mr. Aneel Sarfraz | -do- |
| • Mr. Naeem Yousaf | -do- |

06. Members who could not attend meeting

- | | |
|---------------------------|----------|
| • Mr. Qaisar Iqbal Baryar | -Member- |
| • Mr. Asif Ali | -do- |

07. Special Invitees.

- Malik Naseer Ahmed, Chairman Departmental Committee on Accounts
- Mian Muhammad Anwar, Chairman Departmental Committee on Wapda/Sui Gas
- Mr. Tahir Majid Kapur, Chairman Departmental Committee on Dry port/Airport/Shipping/Railway/Transportation

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

1. Father of Mr. Shahid Naseer M/s. Heera Surgico

2. Mother of Mr. M. Atif, Project Director of Sialkot Tannery Zone
3. Grandmother of Rana Sami Ullah M/s. RB Sons (Pvt) Ltd
4. Haji Sh. Zafar Iqbal M/s. Zafar Tannery & M/s. Paramount Leather Ind.
5. Mr. Manzoor Hussain Junior, Pakistan Hockey Team Player

09. Point discussed.	Approval of minutes of meeting of the Executive Committee held on July 30, 2022.
Approval	Approved.

10. Point discussed.	Approval of Statement of Accounts for the month of July 2022 and Audited Accounts for the year ended June 30, 2022.
Discussion:	
<p>Mr. Awais Ahmed enquired about the rate and number of copies of Annual Report to be printed against advance payment of PKR 956,250/-. Secondly, he asked whether the bonus was given to staff, annually or monthly, because it had been mentioned in the account statement of month of July.</p> <p>The President replied that an advance of PKR 956,250/- was paid for the printing of Annual Report which would be adjusted in final bill by completion of assignment and it would be presented in the house. Secondly, as concerned to staff bonus, it was paid on, annual basis, as per the Human Resource Policy.</p>	
Participants	The President and Mr. Awais Ahmed.
Approval	Approved

11. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Dry port/Airport/Shipping/Railway/Transportation held on August 10, 2022.
Discussion:	
<p>Mr. Tahir Majid Kapur, Chairman Departmental Committee on Dry port/Airport/Shipping/Railway/Transportation shared that the Committee discussed, in detail, the proposal of the Cargo Express Train from Wazirabad to Karachi and vice versa. He said that the members had lots of concern about starting Cargo Express from Wazirabad. It had been recommended that the project could be feasible from Sialkot Dry Port Trust instead of Wazirabad. It could be manageable from Dry Port, Sialkot and to control overhead expenses, time and security of the cargo.</p> <p>Mr. Tahir Majid Kapur shared with the house that he had taken up the issue regarding shifting of Muzaffarpur/Adalat Garh Railway Crossing on Ugoki Road, Sialkot with Pakistan Railways but they demanded an amount of PKR 22.032 million for the said work. In this regard, he had contacted different Trade Bodies/ Associations for the contribution but only PKR 1.5 million was collected. After that, he held a meeting with Ch. Toheed Akhar and Chaudhary Muhammad Ikram on the issue. On behalf of Khawaja Muhammad Asif, Federal Minister for Defense, both the gentlemen committed that the said issue would be analyzed and presented to Khawaja Saad Rafique, Federal Minister for Railways for its permanent solution.</p> <p>Mr. Tahir Majid Kapur also shared the case of cargo theft that occurred during the movement of export consignments from Sialkot Dry Port Trust (SDPT) to Karachi. He also shared that from the platform of this Chamber, the Committee had taken up the issue with SDPT for claim settlement of the fourteen (14) SMEs. He informed that after many meetings and continuous follow-up, PKR 1.5 million (including PKR 0.5 million of SDPT) claim was given by the insurance company, which was far less than the actual amount of the claim. He requested for permission from the house that instead of dispersing the claim amount to</p>	

the affected exporters, the claim amount should be donated to the flood victims on their behalf.

Mr. Amer Majeed Sheikh inquired whether all the stakeholders (affected exporters) had given their consent for the donation to the flood victims or not. Mr. Kapur replied that he wanted to take prior approval from the Executive Committee and in the meeting of the Departmental Committee which would be held in the first week of September 2022, and approval from the affected exporters would be gotten afterwards.

