Pakistan Association of Automotive Parts & Accessories Manufacturers

PAAPAM ACTIVITIES REPORT

Pakistan Association of Automotive Parts and Accessories Manufacturers

www.paapam.com

www.pakistanautoshow.com

www.sdc-paapam.com

Table of Contents

1. Senior Vice Chairman Note

Dear Members

The role of PAAPAM is to protect the rights of our members & promote their business, build their capacity, and build its image as a model business support organization (BSO). PAAPAM is lucky enough to have very dedicated and capable top management that is always seeking ways to make the association taller and taller. We are trying our best to address the challenges we are facing, except those that come under Force Majeure.

Under the direction of my top management, I am presenting to you the midterm report of the association to invite your suggestion to improve the association's performance further. We intend to publish the second annual report as well in due time.

On behalf of my Executive Committee, I would like to invite your suggestions and active involvement in the association's affairs to synergize its performance.

Usman Aslam Malik

Seniors Vice-Chairman

2. Pakistan Autoshow 2022


HALL # 2
The all-new
SWIFT
TEMPTATION COMES Alive
SUZUKI
HONDA
The Power of Dreams
MG
98 YEARS OF
DELIVERING AUTOMOTIVE
EXCELLENCE
ACROSS THE GLOBE

3. PAPS Symposium 2022


PSDC
The 2nd


ly, 2022
C SUSTENANCE &

4. PSDC Activities at PAPS 2022


INNOVATION
AWARDS
SCULPTURE AWARDS
2022
PAKISTAN
AUTO SHOW
1st
PKR. 60,000
SPONSORS
PAKISTAN INTERNATIONAL AUTO SHOW 2022
MADE IN PAKISTAN

5. Internship Exhibitions

Corporate Social Responsibility and bridging up the industry and academia are our preferential areas. For this purpose, we have signed the MoU and agreements with a number of intuitions of repute. The Pakistan Engineering Council is one of them.
Last year we had a landmark step with the collaboration of the Pakistan Engineering Council (PEC) to place the fresh graduates against 30000 paid internships, Rs.20000 to be paid by the PEC. The amount has now been raised to 30000 by PEC, amounting to Rs.40000 per month. We have arranged two job fairs in Lahore and Karachi. PAAPAM has created a special desk at the head office to facilitate our members. You have requested to avail this opportunity maximum.

This landmark program is a win-win situation for all, i.e., fresh graduates, our members, PEC, and society as a whole. From our members' perspective, they are getting a qualified engineer just for Rs.10000. So far, we have had 300 placements

6. EC Meetings

23rd May-23 (EC)

27th Sep-22 (EC)

7. Standing Committees

Standing committees are the backbone of any trade body due to focused activities. The standing committees of PAAPAM have a long and bright history of contribution to the cause of the association. We have the following committees:

1- Accounts & Finance
2- Legal and Corp Matters
3- Internal Audit
4- PSDC
5- Aftermarket Promotion
6- Tractors
7- Membership Services
8- Budget & Industrial Development Policy
9- Human Resources
10- 2-3 Wheels
11- Corporate Management System
12- HVC, Buses & Trucks
13- International, Exhibitions, Exports, and Trade Delegations
14- Media, Publication & PR Building
15- Accounts & Finance
16- Business Development
17- Cars & LCVs

2nd Dec-2022 (Joint Standing Committee)

8. PSDC activities

PSDC is one of the most significant sub-organs of the association engaged in disseminating knowledge and building its capacity. This year two, we are constantly holding workshops and training in diverse areas to enhance business competitiveness. So far, we have organized the different training programs in Lahore and Karachi:

1. Workshop on Mechanism of Auto Cluster Development Initiative

2. Training on Corporate Management System (CMS)

3. Training on Export Marketing: Developing Export Strategy and Marketing Plan

4. Workshop on Developing & Implementing Performance Management System (PMS)

5. Training on Quality Management System

6. Training on Change Management for Top Management

7. Training on Project Management

8. KAIZEN seminar to introduce PEGASUS Factory Improvement Analysis Software named "Digital Process Analysis (DPA)

9. Workshop on “Sustain & improve wastages through Japanese strategies”

10. E-Commerce B2B E-Commerce Summit

11. Training on Energy Efficiency

12. Training on Change Management for Middle Management

13. Training on “Company Affairs and Corporate Compliance”

14. Workshop on Leadership & Team Building

15. Training on Change Management & Change Resistance

16. Training on Pakistan Single Windo

Training on Solar Energy Utilization

Apart from these workshops/trainings/seminars, PSDC is providing members technical & business support through:

1. Technical Support Program II with SMEDA
2. Energy Efficiency Program with NPO & PSIC
3. Productivity Enhancement Program with NPO & PSIC
4. Paid Internships Program with PEC

8.1 PSDC Activities Highlights

9. ISO Renewal

RICI

RICI CERTIFIED

ISO 9001:2015

QUALITY MANAGEMENT SYSTEM

The management system of

PAAPAM - Pakistan Association of Automotive Parts & Accessories Manufacturers

H.O/ Site 01: 16-B Westwood Colony Thokar Niaz Baig, Lahore, Pakistan.
Site 02: 204, Suleman Center, SC-5, ST-17 Sector # 15, Korangi Industrial Area, Karachi, Pakistan.

ISO 9001:2015

Under the Scope:

"Provision of Admin, Technical & Support Services to the Members of Pakistan Association of Automotive Parts & Accessories Manufacturers (PAAPAM) by Interaction with External Stakeholders, Membership Services, Capacity Building and Auto Shows."

IAS

ACCREDITED

Management Systems Certification Body

MSCB-104

Certificate Number	:	PK210072
Issue date	:	18-10-2022.
Valid till	:	10-11-2023.
Original issue date	:	04-02-2022.

Authorized Signature

RICI Company Ltd.
www.ricionline.com

*This certificate remains valid subject to successful surveillance audits and maintenance of management system as per certification rules and procedures of RICI Company Ltd.

*Further clarification regarding scope of this certificate and applicability of ISO 9001:2015 requirements may be obtained from the organization.

*This certificate remains property of RICI Company Ltd., to whom it must be returned upon request.

Page 1 of 1

7067, Salman Al Farisi 3002, Al Khalidiyah Al Janubiyah Dist., Dammam, Kingdom of Saudi Arabia
Email: scheme@ricionline.com

Scan to Verify

10. Article of Association

1

Memorandum of Association

of

PAKISTAN ASSOCIATION OF AUTOMOTIVE PARTS & ACCESSORIES MANUFACTURERS

1. The name of Association shall be "PAKISTAN ASSOCIATION OF AUTOMOTIVE PARTS AND ACCESSORIES MANUFACTURERS".

2. The Registered Head Office shall be located in the Province of Punjab.

3. The Association has the following aims and objects :-

   (i) To encourage, promote, stimulate and protect the business interest of Pakistan Association of Automotive Parts & Accessories Manufacturers and matters concerned with the advancement and benefit of the said industry.

   (ii) To create spirit of co-operation, goodwill and unanimity amongst the members of the Pakistan Association of Automotive Parts & Accessories Manufacturers.

   (iii) To represent the Association's point of view to the Local, Provincial, Central or other Government authorities and to make concerted efforts for securing representation in all matters, affecting the business of Pakistan Association of Automotive Parts & Accessories Manufacturers.

   (iv) To endeavor to eradicate all sorts of malpractice's wherever they are found and to make every effort for honest and fair dealings amongst the Members of the Pakistan Association of Automotive Parts and accessories Manufacturers.

   (v) To collect, compile and disseminate statistics and other information with a view to promote indigenization and to make efforts for the spread of commercial and technical knowledge to the advantage of members and their trade.

11.PAAPAM's Meeting with Pakistan Railways

PAAPAM is always endeavoring to explore new avenues for business for our members under the Business Development Committee. In this context, a delegation of PAAPAM, consisting of Chairman Mr. Adur Razzaq Gauhar, Mr. Irfan Ahmed Qureshi, and Ex-Vice-Chairman and a current member of the managing committee, the Convener of the Business Development Committee Mirza Sikander Baig, Haji Nazeer, and Secretary-General Mr. Ghulam Murtaza met the Minister Railways Mr. Azam Sawati.
The delegation briefed the minister on PAAPAM and the engineering areas PAAPAM could cooperate with the railways and other state-owned engineering entities. The delegation emphasized the prequalification mechanism for the Public Private Partnership (PPP) to ensure vertical manufacturing facilities.
Minister for Railway said he was fully committed to substituting imported locomotive components with locally made parts. He added that the parts being produced in Pakistan were not inferior to that of any other country. To him, import substitution was the only way to ease foreign exchange pressure on the land. Minister railways said he had to bring more than four hundred grounded couches on track in the next few months. Both sides agreed to join hands to patronage the local industry to grow, create more job opportunities, and curb the dwindling foreign exchange. While responding to questions of the delegation, he said he was committed to tackling all impediments and hackneyed to bring the railway profit to Rs.30 billion. He agreed with the PAAPAM's delegation proposal that a prequalification of vendors system of potential manufacturers was necessary to ensure the quality and transparent mechanism.
In pursuance of the above meeting, another delegation of the Business Development Committee of PAAPAM met the CEO of the Pakistan Railway, Muhammad Farrukh Taimur Khan Ghilzai, flanked by his technical experts, who represented the Federal Minister of Railway. The PAAPAM suggested that instead of a" no cost, no obligation development program, a trial order doctrine must be introduced at the execution level in PR, empowering the relevant CME office. Upon the invitation of the CEO, PR, the PAAPAM delegation later also visited the PR workshop to meet the technical team of PR and inspect the parts that could be made by the PAAPAM members.

12. Engineering goods policy

This year 2023, is a very important year as, like many other new things, PAAPAM evolved its auto engineering policy and submitted it to the Government. The previous policy is parts producer-friendly and comprehensively taken care of a wide range of our needs. Diversification from auto parts to engineering goods manufacturing is the core of the policy. This policy draft is completed under the supervision of Chairman Abdur Razzaq Gauhar and Cap (R) Muhammad Akram. We believe the purported policy will support our industry and its diversification.

13. Import quota management

We are going through a hardiest phase of industrial history which has badly hit every sector including auto parts. The mounting pressure on foreign reserve led the government to impose restriction on imports. This was the trickling down affect intricating backward and forward integrated chain supply. Thousands of containers stuck at ports. Bank declined the LCs. PAAPAM visited many times state bank, EDB, FPCCI and other relevant officials. Eventually government evolved import quota allocated on the past performance to the extent of 50%. PAAPAM set up a proper desk for this activity under the overseeing of Mr. Abdul Rehman Aizaz which relieved a remarkable pressure on our members for some times.

14. DG SPD SI Visit (16th Feb 2023)

Promotion of localization is the mission of the PAAPAM for which we all are working. The recent recession forced us to seek ways for diversification instead putting all eggs in one basket. In this continuation, a high-level delegation led by the DG of the Strategic Planning Division, Maj General Abid Mumtaz Malik, visited PAAPAM. The DG was accompanied by Brig Yunus Bilal, Secretary SITECH, Lt Col (R) Mr. Inaam, and Director Mr. Ali. Both sides understood each other's needs and found genuine room for collaboration. The PAAPAM gave detailed briefings on what we were doing and what we could do.

To further the initiative, it was decided to form a working group of 6-8 people from both sides, using modus operandi to make things materialize. It was also decided a delegation of PAAPAM would visit their premises in next few weeks

.

15. Meetings with OEMs

This is the very first time we have started discussing the pricing and payments issues with the OEMs. Another by-product emerged out of the discussion; we developed more understanding and bilateral relations. The OEMs have started convincing our issues and the fact that without vendors, their wheels can't move on. For this purpose, we visited Millat Tractors Ltd and the Pakistan Automotive Manufacturers Association of Pakistan to discuss the frozen indexing, payment timings, and enhancement of raw materials prices. We will have another round of negotiations with the OEMs after the seminar on 21st Feb 2023.

16. Social media activities

PAAPAM first time gets active on social media time which is the need of the hours. We continuously remain connected to our members on LinkedIn and Facebook to tell them what's going on in the PAAPAM and in the government regarding auto, parts, exports, taxation, and policy. You are requested to subscribe to our Linked In account <PAAPAM> and Facebook page<PAAPAM> to connect to the auto and parts world.

17. 2-3 Wheels

- Setup of Arbitration Committee for stuck-up Payments
- Constitution of Export Committee of 2-3 Wheelers
- Interaction with TDAP for Exchange of Export Delegations
- Interaction with AOTS for Trainings Awareness Session
- Interaction with EDB on Pak-China Free Trade Agreement
- Interaction with LCCI on exploring African Export Market
- Interaction with YAMAHA & SUZUKI on enhancing for marketing
- Discussion on electric 2-3 Wheelers in Pakistan

13th Dec-2022 (2&3 Wheelers)

18. Revision of SRO 693

With the collaborative efforts of the PAAPAM Engineering Development Board invited our members to add more products being locally manufactured to grant them protections. The data was compiled at PAAPAM with nomenclature, specifications, and their IORs. Many member companies claimed protection for many locally produced items.

Similarly, EDB is reshaping CGO lists. Mr Khuda Bukash, GM EDB, was specially invited to train our members both at Lahore and Karachi to provide a single window opportunity to all our members. Otherwise, every member had to approach EDB for different clarifications

19. Pakistan Auto Show

PAPS 2023 - Creating Synergies

The Leading Exhibition in Pakistan

Showcasing the Best of Pakistani Auto Industry Experience the best of the Pakistani auto industry at the upcoming Pakistan Auto Show 2023. Organized by PAAPAM, this three-day event will be held on 27-28-29 October 2023 at the Karachi Expo Centre.

With a registered membership base of over 350+ top-tier members, and a general manufacturers base of over 2800 units, the Pakistan Auto Show is the largest auto parts show in the country.

The event brings together government high officials, local and international buyers and manufacturers, machinery manufacturers, raw material providers, service providers, and representatives from related industries to showcase the latest in automotive engineering.

Why Exhibit

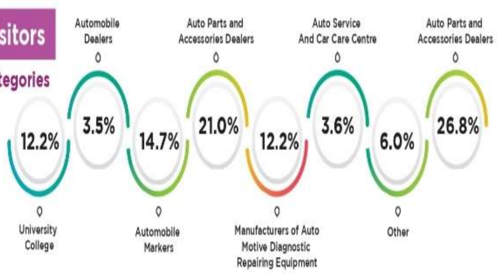
Exhibiting at PAPS 2023 offers numerous benefits for the automotive industry in Pakistan:

- **Symposium and Synergy:** PAPS 2023 is not just about showcasing your products, it's about creating synergies and finding new business opportunities. This year, we're introducing a symposium where experts from the different industry will share their knowledge and insights, enabling exhibitors to gain a deeper understanding of the market and build valuable connections.
- **Showcase the Importance of the Automotive Sector:** The automotive industry in Pakistan is vital for economic growth, contributing significantly to tax collection, job creation, and localization benefits. At PAPS 2023, we'll showcase this importance, raising awareness and advocating for favorable government policies. Exhibiting provides an opportunity to highlight the significance of the engineering and automotive sectors in Pakistan's economy, locally and globally.
- **Launching Platform and Brand Building:** Launch products, build brand awareness, and attract potential buyers.
- **Aftermarket Opportunities:** Tap into the untapped aftermarket segment and establish a presence in this market.
- **Unity and Strength:** Demonstrate industry unity and resilience in the face of challenges.

Overall, PAPS 2023 provides a crucial platform to network, gain visibility, and contribute to the growth of the automotive industry in Pakistan.

Visitors

Categories



Exhibiting at PAPS 2023 offers an exceptional platform to achieve a range of marketing goals. By participating, you can connect directly with potential buyers, establishing valuable relationships and exploring new market opportunities. It also provides a conducive environment to appoint agents or seek principals, fostering partnerships that can drive your business forward.

