



PAKISTAN HOSIERY MANUFACTURERS AND EXPORTERS ASSOCIATION

PHMA E-NEWSLETTER
(Central – Volume – I, Issue – 1, Edition: October 2018)

**RAZAK DAWOOD, ADVISOR TO PM
ON COMMERCE & TEXTILES VISITS
PHMA HEAD OFFICE**



بِسْمِ اللّٰهِ الرَّحْمٰنِ الرَّحِیْمِ

AL-QURAN

In the Name of Allah, Most Compassionate, Ever-Merciful

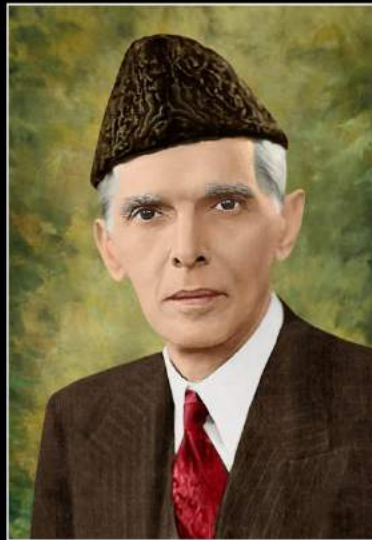
1. All praise be to Allah alone, the Sustainer of all the worlds,
2. Most Compassionate, Ever-Merciful,
3. Master of the Day of Judgment.
4. (O Allah!) You alone do we worship and to You alone do we look for help.
5. Show us the straight path,
6. The path of those upon whom You have bestowed Your favours,
7. Not of those who have been afflicted with wrath, nor of those who have gone astray.

Translation: Irfan-ul-Quran

AL HADITH:

From Abdullah Ibn 'Umar -may Allah be pleased with him- that Allah's messenger -peace and prayer of Allah be upon him- said, "The trustworthy, honest Muslim merchant will be with the Prophets, the honest men, and martyrs on the Day of Resurrection.

Source: Ibn-e-Maaja



Founder of Nation, Quaid-e-Azam Muhammad Ali Jinnah's address to the Business Community of Pakistan on the occasion of laying the Foundation-Stone of the building of the Valika Textile Mills Ltd. on 26th September, 1947, at Karachi.

“If Pakistan is to play its proper role in the world to which its size, manpower and resources entitle it; it must develop industrial potential side by side with its agriculture and give its economy an industrial bias. By industrializing our State, we shall decrease our dependence on the outside world for necessities of life; we will give more employment to our people and will also increase the resources of the State.

Nature has blessed us with good many raw materials of industry and it is up to us to utilize them to the best of the State and its people. I hope this venture of your will prove the precursor of many such enterprises and bring prosperity to all concerned.”



PHMA E-Newsletter

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PAKISTAN HOSIERY MANUFACTURERS AND EXPORTERS ASSOCIATION

PHMA Brief Profile *(Estd 1960)*



Pakistan Hosiery Manufacturers & Exporter Association is the premier trade organization representing the hosiery and knitwear industry of Pakistan, accelerating and providing growth in all sectors of the economy, generating immense employment and promoting national self-reliance.

PHMA's Affiliations / Recognitions



*Registered with
Ministry of Commerce,
Government of Pakistan
Through Directorate General of
Trade Organizations (DGTO)*



*Incorporated with
Securities and Exchange
Commission of Pakistan
(SECP)*



*Affiliated with
Federation of Pakistan
Chambers of Commerce
& Industries (FPCCI)*



*Affiliated with
International
Chamber of
Commerce (ICC)*

PHMA's historic value & distinctions

Nationwide presence	Karachi, Lahore, Faisalabad & Sialkot
Industry size	The hosiery and knitwear industrial network of Pakistan comprises approx. 3,500 large, medium and small units, 85% of which are small enterprises, 10% medium ventures and only 5% large integrated factories.
Share in Export	Exports of all the knitted products is 35% of the Nation's exports. The knitwear industry consequently emerges as the country's top foreign exchange earner.
Share in Employment Generation	The industry sustains directly, livelihood of 210,000 skilled workers and their families; 490,000 unskilled workers and their kith & kin. Another 350,000 people benefit in allied cottage industries. Thus the industry provides directly and indirectly sustenance to well over a million people.
Investment in sector	Despite being a labour-intensive industry, the investment in the knitwear and hosiery units is estimated at Rupees Seven billion (PKR 7 billion) and tops the list of industries for value added exports ranking as the second largest foreign exchange earner in the country.
Product line	Shirts / T-Shirts, Hooded Jackets / blazers, Trouser, Bed Sheets, Knitted Fabrics, Socks & other garments



**Muhammad Jawed
BILWANI**
Central Chairman,
Pakistan Hosiery
Manufacturers & Exporters
Association
&
Chairman
Pakistan Apparel Forum

MESSAGE

It is beyond any doubt that PHMA is on top of few most active and functional Associations of Pakistan whose voice and suggestions are given due weightage by the authorities concerned.

The Association, besides publishing Periodical Magazines and Reports, has also taken initiative by bringing out PHMA's E-Newsletter on weekly basis to keep members aware of day to day activities of the Association.

This maiden issue of weekly PHMA's E-Newsletter is presented before members highlighting recent Association activities and important information concerning the industry. I am confident that members will find it meaningful.

