

December-2019/February-2020

NEWS LEATHER



PAKISTAN
TANNERS
ASSOCIATION

Volume 27



Important Events

- PTA Delegation Meeting held with TDAP Officials on 11.12.2019 for Finalizing of Calendar of Events/ Exhibitions for Calendar 2020
- Meeting of PTA Delegation with PM of Pakistan and with Mr. Abdul Razak Dawood Advisor to PM on Commerce on 02.01.2020 at MoC, Islamabad
- Meeting of PTA Delegation with DG-IOCO, KARACHI on 14.01.2020
- PTA Delegation Meeting with the Chairman, Task Force on 17.01.2020 at Karachi
- PTA organized 6th PMLS-2020 successfully in Lahore Int'l Expo Centre
- PTA Delegation Meeting with the Advisor to PM on Commerce and Addl. Secretary, Ministry of Commerce on 24.02.2020



PTA Delegation Meeting held with TDAP Officials on 11.12.2019 for Finalizing of Calendar of Events/ Exhibitions for Calendar 2020

PTA Delegation led by Sheikh Afzal Hussain accompanied by Mr. Amanullah Aftab, Chairman, Int'l Fairs & Delegation Committee of PTA, Mr. Shafi Ahmed, Member, PTA and Mr. Muhammad Ali, SG, PTA met the official concerned of TDAP on 11th December 2020 in TDAP, Karachi to discuss finalization of Calendar of Events / Exhibitions for Calendar Year 2020 for allocation of PTA for organizing National Pavilion for its members concerned in various destinations for promotion of Pakistani Leather & Leather Products.

Mr. Agha Saiddain, Ex-Chairman, PTA delivered Lecture in Civil Service Academy on 19-12-2019

At the instance of Civil Service Academy at Walton Road, Lahore, Mr. Agha Saiddain, Ex-Chairman, PTA delivered a Lecture on the topic of "Causes of Stagnation in Exports of Pakistan" on 19th December 2019.



Meeting of PTA Delegation with PM of Pakistan and with Mr. Abdul Razak Dawood Advisor to PM on Commerce on 26.12.2019

PTA Delegation led by Sh. Afzal Hussain Saheb, Chairman, PTA comprising Mr. Agha Saiddain, Mr. Kamran Habib, Mr. Khurshid Alam, Ex-Chairman, PTA and Kh. Muhammad Mehr Ali, Ex-Vice Chairman, PTA met Mr. Abdul Razak Dawood Advisor to PM on Commerce in Ministry of Commerce, Islamabad on 26th December 2019 to discuss Leather Industry's issues for resolution.

Besides above, on the same day Mr. Khurshid Alam, Ex-Chairman, PTA also met the Honourable Prime Minister of Pakistan, Mr. Imran Khan in Bani Gala Islamabad to discuss various core issues as confronted by the Leather Industry and specially highlighted the issue of smuggling of live animals from Pakistan to Afghanistan which adversely increasing the prices of meat and livestock in Pakistan and hampering the leather industry badly as well.

Meeting of PTA Delegation with Mr. Abdul Razak Dawood Advisor to PM on Commerce on 02.01.2020 at MoC, Islamabad



PTA delegation led by Shaikh Afzal Hussain along with Mr. Agha Saiddain, Ex-Chairman, PTA Mr. Khurshid Alam, Mr. Kamran Habib, Kh. Muhammad Mehr Ali and Mr. Muhammad Ali-SG, PTA met Mr. Abdul Razak Dawood, Advisor to PM on Commerce on 2nd January'2020 in Ministry of Commerce, Islamabad to discuss all core issues being confronted by the Leather Industry and the details of issues are as

- **Livestock smuggling from Pakistan :**

Which is vital one as brought to the notice by Mr. Khurshid Alam with facts & figures to the Advisor to PM on Commerce, he assured to take more strict surveillance to refrain, which is precious for the leather industry and harmful for the country and necessary measures have also been directed during the meeting in coordination with PTA.

- **To rationalization Tariff of CD, ACD, ST/AGST etc., etc.**

PTA was informed that NTC (National Tariff Commission of Pakistan) is being merged with MOC to enable them in future very shortly to finalise the duties structure with certain relax features would be made/decided by MOC for the best interest of all export sectors including Leather.