Exhibit Categories

PARTS, SYSTEMS
ACCESSORES,
TUNING REPAIR,
MAINTENANCE
TYRES &
BATTERIES

One of the key advantages of exhibiting at PAPS 2023 is the opportunity to engage with customers in a neutral and professional setting. By discussing their business needs, challenges, and preferences, you can gain valuable insights that inform your strategies and product development.

Additionally, participating in the exhibition allows you to build prospect databases, expanding your network of potential clients and customers. The face-to-face interactions at PAPS 2023 provide an excellent platform for generating new sales leads and converting them into tangible business opportunities.

In summary, exhibiting at PAPS 2023 offers a comprehensive marketing opportunity. It allows you to meet potential buyers, explore new markets, establish partnerships, understand customer needs, build prospect databases, generate sales leads, and effectively showcase your products and services.

The Symposium at PAPS 2023

Connecting Industries for Growth and Innovation.

The Pakistan Auto Show 2023 not only showcases the automotive industry's capabilities but also hosts an inclusive symposium that facilitates collaboration and explores new business opportunities.

This Symposium serves as a platform for exhibitors and participants to engage in B2B meetings, match-making sessions, and build valuable partnerships.

By attending the Symposium, attendees can gain insights into the latest trends, technologies, and advancements in the automotive sector, including electric and hybrid vehicles, digitalization, and autonomous driving.

The sessions also shed light on industry challenges, market trends, and growth prospects.

Through interactive discussions, participants can exchange experiences, opinions, and ideas, fostering collaboration and driving innovation.

The Symposium's comprehensive approach enables attendees to stay informed about the industry's current landscape and future prospects, positioning them for success and growth.

We invite you to join us at the Symposium and seize this opportunity to connect, share knowledge, and explore new horizons for your business.

Together, we can shape the future of the automotive industry.

Come and be part of the Symposium at PAPS 2023, where collaboration and innovation converge, creating endless opportunities for growth and success in the automotive industry. Don't miss out!

Messages

Mr. Munir K. Bana
Chairman, PAAPAM

Showcase your products, build relationships, and seize business opportunities in Pakistan Auto Show. Let's unite, overcome challenges, and demonstrate our industry's strength. Thank you for your support, and I wish you a successful exhibition.

Mr. Usman Aslam Malik
Sr. Vice Chairman

I extend warm greetings to all members and exhibitors at the Pakistan Auto Show. Let's unite, connect with buyers, explore new markets, and work towards a brighter future. Join us to showcase our industry's strength and create a strong, united front.

Mr. Zain Shariq
Convener, PAPS

I welcome you all to Pakistan Auto Show 2023, which aims to foster and develop inter industry trade and take Pakistan towards a new era of engineering and industrial synergy. We hope this show will allow our visitors and exhibitors to broaden their business scope and customer base, as well as inform, update and delight the visitors with the possibilities of Pakistani engineering capabilities. In this show we aim to bring together all the engineering related value adders in one place in a collaborative environment so that opportunities for the sectors can be discovered and harvested.

20. Session with Ali Baba (19th Jan 2023)

21. National Productivity Organization

Inaugural Session	
10:00 AM – 10:15 AM	Registration & Guests to be seated
10:15 AM – 10:20 AM	National Anthem and Recitation of the Holy Quran
10:20 AM- 10:30 AM	Welcome Note / Brief Presentation by CEO NPO
10:30 AM – 10:40 AM	Opening Remarks – **Chief Guest**
10:40 AM – 10:45 AM	Documentaries of APO Vision 2025 / NPO
10:45 AM – 11:00 AM	**Tea Break**
11:00 AM – 01:00 PM	**"Innovation-Led Productivity Growth" by** Prof Dr Ali Sajid, "Tamgha-i-Imtiaz" (Medal of Distinction) by The Govt of Pakistan
13:00 PM – 14:00PM	**Lunch and Prayer Break**
14:00 PM – 15:00 PM	**"Innovation-led Competitiveness of SMEs through productivity enhancement" by** Prof Dr Ali Sajid, "Tamgha-i-Imtiaz" (Medal of Distinction) by The Govt of Pakistan
15:00 PM – 15:30 PM	Questions & Answers Session
15:30 PM – 16:00 PM	**Concluding Session**
15:30 PM – 16: 00 PM	**Closing Remarks and Certificate Distribution**

22. Annual Dinner (27th Sep, 22)

23. Participation in an Interactive Session by the Ministry of Maritime Affairs/Pakistan Navy on Pakistan International Maritime Conference (10th Feb 2023)

Trade exhibitions provide industries the platform to collaborate and formalize joint ventures, Technical Transfer of Technologies, generation of business leads and much more. Ministry of Maritime Affairs opened its different avenues for PAAPAM Membership companies to participate and collaborate in this regard.

24. PAAPAM Meeting with FPCCI (9th January 2023):

A high-powered meeting of delegations from Industrialist various industries was held at Federation of Pakistan Chambers of Commerce & Industry. Senior Vice Chairman of PAAPAM, Mr. Usman Aslam Malik along with other senior members of PAAPAM attended the meeting to devise a road map for addressing the challenges of auto-sector of PAAPAM

25. DG SI, SPD visited PAAPAM

Under the current economic situation of the country and keeping in mind the Dollar Rupee parity, indigenization is the only key to effective business strategies. DG SI, SPD gave a detailed presentation on different areas of their sector where PAAPAM Members can add value.

26. Consultative Session on the Survival of the Auto Engineering Industry (15th Feb 2023)

Auto parts association is thinking of changing its market width from "auto engineering" to "engineering" only. That is to enhance their vision. They are thinking of hiring a marketing consultant to explore export markets and products they can make.

27. Workshop on Leadership & Team Building (8th Feb 2023)

Leadership & Team Building Training was conducted for capacity building of our members on their request. This training provides them knowledge regarding the topic through different activities.

28. Training on Pakistan Single Window (1st March 2023)

Pakistan Single Window is an important section to be learned for Trading & this training was also conducted on member's request.

29. Participation in Dissemination Conference by NPO on Productivity Improvement - Competitive Reinforcement Initiative (9th April 2023)

This conference was conducted in order to display the NPO-PAAPAM team performance in CDI program.

30. Training on Export Marketing & Buyer Hunting (5th April 2023)

This training was part of export coaching series being arranged by PAAPAM in order to enhance export capabilities of our members.

31. Training on selecting a suitable Product for Exports (16th May 2023)

This training was conducted by Mr. Imtiaz Rastgar in order to put his experience regarding products selection for export in front of PAAPAM member companies with a gathering of above 60.

32. Meeting of PAAPAM Corporate Management System Committee:

Second Committee meeting of PAAPAM on PAAPAM's Corporate Management Committee was chaired by Mr. Mumshad Ali. The Committee Members were updated on the working of CMS Committee i.e., Trainings of PAAPAM CMS, Training on ISO 9001:2015 Manual and Internal Audits were discussed in detail.

33. Meeting of PAAPAM Business Development Committee (9th January 2023):

Second Committee of PAAPAM on PAAPAM's Business Development Committee was chaired by its convener, Mr. Tariq Nazir. Non-Conventional ways of generating ideas were discussed in detail for PAAPAM Members

34. Meeting of PAAPAM PAPS Organizing Committee with Daroghawala Industrial Zone:

PAPS 2023 Organizing Committee meeting was held with Daroghewala Industrial Estate to onboard them and sensitize them for Participation in PAPS 2023. The Meeting was headed by Mr. Zain Shariq, Mr. Saad Sherani and Mr. Irfan Ahmed Qureshi, who was responsible for arranging this meeting

35. Meeting on National security of standards held at Islamabad with Mr. Usman Bajwa, Additional Secretary, Ministry of Commerce:

A meeting regarding inclusion of standards for EV, Automobile seat bealts, helmets with PSQCA was chaired by Additional Secretary Commerce Mr. Usman Bajwa on implementation of WP 29 standards.

36. Training on Gauges Manufacturing (11th July 2023):

PAAPAM Skill Development Centre (PSDC) organized a training session on the Importance of gauges in Manufacturing/Quality Assurance Systems of the Vendor Industry. This comprehensive training equipped participants with in-depth knowledge about the pivotal role of gauges in ensuring precision, accuracy, and consistency in manufacturing processes. It was an enlightening experience for all!

37. Visit of Consul General of Iran to PAAPAM:

Iranian Consul General visited PAAPAM to invite PAAPAM Members in IAPEX Auto parts Delegation and to promote barter trade among Pakistan & Iran.


EMERGENCY EXIT
Mr. Najam Ul Hassan Jawa
Chairman

38. Trade Delegation of PAAPAM to Iran for attending International Auto Parts Exhibition (1st Sep 2023)

The delegation of auto parts makers visited Iran, under the banners of the Pakistan Association of Automotive Parts and Accessories Manufacturers and Pak Iran Business Council of FPCC, at the invitation of the Iranian government to attend the Auto Parts exhibition, held in Tehran, besides meeting high-ups of Iran Chambers and the Iranian Auto Parts Manufacturers Association (IAPMA) to pave the pathway of trade venues. The Iranian officials and entrepreneurs reciprocated their big cooperation between two great friends tied by religion, neighborhood, culture, and friendship. Pakistan embassy and its commercial section dedicatedly remained active during the seven days long hectic-trip of the leading parts producers. After affirming the barter trade agreement, positive energy is seen on both sides of the Pak-Iran border. And The Pakistan Association of Automotive Parts and Accessories Manufacturers (PAAPAM) and the Iranian Auto Parts Manufacturers Association (IAPMA) have announced the plan to exchange technologies and barter the parts and raw materials, exploiting the immense scope for the manufacturing and supplying auto parts and accessories between Iran and Pakistan.


ستاد برگزاری
هجدهمین نمایشگاه بین المللی
قطعات، لوازم و مجموعه های خودرو
18th International AUTO PARTS Exhibition
13-16 AUG 2023
برگزار کننده : شرکت بازرگانی بین المللی ایدرو
۲۲ تا ۲۵ مرداد ۱۴۰۲


ایوان فرهنگ
Farhang Hall

39. PAAPAM'S Delegation Meeting with CEO Millat Tractors Limited

A delegation of PAAPAM Comprising of the Chairman, Senior vice Chairman and Senior Members of PAAPAM visited Millat Tractors Ltd Plant at Sheikhupura today, The PAAPAM Delegates emphasized on Reducing payment time to vendors, financial charges impact on vendors 'viability, Two months firm schedule and Cancellation of schedules on ad-hoc basis.

The meeting ended on a positive note on creating a Win- Win Situation for both MTL and its vendors.

40. PAAPAM'S MOU with Canadian Pakistan Business Council

An MOU Signing ceremony was held at PAAPAM Zonal Office on 23rd August, 2023 between PAAPAM and Canada Pakistan Business Council. The MOU was signed with an objective to promote bilateral business development between Canadian Companies and Pakistani Companies for promoting commercial linkages.

41. Training of Advance MS Excel with VBA & BIG Data Approaches (29th Aug 2023)

The PAAPAM Skill Development Centre hosted an intensive training program on Advanced MS Excel with VBA and Big Data Approaches. This specialized course empowered participants with advanced Excel skills, VBA automation expertise, and the ability to leverage Big Data tools for data analysis. Attendees gained a competitive edge in their careers by mastering these essential tools in a dynamic learning environment provided by PAAPAM Skill Development Centre.

42. PAAPAM JICA meeting related to ex-post evaluation of auto parts project implemented in collaboration with PAAPAM and SMEDA

The meeting was related to the ex-post evaluation of the Technical Support Program that was organized by JICA along with SMEDA and PAAPAM in order to improve auto parts manufacturing companies by Japanese Management Tools (JMT). This meeting covers the recommendations and suggestions as inputs for the betterment of the Technical Support Program from PAAPAM management.

43. PAAPAM Meeting with SITECH

A business meeting between PAAPAM & SITECH, to discuss avenues of mutual cooperation and strengthening of the industrial base for self-reliance was held at Pakistan Industrial & Technology Park located at "Pakistan Machine Tool Factory".

44. Session on Export Possibilities (31st May 2024):

PAAPAM Skill Development Centre (PSDC) Organized an interactive session on "The Export Possibilities for Light Engineering & Vendor Industries" at Ramada Plaza Hotel in Karachi. The trainer of this session was Mr. Imtiaz Ali Rastgar.

45. PAAPAM'S Delegation SITEC Headquarter Islamabad

MC members Mr. Zain Ul Abdin Shariq, Mr. Saad Sherani, Event manager (PAPS-2023) Mr. Nabeel Bin Tariq, & Mr. Ghulam Murtaza (Secretary-General PAAPAM) met Brig Bilal Younas DDG, Col Inam, Director Development, Mr. Ali Nasir, at SITEC headquarter Islamabad. The PAAPAM team offered them a golden or platinum sponsorship for the forthcoming PAPs show at Karachi in the last week of October 2023. Resident Director General Chashma Nuclear Plant also was part of the discussion with his team in the latter half to seek ways to promote localization and remove the bottlenecks. Both sides understood each other and paved the way for our members.

46. PAAPAM'S Meeting with PASPIDA

A delegation of PASPIDA visited PAAPAM South Office, Karachi and met with the PAPS committee members to discuss about the participation in Pakistan Auto Show 2023.

47. Session on Cost of Quality (7th June 2023)

A Half-day session on "Cost of Quality" was organized at PAAPAM Skill Development Center, Karachi for PAAPAM Members.

48. Session on Export Marketing (13th April 2023):

An interactive workshop on “Export Marketing & Buyer Hunting” was held at PSDC Karachi. The purpose of this session was to help PAAPAM Members in exports.

49. E-Business Invitation Letter from Ministry of Commerce

PAKISTAN ASSOCIATION OF AUTOMOTIVE PARTS & ACCESSORIES MANUFACTURERS

REGD. UNDER TRADE ORGANISATION ACT, 2013

(ISO 9001: 2015 Certified)

Good News!

APM/23-09/N-135
24th September, 2023

To: All PAAPAM Members

Subject: **E-Business Invitation Letter from Ministry of Commerce**

Dear Members,

Good day!
Your Association is always endeavoring to seek the various facilities of our members to become a model Business Support Organization (BSO). We are pleased to inform our honorable members that PAAPAM has achieved another landmark of E-Visa services for our members, which is given to selected trade bodies, to invite your customers to Pakistan. This E-Business Invitation Letter (E-Bill) Visa Portal Access to acquire Pakistan E-Business Invitation Letter functions under the Ministry of Commerce to connect 192 Countries that are eligible to seek a Business Invitation Letter. The Processing time for a Visa Invitation letter has also been reduced to 48-78 Hours.

This Portal applies to both of the categories:

1. **Incoming Foreigners to Pakistan**
2. **Pakistani Nationals Going to Foreign Countries**

Now, you can also submit the documents online through this Portal of PAAPAM to acquire your Business Invitation Letter to produce as a **Required Document** in your Pakistan Business Visa Application.

Warm Regards,

Ghulam Murtaza
Secretary-General

CC to: PAAPAM South

Head Office
16-B, Westwood Colony, Thokar Niaz Baig, Lahore- Pakistan.
Tell: (92-42) 37498474-5, 37498435, Fax: (92-42) 37498476

Zonal Office
204, Suleman Center, SC-5, St-17, Sector 15
Korangi Industrial Area, Karachi-Pakistan.

50. Electronic Media Coverage

51. Print Media

LEAD Pakistan — Read to Lead

DAILY LEAD PAKISTAN **FRIDAY** SEPTEMBER 30, 2022

PAAPAM elects Munir Bana as chairman, Usman Malik VC

OUR CORRESPONDENT
ISLAMABAD

The Pakistan Association of Auto Parts and Accessories Manufacturers (PAAPAM) has elected Munir K. Bana and Usman Malik as chairman as well as the vice chairman, respectively, unopposed for the year 2022-23.

