



All Pakistan Fruit & Vegetable Exporters, Importers and Merchants Association

MINUTES OF THE MEETING - EXERCISING MAXIMUM VIGILIENCE ON EXPORTS' SHIPMENTS

- Date - 14th Nov. 2023
- Time - 4:00 P.M.
- Chaired by - Chairman - PFVA ((Mr. Abdul Malik)
- Mode of meeting - Physical / Zoom
- Participants - List attached

Agenda

Exporters to strictly supervise & exercise maximum vigilance on exports' consignments to ensure safe passage of export shipments from exporters' premises to the consignee to avoid any intervention by regularity authorities (A.N.F., Customs etc.)

Opening remarks by Chairman - PFVA

In backdrop of the recent incidence when contraband (drugs) was drugs spotted in Onion shipment sent by one of our member company destined to Malaysia & subsequent arrest of proprietor of the company, the impotence of this meeting was highlighted while low participation despite extending "Zoom" privilege was disappointing. The chairman explaining agenda of the meeting asked Mr. Khalid Ejaz to give his point of view about precautionary measures, supervision & vigilance, the exporters shall exercise to avoid recurrence such unpleasant incidence which besides brining bad name to the country also put a big question mark on credibility of the PFVA

Mr. Khalid Ejaz

Our Association (PFVA) has struggled so hard to get numerous privileges to us including but not limited to limited number of export containers to be examined by the ANF & customs etc. It is painful to point out that due a few exporters (members) these privileges may be withdrawn and overall our trade would suffer badly and just to give you one example, Bahrain has withdrawn privileges of "Green Channel" for export shipments from Pakistan.

It has also come to my knowledge that three export containers are "on hold" at seaport in Karachi probably due some sort of "suspicion" about the same.

I would stress that we must all be very vigilant and exercise maximum supervision to avoid any such incidence which is very harmful for the exporter, country as well as PFVA.

Mr. Aslam Pakhali

Our Association (PFVA) today enjoys credible reputation as a distinguished trade body among the business community & higher echelon of GoP and you all must be well aware that it is many years' of consistent hard work of the Patron-in-Chief, Office bearers and members of executive committees in achievement of this professional image.

We managed to get numerous privileges extended by various Govt. organizations including FBR, Customs & ANF etc. just to mention a few. For example, with lot of efforts our members have been given privilege of 5% random check examination of exports' shipments.

With further assurance, we have been extended privilege of 2.5% (5 containers to be marked for ANF examination out of 200 export consignments!) examination of export consignments by the ANF . We also been given privilege of "Green Channel" by the customs. A number of times a call from the management of PFVA , the ANF marked an export container for examination had released the shipment without examination

Unfortunately, in the last 5-6 months' period undesirable incidences of interceptions by the customs & ANF have occurred related to export consignments of Onion & Potato and the expected results are in front of us that Bahrain has discontinued privilege of Green Channel for Pakistani export consignment. Similarly, all export consignments from Pakistan are being "opened" and thoroughly checked by Sri Lankan as well as Malaysia. At home, the ANF & customs may consider withdrawing certain privileges extended to our members just because of a few "black sheep", shattering trust & confidence of these regulatory authorities in the PFVA!

Referring to the recent case, he told that the MoFA (Ministry of Foreign Affairs) has informed about this case to the MoFA – PK. It is probably first time in the history that the drugs spotted in shipment from PK in Malaysia, the FIR against our member was lodged in Karachi. It is all very embarrassing for the country as well for the PFVA!!

A **resolution** jointly proposed for adoption by Mr. Khalid Ejaz and Mr. Aslam Paskhli on the following points is as follows:

1. A member (exporter) shall never give his documents to any other person.
2. The clearing agent of an exporter should be fully responsible for fixing GD as well taking care of other process till the export shipment is shipped.
3. An exporter shall never use E-form of anyone else to export shipment
4. If any exporter gets any tip about any "misappropriation" in the export shipment belonging to any member, he shall immediately bring into attention of the "investigation committee" of the PFVA being formulated shortly for carrying out investigation of any such complaint and take an immediate disciplinary action including suspension / discontinuation of membership of the PFVA .
5. A clearing agent / Freight forwarder cannot use his own document to export shipment of any other person. If that is not followed, such clearing agent / freight forwarder would be blacklisted by the PFVA .