- **To provide Level Playing Field to Leather Sector**

In response to our above proposal, the Advisor on Commerce informed PTA delegation that MoC is making necessary measures for providing level playing field to all core sectors of the country including Leather Sector in the next Federal Budget 2020-21 which is expected in June'2020 and he also keen to relax the duty structure particularly on Chemicals for Leather Sector to make this more viable at international platform.

- **To release DLTL refund claims to Leather Sector**

The Advisor on Commerce assured PTA that all the claims for previous DLTL claims would be released to Non Textile Sector in January'2020 with sufficient fund allocation to SBP for further proceeding.

- **To Finished Leather/Dyed leather inclusion in new DLTL**

PTA delegation apprised the Advisor on Commerce about the elimination of Finished/Dyed Leather from DLTL Scheme FY 2018-21 without consultation with the major stakeholder of the Leather Sector while the other sectors are remain part of the DLTL scheme due to this un-favourable decision, the export of Finished Leather Sector is gradually declined which is vital for Leather for expansion of exports & keep retain our share in int'l market and even to accelerate it to the maximum extent as per aspiration of the Government.

The Advisor on Commerce realized the situation and assured to resolve the issue soon.

- **To grant fund for Rs.133 Million out of total expenditure for Rs.485 Million for organizing 10-Int'l Fairs as allocated by TDAP to PTA's Member Participants**

PTA delegation recall the Advisor on Commerce about his approval of 80% Subsidy on allocation of Int'l Fairs to PTA for organizing National Pavilion in various destination during the previous meeting held with him on 18th September'2019 but the implementation on the decision is still awaiting. PTA again submitted Budget on Int'l Fairs with detail presentation during the meeting for allocation of fund to PTA for Rs.133 Million out of total 100% expenditure for Rs.485 Million and stressed to issue instruction to TDAP for granting fund for organizing 10 Int'l Fairs in various destinations as allocated to PTA irrespective of 2 times & 5 years participation condition as per approval of MoC.

The advisor on Commerce assured PTA for consideration of PTA's above proposal with the authorities concerned.

- **To Compliance / NEQS**

The issue of Compliance / NEQS was also came under discussion in detail for which the Advisor on Commerce has issued directives for the study in coordination with PTA for proceeding further due to its importance as a vital element for export of Leather and Leather Products from Pakistan.

- **To announce Technology Up-gradation Programme by the MoC**

Mr. Abdul Razak Dawood, Advisor on Commerce informed PTA delegation during the meeting that Ministry of Commerce will announce a Technology Up-gradation Programme & Bonded Warehouse Scheme abroad in June'2020 for all core export sectors including Leather which will be productive for the promotion of export specially Leather.

- **To adopt No-Duty No-Drawback System**

During the Meeting, Chairman, PTA, Sh. Afzal Hussain also proposed to consider the mode for "No-Duty No-Drawback System", which was appreciated by the Advisor Commerce and assured that the MOC is moving towards to extend maximum relaxation in the Tariff specially fundamental Chemicals for Leather to be allowed at Zero rated in first phase hopefully within the current year and rest could also be considered favorably for the next year.

In due deliberation, a detailed power point presentation was delivered by Mr. Agha Saiddain, Ex-Chairman, PTA to the Advisor on Commerce wherein highlighted all areas of the leather sector specially Finished Leather plight which was highly appreciated by the House particularly the Advisor on Commerce who seen each page of presentation carefully and got the clarification which was given by Mr. Agha Saiddain to him with satisfaction.



At the conclusion of the meeting Mr. Abdul Razak Dawood, Advisor on Commerce shown his intension to give priority to Leather Sector of Pakistan which is a core industry of the country and assured to extend all maximum possible cooperation for the survival of this Industry and realized the great potentials for the expansion & promotion of Leather exports.

He also informed that the MoC is being finalized the formation of Leather Export Promotion Council (LEPC) as per mutual understanding agreement between all stakeholders of Leather Sector and inviting 6 names from PTA for finished leather for inclusion in the proposed LEPC to proceed further in this regard to become it effective for leather sector of Pakistan.



Sh. Afzal Hussain Chairman, PTA alongwith delegate members presenting PTA's Shield to Mr. Abdul Razak Dawood, Advisor to PM on Commerce after the meeting

Meeting of PTA Delegation with DG-IOCO, KARACHI on 14.01.2020

PTA Delegation led by Mr. Anjum Zafar, Chairman, Export and Taxes Standing Committee, PTA alongwith Mr. Hamid Arshad Zahur held meeting with the Director General, IOCO, Karachi and his team on 14th January'2020 to discuss new worksheets as submitted by PTA to IOCO in detail.