PHMA welcomes views & suggestions of members at:

secretary@phmaonline.com



Prime Minister's Adviser on Commerce & Textile, Mr Abdul Razak Dawood visited Pakistan Hosiery Manufacturers & Exporters Association

Prime Minister's Adviser on Commerce & Textile, Mr Abdul Razak Dawood during his visit to Pakistan Hosiery Manufacturers & Exporters Association and address to leading value added textile exporters have stated that the role of value added textile is vital in the national exports and the Government wants to accord top priority to this sector taking necessary steps and measures to enhance its export efficiency. Efforts are underway to reduce the cost of manufacturing and making the value added textile export industry more viable. The Government has introduced separate Gas Tariff for Export Industry while it also under-consideration to introduce separate tariff for electricity and water. He sought proposals from PHMA and other Value Added Textile Associations for discussion in the cabinet for export enhancement.



PAKISTAN HOSIERY MANUFACTURERS AND EXPORTERS ASSOCIATION



Mr Abdul Razak Dawood stated that the Ministry is also working to rationalize and duties structures and wants to minimize taxes and duties on import of raw materials and instead apply duties on import of finished / luxury goods in order to facilitate the domestic industry become more viable with reduced cost of manufacturing. Ministry will also hold the meeting to simplify the DTRE Scheme and make Soft DTRE with improvement in rules and system. Ministry is working on a strategy to discourage export of raw material and encourage export of value added items and decision shall be taken sooner. He added that on request of Value Added Textile Export Associations, he will recommend the Governor, State Bank of Pakistan to allow facility for exporters' Authorized Dealer to make import advance payments against irrevocable Letters of Credit (L/C) upto 100% of the value of the goods and upto US\$10,000/- per invoice for the import of all eligible items without the requirement of L/C or Bank Guarantee from the supplier abroad.

Mr Razak Dawood informed that the Government is strengthening further its strategic partnership with China on bilateral trade and CPEC. In recent meetings with Chinese Foreign Minister and Ambassador, Pakistan has convinced China to renegotiate Free Trade Agreement to bridge the trade gap enhancing preferential tariff lines for Pakistan from 57 to 313 tariff lines. A big delegation of Chinese Buyers is visiting Pakistan on 8 Oct to hold broad based meetings with Pakistani Exporters and huge orders are expected. He highlighted that he has asked the Chinese Buyers to give orders rather than signing any MoUs. In the continuous process to strengthen Pak-China Trade Ties, Prime Minister has planned to visit China to meet his Chinese counterpart in November for meeting on bilateral relations on trade, investments and joint ventures. Dawood added that he has also urged that beside preferential treatment under CPFTA, China should also allow Pakistan preferential treatments and concessions given to ASEAN Countries.

COVER STORY

Prime Minister's Adviser on Commerce & Textile, Abdul Razak Dawood visited Pakistan Hosiery Manufacturers & Exporters Association on 26 Sept, 2018

The Adviser to PM informed that to earn more foreign exchange and enhancement of exports, it is imperative that Pakistani Value Added Textile Industry should do more value addition with domestic cotton and yarn. To bring reforms in Agriculture produces, he will meet the Cotton Growers and Ginners soon for due diligence on enhancement of per hectare of yield of cotton crop, cotton contamination and development seed bank.



Earlier, **Chief Coordinator and Former Chairman, PHMA, Mr Muhammad Jawed Bilwani** welcomed Prime Minister's Adviser on Commerce & Textile, Abdul Razak Dawood to PHMA House, Karachi. During his presentation, he apprised about the issues and difficulties faced by the Apparel Export Sector which is the backbone and engine of Textile Sector and the largest sub-sector of textile export sector with US \$5.3 billion exports per annum (23% of total exports i.e. US \$23.22 billion and 39% of total textile export i.e. US \$13.53 billion), largest contributor to earn precious foreign exchange and largest employment provider.

He informed the meeting that in 1990, textile export of Pakistan stood at \$3.67 billion, Bangladesh \$0.98 billion and India \$4.71 billion and in 2018 the export of Pakistan stood at \$13.53 billion with 269 percent growth; Bangladesh \$30.61 billion with 3,023 percent surge and India's textile exports are \$36.74 with 680 percent growth. Bilwani said that in 1991 cotton production of Pakistan stood at 10 million bales (480 lbs), India at 9.7 million bales (480 lbs) while in 2017 Pakistan stand at 8.20 million bales (480 lbs) with 18 percent decrease, India stands at 28.70 with 205 percent growth. He said that the main reasons behind the slow growth in exports is that the exporters are facing tough competition with neighbouring countries due to high cost of doing business on one hand while there is persistent liquidity crunch on the other hand. The severe liquidity crunch lead to lower production and closure of a number of exporting industries resulted in drop of textile exports.

Mr Jawed Bilwani voiced that policy decisions of the Government must be sustainable and continuous. He further demanded that in extended Prime Minister's Export Package for three years, the imperative Role of Association is missing which should be included for the sustainability of the Associations.

Mr Bilwani emphasized that the Value Added Textile Sector needs special attention of the Government to achieve milestone in exports in this connection, the Government has to take crucial steps and decisions to enhance per hectare yield of the cotton crop, cotton contamination and development of seeds.