The other newly-elected members of the managing committee for the year 202-23 included Muhammad Nasim, Saad Mehmood Sherani, Mumshad Ali, Zain Ul Abdin Shariq, Tariq Nazeer, and Syed Asad Ali Naqvi.

While addressing the PAAPAM annual dinner grand ceremony, which was attended by a large number of auto parts manufacturers from across the country, the PAAPAM newly-elected chairman thanked the members for reposing confidence on him to lead the auto parts vendors association for the second time, as he was also elected central chairman in 2012-13.

Munir Bana said that he would strive to emulate the integrity, vision, and leadership of the past leadership, as the PAAPAM served more than 350 mem-

bers and affiliated its member enterprises through active business network services to promote economic vitality by helping to create a vibrant climate to support business growth. He appreciated the efforts of his predecessors and expressed to continue the policies to further the auto parts industry.

The newly-elected vice chairman Usman Malik, on this occasion, vowed to promote the Association to new heights, paying tribute to the outgoing chairman Abdur Razzaq Gauhar and vice chairman Abdul Rehman Aizaz and said that the outgoing body in the lead of its chairman and vice chairman had been actively promoting the interests of the auto parts industry throughout 2021-22.

Usman Malik said that the high cost of doing business, issues of market access, and exchange rate are hindering Pakistan's industrial growth, and the government would have to work on it in consultation with the stakeholders to resolve the problems.

PAAPAM Chairman Munir Bana added that the industry is facing challenges due to frequent and skyrocketing increases of all inputs, devaluation of the rupee, shrinking profits, and limited cash flow of vendors owing to higher demand at lower profitability.

He also urged the government to remove podiums on the way of importing raw materials and parts necessary for the processing industries. He was highly concerned about not materializing the import quota policy by the State Bank, the delay nearing the industry's respite.

The Association is engaging with the OEMs as well as the government on related issues for early resolution of the matters, he said and added that continuing the legacy of his predecessors through an evolved image of Association from a trade body to a business support organization he would closely work with all the stakeholders towards the betterment of the Auto Parts Sector, with the support of highly vibrant MC for another major area of the export sector.

The outgoing chairman Abdur Razzaq Gauhar and vice chairman Abdul Rehman Aizaz highlighted the achievements made during 2021-22 and expressed the hope that the new team would continue the excellent work in the best interest of the entire auto parts sector.

Speaking on occasion, FPCCI former president and BMP Chairman Mian Anjum Nisar emphasized the need for using the country's natural resources judicially. He regretted that a nation struggling for one billion dollars was generously wasting about $40 billion in water per annum without producing any wrinkle on the forehead. He termed polarization and provincial biases the real enemies that grounded us economically and ethically.

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Daily State Observer LAHORE

Sept 30, 2022

PAAPAM elects Munir K. Bana as Chairman and Usman Malik as Vice Chairman for 2022-23

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While addressing the PAAPAM annual dinner grand ceremony, which was attended by a large number of auto parts manufacturers from across the country, the PAAPAM newly-elected chairman Munir K. Bana thanked the members for reposing confidence on him to lead the auto parts vendors association for the second time, as he was also elected central chairman in 2012-13. Munir Bana said that he would strive to emulate the integrity, vision, and leadership of the past leadership, as the PAAPAM served more than 350 members and affiliated its member enterprises through active business network services to promote economic vitality by helping to create a vibrant climate to support business growth. He appreciated the efforts of his predecessors and expressed to continue the policies to further the auto parts industry. The newly-elected vice chairman Usman Malik, on this occasion, vowed to promote the Association to new heights, paying tribute to the outgoing chairman Abdur Razzaq Gauhar and vice chairman Abdul Rehman Aizaz and said that the outgoing body in the lead of its chairman and vice chairman had been actively promoting the interests of the auto parts industry throughout 2021-22. Usman Malik said that the high cost of doing business, issues of market access, and exchange rate are hindering Pakistan's industrial growth, and the government would have to work on it in consultation with the stakeholders to resolve the problems. PAAPAM Chairman Munir Bana added that the industry is facing challenges due to frequent and skyrocketing increases of all inputs, devaluation of the rupee, shrinking profits, and limited cash flow of vendors owing to higher demand at lower profitability. He also urged the government to remove podiums on the way of importing raw materials and parts necessary for the processing industries. He was highly concerned about not materializing the import quota policy by the State Bank, the delay nearing the industry's respite.
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The objectives and ethical standards of trade bodies in Pakistan

Business needs connections and interaction with counterparts to generate synergy through the cross-discussion of various issues and techniques to scale up profitability. Such kinds of informal fora can be traced thousands of years back that fed the necessities of entrepreneurs. From old movies, we can imagine how the caravan of camels and sea logistics were made to barter with other countries.

Ancient Greeks shaped the modern business style in the sixth century, when money, markets, and entrepreneurial activities began coming together in the public markets. Centuries transgressed until the first ever trade body came into existence in 1599 in Marseille, France. Some people differ in that it was the 17th century.

This first-ever formal chamber's purpose was to give the business fraternity a platform to tackle the challenges. The shared interests gullied even the competitors, which is still going on. Far off the Marseille Chamber of France, on April 22, 1912, the first ever Chamber of United States arose on this globe to acquire the persuasive power to protect their voice. In the sub-continent, the Bengal Chamber of Commerce and Industry is the oldest NPO based in founded in 1853.

Lahore Chamber of Commerce & Industry was established in 1023. The clock tower centering the Octopus-shaped 12 markets of Faisalabad witnessed the formation of the third-largest Chamber of Commerce (FCCI) and Industry in 1975. The apex trade body in the Pakistan Federation of Pakistan Chambers of Commerce & Industry (FPCCI) was originally set up in 1949 by Mr. G. Allana.

Indian Chamber of Commerce is a trade association & advocacy group having its headquarters in Calcutta, India. It is one of the oldest trade associations, founded in the year 1925. Karachi Chambers of Commerce and Industry also has a long history of board Chairs dating from 1934. Gandhi laid its foundation stone in July 1934. The Karachi Timber Merchants Group is the oldest trade association in Pakistan. Founded in 1938, the Group also traces its history before the creation of Pakistan and before World War II.

The 80s was the decade of trade associations in Pakistan when many associations were registered by the Director Trade Organizations (DTO). The difference between chambers and associations is the chambers are local and general, whereas the associations are nationwide and product or activity specific. Mostly all trade bodies have Associate and Chamber classes, leaving PSMA,

PAMA, PAAPAM, APCMA, etc., which have only a corporate tier and are registered due to their GDP size. The All Pakistan Textile Mills Association was

Booming Automobile Sector

By Ghulam Murtaza

The creation of Pakistan had to experience great injustice by inheriting only 34 industries out of 921 in the subcontinent, which reflects how much manipulation was done. Cotton textiles, cigarettes, sugar, rice husking, cotton ginning, and flour milling industries were among the top to create just 26000 jobs and contributed around 7% to GDP. The automobile industry was not existing at that time. General Motors & Sales were the pioneers in selling the Vauxhall Cars, and Bedford trucks, followed by Ali Automobile rolled out Ford Trucks, which paved the path for Exide Battery to launch its production after four years in 1953. Haroon Industries launched Dodge Cars in 1956. Ali Automobiles aggressively grabbed the gap by introducing Ford Angela Cars, Ford Pickups, and Ford Combi from 1958-60.

The economy of Pakistan was taking off during the Ayub rule, which tempted Allwin Engineering to introduce precision auto parts in 1961 to lay the foundation for the aftermarket industry in Pakistan. After inspiring by the growth of four wheels, Wazir Ali Engineering jumped into the market to introduce Lamberate Scooter in 1962. In 1963 Kandawala Industries introduced Jeep CJ 5, 6, and 7. Hye Sons introduced Mack Trucks, and at the same time, General Tyres & Rubber started its production in Karachi. Agri equipment Rana Tractors pioneered to assemble of MF Tractors in 1964, and Vespa Scooter and Rickshaw were introduced by Raja Auto Cars. Jaffer

The Financial Daily International

Nov 17, 2022

PAAPAM, PEC launch second phase of Internships for fresh engineers

Pakistan Association of Automotive Parts and Accessories Manufacturers (PAAPAM), in collaboration with the Pakistan Engineering Council (PEC), in the second phase of its endeavor to lower unemployment and promote engineering entrepreneurship in the country, has issued internship letters to hundreds of fresh engineers from Sindh and Balochistan in a grand ceremony held here today. Both bodies of Pakistan have joined hands to launch this landmark national initiative on a regular basis. Addressing the event, Chairman PAAPAM, Munir K Bana, a veteran auto parts maker, stated that this initiative would greatly help eliminate unemployment in the country. The nation has been suffering from the heavy brain drain of trained technicians, and this initiative may go a long way in breaking this flow, he added. The Chairman PAAPAM stated that the auto parts industry was the mother of all engineering activities in the country, and they were committed to fulfilling our social responsibility by offering training to engineers in the right environment. He emphasized that fresh engineers should understand that there is no shortcut in life and that success can only be achieved through stints of hard work and performance. He thanked PEC for their support and collaboration and proposed that this good work should be spread to other fields of training at a national level.

The Vice Chairman of PEC Punjab and Ex-Vice Chancellor of Punjab University, Prof. Dr. Niaz Ahmed Akhtar, emphasized that budding engineers must go the extra mile to flourish in their careers. He reminded fresh engineering graduates that engineers were the nation's builders and had to play their due roles. Discipline and self-regulation are the keys to unlocking future avenues of success. He greatly admired the contribution of PAAPAM to this noble and national cause. The Vice-Chairman PEC, Sindh Engineer Mukhtar Imtiaz Shiekh, Vice-Chairman PCEC, Balochistan, Eng. Nasir Majid, Secretary General PAAPAM, Ghulam Murtaza, and Dr. Zahoor Sarwar also spoke on the occasion of a large audience; engineers, industrialists, and academia. In his concluding remarks, Member Executive Committee (PAAPAM) Zain Shariq said that the trainees should not endeavor to satisfy their employers but to delight them, which was the royal road to success. He thanked the guests

Executive Committee (PAAPAM) Zain Shariq said that the trainees should not endeavor to satisfy their employers but to delight them, which was the royal road to success. He thanked the guests

that this convergence of PAAPAM & PEC would continue in the years ahead.

Participants and analysts projected this initiative as a positive move in the right direction. They were of the view this effort would greatly impact the economy and definitely curb the brain drain from the country. If the graduates are gainfully engaged locally, they would prefer to become assets for the country rather than depart for greener pastures in faraway lands. A large number of academicians, industrialists, and notables of the society gathered on occasion to witness this landmark event.

By Ghulam Murtaza(GM)　　Monthly Automark International

Gwadar- Pandiculates again

GDA participated in the largest Auto Show and met the top figures of the Pakistan Association of Automotive Parts and Accessories Manufactures (PAAPAM). He also met the builders & developers to address their issues

Sometimes strength becomes a weakness. This is what has been occurring with the significant geostrategic Gwadar since 1962, when the first time it drew attention.

Since then, it has caught many variabilities. The most bustling activity was seen in 2003/4 during the Musharraf rule when the seaport was handed over to the contentious Singapore port authority under some contractual obligations which never fulfilled.

Many people invested there, and that reflected Gwadar had taken off. But this stimulation remained short-living, cooling down the impetus due to many local, international, and flawed management. Later, this inertia became more condensed, leaving all in the lurch. Management principles reveal that performance is a sum of motivation x job-relevant knowledge x resources.

Unfortunately, we lacked in all three. Eventually, Gwadar hibernated until CPEC dawned in the twilight of PPP rule. In 2017, Gwadar again got extraverted and hectic activities glimpsed, swelling hope to the general public. The former DG Gwadar, ShahzebKakar, literally tried to shift the paradigm by dusting the face of Gwadar before he gave the torch to his predecessor. Covid19 wrapped up the entire world and Gwadar too.

However, there were inherited issues too, which convulsed Gwadar's confidence and trust of the public, which was still the green pasture for the real estate brokers and semi-skilled builders or, in some cases, the raw, but not in toto. DG, GDA ,ShazebKakar went with Jamal Kamal, and the new Chief Minister harnessed the new Chief Executive of the Gwadar Development Authority. Mujeeb Rehman Qambrani won the trust of the new provincial chief for the focal terminal of CPEC, Gwadar-for which a superpower got into 15 pieces. It's the supreme exemplar of its significance.

It's a heartening matter that Qambrani is a dynamic and responsive person and has left good prints during his short visit to the upcountry. The five-member delegation spearheaded by the DG successfully gave the message to the business community that Gwadar had a lot of potential for manufacturing and trade. To give the synergistic effect to his effort, GDA participated in the largest Auto Show and met the top figures of the Pakistan Association of Automotive Parts and Accessories Manufactures (PAAPAM). He also met the builders & developers to address their issues. He also spoke to the Lahore Chamber of Commerce and Industry's stalwarts and invited them to invest in this national mega project which has everything to change the game.

As a CEPC and Gwadr analyst, I met with him and his five members team, which was quite heartening that podiums are being removed rapidly. Our largest national airport will be in operation from September 2022 to connect the mega port with the big cities of Pakistan and the world. The seaport is getting ready to anchor the motherships up to 70000 MT.

MoU of 100 MW of electricity has been signed, and Iran-dependent Gwadar is now being linked to the national grid. The 300 MW cool plant will further the capacity. Two dams and deciliation plants are enough to meet the city's needs. Gwadar, till now, remained the attraction only for real estate investors. But now the paradigm is under shift to new horizons of trade & commerce, industry, logistics, maritime, and frolics activities. Taking care of the health care activities, 150 beds state of the art Indus hospital accommodates the patients free of cost. It will not be fair if I don't discuss the Gwadar master Plan, a collective town planning wisdom of China and Pakistan. The Central Business District per se is world meeting every standard of its nature, spread over 2500 acres.

For business and industrial activities, Gwadar has a special tax holiday Economic Zone to remove the hierarchy and introduce the flat-management system to scramble up the decision making; all is set to declare it an administrative zone by opening a single window for the investors. One of the pending challenges was the rehabilitation of the old city under the feet of the hammer adjacent to the seaport, which is going to open up new venues. I believe another initiative International Sea Food Chain in Gwadar West Bay's kaleidoscopic waters, would be a major tourist attraction.

Gwadar's mesmerizing beaches surpass the beaches of Hawaii, Maldives, Florida, British Virgin Islands, Cathedrals, Spain, etc. The spiral Coastal Highway, the sacred place of the Hindu community, the Nani's Mundra KundMalir's captivating murmuring and mirroring shores, and palliative environment detach you from the world for sometimes. You can't proceed unless you have a short stay in the embrace of nature for a short-while. The Princess of Hope is always ready to remind to be be optimistic. The Rocky Mountains echo the soaring enthusiasm of the local Baloch.

Although financial, local, international, and capacity-building problems are there, but doable. If the new young and dynamic administration could plug the holes, like disputes of lands, development, ease of doing things, and security- Gwadar is bound to happen. It's our national project and hope under the dwindling economy.

The author is a freelance writer and CPEC analyst.

The Nation

Monday, April 17, 2023 | Quetta The Nation

Auto parts vendors ask finance minister to relax imports to save industries from total collapse

AGENCIES
KARACHI

The Pakistan Association of Automotive Parts and Accessories Manufacturers (PAAPAM) has sent an SOS to Federal Finance Minister Ishaq Dar, appealing to him for removal of imports of auto/auto parts industries from the 'non-essential items' list, as the auto parts manufacturers save valuable foreign exchange to the tune of $1.5 billion per annum through import substitution and contribute over 5 percent of the country's tax revenues.