The DG-IOCO raised different queries on these work sheets, Mr. Anjum Zafar fully addressed and answered him confidently. Some more details on import data were required by IOCO officials for which we will work out and submit to them.

Mr. Anjum Zafar had a very detailed discussion with IOCO on FOB prices where major difference was found. When Mr. Anjum Zafar checked IOCO export data working, it was not worked out properly by IOCO and he pointed out their mistakes. Mr. Hamid Arshad Zahur from PTA was authorized to sit together with IOCO team and rectify the export data which he will be attending and will keep PTA informed.

Finally DG-IOCO issued instructions to his team to correct their mistakes in shortest possible time and he promised to get in touch with PTA after this is done.

PTA Delegation Meeting with the Chairman, Task Force on 17.01.2020 at Karachi

PTA Delegation led by Shaikh Afzal Hussain, Chairman, PTA accompanied by Mr. Muhammad Shafi, Vice Chairman, PTA and Mr. Kamran Habib, Ex-Chairman, PTA held meeting with Mr. Ali Habib, Chairman, Task Force in his Office in Karachi to discuss all core issues of Leather Sector in detail.

Mr. Ali Habib, Chairman, TF patiently heard PTA's issues and assured his full possible cooperation for support the genuine proposals of the Leather Industry for its revival on right track to boost Leather Sector's export.

Leader of PTA delegation submitted him PTA's consolidated proposals for incorporation in the consolidated proposals of the Task Force for recommendation to the Ministry of Commerce for consideration and approval.



Mr. Ali Habib, Chairman, Task Force, MoC discussing Leather Industry's issues with PTA delegation in his office at Karachi.

PTA Delegation Meeting with The Advisor to PM on Commerce and Addl. Secretary, Ministry of Commerce on 24.02.2020

Mr. Muhammad Shafi, Vice Chairman, PTA (Central) alongwith Dr. Aziz Ahmed held meeting with Mr. Abdul Razak Dawood, Advisor to PM on Commerce & Textile, Mr. Tariq Huda, Addl. Secretary, Ministry of Commerce, Mr. Zafar Mirza, Minister for Health and Mr. Ali Zaidi, Minister for Maritime on 24th February'2020 at Ministry of Commerce, Islamabad to discuss various issues of PTA's members as briefed below for immediate resolution :

- To release of pending Claims for DLT: The Advisor on Commerce assured to make it expedite for the desired release to PTA members in next week.
- To withdraw ban import of Pickled/Wetblue Cow/Buffalo Hides & Goat Skins: The Advisor on Commerce issues instruction to the Official concerned for immediate removal of the ban imposed unnecessary. Accordingly, the Ministry of National Health Services, Regulation and Coordination and Ministry of Commerce issued Officials Memorandum and clarification vide their letter dated 25th & 26th February respectively in this regard for removal of ban on import of pickled/wetblue cow/buffalo hides & goat skins from China.
- To remove Quarantine requirement on import of raw, pickled/ wetblue hides & skins as imposed by the Ministry of Commerce through SRO 1067(I)/2017 dated 20th October'2017: The official concerned of the Ministry of Commerce assured for further consideration and resolution.



Mr. Muhammad Shafi, Vice Chairman, PTA (Central) 2R alongwith Dr. Aziz Ahmed, Member PTA discussing issues of the Leather Industry with the Officials concerned of the Ministry of Commerce on 24.02.2020 at MoC, Islamabad.

OUTCOME OF 6TH PMLS-2020 AT LAHORE

6th Pakistan Mega Leather Show in consecutive was held in **Lahore International Expo Centre, Lahore (Pakistan) from 27-29th January'2020**, which was jointly organized by all stakeholders of Leather Sector of Pakistan such as Finished Leather (**Pakistan Tanners Association - PTA**), Leather Footwear (**Pakistan Footwear Manufacturers Association – PFMA**), Leather Garments (**Pakistan Leather Garments Manufacturers & Exporters Association – PLGMEA**) and Leather Gloves (**Pakistan Leather Gloves Manufacturers & Exporters Association – PGMEA**) with the patronage of Government of Pakistan, Trade Development Authority of Pakistan. It was joint collaborated efforts for **organizing 6th Pakistan Mega Leather Show in Lahore (Pakistan)** with the exclusive motive(s) **1) To portray Country's soft image abroad 2) To motivate the leather business entrepreneurs for business growth 3) To enhance the confidence of investors in Pakistan's business market** and to attract international masses towards the tremendous \potentials that exist in the leather sector of Pakistan and enhance the domestic potential strength to provide viable platform within the country for joint ventures between the allied industries of Leather Sector of Pakistan and foreign companies.