The house appreciated the spirit and gave approval to Mr. Tahir Majid Kapur to take further action, as necessary, in this regard.

Mian Imran Akbar, President SCCI shared that few weeks back, he held a meeting with Khawaja Saad Rafique, Minister for Railways, wherein the Federal Minister had shown great interest in the project of the Cargo Express Train from Sialkot to Karachi and vice versa. It was shared with Khawaja Saad Rafique that the formation of feasibility for the said proposal was a difficult task for the business community, whereas Federal Minister insisted to prepare the feasibility report as early as possible for the implementation of the project. The President shared that the business community of Sialkot was very pleased with the Federal Government for showing concern for the issues of the exporters, but without proper homework, we would not ask for such things from the Federal Government which afterwards prove to be a liability on Sialkot. During discussions, he expressed his concern to the Federal Minister that exporters of Sialkot could not wait, for a week, to move their consignment, as cut-off dates were very important in delivering the goods on time to the foreign consignees.

On the issue of shifting of Muzaffarpur/ Adalat Garh Railway Crossing on Ugoki Road, Sialkot, Mian Imran Akbar, President SCCI shared with the house that Sialkot Chamber highlighted the point at almost all levels but all in vain. He informed the house that it also came to his knowledge, that a project of PKR 2.0 billion for construction of an overhead bridge on Ugoki Road, Sialkot has been assigned to Punjab Intermediate Cities Improvement Investment Program (PICIIP), which was unnecessary. He said that it was astonishing that the Authorities were willing to spend PKR 2.0 billion for the construction of an overhead bridge but did not agree to bear PKR 22.032 million for shifting of Muzaffarpur/ Adalat Garh Railway Crossing on Ugoki Road, Sialkot. He said that this was the only route left in the city for the movement of heavy transport vehicles carrying export & import consignments and the construction of this new overhead bridge would directly affect the exports of the city.

Mr. Tahir Majid Kapur, shared that his Committee members had done a survey for practical implication of the proposal Cargo Express Train, and details of the figures would be presented to the house after finalization, but there was a lot of work to be done for the complete feasibility report of the said proposal. He shared that from the survey it was noted that almost 80% of the exporters directly dispatch their consignments (FCL & LCL as well) to Karachi. He suggested that if those exporters who directly move their consignments to Karachi, could route their consignments from Sialkot, then Sialkot would be able to get a cargo train on daily basis.

Moreover, Mr. Kapur highlighted that keeping in view the importance of Consolidation at Sialkot, the Department Committee on Dry Port/ Airport had also taken up the issue of consolidation with Sialkot Dry Port Trust (SDPT). He informed the house that Sialkot Dry Port Trust had made an offer to carry out consolidation in factory premises. He said that Consolidation at Sialkot would not be possible without the help of forwarders, so the business community needed to motivate them to do Consolidation at Sialkot which ultimately would

reduce cost for the exporters.	
Mr. Amer Majeed Sheikh shared that there was nothing from where forwarders get benefited, actually when <i>Non-Vessel Operating Common Carriers</i> (NVOCCs) in Karachi took the wharfage, then in return, they received refunds. He said that forwarders of Sialkot had no issue in performing Consolidation in Sialkot and he endorsed the point of Mr. Kapur that a huge cost of the exporters would be saved.	
Mr. Tahir Majid Kapur, said that Sialkot Dry Port Trust's role was very positive and they and offered to do consolidation option within factory premises.	
Participants	The President, Mr. Amer Majeed Sheikh, Mr. Tahir Majid Kapur.
Approval	Approved.

12. Point discussed.	Approval of minutes of meeting of the Departmental Committee on Environmental Protection/PHA held on August 16, 2022.
Approval	Approved.

13. Point discussed.	Approval of Report of Two -way Dialogue Session in collaboration with PSW held on July 27, 2022.
Approval	Approved.

14. Point discussed.	Approval of Report of meeting with the delegation of Pakistan Engineering Council (PEC) held on July 29, 2022.
Approval	Approved

15. Point discussed.	Approval of Report of a Training Session on Marketing in the Digital Age in collaboration with NUST held on July 30, 2022.
Approval	Approved.

16. Point discussed.	Approval of Report of meeting on visit of Ms. Shaza Fatima Khawaja, Special Assistant to Prime Minister of Pakistan on Youth Affairs held on August 02, 2022.
Approval	Approved.