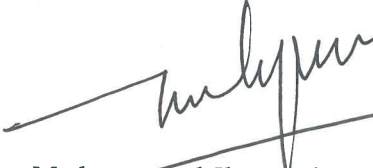
In order to adopt this Resolution, it has been suggested by the Chairman to circulate this resolution to all members and get their opinion and decide accordingly in light of their views. The Secretary General has been advised to get views of all members in written within 48 hours.

Concluding Remarks by the Chairman –PFVA

To keep professional image of our Association intact and retain credibility, it is imperative that we all shall take all precautionary measures so as to avert any such likely unpleasant incidence henceforth to ensure that our members keep on enjoying certain privileges extended to them by A.N.F., Customs, FBR etc. I would like to share important points; all exporters must keep in mind at all time:

- While you are loading an export container of any other shipper, you must do so in your presence or your trustworthy staff be deputed this task while you check loading process periodically.
- One the loading process is over; you must put seal of your company on the container to avoid any likely tampering enroot to the container from your premises to the destination.
- Video camera nest be installed at the loading place so that complete recoding including clear image of your company's seal can be "saved" for at least 3 months.
- You shall share image of the seal with your clearing agent.
- If the seal is tampered and spotted at the destination, the clearing agent must immediately inform to you.
- Be vigilant and keep an eye on the staff engaged in loading an export container.
- If you loading third party export container, keep this information restricted to the concerned staff only.
- You shall have good communication with your clearing agent to he shall also keep you posted about status of the export container sent from your packing place to Karachi. Till the container gets "Gate-in" , it is responsibility of your clearing agent .
- Your loading staff shall be given a short bearing session on daily basis to make them aware of their sensitive responsibility and likely consequences if any drug is spotted later in the container.
- Please ensure that staff not concerned with the loading shall not be around during the process of loading.

The chairman concluded the meeting with thanks to all the participants.


Muhammad Ilyas Khan
Secretary General



Dated : 15th Nov. 2023



All Pakistan Fruit & Vegetable Exporters, Importers and Merchants Association

MINUTES OF THE MEETING – EXPORT OF PAKISTANI MANGO TO TURKEY

- Date - 29th Aug. 2023
- Time - 4:00 P.M.
- Chaired by - Chairman – PFVA
- Participants - List attached

Agenda

To discuss issues with the visiting commercial attaché (CA) – Turkish Consulate Karachi, the issues / barriers which are restricting export of Pakistani mangoes to Turkey having promising export potential of Pakistani mangoes.

Salient points of the meeting

The Chairman, Mr. Muhammad Shehzad Shaikh extended warm welcome to the CA on behalf of Patron-in- Chief and thanked him for being kind enough to visit the Association and appreciated his keen interest in importing Pakistani mangoes to Turkey.

The Chairman requested the mango exporters to dish out issues /hurdles limiting export of mangoes to Turkey despite huge potential of mangoes in this International market.

The collective views of mango exporters were that due to lengthy and cumbersome documentation process required by Turkey, the export of mangoes could not be materialized despite frequent requests from the buyers of Turkey.

It was also decided that the following Pakistani mango promotions shall also be conducted in Turkey to get Turkish people aware of delicious taste & specific aroma of Pakistani mangoes:

1. Since all good exportable varieties are available in June / July, one mango promotion shall be organized for Istanbul with collaboration of TDAP & Pakistani Embassy – Istanbul.
2. A delegation of PFVA comprising of leading exporters of mango and a Quarantine official from the DPP shall be part of this delegation shall visit Istanbul in Oct. 2023 with objectives of exploring export potential of Pakistani mangoes and addressing the issues of documents required by the Turkish Govt. while the Quarantined official from the DPP would assess the Quarantine requirements of Turkish counterpart (NPPO –

Turkey) so that smooth export of mangoes can be ensured prior to the commencement of next mango season. The Pakistan Embassy would also be taken on board for any assistance and support which may be required in this context,

The Turkish CA assured that he would leave no stone unturned to get issue of documentations resolved so that Pakistani mangoes can be exported to Turkey in the next mango season as Turkish people are too eager to have Pakistani mangoes. The CA also shared that Pakistan can get good quality of apples as well Onion from Turkey at cheaper rate and hence Pakistani Importers shall also consider that so that bilateral trade can be enhanced.