PAKISTAN HOSIERY MANUFACTURERS AND EXPORTERS ASSOCIATION

Mr Zubair Motiwala Chairman CAPTA in his keynotes that appreciated the Government for not increasing the Gas Tariff for the Export Sectors and announcement to separate tariff in Utilities Structure for Export Sectors. He urged that the Cost of doing should be brought down at par with regional competitors to make us competitive in the international market and this will benefit the entire manufacturing chain. Water Tariff should be uniformed across the country as



tariff in Karachi is Rs243/- per 1000 gallons whereby in other cities of Pakistan Water Tariff is Rs50/- to Rs55/-. Suspend 0.25% EDF Surcharge deducted from Exporters' Remittances and GoP may consider to impose Trade Development Surcharge be levied on imported luxury items / finished goods. Federal Government should announce a Policy that EOBI and Social Security will be paid by the Government on behalf of Government. In neighbouring country, EOBI and SESSI is also paid by the Government on behalf of exporters. Export Sector should exclusively be regulated under the Federal Government. Federal Government may fix Gazetted holidays in a year for Export Industry and such Holidays can be adjusted by Employer and Employee with mutual consent. Provincial Holidays should not be applicable to the Export Oriented Industries.

Apparel Export Sector pledged against the anticipated support from the Government that a 15% increase in exports every year which means a surplus of trade, more foreign exchange and generation of employment including female workers. Besides, Managing Committee Members and Chairmen/ Office Bearers of Pakistan Apparel Forum Associations: Mr Tariq Munir, Chairman PHMA, Mr Sohail Azia, Chairman PAKSEA, Mr Shaikh Shafiq, Chairman PRGMEA, Mr Khawaja Usman, Chairman PCFA, a large number of Value Added Textile Exporters participated in the meeting.





PAKISTAN HOSIERY MANUFACTURERS AND EXPORTERS ASSOCIATION



PHMA ELECTS NEW OFFICE BEARERS



Muhammad Jawed Bilwani
Central Chairman, PHMA



Muhammad Adil Butt
Senior Vice Chairman



Umair Mianoor
Vice Chairman



PAKISTAN HOSIERY MANUFACTURERS AND EXPORTERS ASSOCIATION

PHMA ANNUAL GENERAL MEETING (26th September, 2018)

Pakistan Hosiery Manufacturers & Exporters Association (PHMA) Election results were announced in its Annual General Meeting held on 26th September, 2018 whereby **Mr Muhammad Jawed Bilwani, Mr Adil Butt and Mr Umair Ghulam Muhammad** have been elected as **unopposed as Central Chairman, Senior Vice Chairman and Vice Chairman** respectively who will serve the Association for tenure 2018-2019.

Mr Adil Butt, Senior Vice Chairman (Central) will also head the Zonal Committee as Zonal Chairman while Kashif Zia and Sh. Mohammad Sarwat Kapoor has been elected Zonal Senior Vice Chairman and Zonal Vice Chairman respectively. Mr Umair Ghulam Muhammad Vice Chairman (Central) will also head the Zonal Committee as Zonal Chairman while, Altaf Hussain, Bashir A. Ghaffar has been elected Zonal Senior Vice Chairman and Zonal Vice Chairman respectively.

The Executive Committee expressed the confidence that the new elected representatives will make all efforts to espouse selflessly in their endeavours to cooperate in the resolving of issues and problems faced by our industry, in the best interests of our members and in further enhancing and boosting the exports.

Newly Elected Central Chairman, Mr Muhammad Jawed Bilwani said that it was an honour for him to assume the office of the Central Chairman for the third time. He paid tribute to the outgoing chairman, saying the outgoing body in the lead of its Chairman had been actively promoting the interests of the value-added textile industry throughout the year. Mr Jawed Bilwani vowed to continue with his efforts for the promotion and protection of the value-added textile industry.

He said that the knitwear (hosiery) apparel maintains the highest exports share and knitwear remained at top of exports statistics of Fiscal Year 2017-18 with US \$ 2.71 billion despite adverse factors such as liquidity crunch and high costs of doing business. He added that he would accord top priority in respect to reduction in cost of inputs, resolution of refund related issues, and a favourable environment for the promotion of hosiery garment industry in Pakistan. Growth of value-added textile industry was a must to steer the industry out of worse situation and contribute to the exports of the country. If conducive environment provided by the government, he pledged that exports of knitwear sector alone will be enhanced to the tune of US \$10 to \$ 12 billion dollars in next five years.



Outgoing Central Chairman, Dr. Khurram Anwar Khawaja, stated that sincere efforts were made during his chairmanship to achieve the desired objectives of PHMA to enhance exports, safeguard genuine rights of members and address and resolve problems and issues confronting to the industry.

Outgoing Office Bearers & Executive Committee Members and Sitting & Newly elected Committee Members congratulated new Office Bearers and sincerely assured of every cooperation in successfully continuing the mission, aims and objectives and goals.

Newly elected Chairman, Mr Jawed Bilwani; Senior Vice Chairman, Mr Adil Butt and Vice Chairman, Mr Umair Mianoor conveyed their gratitude for reposing confidence and assured that they will leave no stone unturned to deliver results in respect to enhancement exports and promotion of Value Added Textile Sector.