PRESS CONFERENCE

The first activity of Pakistan Mega Leather Show (PMLS) 2020 was holding of Press Conference which was held on 25th January'2020 in Conference Room of Hall # 2 of the Lahore International Expo Centre. The Press Conference was addressed by Shaikh Afzal Hussain, Chairman, Pakistan Tanners Association alongwith Mr.Muhammad Younas, Chairman, PFMA, Mr.Mansoor Ehsan Sheikh, Convener-PMLS-PFMA, Mr. Muhammad Musaddiq, Co-Convener-PMLS-PTA, Mr. Fazalur Rehman Sheikh, Sr. Vice Chairman, PTA, Mr. Agha Saiddain, Ex-Chairman, PTA which was also attended by Senior Members of PTA, & PFMA, Business Community and a large number of representatives of Electronic and Print media.

In the Press Conference, Sh. Afzal Hussain informed the salient features of 6th Pakistan Mega Leather Show and gave a comparison of activities and attendance of 5th PMLS-2019 and expectation of 6th PMLS-2020.



Sh. Afzal Hussain, Chairman, addressing to Print & Electronic media during Press Conference for 6th PMLS'2020 held on 25.01.2020 in Lahore

Sh. Afzal Hussain, Chairman, PTA from (Left), Mr. Muhammad Younas, Chairman, PFMA and Mr. Agha Saiddain, Ex-Chairman, PTA expressing their views on organizing of 6th PMLS-2020 to Lahore Rang TV Channel just after the Press Conference on 25th January'2020 at Lahore Expo Centre

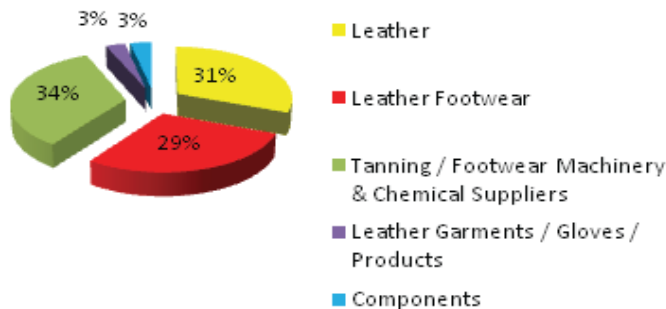
Local Trade visitors/buyers

Electronic Registration counter was set-up at Entrance of Hall 2 for registration of visitors and buyers by themselves who visited the PMLS-2020.

As per data compiled at both the registration counters revealed that around **13300-14700 trade visitors** were registered with our computerized system during 3 days of the show as made visit to the stands in both halls for business collaborations, Seminars and B2B meetings were also arranged in both the Halls for the participants to promote bilateral trade.

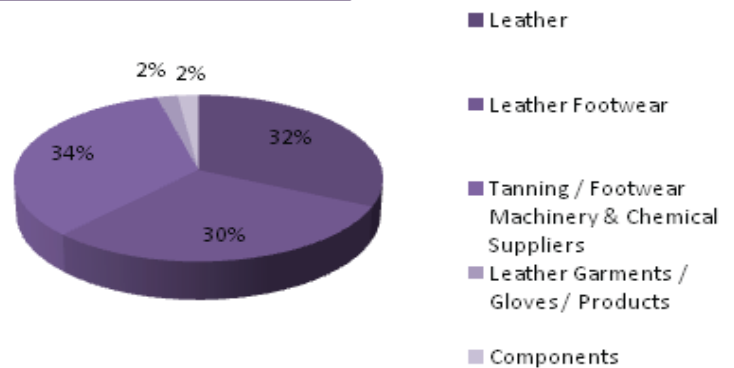
5th PMLS-2019

Local Business Visitors



6th PMLS-2020

Local Business



Conclusion

The 6th Pakistan Mega Leather Show-2020 was concluded successfully and achieved all desired goals and objectives of the show as were set by the Steering Committee of the Show. The three-day show featured high quality leather and leather products and export quality footwear export products from across the country and abroad was found with enormous traffic of trade visitors which is around 3000 to 3500 each day with Electronic Registration maintained at entrance of Hall # 2 of the Expo Centre and all the stands were quite busy with the business conclusion/ties to the finalization extent.

