



The Surgical Instruments Manufacturers Association of Pakistan

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MINUTES OF THE MONTHLY EXECUTIVE COMMITTEE MEETING OF
SEPTEMBER
Held on October 07, 2023

Monthly Executive Committee meeting was held on October 07, 2023.

The meeting was presided over by the Chairman SIMAP Mr. Yousaf Hassan Bajwa.

The following attended the meeting.

1. Mr. Yousaf Hassan Bajwa	Chairman
2. Mr. Faisal Akram	Senior Vice Chairman
3. Mr. Waqas Raza	Member Executive Committee
4. Mr. Muhammad Ishfaq Mhay	Member Executive Committee
5. Mr. Fazal Jilani	Member Executive Committee
6. Mr. Abdul Basit	Member Executive Committee
7. Mr. Muhammad Amar Khan	Member Executive Committee
8. Mr. Bilal Tanveer	Member Executive Committee
9. Mr. Muhammad Zubair	Member Executive Committee
10. Mr. Shabir Ahmed	Member Executive Committee
11. Mr. Amer Hamid Bhatti	Member Executive Committee
12. Mr. Ahmed Zubair Bhatti	Member Executive Committee

The following members were on leaves for the meeting:

1. Mr. Muhammad Jamil Khan	Vice Chairman
2. Mr. Adil Jangsher	Member Executive Committee

The following members were absent for the meeting:

1. Mr. Mirza Sheraz Baig	Member Executive Committee
2. Mr. Bilal Amin (Late)	Member Executive Committee

The meeting started with the recitation of Holy Quran by Mr. Abdul Basit.

Fateha was offered for the deceased members of the Association.

Minutes of the monthly Executive Committee Meeting of August to be held on September 08, 2023 were unanimously approved by the house.

The Accounts for the month of August 2023 were discussed and approved by the house as provided.

The new Membership list up to October 04, 2023, was approved.

Minutes of Meeting with Trade Development of Pakistan (TDAP) held on August 30, 2023. were approved by the house.

Minutes of Meeting with EDF held on September 01, 2023. were approved by the house.

Meeting Agenda

POINTS DICUSSED IN THE MEETING:-

Sr No.	Agenda Items	Discussion
1.	Condolence views for Mr. Bilal Amin (Late)	<p>Chairman SIMAP Mr. Yousaf Hassan Bajwa expressed his profound gratitude for the exceptional services provided by the Mr. Bilal Amin (Late) as an Executive Committee member of SIMAP. He acknowledged Mr. Bilal Amin (Late) remarkable efforts and acknowledged him as an instrumental personality in a lot of things for him as big brother and His contributions were immense, and his dedication and commitment towards the surgical industry were exemplary. The unfortunate loss of such a valuable member has left a deep void in the association, and his presence will be dearly missed. Mr. Bilal Amin (Late) had a heart of gold, and his memory will always remain cherished. The Chairman SIMAP extended his heartfelt condolences to Mr.Bilal Amin's family and friends and expressed his gratitude for his invaluable contributions to the Surgical Association. May his soul rest in peace, and may his loved ones find comfort in knowing that he will always be remembered as a dedicated and sincere member of SIMAP.</p> <p>Mr. Fazal Jillani expressed his deepest feelings for the Mr. Bilal Amin (Late), stating that Mr. Bilal Amin (Late) had a quality of unity among</p>

friends and was a such nice person who left behind good memories. Mr. Fazal Jillani remarked that Mr. Amin was a knowledgeable person, and the surgical industry lost a valuable asset. He always shared his knowledge with others and guided them whenever they asked for help. The news of his passing came as a shock to Mr. Fazal Jillani and he prayed that God blesses his soul.

Mr. Bilal Tanveer expressed his views for Mr. Bilal Amin (Late) stating that he was a jolly good fellow who always resolved issues related to the surgical industry through his valuable opinions. Mr. Bilal Tanveer remarked that Mr. Bilal Amin (Late) was a knowledgeable person, and his absence created a significant gap in the surgical industry. He remembered him as a lovely person who brought people together despite differences. Mr. Bilal Tanveer prayed that Allah blesses his soul and that he may receive the highest place in Jannah.