PAKISTAN HOSIERY MANUFACTURERS AND EXPORTERS ASSOCIATION

PAKISTAN HOSIERY MANUFACTURERS & EXPORTERS ASSOCIATION LIST OF EXECUTIVE COMMITTEE FOR THE YEAR 2018-19

(i.e. FROM 1.10.2018 TO 30.9.2019)

CENTRAL OFFICE: PHMA HOUSE 37-H, BLOCK-6, PECHS, KARACHI. TEL: 021-34522769-34545683

1	MR. MOHAMMAD JAWED BILWANI CENTRAL CHAIRMAN, PHMA PROPRIETOR M/S. J.B. INDUSTRIES, KARACHI	2	DR. KHURRAM ANWAR KHAWAJA EX-OFFICIO & MEMBER, EXECUTIVE COMMITTEE, PHMA DIRECTOR M/S. ANWAR KHAWAJA IND'S (PVT) LTD, SIALKOT.
3	MR. UMAIR GHULAM MOHAMMAD CHAIRMAN, PHMA (SZ) DIRECTOR M/S. MIANOR TEXTILE INDUSTRIES (PVT) LTD, KARACHI.	4	MR. ADIL BUTT, CHAIRMAN PHMA (NZ) DIRECTOR M/S. ALKAM INDUSTRIES (PVT.) LTD., LAHORE.
5	MR. ALTAF HUSSAIN SENIOR VICE-CHAIRMAN, PHMA (SZ) PROPRIETOR, M/S. GLOBAL EXPORTS, KARACHI.	6	MR. KASHIF ZIA SENIOR VICE-CHAIRMAN PHMA (NZ) PARTNER M/S. LAHORE FASHIONS, FAISALABAD.
7	MR. BASHIR A. GHAFFAR VICE-CHAIRMAN, PHMA (SZ) PARTNER M/S. HUMERA INDUSTRIES, KARACHI.	8	SH. MOHAMMAD SARWAT KAPOOR VICE-CHAIRMAN PHMA (NZ) PARTNER M/S. HAMMAD INDUSTRIES, SIALKOT-4.
9	MR. TARIQ MUNIR MEMBER, EXECUTIVE COMMITTEE, PHMA PARTNER M/S. ZAFAR INDUSTRIES, KARACHI.	10	MR. QAMAR AFTAB MEMBER, EXECUTIVE COMMITTEE, PHMA DIRECTOR M/S. IMAGE GARMENTS (PVT) LTD., FAISALABAD.
11	MR. MOHAMMAD ASLAM MEMBER, EXECUTIVE COMMITTEE, PHMA DIRECTOR M/S. KARSAZ TEXTILE INDUSTRY (PVT) LTD, KARACHI.	12	MR. MUHAMMAD SHAHEEN TABASSUM MEMBER, EXECUTIVE COMMITTEE, PHMA PARTNER M/S. LAWRENCE HOSIERY PRODUCTS., FAISALABAD.
13	MR. MOHAMMAD BABAR KHAN MEMBER, EXECUTIVE COMMITTEE, PHMA PROPRIETOR MULTINATIONAL EXPORT BUREAU, KARACHI.	14	MR. M. AFZAL AWAN MEMBER, EXECUTIVE COMMITTEE, PHMA DIRECTOR SADAQAT CORPORATION (PVT) LTD., FAISALABAD.
15	MR. ABDUL JABBAR GAJIANI, MEMBER, EXECUTIVE COMMITTEE, PHMA PROPRIETOR M/S. GAJIANI TEXTILE, KARACHI.	16	MR. SAJID HUSSAIN BHATTI MEMBER, EXECUTIVE COMMITTEE, PHMA PARTNER M/S. TASNEEM TEXTILES., LAHORE.
17	MR. SAQIB BILWANI MEMBER, EXECUTIVE COMMITTEE, PHMA DIRECTOR M/S. BONANZA GARMENT INDUSTRIES (PVT) LTD, KARACHI.	18	MR. MUHAMMAD RAFI SONY, MEMBER, EXECUTIVE COMMITTEE, PHMA PARTNER M/S. SONY TRADING CORP., SIALKOT.
19	MR. ABDUL KADIR BILWANI MEMBER, EXECUTIVE COMMITTEE, PHMA PARTNER M/S. MANHATTAN ENTERPRISES, KARACHI.	20	MR. MUHAMMAD ASLAM JAVED MEMBER, EXECUTIVE COMMITTEE, PHMA DIRECTOR M/S. RAMAY TEXTILE (PVT) LTD., LAHORE.
21	MR. FAISAL ARSHAD SHEIKH MEMBER, EXECUTIVE COMMITTEE, PHMA PARTNER M/S. SUNFLOWER INDUSTRIES, KARACHI.	22	MR. MUHAMMAD WAQAR MEMBER, EXECUTIVE COMMITTEE, PHMA PARTNER M/S. W.BROTHERS, GUJRANWALA.
23	MR. FAWAD USMAN MEMBER, EXECUTIVE COMMITTEE, PHMA PARTNER M/S. PELIKAN KNITWEAR, KARACHI.	24	MR. FARRUKH IQBAL MEMBER, EXECUTIVE COMMITTEE, PHMA DIRECTOR M/S. COSY INTERNATIONAL (PVT) LTD., FAISALABAD.
25	MR. ABDUL REHMAN MEMBER, EXECUTIVE COMMITTEE, PHMA PARTNER M/S. TEXTILE CHANNEL, KARACHI.	26	MR. AMIR HAFEEZ BHATTI. MEMBER, EXECUTIVE COMMITTEE, PHMA DIRECTOR M/S. HAFEEZ KNITWEAR (PVT)LTD., FAISALABAD.
27	MR. AYAZ ALI MEMBER, EXECUTIVE COMMITTEE, PHMA PROPRIETOR M/S. ADEEL INTERNATIONAL, KARACHI.	28	MR. SHAHID RAFI MEMBER, EXECUTIVE COMMITTEE, PHMA DIRECTOR M/S. M. RAFI SONS GARMENTS INDUSTRIES (PVT.) LTD., LAHORE.
29	MRS. RUKHSANA ARIF MEMBER, EXECUTIVE COMMITTEE, PHMA M/S. SCOPE INTERNATIONAL, KARACHI.	30	MRS. NIGHAT SHAHID, MEMBER, EXECUTIVE COMMITTEE, PHMA M/S. SHAN INDUSTRIES, FAISALABAD.



