Plea to make

Biman profitable

Star Economic Report

Aviation and Tourism Abdul

Mannan called upon the mar-

keting personnel of Biman to

further improve their effi-

ciency for making the airline a

profitable one through sincere

System Marketing Conference,

1991 of Biman as the chief

guest. The 4-day conference,

originally designed for thread-

bare discussion in its business

sessions, the whole gamut of

marketing operations, has wit-

nessed its inaugural session on

Saturday at Biman Bhaban. The

conference which will have its

concluding session on

September 3 has been partief-

pated by the Marketing per-

sonnel of Biman posted home

addressed, among others, by

the out-going Secretary.

Ministry of Civil Aviation and

Tourism Heshamuddin Ahmed

Additional Secretary-in-Charge

Rahman, Managing Director of

Biman Mofazzal Karim.

Director, Marketing and Sales,

Biman Kamal Sayeed wel-

comed the guests and partici-

opening speech, underscored

the need for holding such con-

ference in a regular basis so

that action plan for effective

marketing drive could be

chalked out and help manage-

ment out to streamline its next

periences. We must make best

use of its and to further ex-

plore new grounds for a better

planning, Mannan also said

that preparation, planning and

programme have been the

main features in better sales

operation and this has no al-

ternatives to achieve the tar-

He categorically suggested

the Marketing officials to fix

marketing and sales target

monthwise, areawise and pro-

ductwise to have a correct po-

sition of performance of those

who have been selling Biman

"We have potentialities, ex-

Referring to the organised

course of proper actions.

mark," the Minister said.

The State Minister, in his

the Ministry Habibur

The inaugural session was

and abroad and GSAs.

He was addressing the 11th

State Minister for Civil

India to use CNG instead of petrol

NEW DELHI, Sept 1: The Indian government has finalised an action plan for using compressed natural gas (CNG) instead of petrol and diesel in vehicles, according to local press reports today, says

According to the 6,800 million Rupee (266 million US Dollars) plan, about 66,700 petrol -operated vehicles and 16,800 diesel- operated vehicles will be converted to run on CNG. This will be achieved

over a five- year period. The use of CNG as an automotive fuel has been under consideration of the government for quite some time. The technology of using CNG in various types of vehicles in understood to be wellestablished and it is being widely used in the road transport sector in countries like Italy, the Soviet Union, the United States, Canada and New Zealand.

CNG has several advantages over conventional automotive fuels like petrol and diesel. It is considered to be safer, economical and more energy efficient. It is also destrable from the environmental point of

Under the plan, it is proposed to import compressors, dispensing equipment and conversion kits at a total foreign exchange outgo of 800 million Rupee (31.4 million US Dollar).

Indo-Soviet trade to fall short of targets

NEW DELHI, Sept 1: The Indian Commerce Ministry will draw up a realistic annual plan for bilateral trade between India and the Soviet Union of the difficulties in trade with that country, reports Xinhua.

This was stated by Commerce Minister of State P. Chidambaram at an informal press meet in Calcutta on Saturday, reported the Press Trust of India.

He said that while approaching the whole issue with sympathy toward the Soviet Union, there was a need to bring about a contraction in the items imported from that

country. This, he said, was necessary in light of the experience of the current and the previous years, when the Soviet Union was unable to sell to india everything that was agreed upon under the bilateral trade agreements because of the disturbances there.

The Soviet Union accounts for some 12 to 15 per cent of India's overall trade. India has been depending on the Soviet Union for some 25 per cent of its requirement of crude and other petroleum products.

\$ 25m contraband seized in Delhi

NEW DELHI, Sept 1: In its special drive against smuggling, sleuths of the Directorate of Revenue Intelligence (DRI) have seized 700 kilograms of contraband silver from a truck in the Indian capital, reports Xinhua.

Acting on a tip-off, the sleuths intercepted a mini truck yesterday and seized the silver concealed in five ingeniously made cavities, DRI Deputy Director (Delhi Zone) S B Singh told the Press Trust of India today.

The contraband silver valued at 5 million Rupees (190,000 US Dollars).

Singh said the month-long drive has resulted in the seizure of contraband gold, sil ver, electronic goods, foreign exchange and Indian currency worth 25 million Rupees (about 1 million US Dollars).

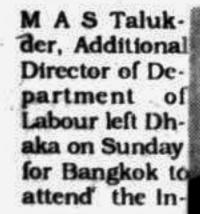
\$ 560b Japanese budget requests

TOKYO, Sept 1: Budget requests from Japanese ministries and government agencies for fiscal 1992 totalled 76.178 trillion Yen (560 billion Dollars), up 8.3 per cent from the fiscal 1991 budget, officials said Saturday, reports AFP.

The Japanese Finance Ministry, which is to compile the government's budget for the new fiscal year starting next April, stopped accepting budget requests from each ministry and agency.

It is to slash the requests in view of a slow increase expected in fiscal 1992 government revenues, officials said.

Off to Bangkok to attend IP Congress





ternational Productivity Congress, 1991 as an APOsponsored delegate.

Talukder is the 5th son of late Sarwarjare Talukder of Shouldubi Talukder Bari under Sadarpur upazila of Faridpur district.

