

September 20, 2024

**PLAN OF ACTIVITIES FOR 2024-2026**  
**PAKISTAN SOAP MANUFACTURERS ASSOCIATION**

**PROPOSED PLAN OF ACTIVITIES**

Pakistan Soap Manufacturers Association is the representative Trade Organization established as a non-political and non-profit earning association, with the object to unite the Manufacturers of Soap, Detergents and its allied products and to promote their business interests keeping in view the high ethical standards. The Association envisages undertaking the following short term & long term activities, after renewal of Licence under the Trade Organization Ordinance 2013.

**SHORT TERM ACTIVITIES**

In our Short Term Plan, we provide assistance to our members in solving their day-to-day problem / difficulties being faced by them due to Covid-19 and approaching the concerned Government departments / Ministries / Agencies in provinces and at the Federal level.

All of us know that soap is an essential commodity in daily life where many start their day with the use of Soap and perhaps end the day with it too. Initially, PSMA members paid higher custom duties on Palm Stearin a Raw Material for Soap. By the grace of Almighty, we pleased to say that our efforts resulted in rationalization of the duty structure of this feedstock and now a recent facility has been granted this year by Ministry of Commerce vide SRO 588(1) 2021 that our members can import Palm Stearin without adding red dye.

In the time of dire need, some of our members stepped forward and introduced Hand Sanitizers in the market. However, DRAP intervened and allowed only the pharmaceutical sector to manufacture this product. We diplomatically pursued the matter with government and successfully reverted this action, which allowed our members to continue their production under the standards set by PSQCA.

In this year, we have adopted various measures to resolve the issues that our members were facing. In this regard, we lobbied the government to ensure the interests of our industry. We have also successfully increased the valuation of Palm Bye Products, which had been massively under-invoiced by the commercial importers. This resulted in a significant increase in valuation of Palm Bye Products, by issuing new Valuation Ruling from Director of Custom Valuation. In this way under invoicing & mis declaration of Palm Bye Products has stopped.

We sent a letter to Dr. M. Saeed Khan Jadoon, Member (Customs Policy) FBR requesting to kindly help and support the industry to avail in-bonding period for RBD Palm Stearin. It should be up to 3 months as the said raw material is not a perishable and does not fall under serial no.33 of SRO 125(1)/1999 dated 27-02-1999. Copies of this letter were sent to Chief Collector of Customs (South) and Collector of Customs Port Qasim.

[Continued on Page No. 2]

### **ROUTINE ACTIVITIES**

Every year we hold an Annual General Meeting followed by Dinner in the month of September, in which soap manufacturing members from all regions of Pakistan participate to discuss various matters and formulate strategy for betterment of soap industry. At the event we arrange to invite high officials of Government, such as Federal Minister, Chairman-FBR / Member Custom-FBR or Collector of Customs / President-FPCC&I as Chief Guest and Guests of Honor.

We arrange Meetings of Managing Committee after every two months, in which most urgent matters are discussed as per given agenda points relating to soap industry. During recent year we arranged several virtual video conference meetings of Managing Committee due to Covid-19 & lockdown situation.

We occasionally issue Press Releases highlighting various problems faced by soap industry; various newspapers make coverage of the statements of Association's Chairman.

### **INCREASE IN MEMBERSHIP**

The prospective members of the Association are carrying out their business activities in almost all cities & towns of Pakistan. Presently, membership of the Association presents the Manufacturers of Soap and its allied products. However, the Association is very keen and is also making efforts to encourage the membership of small Traders throughout Pakistan so that the Membership may be increased.

### **ESTABLISHMENT OF 2 REGIONAL OFFICES**

The Association has established two Regional Offices in Rawalpindi and Lahore in order to make more activities in a better way from regional offices except Karachi Head Office. However, the Association is very keen and is also making efforts to encourage our members for the betterment of Soap Industry in Pakistan.

### **COMMITTEES FORMATION**

Besides the efforts to enhance the Membership and extend the services in all Major cities, the Association shall resort to set up various Committees, comprising of its members and the members of the Executive Committee to carry out such functions as may be contained in the term of reference of every committee.