17. Point discussed.	Approval of minutes of meeting on Visit of a delegation from Restaurant Association Sialkot held on August 06, 2022.
Discussion:	
The President asked Ch. Jahangir Rashid about the status of proposal of special discounted rates for EC members of Sialkot Chamber, as discussed in the meeting. Mr. Saleem Akhtar Bhutta also suggested for special discount for EC.	
Ch. Jahangir Rashid replied that the proposal had been referred to the Executive Committee of the Restaurants Association for its approval. Hopefully, it would be approved. Ch. Jahangir Rashid thanked the President for chairing the meeting and hospitality with the delegation of Restaurant Association Sialkot.	
Participants	The President, Chaudhary Jahangir Rashid and Mr. Saleem Akhtar Bhutta.
Approval	Approved.

18. Point discussed.	Approval of Report of Session on Independence Day organized by the Departmental Committee on Garrison HQ/Cantonment Board Affairs held on August 12, 2022.
Approval	Approved.

19. Point discussed.	Approval of minutes of meeting on visit of Dr. Naeem Rauf, Secretary Environment Protection Department (EPD) Government of Punjab held on August 17, 2022.
Discussion: The President shared that the Environment Protection Department (EDP) had requested him telephonically to instruct the members of this Chamber to implement SOPs strictly in their business premises failing which a strict action would be taken against them. Moreover, the recommendation of the Chamber would not be accepted, in case of any negligence found by the member in following the SOPs, hence SOPs should be implemented.	
Participants	The President.
Approval	Approved.

20. Point discussed.	Approval of Report of Seminar on Leather Working Group and Sustainable Leather Foundation held on August 22, 2022
Approval	Approved.

21. Point discussed.	Approval of minutes of meeting on visit of Superintendent Engineer, GEPCO Sialkot held on August 23, 2022.
Discussion: Mian Muhammad Anwar, Chairman Departmental Committee on WAPDA/Sui Gas shared that there was not a single issue of the members of this Chamber relating to his Committee that was unattended/pending during the tenure of his Chairmanship. Mian Imran Akbar, President said that SCCI was well aware and would endorse it. He said that any member who had the issue relating to his Committee could send request in writing to him. Mr. Saleem Akhtar Bhutta inquired about status of his proposal about cutting of tree branches which caused shut down of electricity. Mian Muhammad Anwar replied that GEPCO had already been working on it. Moreover, Mian Imran Akbar had confirmed in the meeting that he would write a letter to MD Forest Department, in this regard. Mr. Amer Majeed Sheikh shared the problem of gas load shedding in Askari Colony. He said that there was no supply of gas at all in winter season but now load shedding was done in summer season as well. He said that there were around 250 houses that were facing the issue of supply of Gas, therefore, requested Mian Muhammad Anwar to take up the issue with the concern to resolve it. Mian Muhammad Anwar replied that he would discuss the issue with Mr. Sohail Akram, Regional Manager SNGPL, Sialkot. He also shared the efforts done by this Chamber to lay the gas pipeline in Cantonment Area and to resolve the issue of supply of gas for Cantonment residents. Mian Muhammad Anwar suggested to Mr. Amir Majeed Sheikh to contact with the concerned authorities of Askari Colony.	

Mr. Amir Majeed Sheikh replied that the issue related to gas pipeline.	
Participants	Mr. Amer Majeed Sheikh, Mr. Saleem Akhtar Bhutta and Mian Muhammad Anwar.
Approval	Approved.

22. Point discussed.	Approval of minutes of meeting on visit of 31 st Senior Management Course from NIM Islamabad held on August 23, 2022.
Discussion: Choudhary Jahangir Rashid expressed that no Executive Committee Member attended the meeting except him, so he questioned whether the message of the meeting was not conveyed properly or there was some other reason. He said that it was a very important meeting because these students were to join important posts in Government Departments by completion of their courses. There was a need to make interaction with them, therefore requested the members to attend such meetings. Sheikh Zohaib Rafique endorsed the view point of Choudhary Jahangir Rashid and said that it was their 6-7 visit of this Chamber. Only few EC Members like Mr. Amir Majeed Sheikh and Chaudhary Jahangir Rashid attended the meeting. He said that the members could learn a lot because projects of Sialkot were discussed in detail. Moreover, the question/answer session was also held, therefore he requested that the young Executive Committee Members should attend such meetings for learning and to show strength of this Chamber.	
Participants	Sheikh Zohaib Rafique Sethi and Choudhary Jahangir Rashid.
Approval	Approved.