Mr. Muhammad Zubair gave his deepest view for Mr. Bilal Amin (Late) stating that he was a very knowledgeable and problem-solving personality whenever he raised any points in EC meetings, and his opinions were always valuable for the surgical industry. The industry lost this worthy asset, and may Allah bless his soul.

Mr. Waqas Raza expressed his feelings for Mr. Bilal Amin (Late), stating that he had interacted with him since 2013 and found him to be a golden-hearted person who always encouraged him when he became as Chairman SIMAP in (2021-2022). Whenever he needed his support, Mr. Bilal Amin always stood with him. Mr. Raza mentioned Mr. Amin's best quality - whenever he addressed anyone, he would take a word of "JEE" after their name. After his death, nobody could fill this gap, and the surgical industry lost this asset. Mr. WaqasRaza prayed for his highest place in Jannah.

Mr. Amar Khan expressed his view for late Mr. Bilal Amin that everyone has differences but in this situation he never left the side of respect and this was his very beautiful quality and he was a nice person, he always imparted his knowledge to others and he always discussed in the EC meeting that he tried his best to serve the surgical industry in better way and may God bless his soul.

2.

Minutes of the monthly Executive Committee Meeting of September held on October 07, 2023.

Mr. Amer Hamid Bhatti expressed his feelings for Late Mr. Bilal Amin, stating that his discussion style in meetings was unique and his views were very knowledgeable. He mourned the loss of this knowledgeable asset and wished Allah to bless his soul. He requested the Chairman SIMAP Mr. Yousaf Hassan Bajwa, to arrange a condolence reference for Mr. Bilal Amin and pay tribute to his efforts for the surgical industry.

Mr. Ishfaque Mhay expressed his feelings for late Mr. Bilal Amin, stating that he still felt his presence in meetings. He described him as a nice person who had given him valuable advice to resolve his domestic and business-related issues. He said that he could not find words to define Mr. Bilal Amin's qualities and mourned the loss of this asset for surgical industry.

Chairman SIMAP Mr. Yousaf Hassan Bajwa moved on to discuss the meeting agenda points.

Mr. Amer Hamid Bhatti mentioned that in the last meeting, it was discussed that the MOU of Sports Goods Association, Agreement of SIMAP website with the web developer company, and the list of committee members formed for purchasing High Tech Machinery in 2013 would be placed on the table in the next Executive Committee meeting and these requested documents were not placed on the table in the Executive Committee meeting.

Chairman SIMAP Mr. Yousaf Hassan Bajwa instructed to secretariat to present the requested documents in the house immediately.

Mr. Amer Hamid Bhatti said that he did not approve the meeting minutes for the month of August because they were not prepared according to the meeting recording. He further stated that although the question points were part of the meeting minutes, the discussion replies to these question points were not mentioned in the meeting minutes, which had been replied by the Secretary General. He said that if Secretary General Ms. Iram Zafar had been present in the meeting today, he would have directly asked her about these replies.

Chairman SIMAP Mr. Yousaf Hassan Bajwa replied that Secretary General Ms. Iram Zafar is on sick leave today.

Mr. Amer Hamid Bhatti stated that the meeting minutes were not approved by his side and he would send the meeting minutes before the next EC meeting, including the exact paragraphs that were discussed in the previous meeting.

Mr. Ishfaque Mhay inquired about AGM and Annual report of 2023 in which Audit report of SIMAP accounts is published.

Chairman SIMAP Mr. Yousaf Hassan Bajwa replied that in changed scenario we have sent a letter to DGTO for is guidance regarding AGM for 2023. Once we receive a reply from DGTO, we will proceed accordingly.

Mr. Faisal Akram Senior Vice Chairman SIMAP mentioned that all trade bodies are eagerly waiting for the reply from DGTO office, and some trade bodies had even announced their AGM but had to cancel it after receiving notice from DGTO office which disapproved the election schedules of all trade bodies.

Mr. Fazal Jillani emphasized that the meeting minutes should be read out by the secretariat, and required documents should be placed on the table before starting the EC meeting. He further added that the order of the house had supreme value and when EC members pointed out some documents to present in the house, the order should be followed immediately.