PAAPAM Chairman Munir Bana informed the minister that its members, the auto parts manufacturers, provide direct and indirect employments to over 3 million Pakistani workers, technicians, engineers and management professionals, who face layoffs as the entire sector is on the verge of closure. PAAPAM requested that all banks may kindly be directed to open all LCs for imports by genuine manufacturers, as the entire industry is currently faced with permanent closure, amidst rising inflation, devaluation of our currency and record high markup rate, making it impossible to maintain operations.

In the above letter, PAAPAM chairman observed, "Unless immediate counter measures are taken to save the "mother of all industries", a massive tragedy would unfold, as the entire auto parts industry would shut down permanently, leading to losses of millions of jobs, rollback of localisation and repatriation of foreign investments by all the automotive assemblers."

"The auto industry needs support from the government and the State Bank of Pakistan through easing of restrictions on imports of CKD kits by assemblers as well as raw materials by parts makers. This would help recovery of volumes to a certain extent and assist the industry in sustaining its operations at a breakeven level," he added.

Automobile industry needs approximately $125 million per month to survive through breakeven capacity utilisation

Munir Bana argued that the entire automobile industry needs approximately $125 million per month to survive through breakeven capacity utilisation. He said that PAAPAM is the representative of 350 Tier-I and 1,200 Tier-II auto parts manufacturers located all over Pakistan. He emphasised that Pakistan is not just an automobile assembling country, as our members are manufacturers and suppliers of thousands of locally produced auto parts and components worth over Rs150 billion per year to all the foreign assemblers of passenger cars, light commercial vehicles, motorcycles, tractors, trucks and buses in Pakistan. "Our members produce components as per global quality standards, tested and approved on Japanese, Korean and Chinese specifications," he maintained.

"Despite our humble contributions to job creation, GDP growth and domestic value addition, our industry is currently facing a life and death situation," he said. Due to State Bank policies, Commercial Banks are not willing to open LCs for imports of our members' raw materials and CKD components of automobile assemblers. The PAAPAM letter further stated that this situation has been persisting since May 2022 and has resulted in drastic reduction in production of all types of vehicles by over 70 percent. As a consequence, there has been a severe financial impact on the auto industry, particularly the SME auto parts manufacturers. We have, therefore, been forced to downsize our operations and lay off our trained workforce. The automotive assemblers and most parts makers are JVs with global companies with strong financial and technical resources. At the end of the letter, PAAPAM also requested an opportunity for a short meeting with the finance minister to enable them to brief him on the auto industry's current trauma.

INTERNATIONAL THE NEWS

April 16, 2023

DOWNSIZING OPERATIONS

PAAPAM urges govt to ease auto industry imports

By our correspondent

KARACHI: Pakistan Association of Automotive Parts and Accessories Manufacturers (PAAPAM) has sent an SOS to Federal Finance Minister Ishaq Dar, seeking removal of import restrictions placed on auto/auto parts.

The association asked Dar to remove the imports from the list of 'non-essential items', as the auto parts manufacturers save valuable foreign exchange to the tune of $1.5 billion per annum through import substitution and contribute over 5 percent of the country's tax revenues.

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Despite the industry's contributions in job creation, GDP growth and domestic value-addition, it is currently facing a life-and-death situation.

The PAAPAM letter further stated that this situation has been persisting since May 2022 and has resulted in a drastic reduction in the production of all types of vehicles by over 70 percent.

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"We have, therefore, been forced to downsize our operations and lay off our trained workforce," said the letter.

THE NEWS

BUSINESS NEWS

Sunday
April 16, 2023

Lahore Edition

Inflation

A man walks past food price signs on the street in Buenos Aires. Argentina suffers from one of the highest inflation rates in the world. According to official data, poverty reaches 39.2 percent of the population. During March 2023, inflation reached 7.7 percent and 104.3 in the last twelve months. —AFP

■ 275/280 LEVELS

Rupee set to strengthen on hopes of IMF revival

■ NEAR AGREEMENT

Talks with Russia over crude oil import conclude with progress on payment mode

■ FINANCIAL TURMOIL

Yellen says US banks likely to pull back credit

■ DOWNSIZING OPERATIONS

PAAPAM urges govt to ease auto industry imports

■ WEEK AHEAD

Stocks to keep eyes peeled at IMF

The Landscape of the Auto Industry in Pakistan

Ghulam Murtaza
(GM)

1972, socialism deeply influenced PPP Government to wrap up the entire industry under nationalization. The entire auto industry was reshaped and renamed. Japan acquired 40% shares of Pak Suzuki Motor Co. In 1972, Pakistan Automobile Corporation (PACO) was formed; after Sindh Engineering was renamed Wazir Ali Engineering, Ali Autos was renamed as Awami Autos, Republic Motors was renamed Haroon Industries, Gandhara Motors was renamed National Motors, Hye Sons was renamed Mack Trucks, Kandawala Industries renamed by Naya Daur Motors, Jaffer Industries changed as Trailer Development Corporation, Rana Tractor renamed by Millat Tractor. SPEL started producing plastic parts in 1978. In 1980 Awami motors assembled the famous Suzuki Pick-Ups and Sindh Engineering Mazda Trucks. Production of Agri auto parts also started in Pakistan in the year 1981 by the Agriauto Industries. Auto Industry accepted the huge positive change by the production of Suzuki cars in 1982. Vendor Development & Technical Cell (VDTC) was formed in 1983; Al-Ghazi Tractor introduced Fiat Tractors in the same year. The 1st Generation Suzuki Potohar was introduced in 1985 and got very popular in government circles. In 1986 Pakistan Association of Auto Parts and Accessories Manufactures (PAAPAM) came into existence which organized the vender sector in Pakistan and impacted mightily this sector. In 1986, another new company was formed, i.e, Hinopak Motors limited by the joint venture of PACO, AL-Futtaim, Hino Motors & TTC. In 1987 Gandhara Nissan started the production of Nissan Diesel Trucks.

The 1993 is another landmark of the Auto Industry when Indus Motor started the production of the Toyota Corolla and introduced the market to new horizons, followed by Honda Atlas manufactured Honda Civic. The auto and parts industry attained another milestone when PAAPAM organized the first Pakistan Auto Show in the Marriot Islamabad in 1995, setting the automotive industry in Pakistan on the fast track. During the Musharraf rule, banks got very extroverted and filled the roads with glazing brands. At the start of the Millennium, dual fuel options were introduced to run both on petrol and CNG to enhance the affordability for a commoner. Although that proved to be a later intuitive and swam stupidity. However, it generated a thrill for the time being and left a long-term negative effect. Many small assemblers and importers of motorcycles surfaced to present replicas of the ever-popular Honda 70 from 2001-2007. To safeguard their business interests, the Pakistan Automobile Manufacturers Association (PAMA) came into existence in 2007. During this period, Afzal Motors got a license from Daewoo and assembled locally. From 2007 to 2009, the auto sector experienced a bearish trend due to high-interest rates and Yen's appreciation against the PKR. But this recession proved to be short living, and the industry bounced back mightily; auto sales rebounded. The auto industry filled the market demand with the app. US$88 million during this decade.

The Auto Policy 2016-21 fascinated new producers in the market traditionally dominated by Honda, Toyota, and Suzuki. The fully documented auto industry stood as the second-largest indirect taxpayer, followed by the petroleum industry in Pakistan. During this period, Toyota started the local assembly of its sedan Corolla. United Motors made the first local car. Ghandhara Nissan began producing Isuzu d-max in Pakistan. Pakistan Rose by 171% between just 2014 and 2018. That accounted for app. 3% of Pakistan's GDP and employs a workforce of over 4 million people as of 2018; Pakistan is the 35th largest producer of automobiles. Its contribution to the national exchequer is nearly 50 billion (US$220 million). Pakistan's auto market is among the smallest but fastest-growing in this continent. Two hundred sixty-nine thousand seven hundred ninety-two cars were sold in the year 2018 but declined to 186,716 in 2019 due to Covid19. Currently, the auto market is mostly dominated by Honda, Toyota, Kia, Changan, and Suzuki. New Auto Policy (2021 to 2026) which offered tax incentives to new automakers to establish manufacturing plants in the country. In response, Renault, Nissan, Proton Holdings, Kia, SsangYong, Volkswagen, FAW, and Hyundai have expressed interest in entering the Pakistani market. MG JW Automobile Pakistan has signed a memorandum of understanding (MoU) with Morris Garages (MG) Motor UK Limited, owned by SAIC Motor, to bring electric vehicles to Pakistan. NLC signed an agreement with Mercedes Benz for the manufacturing of Mercedes Actros trucks in Pakistan. On July 8, 2022, Jolta Electric launched the production of electric motorcycles.

Despite oddities, Pakistan has almost attained 95% localization for tractors and motorcycles, 50 % for cars, and 20-25% for trucks and buses. Some seasoned repeated car models have even more than 50% localization. Unfortunately, the economy of scale demands one million productions of cars for more localization, whereas we are resolving around 200k per annum.

The critical phase for the auto and part sector started in July 2022 when the Government restricted the import of CKDs and parts abruptly under the looming shadows of default. As usual, the government did not bother to take stakeholders on board, leaving this industry in the lurch. After that Government introduced an import quota regime on the basis of 50% import performance which met the industry's satisficing needs. In the second move, the State Bank of Pakistan (SBP) hung the drum around the neck of commercial banks to bring the entire sector of the economy to a grinding halt. Tractors, cars, and Chinese motorcycle producers are the top affectees of this ongoing crisis. Food security is perfectly co-related with the tractor industry which is also tumbling. I feel at this point the Original Equipment Manufacturers (OEMs) would have repented for not transferring the technology to maximize the indigenization which could have kept them unaffecting during the rainy days. Only national purchasing power can scale up the auto market to more than a million automobiles in Pakistan which can only be attained through export and localization. We need to evolve this mindset as early as possible. Now production has been grounded and many OEMs either have closed or are in a propelling situation of closure. The markup rate was another bomb that had a great brunt on the whole industry.

The way forward lies with exports and localization, which can be categorized into the short-term and long-term. As a trade-off action, the government should restore the quota regime immediately. At least machinery, equipment for measurement, metrology, calibration equipment, designing equipment, CAD, CAM, and CAE software, Molds, dies and fixtures, 3-D Printing, etc., should be duty-free.

The rationalization of duties on the import of parts and raw materials needs immediate review. Government should have a dialogue with OEMs to bring technology to Pakistan and export products to a certain incremental portion of the production. We stand nowhere on the global index of efficiency. The cluster-based training initiative can reduce the gap. Safety testing equipment and laboratories do not exist in Pakistan and how export can be possible without them? This issue could also be addressed through clustering and government support.

Exports of auto parts have never been encouraging if we compare ourselves with the other countries in the region. It's bad news and the silver lining at the same time on the account that a lot of export potential is still virgin. Only auto parts have about 200 billion's potential for exports, regarding automobiles export. Millat Tractors Ltd (MTL) had started good export inroads but the economic uncertainties thwart its effort. We will have to see the issues hampering our exports like irrational duties, technology transfer by our OEMs, low markup, rebates, and capacity building to meet the modern challenges. Localization and enhancement of export baskets are open secrets to synergies in this sector. If your direction is right, you have a future, no matter at what speed you are crawling. Despite all oddities, the future of auto and related industries look glazing in Pakistan, although under speed and experiencing speed breakers. The auto sector, which is currently contributing just 3% to GDP, has much more potential to single-handedly shift the economic paradigm if supported. The current auto policy from 2021-26 has a lot to allure foreign investors. Pakistan has 8-10 cars per 1000 people. This is the lowest ratio among emerging economies. An approximated fluxing of millions of youths in mainstream economic activities will cause drastic market demands. The local market of 230 million has great depth. The current car production in Pakistan is just 227000 plus 45000 other vehicles per annum against the 70 million population Thailand produces 1.2 million and a total of four wheels 2 million.

Ghulam Murtaza (GM) is a freelance writer connected to the automobile and parts industry.

PAAPAM

THE NATION

Wednesday, August 30, 2023

PAAPAM inks MoU with Canada-Pak Business Council

IMRAN ALI KUNDI
ISLAMABAD

The Pakistan Association of Auto Parts & Accessories Manufacturers (PAAPAM) and the Canada-Pakistan Business Council (CPBC) have signed an MoU to enhance and develop business and investment relations between Pakistan and Canada.

Pakistan's auto part industry is seeking globalization and partnerships across the world, including Canada and North America. President of CPBC, Samir Dossal, and Chairman of PAAPAM, Munir Bana, signed the document. Athar Khan, Trade Commissioner at Canadian Trade Service, and Ghulam Ali Shah Pasha, a board member of Pakistan Trade Development Authority (TDAP), also witnessed this occasion along with the PAAPAM managing committee and stalwarts. Referring to the need for strong bilateral cooperation between the Canadian and Pakistani SME sectors, especially in engineering goods and services, Dossal underscored the opportunities that could be leveraged for trade flow in both directions, including joint ventures and acquisitions.

Bana appreciated the proactive approach of CPBC and expressed the MoU would open many new avenues of bilateral trade and collaboration between the two countries. He furthered that PAAPAM members had demonstrated to provide international quality standards with the automotive sector, and they could easily leverage those competencies to ramp up the global marketplace. Senior executives of PAAPAM also shared their views on moving forward and recognized this as an appropriate time to embark on such initiatives. A working committee was established to articulate a modus operandi, including joint ventures, strategic alliances, and technology transfers. A positive energy was seen on both sides to develop ways companies could reduce the risk of entering bilateral business relationships between Pakistan and Brampton/Canadian markets. Both sides agreed to advocate their governments on policies hindering business linkages between Pakistan and Canadian companies.

The PAAPAM chairman observed that the automobile industry has always been the backbone of any economy and that is why it is often called the mother of all industries. The automobile industry is unique as it encompasses practically all available engineering technologies. Pakistan Association of Automotive Parts & Accessories Manufacturers was formed in 1988 to represent the industry and to provide technical & management support to its members. It is now over two decades old and, over the years, this association has attained a certain level of maturity by becoming an indispensable and extremely effective link between the policy-making echelons in the government and the auto parts manufacturing industry.

THE EXPRESS TRIBUNE

TODAY'S PAPER | AUGUST 30, 2023 | ADVERTISE

PAAPAM, CPBC sign MoU to boost ties

Aim to fortify connections between Pakistan and Canada

OUR CORRESPONDENT
LAHORE

In a significant stride towards fostering international business relations, the Pakistan Association of Auto Parts & Accessories Manufacturers (PAAPAM) and the Canada-Pakistan Business Council (CPBC) joined forces through a memorandum of understanding (MoU). The signing ceremony, held at PAAPAM's office, marked a pivotal moment for Pakistan's auto part industry seeking globalisation and partnerships.

The MoU aims to fortify business and investment connections between Pakistan and Canada. The event witnessed the signing by Samir Dossal, President of CPBC, and Munir Bana, Chairman of PAAPAM. Athar Khan, Trade Commissioner at Canadian Trade Service, and Ghulam Ali Shah Pasha, a board member of Pakistan Trade Development Authority (TDAP), were also present, along with the PAAPAM managing committee.

Highlighting the potential of bilateral cooperation, especially in engineering goods and services, Dossal emphasised the opportunities for trade, joint ventures, and acquisitions. Bana lauded CPBC's proactive approach and anticipated that the MoU would create new avenues for bilateral trade and collaboration. He noted PAAPAM's commitment to international quality standards within the automotive sector, asserting its ability to thrive in the global market.

The ceremony also marked the establishment of a working committee to devise strategies such as joint ventures, strategic alliances, and technology transfers.

Islamabad POST
Wednesday, August 30, 2023

MoU between PAAPAM and CPBC singed

DNA

ISLAMABAD: An impressive signing ceremony of the MoU between The Pakistan Association of Auto Parts & Accessories Manufacturers (PAAPAM) and the Canada-Pakistan Business Council (CPBC) was witnessed here at PAAPAM office today. The MoU was aimed to enhance and develop business and investment relations between the two countries. Pakistan's auto part industry is seeking globalization and partnerships, including Canada and North America. The President of CPBC, Samir Dossal, and the Chairman of PAAPAM, Munir Bana, were the signatories to the document.