On conclusion of the meeting the Chairman -PFVA presented two boxes of mangoes to the CA so that he can feel taste of delicious Pakistani mangoes.

Since there were no further points to be discussed, the meeting was concluded with a note of thanks by both sides.



Muhammad Ilyas Khan
Secretary General - PFVA



Dated : 31st Aug. 2023

MINUTES OF THE MEETING – ISSUES OF HWT PLANTS

- Date - 25th May 2023
- Time - 5:00 P.M.
- Chaired by - Chairman - PFVA
- Participants - Owners of HWT Plants
(List is attached)

Agenda

The agenda of this meeting was to discuss various issues, the owners of HWT plants are confronted with an action plan to sort out these issues.

The owners of HWT plants complained that:

- The process of inspecting the HWT plants by the DPP is quite cumbersome and time consuming. It is felt that the DPP is going well beyond its domain of inspecting the HWT plants.
- The protocol on HWT plants by the DPP certainly needs revision which shall be workable in Pakistan.
- Phyto-certificates shall be issued on **the spot** after a mango consignment process in the HWT plants is inspected by the DPP staff. In-ordinate delay in issuance of the Phyto-certificates leads to delay in clearance of the export shipment at PK-Iran border (Taftan) and quality of mango is affected.
- Unprocessed mango (without HWT) is still being exported to Iran. The DPP shall take notice of it and take measures to stop this illegal practice.

The chairman formed a standing committee on HWT plants comprising of the following which would sort out issues of owners of the HWT plants :

1. Mr. Muhammad Shehzad Shsikh (Chairman)
2. Mr. Zulfiar Ali
3. Mr. Jamshed Basheer

The Chairman also directed the Secretary General to coordinate with the DPP for a meeting with DG-DPP on 30th May 2023 so as to discuss the issues dished out by the owner of HWT plants during the meeting.


Muhammad Ilyas Khan
Secretary General -PFVA



Dated: 27th May 2023



All Pakistan Fruit & Vegetable Exporters, Importers and Merchants Association

MINUTES OF MEETING – PVFVA / SECRETARY - TDAP

The PFVA delegation led by Mr. Waheed Ahmed (Patron-in-Chief PFVA), Mr. Aslam Pakhali, (Former Chairman), Mr. Saeed Khan & Secretary General –PFVA had a meeting with the Secretary – TDAP & his team comprising of Mr. Mubarak Ahmed (Consultant) & DG – Agro Division (TDAP) on 22nd May 2023.

ISSUES HIGHLIGHTED BY THE PFVA

1. Higher Freight Rate by PIA

Despite burning desire by the exporters, particularly mango exporters to avail our national flag carrier for export of mangoes so that our national carrier can get financial benefits, however this desire remains to be materialized because:

- Air freight rates announced by the PIA are relatively higher than the Emirates Airline
- PIA either has less flights or does not operate flights to many export destinations.
- During rainy season while export of mango is still in progress, the PIA does not have adequate logistic arrangements to handle mango exports shipments which often results in damage to the shipments.

2. Impact of climate change

Climate change is having pronounced negative impact on Agriculture sector and we need climate change – resistant seeds to minimize impact of this global phenomena on our crops. Our local research -based institutions shall be approached through TDAP to develop such seeds locally.