After evaluating quotation of Computer Xperts, Mr. Amer Hamid Bhatti asked about the agreement against which this quotation was approved and the time frame given for the completion of the SIMAP website project.

Chairman SIMAP Mr. Yousaf Hassan Bajwa responded that Computer Xperts had provided their quotation along with their terms and conditions and the project would probably be completed within a month.

Mr. Amer Hamid Bhatti asked when the quotation for the web project was approved.

Mr. Yousaf Hassan Bajwa replied that the quotation had been received on May 17th, 2023 and was approved on August 19th 2023, after consulting the description of the SIMAP website.

Mr. Amer Hamid Bhatti stated that he did not recall any approval in any of previous meetings.

Mr. Faisal Akram Senior Vice Chairman responded by saying that the project had been discussed in the June Executive Committee meeting and that time the House unanimously agreed to develop a new website.

Mr. Amer Hamid Bhatti further inquired about the kind of services that Computer Xperts would be providing for the development of the SIMAP website.

Chairman of SIMAP, Mr. Yousaf Hassan Bajwa, stated that Computer Xperts is the best website development company in Sialkot, and has developed the websites of numerous trade bodies, including the Sialkot Chamber of Commerce and Industry and SIMAP's own website. The website was developed in accordance with the specifications outlined in the Web Quotation, and Computer Xperts will also provide the services of regular maintenance which will help to ensure its continued functioning.

Senior Vice Chairman Mr. Faisal Akram reported that the SIMAP website is now live, but there were a few glitches which were promptly resolved by Computer Xperts, and now most of the website's contents are working properly.

Chairman Bajwa asked EC members to visit the website and submit their suggestions for improvement.

Chairman of SIMAP Mr. Yousaf Hassan Bajwa presented a comparative statement along with convener sign in 2018 regarding the purchase of high-tech machinery.

Mr. Amer Hamid Bhatti stated that he required the committee members list to confirm who had authorized the purchase of these particular high-tech machinery and expressed that he did not need the comparative statement which was presented in the house.

Chairman SIMAP Mr. Yousaf Hassan Bajwa, instructed the secretariat to provide a copy of the procurement file regarding the High-Tech Machinery Project to Mr. Amer Hamid Bhatti, if the required information was mention in it. It was agreed that the copy of the procurement file would be presented in the house.

Mr. Amer Hamid Bhatti reported that during the previous week, he along with Mr. Fazal Jillani and Mr. Ishfaque Mhay had a meeting with the Chairman SIMAP where they requested to provide bank account statement and SIMAP receipt books. Chairman SIMAP advised Mr. Fraz for accommodation. He said that till today he has not received the requisite.

Mr. Fraz Ahmed responded that he had been instructed by the Secretary General, Ms. Iram Zafar that audit report of SIMAP's accounts would be presented in the AGM.

Mr. Amer Hamid Bhatti said that Mr. Fraz should be provided his reply in writing, stating that EC members do not have the right to check the receipt books and bank account statements.

Mr. Fazal Jillani stated that the Secretary General was appointed by the mutual consent of the EC members and she gave instructions that EC members do not have the right to check the receipt books and Bank Accounts Statement. Even though office bearers were elected from among the EC members and have the right to check the accounts matter,

EC members also have the same right and no information should be hidden from the executive committee members as they have the supreme power of the house.

Mr. Amer Hamid Bhatti requested the Chairman SIMAP to send the required information within two days.

Mr. Amer Hamid Bhatti stated that EC members' orders have supreme power in the house and the secretariat should have followed these orders and do not have the right to disobey any order issued by the EC members in the house.

Mr. Fazal Jillani expressed his disappointment for not providing receipt books and bank statement on demand of executive committee member.

Mr. Fazal Jillani also expressed his opinion that the Secretary General's office should be accessible to all members and the Secretary General should be a male who can directly interact with industry members and address various issues for the betterment of the surgical industry.

Mr. Amer Hamid Bhatti disagreed and said that the Secretary General's working style and behavior are not suitable for the surgical industry. He suggested that the Secretary General should be replaced, and that this point should be included in the meeting minutes.