23. Point discussed.	Approval of minutes of Meeting of Departmental Committee on Membership/Bye-Laws held on August 27, 2022.
Approval	Approved.

Any other point.

24. Mr. Qasim Malik said that an application for the grant of Rs. 300,000/ of Mr. Asif Ali, Assistant Cook had been received. It had been mentioned in the application that he had gotten loan for house which had to be returned. His gratuity was PKR 55520/- and he was requesting for grant but not the loan.

Mr. Muhammad Ahsan Ul Haq asked about period of service which was replied of being eight years.

Sheikh Sohail Zafar asked for which head the PKR 250,000/- would be issued.

Mr. Qasim Malik replied that it had been requested for help in the form of grant but not loan.

Mr. Adnan Yousaf asked whether any fund had been set up in the Chamber to provide such grants and if not, then how it would be issued.

The President said that as per Human Resource Policy it could not be issued and in other case with the approval of house, the amount could be granted.

Mr. Muhammad Shahbaz Saim said that Mr. Asif Ali was working in this Chamber from the last 8 years suggested and had a genuine request, therefore, the application should be approved.

Mr. Adnan Yousaf said that there were almost 40 employees of this Chamber and everybody had problems. If, this grant was given, in this way, then a trend would be set. He suggested that the mechanism should be defined before approval.

Sheikh Sohail Zafar suggested that loan could be issued instead of grant.

Mr. Amer Majeed Sheikh suggested that advance might be issued because everybody had a need. He also suggested that if the house preferred to help of PKR 50,000-100,000 and loan/advance for remaining amount with the deduction of PKR 1000-2000 monthly, that could also be done.

Mr. Muhammad Shahbaz Saim said that Chamber's Employee were like family members. Mr. Asif Ali was serving from last 8 years and had no other source of income except his salary, therefore, on the basis of his service, grant of at least Rs 200,000/- should be given

Choudhry Jahangir Rashid suggested that it could be approved to give 50% loan and 50% grant.

Sheikh Sohail Zafar, Mrs. Gulzaib Waqas Awan and Mrs. Shabnam Asif endorsed the suggestion of Choudhry Jahangir Rashid and also suggested to adjust the gratuity amount of PKR 55520/- in loan.

Mr. Shahid Nadeem Mughal said that application of grant should be approved.

Mr. Adnan Yousaf suggested that the EC Members should share the amount of grant instead of issuing from Chamber's account and also announced PKR 25000/- from himself.

The President appreciated and endorsed the suggestion of Mr. Adnan Yousaf.

Sheikh Sohail Zafar announced PKR 10,000/-.

Mr. Muhammad Shahbaz Saim opposed the suggestion for collection of grant from EC Members. He said that the Chamber had lot of funds; therefore, it should be issued from Chamber's account.

After thorough discussion, the house unanimously approved the request of Mr. Asif Ali of PKR 300,000/- by giving him 50% advance as loan with adjustment of gratuity of PKR55520/- and 50% grant.

Mr. Adnan Yousaf suggested for creating a Grant Fund Account to entertain such kind of applications.

25. Mr. Qasim Malik said that an application of Mr. Abdul Rauf, Deputy Secretary Publication for the loan/grant of Rs. 2.3 (M) to complete the construction work of his house had been received. It had been mentioned in the application that he had started the construction work of his house but due to high increase in cost of construction material rates and shortage of funds, he could not complete the work. He had requested for the approval of half of amount of PKR 2.3(M) as grant (financial assistance) and the remaining half as loan from his gratuity which would be returned PKR 20,000/- per month from salary. His gratuity is PKR 1127680/- and serving in this Chamber from the last 24 years.

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

26. Mr. Qasim Malik said that an application for reimbursement of medical bill of Rs. 42,893/- of son of Mr. Abdul Rauf, Deputy Secretary Publication had been received which required approval from the house.

After thorough discussion, the house unanimously approved the application with condition to follow the Human Resource Policy.