PAKISTAN HOSIERY MANUFACTURERS AND EXPORTERS ASSOCIATION

PICTORIAL HIGHLIGHTS

PHMA 15th Health & Safety Meeting (26th September, 2018) Head Office, Karachi





PAKISTAN HOSIERY MANUFACTURERS AND EXPORTERS ASSOCIATION

PICTORIAL HIGHLIGHTS PHMA AGM (26th September, 2018) FAISALABAD





PAKISTAN HOSIERY MANUFACTURERS AND EXPORTERS ASSOCIATION

PICTORIAL HIGHLIGHTS

PHMA AGM (26th September, 2018) LAHORE & SIALKOT





PAKISTAN HOSIERY MANUFACTURERS AND EXPORTERS ASSOCIATION

PAKISTAN HOSIERY MANUFACTURERS & EXPORTERS ASSOCIATION
HEARTILY WELCOME
Mr. Abdul Razak Dawood
Adviser to the Prime Minister of Pakistan
on Commerce & Textile Industry, Production and Investment
at PHMA HOUSE, KARACHI on 26th September, 2018





Strategic partnership with China to be strengthened further: Dawood

18 BUSINESS RECORDER KARACHI THURSDAY 27 SEPTEMBER 2018

RECORDED REPORT
KARACHI: Prime Minister's Adviser on Commerce & Textile, Abdul Razak Dawood has said that Pakistan is further strengthening its strategic partnership with China on bilateral trade and CPEC.

"In recent meetings with Chinese Foreign Minister and Ambassador, Pakistan is convinced China to renegotiate Free Trade Agreement (FTA) to bridge the trade gap by enhancing preferential tariff lines for 57 Pakistani products to 313 items", he informed.

In a meeting with members of Pakistan Hosiery Manufacturers & Exporters Association (PHMA) on Wednesday, he said that a delegation of Chinese buyers is visiting Pakistan in the first week of October to hold broad based meetings with Pakistani exporters.

"We have urged Chinese buyers to place orders rather than signing MoUs and we are expecting huge export orders in these meetings", he said.

In the continuous process to strengthen Pak-China trade ties, Prime Minister Imran Khan has planned to visit China to meet his Chinese counterpart in November to discuss a number of projects relating to bilateral trade, investments and joint ventures, he informed.

Adviser to PM urged industrialist that with an aim

to earn more exchange and employment of exports, it is that Pakistani va textile industry more value added domestic cotton an "To bring re Agriculture secto soon arrange cot sessions with cott and ginners to en hectare of yield crop and addre issues like cotton c tion and developi bank."

He said that value added textile the national expor government wants top priority to this ing necessary steps and measures to enhance its export efficiency.

"A number of efforts are underway to reduce the cost of manufacturing and making the value added textile

Bilwani seeks special status for textile sector

RECORDED REPORT
KARACHI: Chief Coordinator and Former Chairman Pakistan Hosiery Manufacturers & Exporters Association Jawed Bilwani has said that apparel is the largest sub-sector of textile export sector with \$5.3 billion exports per annum and largest contributor to earn precious foreign exchange and largest employment provider.

During the visit of Prime Minister's Adviser on Commerce & Textile, Abdul Razak Dawood to PHMA House, in his presentation, Bilwani said that in 1990, textile export of Pakistan stood at \$3.67 billion, Bangladesh \$0.98 billion and India \$4.71 billion and now in 2018 the textile exports of Pakistan stood at \$13.53 billion with 269 percent growth, Bangladesh \$30.61 billion with 3,023 percent surge and India's textile exports are \$36.74 with 680 percent

growth. Bilwani said that in 1991 cotton production of Pakistan stood at 10 million bales (480 lbs), India at 9.7 million bales (480 lbs) while in 2017 Pakistan stand at 8.20 million bales (480 lbs) with 18 percent decrease, India stands at 28.70 with 205 percent growth. He said that the main reasons behind the slow growth in exports is that the exporters are facing tough competition with neighbouring countries due to high cost of doing business on one hand while there is persistent liquidity crunch on the other hand. He said that the severe liquidity crunch lead to lower production and closure of a number of exporting industries resulted in drop of textile exports. Jawed Bilwani voiced that policy decisions of the Government must be sustainable and continuous. He further demanded that in extended Prime Minister's Export

Package for three years, the imperative role of association is missing which should be included for the sustainability of the associations.