Mr. Fazal Jillani and Mr. Ishfaque Mhay agreed with Mr. Amer Hamid Bhatti suggestion that Secretary General should be replaced.

Chairman SIMAP Mr. Yousaf Hassan Bajwa advised Mr. Amer Hamid Bhatti to send his concerns in writing.

Mr. Fazal Jillani added that each EC member has the responsibility to work for the betterment of the surgical industry. He stated that no groups existed in the house, and strongly criticized any group that prioritized its own instructions over merit-based decisions. He warned that following such practices might lead to the industry's decline if merit was not prioritized over group affiliation.

Mr. Amer Hamid Bhatti asked about the SIMAP Banking Committee's work on the issue of delayed payment realization from banks because surgical industry is facing these banking issues.

Chairman SIMAP Mr. Yousaf Hassan Bajwa replied that when a new Chief Manager was appointed at SBP Sialkot, he and Mr. Faisal Akram had met with him the very next day to discuss these issues related late payment realization and other issues of pending DLT cases and ready for payment. He further informed the house that many low-interest financing schemes exist for the industry, but commercial banks misguide the customer and try to introduce high-rate interest financing schemes. He said that he had asked SBP to provide information related to SBP schemes which SIMAP will disseminate to industry.

Mr. Fazal Jillani appreciated the Office Bearers' efforts regarding the banking related issues and their efforts to solve the industry's issues

Chairman SIMAP Mr. Yousaf Hassan Bajwa asked the house sought approval for Executive Committee Meeting minutes for August. House unanimously approved minutes except Mr. Ishfaq Mhay and Mr. Amer Hamid Bhatti.

3. The Accounts for the month of August 2023

House approved monthly accounts as provided except Mr. Amer Hamid Bhatti and Mr. Ishfaq Mhay.

Mr. Bilal Tanveer asked if there were incurred any other extraordinary expenses besides the routine expenses.

Chairman SIMAP Mr. Yousaf Hassan Bajwa replied that the installation of LED Screen in the meeting hall was an extraordinary expense, and it was funded by participants' applications for MEDICA 2023. (SIMAP is collaborating with ITC to organize MEDICA 2023 through UKTP funds.)

Mr. Ishfaque Mhay asked about the bill for the lunch provided to participating exhibitors at the Technology & Innovation Summit 2023. He further inquired whether this lunch was hosted using the registration fees collected from exhibitors, and how much fees charged form register exhibitors for the Summit.

Chairman SIMAP Mr. Yousaf Hassan Bajwa stated that the SIMAP collected a total of 140,000 in fees from the exhibition participants for the Technology & Innovation Summit 2023. However, two upcoming participants were given a waiver from the registration fee. He added that SIMAP contributed 20,000 towards the lunch bill for the summit, which amounted to 160,000.

The house appreciated the efforts of the office bearers in organizing the summit 2023.

Mr. Yousaf Hassan Bajwa also informed the house that SIMAP will soon hold another big event on a grand scale, and details regarding it will be discussed in the house.

Chairman SIMAP Mr. Yousaf Hassan Bajwa asked the house sought approval for accounts for the month of July. Approval was unanimous by the house except Mr.Ishfaq Mhay and Mr. Amer Hamid Bhatti.

4. The new Membership list up to October 04, 2023.

House unanimously approved the new membership list up to October 04, 2023.

Mr. Amer Hamid Bhatti mentioned that he had also served as a member of the membership committee of SCCI. In case of any disputes arising due to similar names, the committee calls on both parties to resolve the matter and further asked that SIMAP membership committee also follows the same procedure.