Athar Khan, Trade Commissioner at Canadian Trade Service, and Ghulam Ali Shah Pasha, a board member of Pakistan Trade Development Authority (TDAP), also witnessed this jubilant occasion along with the PAAPAM managing committee and stalwarts. Referring to the need for strong bilateral cooperation between the Canadian and Pakistani SME sectors, especially in engineering goods and services, Dossal underscored the opportunities that could be leveraged for trade flow in both directions, including joint ventures and acquisitions.

Bana appreciated the proactive approach of CPBC and expressed the MOU would open many new avenues of bilateral trade.

Daily Parliament Times Aug. 30, 2023

PAAPAM Inks MoU with Canada-Pak Business Council to enhance trade tie

Staff Reporter

ISLAMABAD: An impressive signing ceremony of the MoU between The Pakistan Association of Auto Parts & Accessories Manufacturers (PAAPAM) and the Canada-Pakistan Business Council (CPBC) was witnessed here at PAAPAM office today.

The MoU was aimed to enhance and develop business and investment relations between the two countries. Pakistan's auto part industry is seeking globalization and partnerships, including Canada and North America. The President of CPBC, Samir Dossal, and the Chairman of PAAPAM, Munir Bana, were the signatories to the document. Athar Khan, Trade Commissioner at Canadian Trade Service, and Ghulam Ali Shah Pasha, a board member of Pakistan Trade Development Authority (TDAP), also witnessed this jubilant occasion along with the PAAPAM managing committee and stalwarts.

Referring to the need for strong bilateral cooperation between the Canadian and Pakistani SME sectors, especially in engineering goods and services, Dossal underscored the opportunities that could be leveraged for trade flow in both directions, including joint ventures and acquisitions. Bana appreciated the proactive approach of CPBC and expressed the MOU would open many new avenues of bilateral trade and collaboration between the two countries. He furthered that PAAPAM members had demonstrated to provide international quality standards with the automotive sector, and they could easily leverage those competencies to ramp up the global marketplace. Senior executives of PAAPAM also shared their views on moving forward and recognized this as an appropriate time to embark on such initiatives.

OPEN MARKET STOCK RATES ON 29/08/2023

COUNTRY	US DOLLAR	JAPAN YEN	SAUDI RAYAL	UK POUND	EURO
BUYING	320	2.23	84.4	401	340.5
SELLING	323	2.31	85.3	405	343.5

PRECIOUS METALS PRICES IN PAKISTANI RUPEE

METAL	GOLD 24K	PALLADIUM	PLATINUM	SILVER
10 G	200,189	122,301	94,674	2,371
1 TOLA	233,500	142,501	110,311	2,763

Quick Read

Farmers advised to cultivate sugarcane in September

FAISALABAD (APP): The agriculture experts have advised farmers to use the latest technologies and cultivate sugarcane crops in September for getting a bumper yield. A spokesman for the Agriculture (Extension) Department said here on Tuesday that approved varieties had most resistance against various diseases besides giving high quality yield. Therefore, growers should cultivate hybrid approved varieties of sugarcane preferably to get the maximum production. He said that the Agriculture Department had approved various sugarcane varieties, including CPF-243, CPF-246, CPF-247, SHF-240, HSF-242, CP-77-400, CP-72-2086, CP-433-33, CPF-237, SPF-245, SPF-234, SPF-213 and SPSG-26, for September cultivation. These varieties became ready for harvest early and gave more yield than the varieties cultivated in November or October. He advised farmers to select healthy seed of sugarcane for September cultivation as high yield mostly depended upon the selection of healthy and disease-free seed. The hybrid approved varieties could give 60,000 to 80,000 kilograms per acre yield, he added.

Rupee extends losses against dollar

ISLAMABAD (APP): Exchange rate of Pakistani rupee weakened by Rs 1.06 against the United States dollar in the interbank trading on Tuesday and closed at Rs 303.05 against the previous day's closing of Rs 301.99. However, according to the Forex Association of Pakistan (FAP), the buying and selling rates of the dollar in the open market stood at Rs 319.5 and Rs 322.5 respectively. The price of the Euro increased by Rs 1.41 to close at Rs 327.56 against the last day's closing of Rs 326.15, according to the State Bank of Pakistan (SBP). The Japanese Yen remained unchanged and stood at Rs 2.06, whereas an increase of Rs 2.43 was witnessed in the exchange rate of the British Pound, which traded at Rs 382.10 as compared to the last closing of Rs 379.67. The exchange rates of the Emirates Dirham and the Saudi Riyal increased by 29 paisas each to close at Rs 82.51 and Rs 80.78 respectively.

Gold rate increases by Rs500 per tola

ISLAMABAD (APP): The per tola price of 24 karat gold increased by Rs500 on Tuesday and was sold at Rs233,500 as compared to its sale at Rs233, 000 the previous day. The price of 10 grams of 24 karat gold also increased by Rs429 to Rs200,189 from Rs199,760 whereas the rate of 10 gram 22 karat went up to Rs183,506 from Rs183,113, the All Sindh Sarafa Jewelers Association reported. The price per tola silver and that of ten-gram silver remained unchanged to close at RS 2,850 and Rs 2,443.41 respectively. The price of gold in the international market, however, increased by $2 to $1,917 from $1,915, the Association reported.

Discos withdrew up to 41pc less power from national grid in last quarter of FY2022-23

FAWAD YOUSAFZAI
ISLAMABAD

Showing worst performance, the power distribution companies (Discos) have withdrawn up to 41 percent less electricity from the national grid during the last quarter of previous fiscal year, which has burdened the consumers with Rs122 billion capacity payments and also pushed them into forced loadshedding of up to 12 hours during the summer season.

According the data available with The Nation, during the last quarter of FY2022-23 (from April to June), electricity companies took up 41 percent less electricity than their fixed quota. The quota of electricity companies was set at 37345 million units, while the companies took 32661 million units which is 13 percent less electricity than the quota allotted to these Discos. In April, 8970 million units of electricity were taken against the quota of 10274 million units. In May, against the total allocated units of 12957 million, the Discos have withdrew 11129 million units. The documents further reveal that electricity companies took 12562 million units of electricity in June against the quota of 14414 million units.

Tribal Electric Supply Company was the worst in terms of electricity drawl and used 41 percent less electricity than its allotted quota. TESCO against the allocated quota of 598 million units utilized 353 million units. Hyderabad Electric Supply Company (Hesco) used 19 percent less electricity and drawl 1553 million units against the quota of 1906 million units. Peshawar Electric Supply Company (Pesco) was the third in term of utilization and drawl 16 percent less electricity than its quota. The quota of Pesco was 4698 million units and had taken 3925 million units.

> Worst performance of Discos burdened consumers with Rs122b capacity payments and also pushed them into forced loadshedding of up to 12 hours

Sukkur Electric Power Company took 15 percent less electricity than its quota of 1484 million units, followed by Gujranwala Electric Power Company (Gepco) which had used 14 percent less electricity than its allocated quota of 3734 million units. Similarly, Quetta Electric Supply Company (Qesco) took 13 percent less electricity than its quota of 1960 million units.

According to the document, Faisalabad Electric Supply Company (Fesco) took 10 percent less than the quota of 5054 million units, Multan Electric Supply Company (Mepco) took 12 percent less electricity than its quota of 6725 million units. The less withdrawal by the Discos had resulted in hefty capacity payments of Rs 122 billion during the last quarter of 2022-23 and will burden the consumers with additional up to Rs 5 per units in their bills.

An official source told the scribe that the government needs to thoroughly investigate the less drawl during the summer months, which had benefitted the IPPs but severely affected the consumers both financially and physically. Despite the availability of sufficient electricity in the national grid most of the Discos had resorted to forced loadshedding of up to 12 hours during the three summer months, the source said.

CHINA: This photo taken on Tuesday shows a freight train loaded with auto parts, home appliances and textile products pulling out of the Xiahuayuan railway cargo terminal in Zhangjiakou, north China's Hebei province. The train will reach Tashkent of Uzbekistan in about 15 days via the land port of Horgos in northwest China's Xinjiang Uygur Autonomous Region.—XINHUA

PAAPAM inks MoU with Canada-Pak Business Council

IMRAN ALI KUNDI
ISLAMABAD

The Pakistan Association of Auto Parts & Accessories Manufacturers (PAAPAM) and the Canada-Pakistan Business Council (CPBC) have signed an MoU to enhance and develop business and investment relations between Pakistan and Canada.

Pakistan's auto part industry is seeking globalization and partnerships across the world, including Canada and North America. President of CPBC, Samir Dossal, and Chairman of PAAPAM, Munir Bana, signed the document. Athar Khan, Trade Commissioner at Canadian Trade Service, and Ghulam Ali Shah Pasha, a board member of Pakistan Trade Development Authority (TDAP), also witnessed this occasion along with the PAAPAM managing committee and stalwarts. Referring to the need for strong bilateral cooperation between the Canadian and Pakistani SME sectors, especially in engineering goods and services, Dossal underscored the opportunities that could be leveraged for trade flow in both directions, including joint ventures and acquisitions.

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The PAAPAM chairman observed that the automobile industry has always been the backbone of any economy and that is why it is often called the mother of all industries. The automobile industry is unique as it encompasses practically all available engineering technologies. Pakistan Association of Automotive Parts & Accessories Manufacturers was formed in 1988 to represent the industry and to provide technical & management support to its members. It is now over two decades old and, over the years, this association has attained a certain level of maturity by becoming an indispensable and extremely effective link between the policy-making echelons in the government and the auto parts manufacturing industry.

National Master Plan for Flood Telemetry launched

FAWAD YOUSAFZAI
ISLAMABAD

The caretaker federal government has launched National Master Plan for Flood Telemetry for installation of 707 Flood Telemetric Stations across Pakistan.

Federal Minister for Water Resources Ahmed Irfan Aslam has formally launched the National Master Plan for Flood Telemetry. A stakeholders' event regarding launch of National Master Plan for Flood Telemetry was held here Tuesday. The event was jointly organized by the Federal Flood Commission (FFC) and WAPDA with support from Ministry of Water Resources and the Asian Development Bank (ADB). The event was attended by Caretaker Federal Minister for Water Resources, Ahmed Irfan Aslam, Federal Secretary, Syed Ali Murtaza, Chairman, FFC, Ahmad Kamal, Country Director, ADB, Yong Ye, along with other senior officers from WAPDA and Ministry of Water Resources.

The National Master Plan includes installation of 707 Flood Telemetric Stations, of which 457 Telemetric Stations have been planned under Phase-I for execution in the four provinces, Gilgit Baltistan and AJK. As per the plan, 151 Flood Telemetric Stations will be installed in Punjab, 46 in Sindh,

> 707 Flood Telemetric Stations to be installed across Pakistan

136 in Khyber Pakhtunkhwa, 207 in Balochistan, 84 in Gilgit Baltistan and 83 in Azad Jammu & Kashmir.

While addressing the event, the caretaker federal minister said that inductance of innovative telemetric equipment would ensure real-time hydro-meteorological measurements/flood discharges, required for precise flood forecasting & issuance of flood warning. Besides, this regular supply of real-time flow data also supports IRSA towards its mandatory functions.

The caretaker federal minister stated that by putting the Flood Telemetric Plan into action, PMD, FFC, WAPDA and other stakeholders will have access to an accurate, real-time estimate of the flood flows so that flood predictions are made more precisely and accurate flood warnings can be issued.

The minister thanked ADB for their technical and financial support towards formulation of the National Master Plan on Flood Telemetry as well as updated NFPP-IV in consultation with all concerned Ministries/Departments both at federal and provincial, in particular FFC, Ministry of Water Resources. Thereafter, finalized copies of the Flood Telemetry Plan document were exchanged between the Federal Minister and Country Director ADB, Yong Ye.

Shares index loses 192 points

APP
ISLAMABAD

The 100-index of the Pakistan Stock Exchange (PSX) witnessed bearish trend on Tuesday and shed 708.19, showing negative change of 1.49 percent, closing at 46,770.42 points against 47,478.61 points the previous trading day. A total of 217,852,268 shares were traded during the day as compared to 184,138,134 shares, whereas the trading value of shares was recorded at Rs 8.280 billion against Rs 6.465 billion on the last trading day.

As many as 328 companies transacted their shares in the stock market; 62 of them recorded gains and 244 sustained losses, whereas the share price of 22 companies remained unchanged. The three top-trading companies were WorldCall Telecom with

27,409,040 shares at Rs 1.20 per share; K-Electric Ltd with 14,731,834 shares at Rs 2.00 per share and Dewan Motors with 9,549,974 shares at Rs 16.32 per share. Sanofi-Aventis witnessed a maximum increase of Rs 48.00 per share price, closing at Rs 759.00, whereas the runner-up was Al-Abbas Sugar with Rs 17.99 rise in its per share price to Rs 517.99. Rafhan Maize XD witnessed a maximum decrease of Rs 45.00 per share closing at Rs 8255.00; followed by Systems Limited with Rs 34.44 decline to close at Rs 430.89.

THE EXPRESS
TRIBUNE

Parts makers agree on barter trade

Will exploit immense scope of manufacturing, supplying auto parts

OUR CORRESPONDENT
LAHORE

Pakistan Association of Automotive Parts and Accessories Manufacturers (Paapam) and the Iranian Auto Parts Manufacturers Association (IAPMA) have announced plans to exchange technologies and barter parts and raw material.

This way both bodies will be able to exploit the immense scope of manufacturing and supplying auto parts and accessories between the two countries.

A delegation of Pakistan's auto parts makers visited Iran at the invitation of the Iranian government to attend an exhibition in Tehran. They met high-ups of Iranian chambers and IAPMA to pave the way for exploring trade avenues.

Iranian officials and entrepreneurs reciprocated the cooperation between the two countries bound by religion, neighbourhood, culture and friendship.

Pakistan's embassy and its commercial section remained active during the seven-day long hectic trip. After affirming a barter trade agreement, positivity prevailed on both sides.

Referring to the capabilities and long history of relationship, Iran Chamber Deputy Head of International Affairs Nilofar Esadi said both countries could fill gaps in the auto industry by cooperating in the field.

In pursuance of a memorandum of understanding signed between the Iran Chamber and the Federation of Pakistan Chambers of Commerce and Industry for establishing the Iran-Pakistan Joint Business Council, Esadi emphasised "we plans to cooperate closely to develop trade with Pakistan".

Delegation head Muhammad Nasim and co-head Najamul Hassan Jawa said that Pakistan's auto parts sector was producing top-quality parts since they were following the world's best standards.

Daily Parliament Times Aug. 25, 2023

Pak-Iran parts manufacturers announce to exchange technologies, barter auto parts

Bureau Report

LAHORE:
The Pakistan Association of Automotive Parts and Accessories Manufacturers (PAAPAM) and the Iranian Auto Parts Manufacturers Association (IAPMA) have announced the plan to exchange technologies and barter the parts and raw materials, exploiting the immense scope for the manufacturing and supplying auto parts and accessories between Iran and Pakistan.

The delegation of auto parts makers visited Iran, under the banners of the Pakistan Association of Automotive Parts and Accessories Manufacturers and Pak Iran Business Council of FPCC, at the invitation of the Iranian government to attend the Auto Parts exhibition, held in Tehran, besides meeting high-ups of Iran Chambers and the Iranian Auto Parts Manufacturers Association (IAPMA) to pave the pathway of trade venues.The Iranian officials and entrepreneurs reciprocated their big cooperation between two great friends tied by religion, neighborhood, culture, and friendship. Pakistan embassy and its commercial section dedicatedly remained active during the seven days long hectic-trip of the leading parts producers. After affirming the barter trade agreement, positive energy is seen on both sides of the Pak-Iran border.