3. PFVA not involved in decision making process

PFVA is an important stakeholder when it comes to making decisions to export certain fruits & vegetables to China since the PFVA has thorough knowledge about such products in terms of quality, shelf life, packaging and processing etc. but it is regretted to point out that input from the PFVA is not sought before preparing plan to export onion & Cherry to China and the outcome of such tedious and time consuming exercise to market such products leads to failure. For example, China needs salad onion but we do not have that variety to export hence it is of no use even if it is announced that Pakistan can export onion to China. Similarly, the cherry needs 14 days pre-cooling time prior to export to China but we do not have any such pre-cooling facilities hence meetings with Chinses delegation in context with export of Cherry to China really makes no sense unless the TDAP should have consulted the PFVA about

export requirements of these agri-produces. Thus it is imperative that prior to opening a new market, the PFVA must be consulted to get its feedback on the agri-produces intended to be exported to such markets.

4. Promising export potential of Far Eastern for Onion

Indonesia, Thailand, Vietnam & Philippines are promising International markets for export of Pakistani Onion. A trade delegation for the Far Eastern countries namely - Indonesia & Philippines, Thailand & Vietnam for an access of Pakistani Onion to the Far East market (the four countries mentioned above) may be planned in Oct. 2023.

It may be worth mentioning that the Association (PFVA) taking an initiative had put in extensive efforts and worked in consultation with the Pakistan Embassy - Indonesia on export of Onion to Indonesia and even obtained the Global Gap certification as per requirements of Indonesia, a reflection of significant work already been done in this context.

To tap the huge export potential of the Far East Market, it is imperative to send a trade delegation comprising of exporters from PFVA, a representative of TDAP & DPP (well conversant with Quarantine protocols of these countries). It is proposed that this delegation shall first visit to Indonesia & Philippines followed by another visit to Thailand & Vietnam in the month of Oct. 2023. The concerned Pakistani mission in these countries may please also be activated to effectively play their supportive role to ensure Pakistani Onion gets an access.

The TDAP is requested to chalk out a program for visit of the delegation to the Far East as mentioned above. We anticipate that the visit would be fruitful in exploitation of the export potential of Onion leading to enhancement in export, the collective common objective of PFVA, TDAP & DPP.

5. Registration of onion seed importing company

The Association (PFVA) acquired seeds of onion from Italy on trial basis for growing various varieties of onion required in the International market. Of the seven varieties of onion seeds, five were grown successfully in Pakistan.

To compete in International markets and explore new markets, it is imperative that we shall have different varieties of onion as per demand in the International market.

TDAP may please facilitate registration of five varieties of onion seed to seed importing companies so that the successfully grown five varieties of desired seeds of Onion can be imported. This would enable Pakistan to enhance export of onion but through R&D the imported onion seeds can be developed indigenously as well so that we can save valuable foreign exchange by attaining self-sufficiency in the seeds' development of various varieties of onion.

6. Protocol required to export various vegetables

Despite huge export potential, Bitter gourd (thrips Palmi & Karmi issues) , Brinjal & Green Chili (MRL Issues) could not attain its real export volume due to presence of various insects in these vegetables . If the TDAP can assist PFVA in developing protocols in consultation with Dr. Mubarak Ahmed, it would certainly assist the PFVA to enhance export of these vegetables.

RESPONSE BY THE SECRETARY – TDAP

The Secretary – TDAP responded as follows:

1. The TDAP would coordinate with the CEO –PIA for meeting involving the PFVA as well so that issues highlighted by the PFVA can be discussed and sort out. Meanwhile the PFVA shall share with us the comparative rate sheet (PIA verses other Airlines)
2. The TDAP in consultation with PFVA will approach Agriculture Universities and NARC for developing climate –resistant seeds locally and also grow specific Potato & Onion for export to China.
3. TDAP will assist the PFVA for sending trade delegation of PFVA to Far Eastern countries to explore market for Pakistani onion liaise with the Pakistani mission in these countries to sort issues of PFVA related to export to Onion. PFVA shall inform us about tentative date of visit & composition of the trade delegation for the Far Eastern countries.
4. Dr . Mubarak Ahmed shall develop a protocol (for treatment of pests) and share with the PFVA for export enhancement of bitter gourd, Brinjal and Green Chili .


Mohammad Ilyas Khan
Secretary General



Dated : 24th May 2023