<p>5.</p>	<p>Minutes of Meeting with TDAP held on August 30, 2023</p>	<p>Chairman SIMAP responded that Mr. Zeshan Tariq is the Chairman of the membership committee, and he ensures that every new membership application is thoroughly reviewed and approved.</p> <p>Chairman SIMAP Mr. Yousaf Hassan Bajwa discussed the meeting minutes of TDAP and informed the house that SIMAP had claimed the disbursement amount of the utility bills from 2018 to 2023 of SIMTEL.</p> <p>Mr. Fazal Jillani inquired about the disbursement amounts of the utility bills of SIMTEL.</p> <p>Chairman SIMAP stated that an amount of 3 million had been disbursed for the utility bills from SIMTEL. He further clarified that there was no written agreement signed during the establishment of SIMTEL, only verbal communication was made regarding the disbursement of utility bills at that time.</p> <p>Mr. Fazal Jillani suggested that the disbursement amount of the utility bills should be recovered from TDAP. He requested Chairman SIMAP to discuss this matter again with TDAP, as SIMAP needed the amount for its high-tech lab project for the surgical industry.</p> <p>Chairman SIMAP mentioned that during their previous discussions regarding the disbursement of the utility bill, TDAP stated that SIMTEL has covered only one room space in SIMAP premises, which has no operational machinery, only one AC, two PC system and one fan are running. The chairman responded to TDAP that there was a verbal agreement to share the utility bills equally when the machinery was in operation.</p>
<p>6.</p>	<p>Minutes of Meeting with EDF held on September 01, 2023</p>	<p>Chairman SIMAP Mr. Yousaf Hassan Bajwa discussed the meeting minutes of EDF that SIMTEL will charge the fixed fee of SIMTEL certificate taking into account the operational and management cost of the lab till the withdrawal or modification of SRO NO 617. He further added that TDAP Lahore will forward the proposed certificate fee from</p>

the advisory committee of SIMTEL through TDAP HQs for approval of the Ministry of Commerce during the interim period.

Mr. Fazal Jillani expressed concerns about the outdated equipment and lack of operation at the SIMTEL lab. He stated that fees for SIMTEL certificates should be waived off

7. **An Any other Points.**

1. Renewal of PCSIR CFC Contract:

Chairman SIMAP Mr. Yousaf Hassan Bajwa informed the house that the contract for the PCSIR Common Facility Centre had expired and that SIMAP received a new contract from PCSIR with no changes. SIMAP had requested a list of discounted rates for services exclusively for members of the Surgical Association, which PCSIR had offered at a 50% discount to SIMAP members.

Chairman SIMAP Mr. Yousaf Hassan asked the house that if House allowed then SIMAP would sign the renewal of Common Facility Centre contract with PCSIR.

Mr. Amer Hamid Bhatti requested the Chairman SIMAP to present the renewal of PCSIR Common Facility Centre contract in the house.

Chairman SIMAP Mr. Yousaf Hassan Bajwa Presented the renewal of PCSIR Common Facility Centre contract in the house on the request of Mr. Amer Hamid Bhatti.

The house unanimously agreed to renew the PCSIR CFC contract.

2. Discussion related Hearing held in DGTO office to grant License for the establishment of Manicure and Pedicure Association:

Chairman SIMAP Mr. Yousaf Hassan Bajwa discussed the hearing held in DGTO office regarding granting a license to Manicure & Pedicure Association and this matter had been ongoing since 2017, and the DGTO required feedback from SIMAP on Manicure and Pedicure Association.

He further informed the house that in this hearing he submitted that SIMAP is the representative body of Surgical industry and Manicure and Pedicure instruments are part of surgical industry and formation of new associated is not acceptable for SIMAP and we strongly oppose giving license to Manicure and pedicure association.

Chairman SIMAP, Mr. Yousaf Hassan Bajwa, informed the house about the progress made in the hearing held in the DGTO office regarding granting of a license to the Manicure & Pedicure Association in Sialkot. He mentioned that this matter had been ongoing since 2017, and the DGTO had requested feedback from SIMAP on the association.

1. Manufacturing Process:

Any sector-specific manufacturers association is an organization that represents and advocates for the interests of businesses operating within a particular manufacturing industry. SIMAP similarly is representative body of manufacturers who use exactly same Raw material, Work force, Production process and skill set to manufacture instruments to be used in following industries.

