

June Monthly Report 2018

1. Trade Promotion Activities

Activity	Follow up action
<p>Called old Falabella contact Patricia Donoso, who appeared to have changed companies. I managed to get the Corporate Manager for the Commercial Section of Falabella's e-mail and phone number.</p> <p>New TDO hired at the Embassy.</p>	<p>Contact Mr. Jorge Fuenzalida, Corporate Manager for the Commercial Section of Falabella, get him to agree to meet with Mr. Murtaza in Argentina this week.</p> <p>The new TDO was coached to prepare a speech with key points of discussion for telephonic sales pitch and to obtain meetings for CC with importer companies:</p> <ul style="list-style-type: none"> • Speak on behalf of Commercial Counselor of Embassy of Pakistan (this carries weight that can assure a meeting take place, at the very least). Interloop Company agent from Pakistan travel to Argentina/Chile indicating great extent to which he is willing to do business with South American Companies. • To convey to Argentina Sports companies to pitch Pakistan as a centre of excellence for Sports Goods as evident that FIFA WCP 2018 in Russia is using balls made in Pakistan. Mention Emerging Pakistan, Companies which took part, opportunities, exchange, reciprocity • First World Cup ball; 2014 Brazuca; 2018 Telstar • Home Textiles INTERLOOP, largest sock manufacturer IN THE WORLD; exports to EU. Samples, stock.
<p>Meeting with Bejamín Gaviña for Business Visa Application</p>	<p>Follow-up meeting arranged with Mr. Murtaza for Friday the 13th of July in order to discuss his plans for his trip to Pakistan. BV already Approved. He is making an investment of Rs 20m in Silos bag manufacturing technology in Pakistan to provide storage facilities to the dairy farms. The CC guided him to register his company with SECP in Pakistan and a joint venture possibility with a Pakistani company which is already under process</p>
<p>Meeting with owner of Sports Company</p>	<p>CC met with Mr. Jorge Naser who wants to import motorcycle jackets and Gloves from Pakistan and provided him with contacts in Sialkot.</p>
<p>Meeting with owners of Hockey brand 'FLY STICKS' in Argentina.</p>	<p>The CC met with the owners of the hockey stick brand who wants to import hockey sticks and all the allied sports equipment from Pakistan. The Fly group provided all the specifications and the CC has arranged for their samples from Pakistan.</p>

<p>Multiple E-mail and telephone exchanges with Laboratory FARVET (Perú) due to confusion in relation to number of signatures on a number of occasions. Also in order to coordinate the logistics of the pick-up of the attestations which are ready.</p>	<p>Continue contact and respond to all inquiries, high priority being the fastest and most efficient resolution possible. They are satisfied with the validity of the attestations; we are now awaiting confirmation of payment in order to continue the proceedings.</p>
<p>Meeting with Mrs. Carina Fernandez from Carrefour, a contact with influence in the cutlery and home textiles business..</p>	<p>Mr. Murtaza met with Ms. Carina of Carrefour to provide her samples of cutlery received from Sialkot based company and also discussed the possibility of procuring Home textiles from Karachi based companies.</p>
<p>Meeting with Mr. Sebastián Hayet and his wife Carolina, applying for a business visa with the purpose of carrying out trials and providing advice on the implementation of the products of the company he works for (Unitán S.A.I.C.A.) as a Tanning Technician, by invitation of ORIENT IMPEX (PVT) LTD.</p>	<p>Invitation by a leather company in Pakistan. Mr. Murtaza approved the visa.</p>
<p>Biomed Company and FDI in Pakistan</p>	<p>Mr. Murtaza held a meeting with the Commercial manager of Biomed company based in Argentina and convinced them of establishing their regional quarters in Pakistan. They make and sell cancer medicine and are selling to SEARLE Company in Pakistan. Successful networking will yield positive results in the FDI initiative taken by the Commercial Counsellor. He pitched them BAGO-FerozeSons model for Biomed to establish Joint Venture in Pakistan.</p>

1. Other Activities

1. Networking with the Chambers of Commerce in Santiago to enlist their help for the incoming 22 member delegation from Pakistan to Chile, Peru and Argentina. The GCC and Chile Chamber of Commerce provided a favorable response and their CEO Mr. Elias Hasbun promised to extend his support for B2B meetings. They have 200 Chilean companies on their panel who they already network to attract business in Gulf and Chile.
2. Networking with the Argentina Chamber of Commerce for Texpo in Pakistan in 2018. The Chamber directors Ms. Laura and Mr. Martin Lococo have been

briefed by the CC on the opportunities of TEXPO and requested their help to arrange meetings with the textile importers of Argentina so that a delegation can be taken to Pakistan.

Follow up activities from previous months

Reporting month	Action required	Follow up action taken
March 2018	Visa resolution for Pakistani incoming delegation	Meeting with Argentina newly placed Commercial Counsellor to Pakistan, Mr. Alejandro Garcia. He will travel to Pakistan by the end of June and will help in keeping liaison between the two commercial section of the Embassies of Pakistan and Argentina.

2. Support requested from Pakistan

Date	Action required	Organization	Deadline (if any)
April 2018	Formal Permission of SC for travel to Santiago, Chile	MOC	

3. Pending trade and administrative issues related to support from Pakistan

Reporting month	Action required	Organization	Status
Jan 2018	Driver Hiring permission	MOC	pending