Referring to the great capabilities and long history of the relationship between Iran and Pakistan, Nilofar Esadi, the deputy head of the international affairs of the Iran Chamber, said the two countries could fill the gaps in the auto industry in their countries by cooperating in this field. Pursuing the memorandum of understanding signed between the presidents of the Iran Chamber and the Federation of Pakistan Chambers of Commerce for establishing the Iran-Pakistan Joint Business Council, she added that we planned to cooperate closely to develop trade with Pakistan.

Mr. Muhammad Nasim, Head of the Delegation, and Mr. Najam Ul Hassan Jawa, Co-head of the delegation, said the Pakistan auto parts sector was producing the top quality parts since they had to aftermarket the world's best Japanese standards. They had localized tractors and motorcycles, more than 95%, followed by cars, 60%. Nasim further stated that Pakistan was producing the cheapest tractor in the world. Pakistan is strategically located in an ideal position due to CPEC to connect the Iranian markets to the world. Pakistan was enjoying preferential or zero duty to all major markets, which could give respite to Iranian auto parts makers in the form of export excess to the world they were clipped due to sanctions.

The delegation expressed identical thoughts at the reception honored by the (IAPMA). The association's president greeted the board and said they had many common things to cooperate. Muhammad Nasim underlined the close interaction between the two auto-parts-producing countries to remove existing barriers and misperceptions. Najam Ul Hassan Jawa requested both governments to ease the modus operandi for making barter trade.

The delegation also visited the Pakistan embassy, and the HE Rahim Hayyat Qureshi, Ambassador to Iran, and Dr. Amir Husain, Commercial Counselor, briefed the delegations on how to work with the emerging Iranian market under the new regime. The delegation thanked the embassy for its exceptional support to them and for connecting the chain. The consensus for not letting appear the cracks between two great friends were evidently seen.

همکاری‌های ایران و پاکستان در تامین قطعات و لوازم جانبی خودرو

۲۷ مرداد ۱۴۰۲ - ۲۲:۴۲ ۸۵۲۴۷۵۴

نظر دادن اشتراک گذاری دانلود PDF

در نشست همکاری‌های ساخت و تامین قطعات و لوازم جانبی خودرو ایران و پاکستان، دو طرف بر لزوم افزایش همکاری‌های دو کشور در صنعت خودرو و پیگیری جدی‌تر آن تاکید کردند.

نشست همکاری‌های ساخت و تامین قطعات و لوازم جانبی خودرو ایران و پاکستان، با حضور هیات تجاری انجمن سازندگان قطعات و لوازم جانبی خودرو پاکستان در اتاق ایران برگزار شد.

سرپرست معاونت بین‌الملل اتاق ایران با اشاره به توانمندی‌ها و سابقه زیاد ایران و پاکستان در زمینه ساخت قطعات خودرو گفت: دو کشور با همکاری در این حوزه می‌توانند خلاهای صنعت خودرو در کشورهایشان را پر کنند.

نیلوفر اسدی در این نشست افزود: بر اساس یادداشت تفاهم امضا شده بین روسای اتاق ایران و فدراسیون اتاق‌های بازرگانی پاکستان برای تشکیل شورای مشترک تجاری ایران و پاکستان، برنامه ما همکاری نزدیک و توسعه جدی تجارت با کشور پاکستان است.

محمدرضا نجفی منش، رئیس انجمن تخصصی صنایع همگن نیروی محرکه و قطعه سازان خودرو ایران نیز با اشاره به پیشرفت‌های ایران در صنعت قطعه سازی خودرو، گفت: توسعه این صنعت منجر به اشباع شدن بازار مصرفی داخلی در بسیاری زمینه‌ها شده و لازم است، موضوع صادرات به صورت جدی تری مورد توجه قرار بگیرد. البته برخی قطعه سازان شروع به صادرات کرده اند و تعدادی از آن‌ها به بیش از ۳۰ کشور صادرات می‌کنند. درهمین راستا نیز در آینده نزدیک حضور در نمایشگاه قطعات مسکو برنامه ریزی شده است.

او افزود: در ایران ظرفیت تولید سالانه دو میلیون خودرو را داریم و با حدود ۱۵۰۰ قطعه ساز در سراسر کشور می‌توانیم مکمل یکدیگر باشیم و امکان همکاری خوبی در این زمینه وجود دارد.

در ادامه نجم الحسن جاوا، رئیس شورای تجاری پاکستان و ایران در فدراسیون اتاق‌های بازرگانی پاکستان و سرپرست هیات تجاری پاکستانی در این سفر، بیان کرد: ایران و پاکستان می‌توانند با تکیه به یکدیگر راهکارهای لازم برای غلبه بر موانع و توسعه همکاری را پیدا کنند.

او تاکید کرد: فدراسیون اتاق‌های بازرگانی و صنایع پاکستان به عنوان همتای اتاق بازرگانی ایران، با عضویت بیش از ۱۵۰ تشکل تخصصی و ۶۴ اتاق بازرگانی در سراسر پاکستان آماده همکاری نزدیک با ایران است.

اخبار خودرو

قطعه سازان پاکستانی در نمایشگاه خودرو تهران شرکت می‌کنند

۱۴۰۲-۰۵-۱۰ زمان مطالعه یک دقیقه

هیئتی از اعضای عالی‌رتبه اتحادیه تولید کنندگان قطعات و لوازم جانبی خودروی پاکستان برای بازدید از نمایشگاه خودروی تهران وارد ایران می‌شوند.

هیئتی از اعضای عالی‌رتبه اتحادیه تولید کنندگان قطعات و لوازم جانبی خودروی پاکستان PAAPAM به دنبال دعوت دولت ایران، آماده یک بازدید مهم از تهران می‌شوند. این هیئت که از ۲۰ نماینده تشکیل شده سفر خود به تهران را در سیزدهم اوت سال جاری میلادی آغاز می‌کند. ریاست این هیئت بر عهده عبدالرزاق گوهر، رئیس سابق این اتحادیه و رئیس فعلی شورای کالاهای مهندسی پاکستان است.

هدف نهایی این هیئت دیدار از نمایشگاه خودروی تهران است، یک رویداد برجسته که توجه جهانی علاقه‌مندان به خودرو و متخصصان این صنعت را جلب کرده است. اعضای این هیئت در اقامت سه روزه خود، علاوه بر حضور در این نمایشگاه، با بسیاری از جوامع صنعتی و تجاری ایران هم گفتگو خواهند کرد تا فرصت‌هایی برای تجارت دوجانبه بیابند.

منبع خبر: خبرگزاری تسنیم

همکاری‌های ایران و پاکستان در صنعت خودرو جدی‌تر دنبال خواهد شد

«جهان‌صنعت»- در نشست همکاری‌های ساخت و تامین قطعات و لوازم جانبی خودرو ایران و پاکستان، دو طرف بر لزوم افزایش همکاری‌های دو کشور در صنعت خودرو و پیگیری جدی‌تر آن تاکید کردند. سرپرست معاونت بین‌الملل اتاق ایران با اشاره به توانمندی‌ها و سابقه زیاد ایران و پاکستان در زمینه ساخت قطعات خودرو گفت: دو کشور با همکاری در این حوزه می‌توانند خلأهای صنعت خودرو در کشورهایشان را پر کنند.

نیلوفر اسدی در این نشست افزود: بر اساس یادداشت تفاهم امضاشده بین روسای اتاق ایران و فدراسیون اتاق‌های بازرگانی پاکستان برای تشکیل شورای مشترک تجاری ایران و پاکستان، برنامه ما همکاری نزدیک و توسعه جدی تجارت با کشور پاکستان است.

محمدرضا نجفی‌منش رییس انجمن تخصصی صنایع همگن نیروی محرکه و قطعه‌سازان خودرو ایران نیز با اشاره به پیشرفت‌های ایران در صنعت قطعه‌سازی خودرو گفت: توسعه این صنعت منجر به اشباع شدن بازار مصرفی داخلی در بسیاری زمینه‌ها شده و لازم است، موضوع صادرات به صورت جدی‌تری مورد توجه قرار بگیرد. البته برخی قطعه‌سازان شروع به صادرات کرده‌اند و تعدادی از آنها به بیش از ۳۰ کشور صادرات می‌کنند. در همین راستا نیز در آینده نزدیک حضور در نمایشگاه قطعات مسکو برنامه‌ریزی شده است.

او افزود: در ایران ظرفیت تولید سالانه دو میلیون خودرو را داریم و با حدود ۱۵۰۰ قطعه‌ساز در سراسر کشور می‌توانیم مکمل یکدیگر باشیم و امکان همکاری خوبی در این زمینه وجود دارد.

در ادامه نجم الحسن جاوا رییس شورای تجاری پاکستان و ایران در فدراسیون اتاق‌های بازرگانی پاکستان و سرپرست هیات تجاری پاکستانی در این سفر، بیان کرد: ایران و پاکستان می‌توانند با تکیه به یکدیگر راهکارهای لازم برای غلبه بر موانع و توسعه همکاری را پیدا کنند.

او با اشاره ظرفیت‌های همکاری دو کشور، همکاری در صنعت نساجی و پوشاک، وسایل و ابزار ورزشی، تجهیزات پزشکی و لوازم خانگی را به عنوان مهم‌ترین زمینه‌ها برای توسعه تجارت دو کشور برشمرد.

محمد نسیم نماینده انجمن سازندگان قطعات و لوازم جانبی خودرو پاکستان هم با اشاره به اینکه این اتحادیه ۳۰۰ عضو دارد، گفت: تولیدات این قطعه‌سازان براساس استانداردهای ژاپنی است. ۹۸ درصد تولیدات در پاکستان انجام و ارزان‌ترین تراکتور هم در پاکستان تولید می‌شود. ۹۷ درصد قطعات موتورسیکلت در پاکستان تولید و در این مورد هم استانداردهای ژاپنی اعمال می‌شود.

او با بیان اینکه ایده‌های خیلی زیادی برای همکاری با ایرانی‌ها داریم، افزود: برای عملیاتی کردن این ایده‌ها باید هیات‌های بیشتری بین اتاق‌های بازرگانی دو کشور تبادل شوند. به دلیل کاهش ارزش ارزهای ایران و پاکستان فرصت خوبی برای همکاری داریم.

علی عرب عضو هیات‌مدیره انجمن صنعت موتورسیکلت ایران هم گفت: این صنعت کاملا در ایران توسط بخش خصوصی اداره می‌شود. بیش از ۵۰۰ هزار موتورسیکلت در سال تولید می‌کنیم که ۵۰ تا ۶۰ درصد آن موتورهای معمولی ۱۲۵ سی‌سی هستند، بنابراین همکاری‌های خوبی می‌توانیم با پاکستان داشته باشیم.

فهیمه دامرودی دبیر اتاق مشترک ایران و پاکستان با اشاره به امضای توافق تجارت تهاتری بین اتاق زاهدان و کویته پاکستان در سال ۱۴۰۰ گفت: ما تمام برنامه‌های لازم برای اجرای این برنامه تهاتری را انجام دادیم و منتظریم تا مکانیسم تهاتر پیش‌بینی‌شده به تایید دو طرف برسد. پس از این وارد مرحله عملیاتی خواهیم شد.

هیئتی از اعضای عالی‌رتبه اتحادیه تولید کنندگان قطعات و لوازم جانبی خودروی پاکستان برای بازدید از نمایشگاه خودروی تهران وارد ایران می‌شوند.

به گزارش خبرگزاری تسنیم به نقل از تریبون، هیئتی از اعضای عالی‌رتبه اتحادیه تولید کنندگان قطعات و لوازم جانبی خودروی پاکستان PAAPAM به دنبال دعوت دولت ایران، آماده یک بازدید مهم از تهران می‌شوند. این هیئت که از ۲۰ نماینده تشکیل شده سفر خود به تهران را در سیزدهم اوت سال جاری میلادی آغاز می‌کند. ریاست این هیئت بر عهده عبدالرزاق گوهر، رئیس سابق این اتحادیه و رئیس فعلی شورای کالاهای مهندسی پاکستان است.

هدف نهایی این هیئت دیدار از نمایشگاه خودروی تهران است، یک رویداد برجسته که توجه جهانی علاقه‌مندان به خودرو و متخصصان این صنعت را جلب کرده است. اعضای این هیئت در اقامت سه روزه خود، علاوه بر حضور در این نمایشگاه، با بسیاری از جوامع صنعتی و تجاری ایران هم گفتگو خواهند کرد تا فرصت‌هایی برای تجارت دوجانبه بیابند.

بیشتر بخوانید

- افزایش ۲۰ درصدی تجارت ایران و پاکستان تا سال آینده
- پاکستان هزینه واردات نفت روسیه را به یوان پرداخت کرد

نجم الحسن جاوا، رئیس شورای بازرگانی ایران و پاکستان این هیئت را همراهی می‌کند. وی بر اهمیت این دیدار در تقویت روابط اقتصادی بین ایران و پاکستان تاکید دارد.
بسیاری از مقامات ارشد پاکستان خوش‌بینی خود نسبت به برقراری تجارت پایاپای با کشورهای همسایه را اعلام کرده‌اند.

خبر قراردادهای تجاری تهاتری بین پاکستان، چین، ایران، روسیه و افغانستان انرژی مثبتی درکسب و کارهای پاکستان و ایران به وجود آورده است. اهمیت این قرارداد به خاطر حضور سهامداران اصلی طرح «یک کمربند یک جاده» چین است.

دیدار مهران موحدفر، سرکنسول ایران در لاهور و محمود حاجی یوسفی‌پور، رایزن بازرگانی ایران در اسلام آباد با مقامات این هیئت نشان دهنده عزم قطعی آنها برای تقویت روابط اقتصادی از طریق تجارت تهاتری است.

BUSINESS RECORDER
Founded by M.A. Zuberi

Business Recorder, Karachi
Tuesday, July 26, 2022

Auto parts industry facing 'historic crisis': PAAPAM

RECORDER REPORT

LAHORE: The Pakistan Association of Auto Parts & Accessories Manufacturers (PAAPAM) has said that auto parts industry is facing the worst crisis in the history of Pakistan as the domino effect of dollarisation, spiralling inflation, rising freight rates, escalating utilities tariffs, mounting bank interest, skyrocketing material cost, and crunch of working capital has turned the SMEs of the country's automotive parts sector into bankrupt.

These views were expressed by the speakers of a seminar, organised by the PAAPAM and attended by a large number of members, who were in full agreement that it was the worst crisis in the history of the auto industry of Pakistan.

There was a discussion on the current economic situation, specially freezing of major cost elements by OEMs, which has become a burning issue for all the vendors. The members' fears were tabled by both small and large vendors, and it revolved around a single-point agenda as to how the vending industry can survive in the current circumstances, because the entire auto parts sector is in gridlock. The PAAPAM Chairman Abdur Razzaq Gauhar and Senior Vice Chairman Abdul Rehman Aiza asked the Original Equipment Manufacturers (OEMs) to justify their unwillingness to understand and implement vendors' requests to maintain their historic profit returns, instead of freezing them permanently, in spite of rising input costs. They called for the compensation for cost increases which cannot be recovered through their meager profit margin, which has also been totally frozen for last many years.

They unanimously sought urgent support from the automotive manufacturers (OEMs), who have been supplied high quality parts by all the PAAPAM members, at reasonable prices for last many decades.

The participants of the seminar conveyed to the OEMs that unless they rise to the occasion and support the APMs at this critical juncture, through adequate compensation to offset the worst impact of hyper inflation, rupee devaluation, freight/utilities/interest/material cost increases, and paucity of working capital, their production lines would come to a complete halt.

As a result, the OEMs' assembly lines may shut down and the worst case scenario could be that OEMs may have to import auto parts at exorbitant cost on account of heavy freight and high duties.