Bilwani emphasised that the value added textile sector needs special attention of the government to achieve milestone in exports in this connection, the government has to take crucial steps and decisions to enhance per hectare yield of the cotton crop, cotton contamination and development of seeds.

Zubair Motiwala Chairman CAPTA in his keynotes appreciated the government for not increasing the gas tariff for the export sectors and announcement to separate tariff in utilities structure for export sectors. He urged that the cost of doing should be brought down at par with regional competitors to make us competitive in the international market and this will benefit the entire manufacturing chain.

industry", he added.

In addition, ministry is working on a strategy to discourage export of raw material and encourage export of value added items and decision shall be taken sooner.

and former Chairman PHMA Jawed Bilwani during his presentation apprised about the issues and difficulties faced by the apparel export sector which is the backbone and engine of textile sector.

Razak concerned over falling cotton output

By Parvaiz Ishfaq Rana

KARACHI: Adviser to Prime Minister on Commerce and Textile Industry, Production and Investment Abdul Razak Dawood on Wednesday expressed concern over low cotton production and crop contamination.

Talking to textile industry leaders and exporters at PHMA House, the adviser said production cannot be increased without introducing new cotton seeds. Similarly for contamination-free cotton, ginning units have to go for better technology, he added.

He said the issue of wide trade gap between Pakistan and China was taken up during the recent visit of Chinese foreign minister. After detailed discussions, both sides agreed to work on narrowing down the trade gap, he added. Pakistan's imports from China are presently at \$15.38 billion and exports at \$1.5bn only.

The adviser informed the textile leaders that the number of preferential tariff lines with China has now been increased from 57 to 313. Also discussions were under way for revising the Free Trade Agreement (FTA) with China and Pakistan is seeking concessions equal to Asean countries.

On the occasion, he said a large buying mission from China is arriving on Oct 8. The adviser assured that no negotiations will take place without consultation with trade and industry.

Razak said a delegation headed by him will leave for China on Nov 4 with a aim of luring Chinese investors.

He said Pakistan's tariff policy needed to be rationalised. Responding to a question, he said the Chinese foreign minister assured to provide special corridor and space to Pakistan in bilateral trade which in the past was not fully explored.

THE EXPRESS TRIBUNE, KARACHI, SEPTEMBER 27, 2018

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High-profile Chinese delegation to arrive in October

Beijing wants to bridge huge trade gap with Islamabad

He added that on November 4, Pakistan's delegation, led by him, would leave for Beijing to meet with the Chinese commerce minister and other authorities and discuss how to revisit the free trade agreement (FTA) between the two countries. "We have already discussed the trade imbalance with the Chinese foreign minister during his recent visit to Islamabad and the Chinese ambassador to Pakistan," he said, adding the FTA government would seek tariff concession on 330 items.

KARACHI

Adviser to the Prime Minister on Commerce, Textile, Industry and Investment Abdul Razak Dawood said on Wednesday that the Pakistan Tehreek-e-Insaf (PTI) government has made the Chinese government realise to bridge the huge trade gap between the two nations, which is in favour of Beijing. China genuinely wanted to bridge the trade gap and establish a good trade balance. "As a step forward in this direction, a high-profile Chinese delegation, having many Pakistani products on their purchase list, is scheduled to arrive on October 8," he informed the value-added textile sector representatives in a meeting at the Pakistan Hosiery Manufacturers and Exporters Association (PHMA) office.

"The big gap in Pakistan-China trade is a serious issue and the PTI government is making efforts in this regard," he said. "However, it will take some time."

The adviser assured the business community that he would not negotiate anything with China on trade and investment without consultation with the business community through their representative trade bodies. APP

The News International, Thursday, September 27, 2018

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COMMERCE

Beijing sending 'buying mission to bridge trade gap: adviser

By Javed Mirza

KARACHI: A Chinese 'buying mission' is arriving in Pakistan on October 8, 2018, with the sole purpose of striking import contracts with local producers, as Beijing has agreed to bridge the trade gap between the two countries, a top government official said on Wednesday. "I had meetings with the Chinese foreign minister and their ambassadors and underlined that trade balance between two countries was mostly tilted in China's favour and they should buy more from Pakistan," Abdul Razak Dawood, Adviser to Prime Minister on Commerce

and Textile Industry, said while talking to stakeholders at Pakistan Hosiery Manufacturers Association (PHMA) House. "China is genuinely willing to bridge the trade gap."

Dawood said the mission, comprising Chinese businessmen, exporters, traders etc, would make supply contracts with local producers in many sectors for goods which China may use for home consumption or re-export. "The value-added textile exporters should be ready for and make the most of this opportunity," the adviser said.

China, the largest trade partner of Pakistan, has further increased its exports to \$11.458 billion in

FY18, an increase of \$1.381 billion compared to FY17.

However, exports to China increased by just \$120 million to \$1.744 billion, creating a trade gap of \$9.7 billion, which accounts for over 30 percent of the overall trade deficit of the country.

The adviser expressed serious concerns on reports that Chinese companies were mostly venturing in businesses of primary goods and material, and exporting these primary goods back to China for value-addition and re-export.

The adviser was informed at the meeting that Chinese companies were coming in jewelry, textiles,

leather, and other sectors, and exporting raw, semi-finished, and primary products out of Pakistan.