Besides above, encouraging number foreign participants took part in the Show from Italy, Spain, Slovenia, Germany Portugal, China and other countries and the total number of stands in both Hall # 2 & Hall # 3 were 350 + with eye catching features including brandings with attractive ambience of booths was termed to be center of the attraction.

Overall outcome of 6th Pakistan Mega Leather Show was outstanding as beyond the expectation and achieved the desired goals of the Show. All the Exhibitors specially foreign Exhibitors, Foreign Groups were satisfied and committed to participate in the next event of 7th PMLS-2021 too.

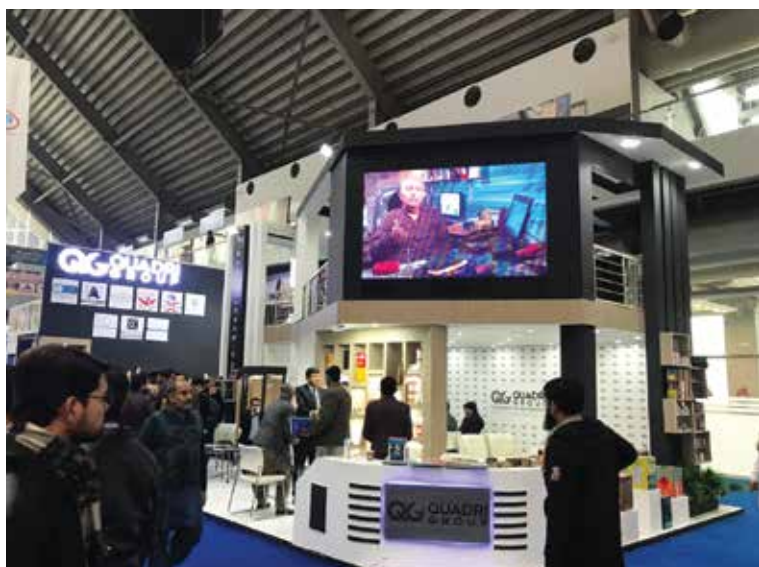
Participants were found happy and shown in advance to continue their participation in next PMLS'2021 to be held from **27-29th January'2021** in Lahore Int'l Expo Centre, Lahore.

Now the Pakistan Mega Leather Show in Lahore has become an icon of Leather Sector of Pakistan as already established its recognition domestically & internationally that offers un-limited business opportunities for boosting the sales potential/exports. As such, all interested may avail this unique & vital opportunity/platform in Pakistan as most potential destination of the world for participation for the best return of their investment/joint ventures/collaborations.

GLIMPSES OF 6TH PAKISTAN MEGA LEATHER SHOW – 2020



GLIMPSES OF 6TH PAKISTAN MEGA LEATHER SHOW – 2020



GLIMPSES OF 6TH PAKISTAN MEGA LEATHER SHOW – 2020



Activities of PTA-Southern Zone, Karachi



A Luncheon Meeting was held in PTA Office with Secretary Industries & Commerce, Govt of Sindh, Dr. Nasim-ul-Ghani Sahito and Mr. Agha Fakhar Hussain, Additional Secretary Industries. Mr. Aziz Ahmed, Chairman Infrastructure Committee PTA (S.Z) gave briefing to the Secretary Industries on the projects been executed in Sector 7-A, KIA, on Friday 15-Nov-19.



Delegation led by Mr. Sheikh Muhammad Afzal, Chairman PTA Central held a meeting with Honorable President of Pakistan, Mr. Arif Alvi, in President Office on Friday, 29-11-2019.



Mr. Aziz Ahmed, Chairman Infrastructure Committee alongwith KITE officials and PTA (S.Z) Environmental administrator surveyed Nallahs on Central Avenue Road, before starting construction of Central Avenue Road work on 26-12-2019.



Mr. Aziz Ahmed, Chairman Infrastructure Committee along with Acting Chairman PTA (S.Z), Mr. Farooq Ahmed & Mr. Ejaz Ahmed Sheikh held a meeting with Consultant & KITE Officials regarding construction / issues on Central Avenue Road on Monday, 30-12-2019.



Mr. Farooq Ahmed, Vice Chairman PTA (S.Z) along with Mr. Aziz Ahmed & Mr. Rashid Zahur held a meeting regarding NILT, on Thursday 16-01-2020.