27. Mr. Qasim Malik said that an application for reimbursement of medical bill of Rs. 44780/- of Neurological Treatment of Mr. M. Azhar Iqbal Dar, Assistant Secretary had been received. It had been mentioned in the application that the Doctor had diagnosed that his neurological cells had been damaged badly which needed proper medication for a period of six months to one year for full recovery.

After thorough discussion, the house unanimously approved the application with condition to follow the Human Resource Policy.

Sheikh Sohail Zafar expressed his concern on approval of application by following Human Resource Policy.

The President replied that the Human Resource Policy could be amended, in case house required.

28. Mr. Adnan Yousaf asked about the action plan of this Chamber on the following:-

- Proposal to include Tehsil Daska in the proposed Wazirabad District.
- Appeal for Donations for the Flood Victims.

The President replied that as concerned to donation for floods, it had been requested to all members of this Chamber via circulation of e-mail to contribute generously to the noble cause. He said that at least 33 million people had been affected by deadly flooding in Pakistan which was a disaster that must be faced by uniting together. He shared that in the first wave of flood the Sialkot Chamber together with Sialkot International Airport had donated PKR 11(M) through Al-Khidmat Foundation, a nonprofit organization serving in the flood affected areas. The second flood wave was more destructive. A thousand food (Rashan) bags had been prepared, the cost of which was around Rs. six million. It would also be handed over to Al-Khidmat Foundation for distribution because it was working in flood areas at grass root level. The President expressed that the real issue was rehabilitation of flood victims, which needed to be supported. In Balochistan and Sindh, most of the people live in mud houses which could easily be rebuilt on economical price, so it could help them by providing material or finance. Secondly, their main business was farming and livestock which could also be managed and helped through NGOs who were working over there. The President requested the house to play their role in rehabilitation by providing financial support.

Secondly, as concerned to Proposal to include Tehsil Daska in the proposed Wazirabad District, the President replied that a meeting had been called today on August 30, 2022 by inviting all Trade Bodies in Sialkot & Daska, District Bar Association Sialkot, Press, Anjuman-e-Tajran Daska and Bar Association Daska to discuss the issue. The President said that as per his information it was a proposal which had been rejected but according to him, it was needed to find the root cause of such proposal as why it had been proposed. It should be challenged by questioning, about the merit as why Sialkot did not qualify for Division and sustainability of the new division. Sialkot was the biggest & oldest District of Punjab whereas Gujarat was a town which had been notified to the status of division.

Sheikh Sohail Zafar asked whether the political leadership had been invited in the meeting or not.

The President replied that he had not invited any political leadership officially. The Sialkot Chamber was a non-political institution and he would address the issue with the cooperation of his members.

Sheikh Sohail Zafar requested the President to share the plan to proceed further on the issue.

The President replied that today's meeting was called for above purpose.

Sheikh Zohaib Rafiq Sethi said that the Sialkot Chamber of Commerce was a more reliable and powerful organization, therefore, the matter would be resolved on this platform in a better way.

29. Sheikh Zohaib Rafique Sethi shared that number of trade complaints of the members of this Chamber and foreign buyers against each other had been received during his tenure. He had observed that the disputes were created only due to lack of information to prepare & sign agreements of delivery of shipments & payments. He said that the International Chamber of Commerce had published books on dispute resolution and signing contract of businesses with foreigners that would cost approx. 2000Euro. He said that if the house approved, it could be purchased and uploaded on SCCI's website by creating a link for the information of members.

After thorough discussion, the house unanimously refused the proposal of Sheikh Zohaib Rafique Sethi to purchase the books.

Sheikh Sohail Zafar suggested that there was a need to upgrade the Library of this Chamber because he had visited number of times to search business related books but could not find.

Sheikh Zohaib Rafique Sethi replied that online digital Library had been established by this Chamber for the easy access of members. Information relating to digital library could be gotten from Mr. Fraz, IT Officer of this Chamber.

30. The President requested the house for the approval to authorize him to use the available emergency funds in Chamber's Account to fulfill immediate needs, in case of any emergency. Sometimes, in emergency collection of funds from members took time. The funds collected from the members were deposited in the same account.

The house unanimously approved and authorized the President to use Emergency Funds for donation with regard to recent floods etc.

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

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