The general body of the members unanimously demanded an immediate increase in their margins through restoration of 10 percent profit on total cost of parts, working capital support through early payments of their bills (i.e. a weekly cycle of 15 days), and unfreezing of all frozen cost elements to compensate for the extraordinary increases in all production inputs.

The meeting ended with a unanimous resolution that the OEMs should ensure immediate indexation of all frozen costs like labor, electricity, GAS/RLNG, financial costs, tooling, exchange rate impact, consumables, like oil and tools, transportation, and packing, in addition to payments terms of seven days and a consistent level of profit, as per past mutually agreed policy.

THE EXPRESS TRIBUNE

TODAY'S PAPER | JULY 26, 2022 |

Small auto parts makers go bankrupt

Industry facing worst crisis in history due to dollarisation

OUR CORRESPONDENT
LAHORE

Auto parts manufacturers have said that they are facing the worst crisis in history as small units in the industry are going bankrupt because of the domino effect of dollarisation – spiralling inflation, rising freight rates, escalating utility tariffs, mounting bank interest, skyrocketing material cost and working capital crunch.

These views were expressed by the speakers at a seminar organised by the Pakistan Association of Automotive Parts and Accessories Manufacturers (Paapam).

It was attended by a large number of association members, who were in full agreement that it was the worst crisis in the history of Pakistan's auto industry.

There was discussion on the current economic situation, especially the freezing of major cost elements by the original equipment manufacturers (OEMs), which had become a burning issue for all the parts makers.

All fears of the association members revolved around a single point, which was how the auto parts industry could survive in the current circumstances because the entire sector was in a gridlock.

Paapam Chairman Abdur Razzaq Gauhar and Senior Vice Chairman Abdul Rehman Aizaz asked the OEMs (automakers) to justify their unwillingness to accept the request of vendors about better profit margins, instead of freezing them, in the wake of rising input costs.

Association members called for giving compensation for the increase in costs that could not be recovered through the meagre profit margins, which had been frozen for the past many years.

They unanimously sought urgent support from the automotive manufacturers (OEMs) who, they said, had been supplied high quality parts by all Paapam members at reasonable prices.

Seminar participants conveyed to the OEMs that unless they supported the auto parts makers at the current critical juncture through adequate compensation to offset the impact of hyperinflation, rupee devaluation, increase in freight, utilities, interest and material costs, and paucity of working capital, their production lines would come to a complete halt.

Consequently, the OEMs' assembly lines may shut down and the worst case scenario could be that the automakers may have to import auto parts at exorbitant prices on account of heavy freight costs and high duties.

Paapam members demanded immediate increase in their margins.

Daily Parliament Times

26-07-2022

Dollarization domino effect: Auto parts industry facing history's worst crisis

Press Release

KARACHI:
The Pakistan Association of Auto Parts & Accessories Manufacturers (PAAPAM) has said that auto parts industry is facing the worst crisis in the history of Pakistan as the domino effect of dollarization-- spiraling inflation, rising freight rates, escalating utilities tariffs, mounting bank interest, sky-rocketing material cost, and crunch of working capital--has turned the SMEs of the country's automotive parts sector into bankrupt.

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The Financial Daily
International

August 29, 2022

PAAPAM hails Minister to arrange PR, auto parts industry meetings to expand liaison

Rail Minister keen to switch to local parts to ease forex pressure

Pakistan Railways Chief Executive Officer Farrukh Taimur Ghilzai has said that the Railways Minister has expressed his keen interest to switch over to locally manufactured parts of locomotives and wagons instead of importing these components from other countries by spending precious foreign exchange.

The Railways CEO, who represented Federal Railways Minister Khawaja Saad Rafique, was talking to a delegation of Pakistan Association of Auto Parts and Accessories Manufacturers (PAAPAM), which met him here in the lead of PAAPAM Business Development Committee convener Mirza Sikander Baig. On the directions of the Railways Minister, the senior most Railways technical staff, who runs the whole PR department, including, Chief controller Purchase, Chief Mechanical Engineer (CME) Carriage, CME Locomotives, Divisional Engineers and Divisional Superintendent Workshops, were accompanying the Railways Chief Executive Officer in the meeting. Later in the second round, the PAAPAM team, on the invitation of the Federal PR Minister, also visited the railway workshops to collect the fruits of earlier important meeting. Farrukh Taimur Ghilzai, while addressing the meeting, said that on the explicit instructions of Khawaja Saad Rafique the high level meeting of Railways and the PAAPAM was held, as the federal minister is very serious in this regard, emphasizing that both PAAPAM and PR must develop close interaction to understand each other's needs. He observed that the parts being produced in Pakistan are not inferior to that of any other country. This is the only way to ease out foreign exchange pressure on the land, as the trade deficit of the country continued to rise, he added. The delegation included Member MC Irfan Ahmed Qureshi, Haji Muhammad Nazir of Meralastik Rubber and Engineering, PAAPAM General Secretary Ghulam Murtaza and Anas Haroon. The delegation's aim to visit Railways headquarters was to bridge the gap between the PAAPAM members and the Pakistan Railways and promote localization to contain the dwindling foreign exchange. On this occasion, the delegation gave a comprehensive presentation to the CEO of PR, flanked by his technical experts. While responding to questions of the delegation, the CEO agreed with the PAAPAM's proposal that a pre-qualification of vendors system of potential manufacturers was necessary to ensure the quality and transparent mechanism. The Railways CEO, on behalf of the federal minister, thanked the delegation and invited the PAAPAM to carry on such meetings in future to seek ways to develop a public-private partnership. PAAPAM Business Development Committee convener Mirza Sikander Baig, on this occasion, appreciated the Railways Minister for inviting the PAAPAM and taking initiative of arranging such a high level meeting which was never held in the history between an industrial body and the senior most technical staff of the PR. He said that PAAPAM welcomes the Railways Minister's intention to join hands with the auto parts manufacturers to strengthen the local industry to grow, create more job opportunities, and curb the foreign exchange drain. He briefed the CEO on those engineering areas where PAAPAM could cooperate with the railways and other state-owned engineering entities, including WAPDA, SNGPL and defence sector. Mirza Sikander Baig said that the local industry is fully capable of bridging the huge gap of ever-rising trade deficit not only through enhancing exports but also by controlling unbridled imports through 'import deletion' of industrial replacement parts. He informed the CEO that there is a huge possibility of import deletion of industrial replacement parts, in addition to automotive parts, through public-private partnership. He stressed the It was also suggested that instead of a 'no cost, no obligation' development program, a trial-based order doctrine must be introduced in PR, empowering the relevant CME office.

The Frontier Post
Published daily from Islamabad, Lahore, Quetta, Karachi

August 29, 2022

Minister Hailed to Arrange PAAPAM and PR Meeting to Expand Liaison

OUR STAFF REPORTER

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The Business

EDITORIAL/OPINION | 04

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The Business

Chief Editor

Irfan Athar Qazi

E-mail: editorthebusiness@yahoo.com

thebusinesslhr@gmail.com

Tijarat House, 14-Davis Road, Lahore
0423-6312280, 6312480, 6312429, 6312462
Cell # 0321-4598258 Fax: 042-36362767

1270-B, Peoples Colony No I, Off: Chenone Road, Faisalabad, Ph: 041-8555582
Cell: 0307-6000375, 0321-4598258

Hasan Parwana Colony, near Water Tanki, Multan Cell # 0300-6306684

ISLAMABAD / RAWALPINDI
N-125 Circular Road, Ph: 051-5551654, 5532761, Cell # 0300-8567331

KARACHI
3rd Floor Kehkashan Mall 172-I Block II PECHS
Opp Rehmania Masjid Main Tariq Road
Ph: 021-34524550, Cell # 0300-8251534

Why blame others!

A few economists would challenge the need to raise the prices of petroleum and products, given the significant rise in the international prices of oil: Brent (crude) was traded at $87.77 per barrel in January 2022 against $74.10 in December 2021. By February 2022 prices had jumped to $97.13 per barrel which prompted the then Prime Minister, Imran Khan, to announce a 10-rupee per litre reduction with the reduced rate to be applicable till end June 2022 — a populist measure designed because of the threat of a no-confidence motion facing his government, in utter disregard of the consequence of this decision on the country's finances by the substantial rise in "unfunded" economically unfeasible subsidies. By March Brent was being sold at $117.25 per barrel, with a decline in its price in April to $104.55; however, prices rose again in May to $113.34 and this month prices have risen to as high as $126.7 per barrel. The difference between the subsidies projected in the relief package announced by Imran Khan were, therefore, grossly understated in subsequent months and ignored was the fact that Pakistan's economy did not have the fiscal space to fund these subsidies — a situation exacerbated by Rs 610 billion budgeted for petroleum levy in 2021-22, an amount which was not realised.

The rupee's erosion is ongoing at a brisk pace, with reserves dwindling to $8.9 billion. This accounts for the rising rupee cost of imported petroleum and products and consequently contributes to the rise in the cost per litre for domestic consumers. Within a macroeconomic context, it needs reminding that each rupee loss vis-a-vis a dollar adds a 100 billion rupees to the budgeted markup payments and given that the budget 2022-23 took 183 as the rupee-dollar parity, which is over Rs 20 lower than the current interbank rate, the budget itself is out of synch even before it has been approved by parliament.

On the other hand, the budget 2022-23 envisages Rs 750 billion from petroleum levy — a target that presupposes a rise in consumption in spite of a massive rise in prices, and a decline in the international prices of oil to a level that would enable the government to not only begin levying the petroleum levy again but to reach the maximum allowed limit of Rs 30 per litre. These are serious flaws in the incumbent government handling of a crisis situation that it simply cannot lay at the doorstep of the previous regime or to the deal made with the IMF. It is fairly evident that the government's justification and the last government's indictment for raising rates is only partly economic but mainly political statement.

Democracy — thy name is confrontation

GEN RAZA MUHAMMAD KHAN (R)

Deprived of victory, many Pakistani politicians cry foul and resort to litigations, agitations and demonstrations.

In 2013, the outcome of the elections was not accepted by the losers, allegedly on account of rigging and corruption by the rulers. This led to a marathon sit-in for protests at Islamabad that saw much violence before ending after 126 days.

Again, after the 2018 elections, the losers rejected the results, on the same grounds, besides blaming state institutions for being biased in the process. In April this year, the Opposition united and subverted the loyalties of some ruling party lawmakers, to change the government through a No-Confidence Vote, but the move was rejected by the outgoing regime, citing horse trading and 'conspiracies' against it. But such incidents aren't restricted to Pakistan, as these were also witnessed in the world's oldest democracy in 2020, when Donald Trump's supporters assaulted the U.S. Capitol to overturn his election defeat. Consequently, 140 policemen were injured while defending the Capitol and 730 people were charged with crimes.

Back in Pakistan, while hearing a reference seeking interpretation of Article 63-A, the CJP questioned why the SC should deal with political matters when its decisions are criticized (Dawn, Apr 18). This is indeed an apt remark, as politicians are usually unhappy with those pronouncements that don't favour them, and frequently resort to undue criticism of courts and other state institutions due to such outcomes.

But while the courts are cautiously derided for fear of the consequences of the 'contempt' legislation, others are chided, given pejorative names, falsely blamed for being prejudiced and even censored for being apolitical, in accordance with the oath of their office. Additionally, party supporters, WhatsApp and media warriors are launched for the most vicious assaults on all opponents, real or perceived, with no holds barred, to defame and discredit them and to divert attention from their own political failures and ill- governance. Thus, on 25th May, while hearing the case of violent protests at Islamabad, the CJP observed: 'Whatever happened yesterday has shaken the SC's trust in political parties' (The News, 26 May).

The acute political polarization we face today isn't restricted to beliefs that the other side is wrong; partisans now see all rivals as malevolent and immoral forces. The most worrying aspects are blame-shifting tactics for political losses rather than taking responsibility, introspection and self-audits.

This leads to a vicious cycle, whereby the language used to galvanize one side, directly demonizes the other. Further, partisanship and patriotism are equated, as each side claims that the other will destroy the nation if they achieve power.

This is how democracies fall apart and it has happened many times in Pakistan previously, when political problems couldn't be remedied and the people started looking towards the judiciary and the defence forces to intervene and rescue the situation.

So how can democracy be saved, sometimes from its own custodians? First; the working of democracy, explained by Iqbal as 'a form of government wherein people are counted not weighed', must be understood and accepted by everyone. Second; unless there is a change in the radical and poisonous socio-political culture, within the political parties, democracy shall continue to diminish. This transformation can be brought only by the voters if they stand vocally against polarizing and hateful language and actions and by declaring such behaviour unacceptable by them to their affiliated groups.

This can transform social media into a kinder entity too and while it may be unable to alter deep seated beliefs, it could control damage to society and democracy. Removal of fake or hateful messages, reducing the spread of vile memes and curbing prejudiced or polarizing speech will also be needed.

Disinformation mustn't be reiterated even to debunk it, as it reinforces false perceptions, regardless of its accuracy and since our minds readily accept feedback which we like. Further, to prevent the spread of disinformation, merely provision of facts can correct distorted views, reduce schisms and extreme prejudice.

Third; Pakistanis may be more divided emotionally than ideologically, as we debate much less on crucial and tough decisions on economic policies, job creation, education, health matters, cost of living and social or physical security. Holding politicians more accountable on these objectives and less on their favourite, intangible slogans and clichés like 'liberty' or reincarnation of 'old' or 'new' Pakistan.

Fourth; emphasizing and accepting disagreement on policies within political parties to reduce polarity and reminding party members of a range of viable, alternate options for achieving the same objectives.

Fifth; decades of deceptive discourse about legislators switching loyalties in return for financial benefits or other personal incentives, shows how politics has been hollowed from within.

We must collectively condemn, eliminate and delegitimize this trend or else democracy could morph into a façade or crumble altogether.

Sixth; measures contained in the Pakistan Electronic Crimes Act (PECA) Amendment Ordinance and Amendment to Section 500 of the Pakistan Penal Code, making defamation offences cognizable against institutions (in addition to individuals) must be urgently revived. This will ensure that rights of freedom of expression are used, subject to law, public morality and societal ethos like honesty, truthfulness and moderation.

Seventh; if political differences can't be fixed by the politicians themselves, the people, academia, media and civil society must intervene and prod the leaders to reject political extremism in all its manifestations. We must demand display of civility, tolerance and empathy as part of democracy and strive for transforming our political paradigm into an honest, accommodative, amiable and peaceful phenomenon.

Finally; only through EVM voting, not for party affiliations, ethnic grouping, clan identities, feudal and media influences or other cleavages, but for better policies, candidates with good reputation and governing competence, could democracy develop and be moderated. Sans such a revolution, the goals of politico-economic stability will remain elusive and Churchill's warning that "The best argument against democracy will be a five-minute conversation with the average voter," will keep getting validated.

—The writer is the former President of NDU.

Types and sources of organisational conflicts, their management — I

BY GHULAMMURTAZA(GM)

Conflict can be described as a disagreement between two or more parties depicted as hostility due to incompatibility. Both conflicting groups or persons thwart each other's objectives causing the organisation to suffer. Conflict management is also one of the major areas of the rising great global World Spirit of the Games, Foundation. The world is full of conflicts, and in fact, we daily experience them in the shape of intra-personal and inter-personal conflicts. It's a beauty and synergy if it doesn't overreach because they harbor healthy competition. The organisation may align with many thematic conflicts. Beyond that, it is a threat to living on this planet.

