

RECORD NOTES ON
TDRO MEETING WITH PAKISTAN'S SPORTS GOODS MANUFACTURERS AND
EXPORTERS ASSOCIATION OF PAKISTAN – SIALKOT
29TH JULY, 2015

DG and officers of TDRO held a meeting with Ch. Mohammed Arshad Sandal Vice Chairman PSGMEA and Executive body members of Pakistan Sports Goods Manufacturers & Exporters Association on the 29th of July 2015 at the Association's office. The meeting was also attended by the Mr. Basit Rauf, Director TDAP Sialkot. The objective of the meeting was to have a close liaison and understanding of the issues of exports by the gloves Association and to have their views on the drafting of the law. Welcoming TDRO team, Ch. Arshad stated that creation of TDRO was a long standing demand of the business community and that he was happy TDRO had come to Sialkot to take on board for such an important law being drafted. The session started with DG TDRO detailed briefing introducing TDRO and its mandate, its activities and efforts for drafting the new law. Important points raised by the members of the association during the meeting are as follows:-

- i. Members of PSGMEA stated that they were against introduction of registration of Importers/Exporters and would oppose it if included in the law being drafted as this would not resolve the problem.
 - ii. It was proposed that TDRO should form region specific committees of Trade bodies on trade disputes.
 - iii. The members lamented that PNAC was still not known to the world as a credible institution, therefore, the exporters have no choice but to accept such firms for inspection as are suggested by their buyers. DG TDRO informed that DG PNAC would soon be visiting Sialkot again for training sessions. They were advised to invite PNAC to their association for further information in the matter.
 - iv. It was pointed out that all Commercial Councilors of Pakistan should be asked to provide Import Laws of their countries of posting which should be shared with all the trade bodies of the country for guidance.
 - v. A member stated that FPCCI is a forum of importers generally, whereas TDRO is the requirement of SME's and smaller exporters mainly, therefore the department should work closely with the sectoral trade bodies.
 - vi. Membership of relevant Trade Body/Association should be made mandatory for exports and if one Trade Body blacklists a member then other Trade Bodies should not give the company its membership as the dispute then cannot be resolved.
 - vii. SBP should be approached to do away with DA mode of payment. However, only those DA should be allowed where the transaction is insured. The association informed that one such company M/s DS Concepts is operating in Islamabad and providing such assistance to the exporters where the invoice value is insured, this mode is called Factoring. DG TDRO asked for details of the company to have further meeting with them.
2. The meeting ended with a positive note that Public and Private Sector should unite in preventing Trade Disputes. PSGMEA thanked DG TDRO for reaching out to the Stakeholders before drafting the Law. DG TDRO presented a memento to the Association.