- Health Care industry.
- Veterinary industry
- Manicure and pedicure industry
- Hairdressers Accessories.
- Jewelry industry

The flow chart for production process which remains same for instruments for intended use in above mentioned industries. All our members are manufacturing instruments for intended use in more than one of the above-mentioned sectors

2. Govt planning in relation to Sector:

Presently, government departments as well as International Organizations are actively collaborating with SIMAP on essential policy-making endeavors concerning

Access to finance (PSIC, STATE BANK)

Standards, compliance (PSCIR, PSQCA, EDF)

Training & R&D (EDF, PITAC, MIDC, IST)

Marketing & promotion. (MOC, TDAP, ICT, UN)

Industrial Estates (PSIC)

Common Facility Centre (EDF)

Determination of Duty draw Back (FBR-IOCO)

The establishment of a new association within a specific subsector of our industry risks complicating and duplicating these efforts, ultimately leading to slower progress and the inefficient utilization of our already limited resources. Many existing members of SIMAP will be misled to join this proposed new Association without knowing that they might lose on many of the Govt ongoing projects Specific to SIMAP members.

Chairman SIMAP Mr. Yousaf Hassan Bajwa further informed the house that he clearly mentioned that there is neither a genuine demand nor necessity for the creation of another association, as SIMAP effectively represents the entire subsectors of this manufacturing industry. This effort to create so called “Manicure & Pedicure Instruments manufacturers and Exporters Association of Pakistan” seems more geared towards personal projection, potentially harming an institute like SIMAP that has diligently served the industry for over seven decades. It is crucial to halt this process immediately to ensure that all ongoing projects run smoothly for betterment of this very important light engineering sector.

Mr. Amer Hamid Bhatti expressed his support for establishing the Manicure & Pedicure Association, stating that it could increase export growth in this product line and offer financial support from the government in shape of rebate and other financial schemes.

Mr. Bilal Tanveer pointed out drawbacks that SIMAP members might face related to exporting manicure and pedicure instruments and disagreed to establish the manicure and pedicure association.

Chairman SIMAP informed the house that he has a feeling the DGTO would grant the license soon to Manicure and Pedicure Association.

Mr. Fazal Jallani said that the establishment of Manicure and Pedicure just sake for getting Votes from this association and disagreed on establishing the manicure and pedicure association and if needed EC

members should pool funds from personal pocket and block this in High court.

3. Discussion on Surgical City:

Mr. Fazal Jillani inquired about the Surgical City project.

Chairman SIMAP informed the members of the Executive Committee that the work on the boundary wall of the Surgical City had started and during this period the local land owner harassed the staff of the Surgical City and demolished the pillar of the Surgical City boundary wall. Cases were registered against these nine accused in the local police station and 16 stays were made for Surgical City. He further informed that PSIC these all matters are handling at their end.

Chairman SIMAP also mentioned that PSIC is going to work on electricity grid station and SIMAP will give instruction to PSIC about the capacity of grid station for supplying the electricity to each size of Surgical City Units.

4. Discussion on Mr. Amer Hamid Bhatti related TDAP meeting:

The chairman SIMAP Mr. Yousaf Hassan Bajwa discussed the email sent by Mr. Amer Hamid Bhatti regarding the recent TDAP meeting, which he claimed that the Chairman did not inform the EC members about meeting. The Chairman stated that he had already discussed this issue multiple times and this meeting was held with new appointed Assistant Director of the surgical sector, so that this officer could be well informed about the surgical industry without any specific agenda. He further argued that as the Chairman, he has the right to arrange meetings on short notice and that it was essential to establish good relations with government departments to achieve better outcomes for the surgical industry. He further said that EC members, should trust that they will be informed on all developments.

		<p>Mr. Amer Hamid Bhatti requested the Chairman SIMAP to inform the EC members of all future meetings taking place at SIMAP premises and requested that the minutes of these meetings should include the names of all attendees from the surgical industry.</p> <p>Mr. Faisal Akram Senior Vice Chairman SIMAP, had clarified that the TDAP meeting had been arranged just for PR purposes and the next meeting, which would be on the Annual Business Plan for the Surgical Sector, would be informed to all EC members and also mentioned that this ABP meeting would be productive for the surgical industry.</p> <p>Mr. Amer Hamid Bhatti had requested the Chairman SIMAP that he would send the letter to SIMAP related to accounts information and committee members' list to confirm who had authorized the purchase of these particular high-tech machinery, along with a copy of the procurement file of this project. He had also emphasized that when SIMAP received this letter, within two days, the secretariat should provide the required information to him.</p>
		<p>Meeting ended with vote of thanks to chair.</p>