

## SMEs need to go global

### STAR BUSINESS REPORT

To survive in the highly competitive global market, entrepreneurs of small and medium enterprises (SMEs) need to establish trade and business links with their partners abroad through e-commerce to expand market, speakers at a seminar said yesterday.

In the globalised era, the SMEs must adopt modern technology and explore market overseas, they said. The entrepreneurs need to develop linkage with their foreign counterparts and share information for mutual benefit, the speakers observed at the seminar titled "Trade and Business Development for SMEs" in Dhaka.

Dhaka Chamber of Commerce and Industry (DCCI) organised the seminar to introduce e-commerce services of Global Trade and Technology Network (GTN)

Bangladesh, a programme of US Agency for International Development (USAID).

GTN, which started its service in Bangladesh in February this year, assists SMEs in developing countries to get their access to global market. It also facilitates two-way trade with US companies to assist SMEs to build capacity through technology transfers and maintain international quality standards.

GTN's e-commerce platform enables firms to establish international trade linkages through joint ventures, direct sales, direct purchase, distributorship, licensing and franchise agreements.

Addressing the seminar, Hasina Dowla, managing director of Micro Electronics, said SMEs should adopt new technology and resort to e-commerce to keep in touch with developments taking place in similar field worldwide.

She said new technology and e-commerce will help increase quality of products and also global market share.

She urged the government to offer incentives to small enterprises and also take effective steps to stop dumping of foreign light electronics products.

Praising the GTN services, DCCI President Matiuir Rahman said as it is offering technology transfer and global market research, it will help grow SMEs in Bangladesh.

M Saidul Haq, country director of GTN Bangladesh, said GTN is providing services free of cost in view of capital constraints of SMEs in developing countries.

More than 8,000 firms from 40 countries are registered with GTN and about \$350 million worth business is so far routed through GTN since its inception in 1987. A total of 70 Bangladeshi SMEs are regis-

tered with it and about 50 are in the pipeline.

Addressing as chief guest, Mary C Ott, deputy mission director of USAID Bangladesh, said though Bangladesh shows tremendous success in ready made garment industry, it should not get complacent rather it should diversify its export base to survive post-MFA shock.

"And SMEs could be a potential sector for diversification of export products. To do so SMEs should adopt modern technology to improve its product quality," she said.

Ahmed Hossain, Business Development executive of GTN Bangladesh, MA Momen, director of DCCI, Golam Mortuza, general manager (Development) of Bangladesh Bank, also spoke at the seminar.

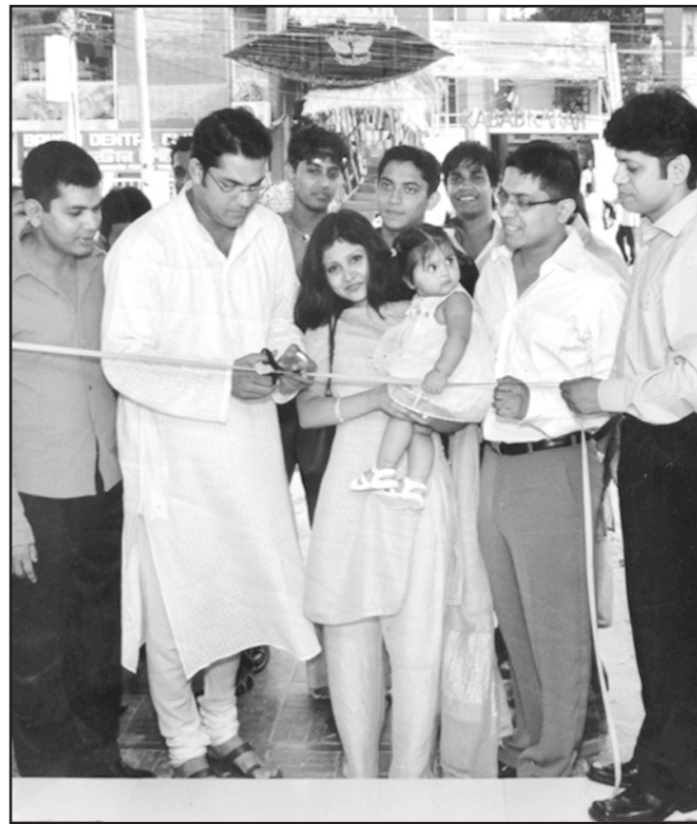


PHOTO: COOL EXPOSURE

Model Faisal and Ecstasy proprietor Taujim A Haque inaugurate the 4th showroom of the chain apparel store at Banani in Dhaka on Friday.



PHOTO: ICMAB

The Institute of Cost and Management Accountants of Bangladesh (ICMAB) arranged a discussion session on "Corporate Governance and Cost and Management Accounting" at ICMA Bhaban in Dhaka on Thursday. Enam Ahmed Chaudhury, chairman of Privatisation Commission, was the chief guest at the session.



PHOTO: AGORA

Some prospective buyers admire Spanish and Italian kitchen accessories and Belgian wooden floors at an Agora outlet in Dhaka. Agora-Green Marketing Ltd started a 10-day promotional programme for the products on Thursday.

### Meghna Cement declares 25pc cash dividend

Meghna Cement Mills Limited has declared a 25 per cent cash dividend for the shareholders for the year ending December 31, 2002.

The dividend was announced at the 11th annual general meeting of the company held at its factory premises at Mongla Port Industrial Area on Thursday, says a press release.

The company made a net profit of Tk 8.66 crore during the year 2002.

The chairman of the company presided over the meeting.

### New director of Lafarge Surma Cement

Anisur Rahman Sinha, a renowned industrialist, has joined Lafarge Surma Cement Limited as local sponsor, says a press release.

At a recent meeting of the Board of Directors of the company, he was appointed director from the sponsor group.

