



German Pakistan
Chamber of Commerce & Industry
Deutsch-Pakistanische Industrie-und Handelskammer

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

PGREF
Pakistan-German Renewable Energy Forum

SES
Senior Experten Service

This newsletter is sent to approximately 40,000 contacts in Germany and Pakistan.



GPCCI WISHES YOU A VERY HAPPY
NEW YEAR

2017



Consul's Corner

Dear Friends,

The year 2016 comes to an end; it is time to look back: From my point of view it was a very successful year for the business ties between Germany and Pakistan. The investment promotion tour of the Government of Sindh was a huge "joint-venture". It would not have been possible without GPCCI / PGBF, the Sindh Board of Investment, DIHK, the German Federal Foreign Office and the Consulate-General of Germany in Karachi and last but not least without the support given by Alba, Audi, Siemens and the Honorary Consulate of Pakistan in Munich. Many thanks to all involved, to the representatives of the institutions mentioned above and to all those who supported the project behind the scene.

Another highlight was the official inauguration of GPCCI as a real "Chamber" in a most remarkable function on 27 May in Karachi. We were proud and happy to combine the official inauguration ceremony with the visit of Dr. Stephan Oswald, Head of the Division responsible for Pakistan in the German Federal Ministry of Economic Cooperation and Development.

It should also be mentioned that the "Duales System", German-style technical and vocational training (TVC), was one of our most important issues in 2016, not only during the visit of Dr. Oswald and the inauguration of GPCCI, but also in many events organized in Karachi in collaboration with GIZ. In the framework of the "German Weeks" 2016 in October and November, a German-Pakistani workshop on Comic Art further highlighted TVC as a most important tool to qualify young adults and to train skilled workers for Pakistan's industry respectively. I am happy to announce the launch of our Graphic Novel on TVC on 19 January in the FOMMA Gallery, Zamzama Park.

Last but not least I would like to mention the creation of a working group on construction within GPCCI. The kick-off event took place on 7 December. Mr. Ben Schneider from Germany, President of "Global Home Projects", (www.globalhomeproject.com), is ready to co-operate with developers in Karachi regarding a new housing style which has the advantages of fast building, earthquake and fire resistance, rain-proof covering, and affordable prices as well.

Again, please let me convey my heartfelt thanks and best regards to all members of GPCCI and to all partners of the Consulate-General of Germany in Karachi.

Yours sincerely,
Rainer Schmiedchen, Consul-General
www.karachi.diplo.de
<https://www.facebook.com/GermanConsulateGeneralKarachi>



*Message from Secretary General
Ines Chabbi*

Dear Friends,

We are now in the month of December with the last few weeks left of the year 2016. This has been a good year for us at the German Pakistan Chamber of Commerce & Industry (GPCCI). We got our license to operate as a chamber and since then we have opened two new offices in Lahore and Islamabad. Our membership has increased from 45 last year to 144 in 2016, more than doubled.

We are in communication with companies and associations in Germany regarding the Logistics and Procurement Conference which was postponed for next year. We are planning to hold this in March 2017 and will be announcing the date most likely in our next newsletter.

Apart from these events, we are also working on organising some delegations from Pakistan to Germany in the engineering and in the textile sector. We will keep you informed on the progress.

With regards to memberships, we are now moving into the second half of the financial year 2016/17 and therefore any company applying for membership now will have their membership fee reduced by half. If you would like to have more information regarding your membership with GPCCI, please email at maira.junejo@gpcci.com.pk and we will be more than happy to guide you on the membership process.

Lastly, I would like to wish you all a Merry Christmas and a happy and prosperous New Year.

Thanking You,
Ines Chabbi

Mediation Workshops – Navin Merchant



On 21st March 2016, Ms. Navin Merchant conducted a seminar on Alternative Dispute Resolution (ADR) and Mediation. Ms. Merchant is a leading authority in this area having worked for the World Bank Group to implement Alternate Dispute Resolution programs in the Middle East and North Africa region.

The discussion during the session focused on alternative forms of dispute resolution ("ADR") and to find methods of dispute resolution which better suit organization's commercial needs and deliver quick, efficient and effective results. In these cases, mediation often provides the answer. Ms. Merchant further elaborated the process of mediation in which a third party neutral, a mediator, meets with the disputing parties and actively assists them in reaching a settlement. The seminar was followed by a group discussion and Q&A session in the end in which participants were able to give their feedback of the seminar.

Over the last decade, the approach taken by commercial parties towards dispute resolution has changed. While traditional forms of dispute resolution (i.e. litigation and arbitration) remain popular, commercial parties are increasingly looking to alternative forms of dispute resolution ("ADR") to find methods of dispute resolution which better suit their commercial needs and deliver quick, efficient and effective results. Mediation often provides the answer.

Mediation is private and confidential, flexible and informal. Typically, it is concluded expeditiously at moderate cost. The subject matter can be complex or simple, the stakes large or small, the number of parties few or many. The process typically is far less adversarial than litigation or arbitration, and therefore less disruptive of business relationships. Since other options are not foreclosed if mediation should fail, entering into a mediation process presents few risks.

Frequently cited advantages of mediation include: Substantial cost savings, Promptness of resolution, Creative, business-driven solutions, Control over the outcome, Preservation of business relationships, Privacy and confidentiality.