To this, the adviser said if they (Chinese) look all the primary goods and raw materials then what local industry would be left with.

"We need to improve the quality of our negotiations. I will put my foot down that this does not happen to our local industry," Abdul Razak Dawood said. He further said that discussions were on and China would grant preferential access on 313 tariff lines exportable to China.

Ensuring the exporters that no decision would be taken against their consent, Dawood said Prime

Minister Imran Khan would be visiting China next week of November at the second phase trade agreement.

Javed Bilwani, a special adviser to the government, said the cost of doing business in Pakistan should be brought down at par with regional competitors to make us competitive in the international market and this will benefit the entire manufacturing chain.

Bilwani elected PHMA chairman

RECORDER REPORT

KARACHI: Pakistan Hosiery Manufacturers & Exporters Association (PHMA) has elected Muhammad Jawed Bilwani as its central chairman for the term 2018-2019, unopposed, pledging to continue efforts for the industry's growth.

At the annual general meeting held on Sept 26 2018, the election results were announced in which Adil Butt and Umair Ghulam Muhammad were elected senior vice chairman and vice chairman unopposed, respectively for the next term.

Umair Ghulam Muhammad, vice chairman (Central), will also head the Zonal Committee as zonal chairman while, Altaf Hussain, Bashir A Ghaffar has been elected zonal senior vice chairman and zonal vice chairman respectively.

Adil Butt, senior vice chairman (Central) will also head the zonal committee as zonal chairman while Kashif Zia and Sh. Mohammad Sarwat Kapoor have been elected zonal senior vice chairman and zonal vice chairman respectively.

The executive committee expressed the confidence that the new elected representatives will make all efforts to espouse selflessly in their endeavours to cooperate in resolving issues and problems faced by our industry, in the best interests of our members and in further enhancing and boosting the exports.

Newly elected Central chairman, Muhammad Jawed Bilwani said that it was an honour for him to assume the office of the central chairman for the third time. He paid tribute to the outgoing chairman, saying the outgoing body in the lead of its chairman had been actively promoting the interests of the value-added textile industry throughout the year. Jawed Bilwani vowed to continue with his efforts for the promotion and protection of the value-added textile industry.

He said that the knitwear (hosiery) apparel maintains the highest exports share and knitwear remained at top of exports statistics of Fiscal Year 2017-18 with \$2.71 billion despite adverse factors such as liquidity crunch and high costs of doing business. He added that he would accord top priority in respect to reduction in cost of inputs, resolution of refund related issues, and a favourable environment for the promotion of hosiery garment industry in Pakistan.

Growth of value-added textile industry was a must to steer the industry out of worse situation and contribute to the exports of the country. If conducive environment provided by the government, he pledged that exports of knitwear sector alone will be enhanced to the tune of US \$10 to \$12 billion dollar in next five years.

Outgoing central chairman, Dr Khuram Anwar Khawaja, stated that sincere efforts were made during his chairmanship to achieve the desired objectives of PHMA to enhance exports, safeguard genuine rights of members and address and resolve problems and issues confronting to the industry. Outgoing office bearers & executive committee members and sitting & newly elected committee members congratulated new office bearers and sincerely assured of cooperation in successfully continuing the mission, aims and objectives and goals.

PHMA elects office bearers

By our correspondent

KARACHI: Pakistan Hosiery Manufacturers and Exporters Association (PHMA) on Thursday announced the election of Muhammad Jawed Bilwani as the central chairman of the body for the third term.

The PHMA, in a statement, said Adil Butt and Umair Ghulam Muhammad had been elected as senior vice chairman and vice chairman unopposed, respectively for 2018-2019 tenure. Umair Ghulam Muhammad, vice chairman (central), will also head the zonal committee as zonal chairman while, Altaf Hussain and Bashir A Ghaffar have been elected zonal senior vice chairman and zonal vice chairman respectively, the statement said.

It further added that Adil Butt, senior vice chairman (central), would also head the zonal committee as zonal chairman, while Kashif Zia and Sheikh Mohammad Sarwat Kapoor had been elected zonal senior vice chairman and zonal vice chairman, respectively.