His company, Sinha Fashions Limited, has invested Tk 175.5 million (equivalent of USD 3 million) as part of share capital of Lafarge Surma Cement Limited.

## CURRENCY

Following is yesterday's foreign exchange rate statement by Standard Chartered Bank

Selling		Currency		Buying	
TT/OD	BC	TT Clean	OD Sight Doc	OD Transfer	
58.9300	58.9800	USD	58.0000	57.8296	57.7604
69.9558	70.0152	EUR	66.9958	66.7990	66.7191
98.8551	98.9390	GBP	95.5550	95.2743	95.1603
39.6422	39.6758	AUD	37.5096	37.3984	37.3537
0.6008	0.6013	JPY	0.4839	0.4826	0.4819
45.0225	45.0607	CHF	43.5795	43.4515	43.3995
7.6513	7.6578	SEK	7.3773	7.3556	7.3468
43.6680	43.7051	CAD	42.4753	42.3505	42.2998
7.5638	7.5702	HKD	7.4361	7.4083	7.3994
34.2218	34.2509	SGD	33.4101	33.3120	33.2721
16.1749	16.1886	AED	15.6634	15.6174	15.5987

Exchange rates of some currencies against US dollar

Indian rupee	Pak rupee	Lankan rupee	Thai baht	Nor kroner	NZ dollar	Malaysian ringit
46.83	57.7	97.27	41.625	6.9804	0.5772	3.80

Local Interbank FX Trading: USD/BDT remained unchanged on Sunday in thin interbank trading. The FX market was subdued due to international market being closed.

Local Money Market: Call rate ranged between 15.0 and 25.0 per cent compared with 15-15.5 per cent previously.

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## SHIPPING

### Chittagong port

Berthing position and performance of vessels as on 8/6/03

Berth No	Name of vessels	Cargo	L. Port call	Local agent	Date of arrival	Leaving	Import disch
J/1	Sea Breeze	GI	Hald	Seacom	6/6	8/6	3254
J/2	Kwan Mo Bong	Sug/Rice(P)	Chann	SSTL	22/5	8/6	490
J/3	Al Muztuba	Rice/WT(P)	Kaki	CLA	25/5	11/6	800
J/4	Ocean Pride	GI	Yang	PSAL	30/5	11/6	496
J/5	Sonali	Rice/(P)	Kand	OWSL	18/5	10/6	561
J/6	Maritime Faith	Clink	Huau	NWS	5/6	13/6	176
J/7	Myeik	Rice(P)	Yang	Total	26/5	11/6	588
J/8	Pho Thae	Rice(P)	Kaki	Able	20/5	8/6	819
J/9	Al Mansoor	Rice	Kaki	Total	8/5	9/6	926
J/10	Capetan Michalis	Wheat	--	Lams	R/A	11/6	1395
J/11	Qc Dignity	Cont	P Kel	QCCL	1/6	9/6	108
J/12	Budi Teguh	Cont	Sing	Pil(BD)	31/5	9/6	108/x
J/13	Banglar Moni	Cont	Sing	BSC	2/6	9/6	226
CCT/1	Mardios	Cont	P Kel	RSL	2/6	9/6	228
CCT/2	Banga Biraj	Cont	P Kel	Bdship	2/6	8/6	145

### Vessels due at outer anchorage

Name of vessels	Date of arrival	L. Port call	Local agent	Cargo	Loading port
Banga Borat	8/6	PKL	Bdship	Cont	Sing
Jaami	8/6	Col	Everbest	Cont	Col
Pigi	10/6	--	Rainbow	GI (Y Peas)	
CSB Chong Nyon Ho	8/6	Kaki	SSTL	Sug	WT(P)
Madura Ayu	11/6	Indo	OTBL	For Demolition	
Sea-1	11/6	Sing	OTBL	For Demolition	
Theopisti	10/6	Fuja	OTBL	For Demolition	
Hellin	11/6	Sing	TMML	GI	--
Presidente Tanaredo Neves	13/6	Fuja	OTBL	For Demolition	
Banga Barta	9/6	Chenn	Baridhi	Cont	Col
Banga Biroi	10/6	Sing	Baridhi	Cont	Sing
Milestone (Liner)	10/6	Yang	Everett	GI	

### Tanker due

Euto Viking	11/6	Para Col	Sunshine	W/LD	Ammonia(K/A)
Salamat-I			OLM	Bitumen in Bulk	

### Vessels at outer anchorage

Vessels ready					
Zang San	Rice	Kaki	Able	1/6	
Dae Gak Bong	Rice	Kaki	Able	2/6	
Ruhunupura	Cont	Hald	PSSL	5/6	
Feng Shun Shan (Liner)	GI	Osaka	Bdship	6/6	
Jian Cheng (Liner)	GI	SHai	Bdship	8/6	

### Vessels not ready

Amanat Shah	Rice (P)	Mumb	CLA	28/5
Erna Oldendorff	WT(P)/Peas	Sing	Mutual	8/6
Saiori-I	Clink	Indo	Litmond	3/6

### Vessels Awaiting Employment/Instruction

Banglar Jyoti		BSC	R/A (30/5)

### Vessels Not Entering

Trader	C Clink	Cebu	ANCL	7/5
Tai An Cheng	GTSP (P)	Tamp	Litmond	28/5
KS Glory	Clink	Krabi	ASLL	2/6
Blue Sea	Clink	Bring	PSAL	31/5
Asian Glory	Wheat	Viza	Rainbow	1/6
Alkimos	GTSP/MAP	Aust	CCNL	2/6
Assets Victory	--	--	Uniship	R/A(6/6)
Histria Spirit	Scraping	Sing	Rsship	7/6
Accord	--	Sing	Viking	5/4

## STOCK