Meeting with Mr. Wilhelm F. Weidmann, Senior Education Consultant from Germany



Mr. Wilhelm F. Weidmann, Senior Education Consultant from Germany visited GPCCI Head Office in Karachi on 25th November 2016. Mr. Weidmann was in Pakistan to review Corporate Vocational Training (CVT) initiative which was launched in 2013 as part of the Technical and Vocational Education and Training (TVET) program. CVT focuses on developing a comprehensive partnership between TVET institutes and companies in the field of vocational training through combining theoretical and simulated practical training in TVET institutes with workplace-based learning in the companies.

CVT is based on the German Dual Training System and has been modified to match Pakistan's needs for a skilled workforce. Mr. Weidmann is currently reviewing the CVT program and looking for new partners for implementation of this project in the coming years.

Formation of the Industry Expert Groups (IEG)



IEG Construction

Mr. M. Saleem Kassim Patel, CEO Saleem Construction Company has been appointed as the Chairman of IEG Construction in the Board meeting held on Tuesday, 29th November 2016.

Mr. Patel hosted a networking dinner on Wednesday 7th December 2016, for the construction sector of Pakistan to meet President of GPCCI, Mr. Qazi Sajid Ali and the guest of honour of the evening H.E. Rainer Schmedchen, Consul-General of the Federal Republic of Germany. The dinner was attended by directors of GPCCI, PGBF, Consul Generals and businessmen from the Construction Industry of Pakistan. GPCCI teams looks forward working with Mr. Patel to galvanize foreign investment especially from Germany.



IEG Textiles Leather and Garments

Mr. Ayaz Thaver, Managing Director, GIA Export Marketing Services (Pvt) Ltd has been appointed as the Chairman IEG Textile, Leather and Garments. The textile sector is one of the strongest business sectors in Pakistan. Last year in 2015, Ms. Ines Chabbi and Mr. Thaver led a delegation to Germany for the 50th Symposium on Procurement and Logistics. The successful delegation was followed by German Pakistan Sales Seminar by Dr. Ing. Silvius Grobosch, Founder and Owner of Grobosch Management from Germany. The seminar was conducted in Karachi, Lahore and Sialkot from 7th to 9th December 2015.



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For more information contact Mr. Ahmer Arif, (ahmer.arif@gpcci.com.pk).

New Members

Company	Membership Category
A.H.Z. ENTERPRISES PVT LIMITED	Individual Membership
DALAL INDUSTRIES PVT LTD	Associate Membership
NIZAM SONS (PVT) LTD	Individual Membership
PROFINE FURNITURE INDUSTRIES PVT LTD	Individual Membership
SECUR GLOBAL PVT LTD	Individual Membership
SETHI INTERNATIONAL	Associate Membership
UTI INDUSTRIES PVT LTD	Individual Membership
WELT KONNECT (PVT) LTD	Associate Membership

Events in Germany

BAU

München/ Deutschland
16.01.-21.01.2017

World's Leading Trade Fair for Architecture, Materials and Systems
BAU, the Leading Trade Fair for Architecture, Materials and Systems, is held every two years. It sets standards and is the industry's most important gathering. Everyone involved in the international community for planning, building and designing buildings i.e. architects, planners, investors, representatives of the industrial and commercial sectors, the building trades etc. come together on the six days of the show.

<http://bau-muenchen.com/>

International Green Week

Berlin/ Deutschland
20.01.-29.01.2017

The world's largest trade fair for food and agriculture The International Green Week will take place

for the 82nd time in January 2017. Founded in the Berlin of the Golden Twenties, it is unique as an international exhibition for food, agriculture and horticulture.

<http://www.gruenewoche.de/en/AboutIGWBerlin/>

opti

München/ Deutschland

28.01.-30.01.2017

The International Trade Show for Optics & Design, every year in January, experts and creatives in the optics industry display their newest products at the Fairground Messe München. More than 570 exhibitors from more than 80 countries and 27,500 trade visitors from 81 countries converge in this one location during the three day event.

<https://www.opti.de/en/>

Spielwarenmesse®

Nürnberg/ Deutschland

01.02.-06.02.2017

Come to Nuremberg and experience the unique event which showcases over 1 million toys! Only here you will find the latest trends & new products within the toy industry, inside knowledge from high-profile speakers, and exciting themed worlds that will shape the toy trade. Visit the Spielwarenmesse® 2017 and discover the highlights!

<http://www.spielwarenmesse.de/>

ISPO MUNICH

München/ Deutschland

05.02.-08.02.2017

Welcome to ISPO MUNICH! In 2017 you can look forward to nine new exhibit areas in 16 halls. Find out which segments are best for your business. Multi-faceted side event programs offer opportunities to gain beneficial advance information. Attractive special exhibits complement your visit with exciting live events. A variety of bars, lounges and art areas invite you to network and relax.

<http://munich.ispo.com/en/>

FRUIT LOGISTICA

Berlin/ Deutschland

08.02.-10.02.2017

2,884 exhibiting companies and organisations from about 83 countries were present at FRUIT LOGISTICA 2016. Over 70,000 trade visitors from 130 countries attended FRUIT LOGISTICA 2016. This exhibition is the gathering of importers and exporters, Fruit and vegetable producers, Wholesalers and retailers, Packaging and handling specialists, Transport and logistic specialists and more!

<http://www.fruitlogistica.de/en/>

Note: We apologise to our exhibitor Dawood Engineering Private Limited for not using the right logo in our last month's Newsletter.



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