Mr. Aziz Ahmed, Chairman Infrastructure Committee PTA (S.Z) & Mr. Farooq Ahmed, Vice Chairman PTA (S.Z) held a meeting with KITE & Consultant officials regarding early construction of Central Avenue Road, on Thursday 16-01-2020.



Mr. Aziz Ahmed, Chairman PTA (S.Z) along with Mr. Farooq Ahmed, Vice Chairman PTA (S.Z) & Mr. Sheikh Muhammad Imran, surveyed Central Avenue Road and discussed Nallah issue with KITE & Consultant officials before starting of Central Avenue Road, on Thursday 16-01-2020.



Mr. Gulzar Firoz, President Environmental Society & Mr. Aziz Ahmed, Chairman Infrastructure Committee PTA (S.Z) along with EML Engineer & Team, surveyed Central Avenue regarding encroachments built on Nallahs, on Friday, 17-01-2020.





Mr. Aziz Ahmed, Chairman Infrastructure Committee PTA (S.Z) alongwith Chairman PTA (S.Z) Mr. Muhammad Shafi held a meeting in KITE Limited, regarding pending infrastructure work and early construction of Central Avenue Road on Monday, 20-01-2020.



Mr. Muhammad Shafi, Chairman PTA (S.Z) along with other Members of PTA (S.Z) met Deputy Commissioner Korangi, Mr. Shahryar Gul Memon and briefed him about the Infrastructure Work been carried out in Sector 7-A, KIA on Saturday 08-02-2020.

PRESS CLIPPINGS

پاکستان میگا لیڈر شو آج
لاہور میں شروع ہوگا

لاہور (این این آئی) 6 واں سالانہ پاکستان میگا لیڈر شو آج ایکسپوسٹر لاہور میں شروع ہوگا۔ 29 جنوری تک منعقدہ لیڈر شو میں پاکستان اور مختلف ممالک کی فٹ ویئر اور لیڈر کی صنعت سے وابستہ 250 کمپنیاں شمولاً لگائیں گی۔ پاکستان میگا لیڈر شو کا افتتاح پاکستان میں تعینات اٹلی کے سفیر کریں گے۔ شو میں جوتے، دستانے، جیکٹس اور لیڈر سے بنی مصنوعات پیش کی جائیں گی۔

350 شازلز کیساتھ پاکستان میگا لیڈر شو کا آج لاہور میں آغاز

اٹلی کے سفیر شو کا افتتاح کریں گے۔ فٹ ویئر، لیڈر کی 250 کمپنیاں شریک ہوگی

لاہور (این این آئی) چھٹا سالانہ پاکستان میگا لیڈر شو آج سے ایکسپوسٹر لاہور میں شروع ہوگا، 29 جنوری تک جاری رہنے والے لیڈر شو میں پاکستان اور مختلف ممالک کی فٹ ویئر اور لیڈر کی صنعت سے وابستہ 250 کمپنیاں شمولاً لگائیں گی، پاکستان میگا لیڈر شو کا افتتاح پاکستان میں تعینات اٹلی کے سفیر کریں گے۔ تریخان کے مطابق سالانہ پاکستان میگا لیڈر شو



EXPORT OF LEATHER AND LEATHER PRODUCTS FROM PAKISTAN DURING JULY-JANUARY'2018-2019 VIS-À-VIS JULY-JANUARY'2019-2020

COMMODITIES	UNIT	JUL-JANUARY 2018-2019		JULY-JANUARY 2019-2020		% CHANGE	
		QTY	VALUE	QTY	VALUE	QTY	VALUE
LEATHER	'000' SQM AUP/Sq.M	12,403	148,147 11.94	10,452	121,059 11.58	-15.73%	-18.28% -3.03%
LEATHER APPAREL & CLOTHING	'000' DOZ AUP/Pcs	603	156,046 21.57	690	175,715 21.22	14.43%	12.60% -1.59%
LEATHER GLOVES	'000' DOZ AUP/Pair	3,323	124,668 6.25	3,527	136,368 6.44	6.14%	9.38% 3.06%
LEATHER FOOTWEAR	'000' Pairs AUP/Pair	4,054	61,687 15.22	4,242	68,447 16.14	4.64%	10.96% 6.04%
OTHER LEATHER MANUFACTURES	'000' KGS AUP/Kg	665	6,362 9.57		6,766		6.35%
TOTAL :			496,910		508,355		2.30%

Source: Pakistan Bureau of Statistics.

NOTE : Export figures for the months from December'2019 to January'2020 are Provisional.



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