ویدویڈ ریٹیکسٹائل کو ترجیح دے کر برآمدی پالیسی بنائینگے مشیر تجارت

پیداواری لاگت کم کرنے پر سب سے زیادہ توجہ، برآمدی مصنوعات کیلئے گیس کے بعد بجلی پانی کے بھی طبعہ صرف متعارف کرانے پر غور کر رہے ہیں کراچی (کامرس رپورٹر) وزیراعظم کے مشیر برائے تجارت و ٹیکسٹائل عبدالرزاق داؤد نے کہا ہے کہ نئی برآمدات میں ویدویڈ ریٹیکسٹائل بیکار اہم کردار ہے اور حکومت اس شعبے کو ترجیح دیکر برآمدی حکمت عملی مرتب کرے گی، ویدویڈ ریٹیکسٹائل بیکری ترقی کے لیے خصوصی اقدامات کیے جائیں گے جس میں پیداواری لاگت کم کرنے پر سب سے زیادہ توجہ دی جائے گی۔ یہ بات انہوں نے پاکستان ہوزری میونسپلٹی چیمبرز ایسوسی ایشن کے تحت ہونے والے اجلاس میں ہاؤس میں ویدویڈ ریٹیکسٹائل ایسوسی ایشن کے نمائندوں سے خطاب کے دوران کہی۔ انہوں نے کہا کہ حکومت نے برآمدی مصنوعات کے لیے گیس کا اہم رعایتی ٹیرف دیا ہے جسکے بعد بجلی پانی کے بھی طبعہ صرف متعارف کرانے پر غور کیا جا رہا ہے، ویدویڈ ریٹیکسٹائل بیکری ایسوسی ایشنز اسلٹس میں تیار کیا مکمل کریں تاکہ کابینہ کے اجلاس میں برآمدات بڑھانے سے متعلق تجاویز پیش کی جاسکیں، انہوں نے انٹیلیٹ بینک آف پاکستان کی طرف سے ایکسپورٹرز کیلئے ایک سپورٹ مصنوعات کی تیاری کی خاطر کی جانے والی ایپورٹس کیلئے 100 لاکھ ڈالر یا انوائس کے مطابق 10 ہزار ڈالر تک ایڈوائس پے منٹس کی سہولت ختم کرنے کے معاملے سے کہا کہ وہ خود گورنمنٹ بینک سے بات کریں گے۔ انہوں نے کہا کہ چین سے ترسیل تجارت کے معاہدے الٹی ٹی سے متعلق ہونے والے مذاکرات میں ترسیل تجارت سے متعلق ایشیائی فہرست 53 کوشیاء سے بڑھا کر 1313 ایشیائی تجویز دی گئی ہے، چین سے کہا گیا ہے کہ وہ پاکستان کی برآمدات کے فروغ کے لیے رعایتی ٹیرف متعارف کرانے اس ضمن میں چین سے کہا گیا ہے کہ وہ پاکستان کو آسٹریا، ممالک کی طرز پر ترسیل تجارت کی رعایتیں اور سہولتیں فراہم کرے، انہوں نے بتایا کہ 18 کونٹریں ان سے ٹیکسٹائل مصنوعات کے خریداروں کا ایک بڑا وفد پاکستان کا دورہ کر رہا ہے جبکہ اگلے مرحلے میں سرمایہ کاری اور مشینوں کی حکمت عملی مرتب کی جائے گی۔ انہوں نے کہا کہ پاکستان سے ٹیکسٹائل کا خام مال لگانا نہیں چاہئے بلکہ کپاس اور ایران کی زیادہ سے زیادہ ویدویڈ ریٹیکسٹائل کی جانی چاہئے جس سے ملک کے قیمتی زر مبادلہ میں اضافہ ہوگا۔ ملک میں کپاس کی پیداوار بڑھانے کے لیے وہ مختصر ب کاٹنگ اور اور جز سے ملتا تھا جس کو کریں گے اور اس اسلٹس میں نی ٹیکسٹائل پیداوار میں اضافہ اور آلودگی سے پاک کپاس کے فروغ کے لیے عملی اقدامات کیے جائیں گے۔ انہوں نے کہا کہ حکومت سے کہا گیا ہے کہ وہ صنعتی خام مال کے بجائے تیار مصنوعات پر ریگولیشن ڈیوٹی کا نفاذ کرے تاکہ ملک میں ٹیکسٹائل مصنوعات کی پیداواری لاگت میں کمی آسکے۔ انہوں نے کہا کہ مختصر ب حکومت ملک سے خام مال کی برآمدات



پنی ایچ ایم اے کے منتخب سینئر چیئرمین جاوید بلوانی، سینئر وائس چیئرمین عادل بٹ اور وائس چیئرمین عمیر غلام محمد، عرفان باوانی، بابر خان جبار گاجانی کا گروپ فوٹو



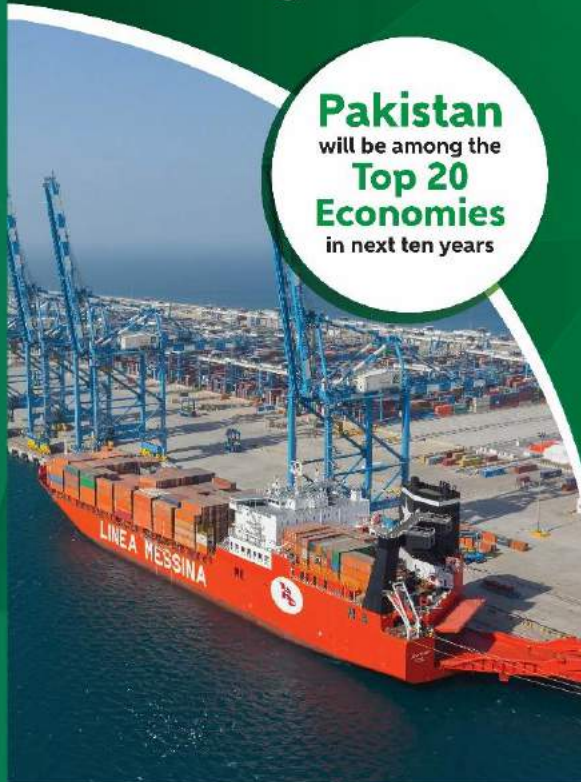
PAKISTAN HOSIERY MANUFACTURERS AND EXPORTERS ASSOCIATION



Energise

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