### **TECHNIQUES & EFFECTIVE SAFETY**

The Association will introduce the modern techniques for its Members for Manufacturing of Soap and its allied products to make them more competitive with International Standards. As the products of the members are being exported throughout the world wherever it is required. Association will keep on advising the Members on use of safety measures at and about the useful tools. This will also be done through issuance of news letters and leaf lets, etc. from time to time.

## **LONG TERM ACTIVITIES (FUTURE PLAN OF ACTIVITIES)**

### **CONFERENCES**

Alhamdulillah we have been participating for the last 5 years as organizer of Pakistan Edible Oil Conference (PEOC). Getting encouragement from the overwhelming success of PEOC 2017, 2018, 2019, 2020, 2021, 2024 we are going to organize PEOC-2025 seventh time in the month of January 2025 with the kind support of our National & Multinational members. This is really an honor for Pakistan and for whole Soap Industry & Edible Oil Industry to stage this global event and hopefully will continue on yearly basis. This will certainly improve the global image of Pakistan and improve the industrial knowledge. PEOC has organized with the joint efforts of Pakistan Vanaspati Manufacturers Association (PVMA), Pakistan Edible Oil Refiners Association (PEORA) & now the honor also goes to Pakistan Soap Manufacturers Association (PSMA) as the name of this Association has been included as organizers. No doubt PSMA participation has not only given us an encouragement but has also added value to our conference and made this event milestone for industrial development of Pakistan. This year Pakistan Edible Oil Conference could not held due Covid-19.

Many members of PSMA participate Palm and Lauric Oils Price Outlook Conference & Exhibition (POC) held every year in Kuala Lumpur, Malaysia, in which oils and fats industry from more than 50 countries participate, but recent year this conference could not held due to Covid-19.

Many members of PSMA participate Food Festival held in Dubai every year in which more than 50 countries participate.

### **EXHIBITIONS**

Our Association has already laid down 3 milestones by holding 3 successful Exhibitions Scope99 & Consumax on consumable items in the past. The Exhibition of Soap, Detergent & its allied products shall encourage soap manufacturers for specific standard and to educate the public in the selection and use of standard soaps in the interest of national health, hygiene and economy. Moreover our members would like to explore the export opportunities. Once the Association attains the desired strength of Members and improve up its financial position, we are planning to hold another Exhibition of Soap and its allied products next year with the support of Government of Pakistan.

**SEMINAR**

We are planning to arrange a Seminar to highlight the Importance of Education in the rural areas of Pakistan, as now the time has come that we all stand together to revolutionize our society to educate every one and once our children of tomorrow will be educated no nation in the world can ever think of defeating ourselves in any field. In this connection our Association is making efforts and we hope that the dream of universal education especially in the rural areas for every Pakistani will come true.

**LIBRARY**

Our Association is planning to improve the Library by adding related books and Magazine for up to date information of the prices of Soap Raw Materials & global development relating to Soap Industry.

**GENERAL**

The Association shall keep an eye on the day to day developments relating to the Soap & allied items manufacturing and its Marketing and Trade. It will serve as bridge between the Manufacturers and Traders. The Association will also closely monitor the economic indicators and advise the members on the emerging risks and opportunities on periodical basis. The Association will undertake such other functions as may be warranted from time to time in the best interest of the Members.

**BUDGETING AND FINANCIAL CONTROL**

The Association is already exercising maximum austerity in the expenditures. The Executive Committee shall ensure that that it strives its utmost to enhance the financial resources of the Association firstly by broadening The Membership base and secondly raising the Admission and Membership fee with the consent and cooperation of the Members. At the same time the Association shall exercise maximum budgetary control on expenditures, so as the promotion of the cause of Association and productive activities.

**FUNDING FOR PLAN OF ACTIVITIES**

The estimated budget for our short term, routine and future plan of activities is about Rupees four million, which shall be meet with our own resources, as our Association has made long-term investment of Rupees 6 million, may be seen in the Balance Sheet of our Audit Report submitted you earlier. If the more amounts needed for our Future Plan of Activities, we shall contribute from our members.

**SYED AIJAZ AHMED**  
Secretary General  
Pakistan Soap Manufacturers Association