With the transition of civilization, it has been discerned that living and letting others live is the only key to harmonious living. Unfortunately, or fortunately, there are only a few areas we can tag real conflicts; the majority of them are just perceived due to our unique mental filters to interpret things. The sources of conflicts vary, and unless we understand and address them, they will continue to contaminate our workplaces, leading to under-productivity and wastage of resources. Here we will discuss only inter-personal conflicts every organisation has to suffer from to some or significant extent. Especially, government organisations, trade bodies, NGOs, and political Organisations are the top places. In Third World countries, this is the more common phenomenon in our everyday life. When you don't feel safe and feel a threat from your colleagues, your serotonin and norepinephrine levels start unbalancing your body chemistry. Your pituitary gland is negatively signaling to experience headaches, chest pains, dizziness, nausea, loss of appetite, and insomnia. When someone threatens you or a loved one, the way you react can vary from becoming angry and aggressive to feeling fearful and unsure of what to do next. It's only through your positive mindset you can save from these threats. Please create a win-win situation. Let's discuss first the stages of this process: Sources: a. Incompatibility condenses the potential and gravity of conflicts. The incompatible conflicts have three main sub-sources: Communication Barriers are the largest variable in conflict nurturing and stemming. The feedback element in communication is often not ensured, leaving the connotational margin for the recipient to interpret in their way. Sometimes the recipient is responsible for this miscommunication, sometimes the sender, and sometimes both. The communication's medium, like voice quality, and WhatsApp voice talk, distorts the connotation. I said this, and I understood it could be avoided by ensuring clarity and connotation.

Coping strategy Feedback is the key to unlocking the solution to this problem. It is to and from for recipient and sender. Too little or too much communication is equally harmful; both can potentially provoke conflict. Jargons, acronyms, and lack of unclear communication are furthering it. A-class personalities are comparatively more prone to due to impulsivity.

b. Hierarchy/Structure is the second source of conflict. Some people don't like each other. If they are harnessed as a boss and subordinate, conflict is ready. Suppose two colleagues have been working on the same level or been friends, and subsequently, one is promoted on performance and placed as the boss of the other. Chances of conflict are there. Shared tasks also create disputes due to the differences in working style. The Reward system is also a potential for disputes. Ill-defined hierarchy, shared goals, overlapping GDs, poor strategies, unclear expectations, and multiple chains of commands also cause the conflicts.

Cooping strategy: Better off avoid such a setting in the organisation where two friends or old colleagues who worked on the same level and now are boss and subordinate. We don't accept friends, our juniors, or the same-level-colleagues as boss heartily. Friends expect from each other and get angry when expectations don't meet. Develop a Corporate Management System with clear objectives and goals, clearly known to everyone, to plug the holes.

c. Personality-based conflicts a. Personal Variations. Humans are made of air, fire, water, and Earth; both science and religion conform to it. Someone is dominated by air or fire and so on. Every person is born unique in this world, hence has a unique mental filter and selectivity approach to see things to form perception, wrong or right. Our reality and truth is our perception.

Coping strategy: People fall on agreeableness, openness to experience, extraversion, neuroticism, and conscientiousness, with three poles of every dimension; hence deal with them as per traits. If we begin to customize dealing instead of standardizing, we can avoid many conflicts in our lives. At the organisation, it's the responsibility of the HR department and executives to make a personal record of the main employees. The problem arises when we chop down the tree with a blade and hair with the saw.

b. Leadership style. In this case, the leadership and executors are sometimes not aligned with each other due to a particular ilk. Maybe a leader is authoritative, the team member is democratic or data-based, and the leader is intuitive. So the potential for conflicts is there. Everybody has a different leadership style, and everybody reacts differently to those leadership styles. Some leaders are introverts; others are extroverts, warm, and inviting. Some are more technical and strict on rules and deadlines, and others follow a hands-off policy you hardly see them. Cooping strategy We should make necessary personality variation allowance to develop adaptability, adjustability, and threshold level. When we make adjustments, confrontation gets combusted. Even in interpersonal conflicts, when you accept the situation, you get to relax to focus. In fact, accepting the worse is a great blessing, and few have this power. Hardeep Singh says, " one of the happiest moments in life is when you find the courage to let go of what you cannot change". Why should this principle not be applied to interpersonal conflicts as well? Below are the standard strategies that can be applied to every conflict to muffle it.

(To be continued)

The author is Secretary-General Pakistan Association of Automotive Parts and Accessories Manufacturers and Director, National Operation, Spirit of the Game Foundation, USA.

Changing history

BY W T WHITNEY

A comment on the Historical Pact coalition's million-vote plurality overflowed with enthusiasm: "June 19 will be remembered [in Colombia] as a day of the people and will be a moment of celebration for democracy ... Today was a day for changing history."

In second-round voting, the team of Gustavo Petro for president and Francia Marquez for vice president took 50.5 percent of the votes. The loose-lipped, right-wing construction and real estate mogul Rodolfo Hernandez, candidate of the ad hoc League of Anti-Corruption Governors Party gained 47.2 percent. This was the third presidential campaign for Petro, a senator and former urban guerrilla and mayor of Bogota, who took 40.3 percent of the votes in first-round voting on May 29. He and Vice President-elect Francia Marquez take office on August 7.

The historical significance of this electoral victory in Colombia cannot be overstated. No real people's government has ever ruled in Colombia. In the twentieth century, high-profile presidential aspirants on the people's side were murdered. At long last, the corrupt and deadly hold on power of former President Alvaro Uribe and his protégée Iván Duque, now leaving office, is over. And not least, the Historical Pact victory vindicates the country-wide mobilizations and demonstrations that, with mounting intensity from 2018 on, were carried out by young people and social movements. Relishing their victory, candidates and voters alike by all accounts have taken on a new hopefulness. They are counting on an end to deadly violence and dispossession marking decades of history, and an end too of marginalization and rampant poverty diminishing the lives of multitudes of Colombians. The ascent to Colombia's vice-presidency of African-descended lawyer and award-winning environmental activist Francia Marquez, of humble origins, provides hope potentially for Colombia's oppressed subsistence farmers, Afro-Colombians, and indigenous peoples. The Historical Pact victors represent hope for a watching world of solidarity activists. In that regard, they now join presidents Lopez Obrador of Mexico, Fernandez of Argentina, Ortega of Nicaragua, Castillo of Peru, Xiomara Castro of Honduras, Arce and Morales of Bolivia, and Boric of Chile. To this constellation of left-leaning Latin American presidents is added the stubborn persistence of Venezuela's progressive government and of Cuban socialism. The overall message is that real change is possible, despite US interventions and all-but-open war. Speaking to Colombians after his victory, Petro declared his intention "to build Colombia as a world power for life [which would consist] first of peace, secondly of social justice, and thirdly of environmental justice."

Highlighting key passages in Petro's remarks, observer Ollantay Itzamna identifies hopeful signs. He cites the president-elect's references to war: "clandestine cemeteries," U.S. airbases, Colombia's association with Nato, paramilitaries and narcotrafficking. Reflecting on Petro's call for social justice, Itzamna qualifies Colombia's inequalities as the region's most pronounced, except for Honduras and Brazil. He mentions that 2 percent of landowners control 90 percent of Colombia's useful agricultural land. Petro would have "the polluter to pay for or remedy damages to "nature." He called for a "transition to sources of clean energy."

Excerpted: 'Electoral Victory of Colombians Petro and Marquez is Unprecedented'. Courtesy:

Pakistan Auto Show set to enthrall tycoons, car lovers alike

By Ghulam Murtaza

The world is opening up after the inertia of Covid-19, which had put it in hibernation for two years. Following winter, flowers and leaves are booming again to restore the bustling activity of the cities.

Similarly, Lahore is no different. Mughals exalted the city by introducing several attractions for tourists. Flag down ceremony at the Wagah border is a unique and iconic activity one should never miss if visiting this city. The grandeur of the Walled City with 12 majestic gates dates back to the visitors hundred years ago.

From July 29-31, this culturally rich city wil witness the 17th edition of the largest Pakistan Auto Show after a gap of two years. Its supporting partners include the Trade Development Authority, the government of Pakistan, the Engineering Development Board, PCSIR, and the Small and Medium Enterprises Development Authority.

The IT revolution has turned the world into a global village. Countries are interdependent on trade and commerce. Every company and country is endeavouring for its fair share of global trade by using various tools. In this regard, trade shows and expos are quite effective. Sach industrial and trade exhibitions are public gatherings that showcase their dazzling invocations. These gatherings serve to be educational, allow competitors and rivals to interact, and showcase new products.

The Pakistan Auto Show (PAPS) is the flagship project of one of the largest nationwide trade bodies Pakistan Association of Automotive Parts and Accessories Manufacturers (PAAPAM). Its organisers believe that this edition will break all previous records. The last episode witnessed 100 exhibitors and over 13,000 e-visitors. This event is favoured by international and local brands from Pakistan and other parts of the world.

Spreading over all the majestic four walls of the Lahore Expo Centre, it plays a vital role in introducing many investors and producers from China, Korea, Taiwan, and many other countries of the world. This year the organizers have come up with some interesting virtual and proxy displays for those who cannot physically travel. They will be given virtual access to interact with visitors at their booth.

The pinnacle of the event is a symposium which will attract industrialists, businessmen and people belonging to academia. To support the country's foreign exchange reserves, the organizers are bullish about attracting exhibitors from every corner of the world. It is set to give opportunities for face-to-face meetings, marketing, direct sales opportunities, learning about Pakistan and its industry, increasing brand awareness, professional knowledge-sharing and closing deals worth millions of dollars.

The world is focusing on Pakistan due to the new attractive Auto Policy 2021-26 for investors. The auto industry is the mother of engineering goods, with about 15 per cent global share, which signifies tremendous scope for engineering activities awaiting entrepreneurs. Apart from original equipment manufacturers (OEMs), the allied entering industries and other supporting sectors have already booked the space for the show. Local auto parts players have been accommodated in a designated large area under the name of PAAPAM village. The launching of the first electric car produced locally by the National Car Project will also come under the limelight.

The Pakistan Auto Show will not only attract business tycoons, but it will carry a great pull for car lovers as well.

Business Recorder, Karachi
Sunday, August 28, 2022

BUSINESS RECORDER
Founded by M.A. Zuberi

PR chief, PAAPAM delegates agree to promote localisation

RECORDER REPORT

LAHORE: Pakistan Railways Chief Executive Officer Farrukh Taimur Ghilzai has expressed keen interest to switch over to locally manufactured parts of locomotives and wagons instead of importing these components from other countries by spending precious foreign exchange.

He was talking to a delegation of Pakistan Association of Auto Parts and Accessories Manufacturers (PAAPAM), which met him here on Saturday and led by PAAPAM Business Development Committee convener Mirza Sikander Baig.

The delegation's aim to visit Railways headquarters was to bridge the gap between the PAAPAM members and the Pakistan Railways and promote localisation to contain the dwindling foreign exchange.

On this occasion, the delegation gave a comprehensive presentation to the CEO of PR, flanked by his technical experts.

The Railways CEO emphasised that both PAAPAM and PR must develop close interaction to understand each other's needs. He observed that the parts being produced in Pakistan are not inferior to that of any other country. This is the only way to ease out foreign exchange pressure on the land, as the trade deficit of the country continued to rise, he added.

The delegation included Member MC Irfan Ahmed Qureshi, Haji Muhammad Nazir of Meralastik Rubber and Engineering, PAAPAM General Secretary Ghulam Murtaza and Azas Haroon.

While responding to questions of the delegation, the CEO agreed with the PAAPAM's proposal that a pre-qualification of vendors system of potential manufacturers was necessary to ensure the quality and transparent mechanism. The Railways CEO thanked the delegation and invited the PAAPAM to carry on such meetings in future to seek ways to develop a public-private partnership.

PAAPAM Business Development Committee convener Mirza Sikander Baig, on this occasion, asked the Pakistan Railways CEO to join hands with the PAAPAM to strengthen the local industry to grow, create more job opportunities, and curb the foreign exchange drain. He briefed the CEO on those engineering areas where PAAPAM could cooperate with the railways and other state-owned engineering entities, including Wapda, SNGPL and Defence sector.

Mirza Sikander Baig said that this working collaboration would favorably impact the government's vision of indigenization, leading to substantial saving of foreign exchange to the exchequer.

He said that the local industry is fully capable of bridging the huge gap of ever-rising trade deficit not only through enhancing exports but also by controlling unbridled imports through "import deletion" of industrial replacement parts. He informed the CEO that there is a huge possibility of import deletion of industrial replacement parts, in addition to automotive parts, through public-private partnership.

Through import deletion, we can minimize our dependence on imported goods by using reverse engineering technology in Pakistan under public-private partnership in line with the Chinese model, preventing the rapid outflow of billions of dollars spent on imported merchandise, he said.

INTERNATIONAL
THE NEWS

August 20, 2022

Railways Minister keen to switch to locally made parts to ease forex pressure

By our correspondent

CEO Farrukh Taimur Ghilzai has said that the Railways Minister has expressed his keen interest to switch over to locally manufactured parts of locomotives and wagons instead of importing these components from other countries by spending precious foreign exchange.

The Railways CEO, who represented Federal Railways Minister Khawaja Saad Rafique, was talking to a delegation of Pakistan Association of Auto Parts and Accessories Manufacturers, which met him here in the lead of PAAPAM Business Development Committee convener Mirza Sikander Baig. On the directions of the Railways Minister, the senior most Railways technical staff, who runs the whole PR department, including, Chief controller Purchase, Chief Mechanical Engineer Carriage, CME Locomotives, Divisional Engineers and Divisional Superintendent Workshops, were accompanying the Railways Chief Executive Officer in the meeting. Later in the second round, the PAAPAM team, on the invitation of the Federal PR Minister, also visited the railway workshops to collect the fruits of earlier important meeting.

PAKISTAN OBSERVER
EYES & EARS OF PAKISTAN WIDELY READ & TRUSTED DAILY
August 29, 2022

PAAPAM HAILS RAILWAYS MINISTER SAAD RAFIQUE TO ARRANGE PAAPAM AND PR MEETING TO EXPAND LIAISON

STAFF REPORTER
ISLAMABAD

Pakistan Railways Chief Executive Officer Farrukh Taimur Ghilzai has said that the Railways Minister has expressed his keen interest to switch over to locally manufactured parts of locomotives and wagons instead of importing these components from other countries by spending precious foreign exchange.

The Railways CEO, who represented Federal Railways Minister Khawaja Saad Rafique, was talking to a delegation of Pakistan Association of Auto Parts and Accessories Manufacturers (PAAPAM), which met him here in the lead of PAAPAM Business Development Committee convener Mirza Sikander Baig. On the directions of the Railways Minister, the senior most Railways technical staff, who runs the whole PR department, including, Chief controller Purchase, Chief Mechanical Engineer (CME) Carriage, CME Locomotives, Divisional Engineers and Divisional Superintendent Workshops, were accompanying the Railways Chief Executive Officer in the meeting. Later in the second round, the PAAPAM team, on the invitation of the Federal PR Minister, also visited the railway workshops to collect the fruits of earlier important meeting. Farrukh Taimur Ghilzai, while addressing the meeting, said that on the explicit instructions of Khawaja Saad Rafique the high level meeting of Railways and the PAAPAM was held, as the federal minister is very serious in this regard, emphasizing that both PAAPAM and PR must develop close interaction to understand each other's needs. He observed that the parts being produced in Pakistan are not inferior to that of any other country. This is the only way to ease out foreign exchange pressure on the land, as the trade deficit of the country continued to rise, he added. The delegation included Member MC Irfan Ahmed Qureshi, Haji Muhammad Nazir of Meralastik Rubber and Engineering, PAAPAM General Secretary Ghulam Murtaza and Anas Haroon. The delegation's aim to visit Railways headquarters was to bridge the gap between the PAAPAM members and the Pakistan Railways and promote localization to contain the dwindling foreign exchange. On this occasion, the delegation gave a comprehensive presentation to the CEO of PR, flanked by his technical experts. While responding to questions of the delegation, the CEO agreed with the PAAPAM's proposal that a pre-qualification of vendors system of potential manufacturers was necessary to ensure the quality and transparent mechanism.