Highest ever production this year

One lakh tons sugar remain unsold

By Enamul Huq

About one lakh tons of sugar produced by the country's sugar mills remained unsold this year as the smuggled Indian sugar is available in the

market at cheaper rate. While the price for one Kilogram of local sugar is Tk 25 at mill rate, Indian sugar is available at Tk. 22 to 24. As a result, 98 thousand tons of sugar remained unsold out of about two lakh 46 thousand tons produced this year. A source in the Bangladesh Food and Sugar Industries Corporation (BFSIC) said the production of sugar in the country was highest ever this

The country's requirement for sugar is about two lakhs 50 thousand tons per year, the source informed.

Dwelling on the causes of higher price of local sugar than smuggled Indian sugar knowledgeable sources said Indian mills procure sugarcane at different rates depending on the quality of sugarcane but Bangladeshi mills buy sugarcane at flat rate. The manpower in sugar mills is much higher than is necessary, it

Moreover the duty on sugar here is higher than in India. In 1988 a business firm BEXIMCO imported sugar. To patronise the sale of imported sugar, the then government lowered duty on imported sugar and raised duty on local sugar. As a result, the price of local sugar went up, it said.

In recent times due to the Gulf War and tumultuous developments in the Soviet Union, India lost two of its big

buyers - Iraq and the Soviet Union. As a result Indian sugar is being smuggled Bangladesh in increased quantity, the source opined.

The source in BFSIC said efforts were under way to sell the unsold sugar before next crushing season which starts in last week of October. It said special dealers will be ap-

pointed to boost local sugar sales. Anti-smuggling drive has been also geared up in border

It however said though the tendency of Indian sugar being smuggled into the country slumped following strict measures taken by the new government, recent reports say smuggling of sugar has again increased.

A knowledgeable source in BFSIC said cost of procuring sugar cane for mills can be reduced by Taka 20 crore if sugarcane extension and development work is undertaken by the Ministry of Agriculture as in India and many other countries. It also suggested procurement of sugarcane for the mills to be arranged through agents rather than through 672 purchasing centres now being maintained by 16 sugar mills. The Industries Ministry should only provide logistic support to the procurement agents through the mills, it

Kuwait to export more crude

AHMADI (Kuwait), Scpt 1: Kuwait, bouncing back from Gulf war devastation, said on Saturday it would export more crude next week and expected oil production to climb in September, reports Reuter.

"The end of this year we are talking about 400,000 barrels per day (BDP)," Oil Minister Hamoud Abdullah al-Ragba said. "Hopefully by July 1992 we will produce close to 800,000 BPD."

He said Kuwait's current production of 170,000 barrels per day (BPD), would increase by about 40,000 BPD by mid-September. Before the war it could produce up to two million BPD.

Raqba was talking to reporters at a ceremony marking the reopening of the Ahmadi

Refinery, the biggest in Kuwait, which resumed operations on Tuesday for the first time since lrag's invasion last

He said one million barrels of crude would be exported to either the United States or Japan in next week, the third such shipment in a month. He said the emirate had

stockpiled two million barrels

August 2.

for export. Raqba said the initial output of 110,000 BPD at Mina al-Ahmadi Refinery will enable Kuwait to stop importing almost all refined products, including petrol and fuel for

power and desalination plants. But officials at the refinery, which had a capacity of 370,000 BPD before the Iraqi invasion, said Kuwait would still have to import small quantities of petrol.

Output from Ahmadi is being processed by crude distilunits, put out of action during the war, are due to go on stream in June next year.

themselves inside the refinery south of Kuwait city during the war. The refinery was badly damaged in fighting between the US-led Allies and the Iraqis before the emirate was liberated at the end of

lation unit number 4 two other

Iraqi soldiers barricaded

Kuwait, a major exporter of

refined products before the invasion, will resume exports in December when Mina al-Abdullah Refinery opens with a daily capacity of 100,000 bar-

Tripura tea industry remains static due to 'govt apathy'

AGARTALA, Sept 1: Despite a rich soil and conducive climate, the tea industry's average yield is a mere 600 kg per hectare in Tripura, lowest in the country and only 0.5 per cent of the national yield, reports PTI.

For the last two decades, the yield has remained static at about four million kg in 6,500 hectares, though the state has the potential to increase the area under tea cultivation by 3000 hectares and they yield six times, to bring it at per with neighbouring Asam and West Bengal, Mr P K Sarkar, secretary, Tripura Tea Association told PTI.

Mr Sarkar claimed that government apathy" towards the industry has resulted in its stagnation, low yield and poor

quality of tea produced in the Several recommendations

made at a seminar organised to give a Fillip to the tea industry. in May last year, was yet to be implemented, Mr Sarkar said.

Among the recommendations made by experts in various fields relating to the industry, from various parts of the country, were financial assistance to 47 tea gardens and streamlined marketing facilities, but these have been put in cold storage, he said.

Another recommendation to modernise processing units of tea gardens with financial assistance from Nabard, fell through because of the high rate of interest, he said adding that he steps taken by individual gardens to modernise their

units have been negligible.

The suggestion to set up common processing factories to enable gardens to utilise natural gas as fuel at a much cheaper rate, instead of coal, was found not feasible, since the gardens scattered over three districts wanted to maintain their own identity.

Neither was much progress achieved in using high yielding varieties of plants and fertilisers in the gardens because of difficulty in communication and transport.

Mr B Chakrabarty, association chairman said that a memorandum had been recently submitted to the centre through Mr Santosh Mohan Deve, the union minister of steel who was elected from the state.

Pakistan, China to boost industrial ties

ISLAMABAD, Sept 1 Pakistan and China began talks here on promoting bilateral cooperation in the manufacture of light industrial goods, officials said, reports AFP.

The talks being attended by Chinese light industry minister Zen Xiang Lin are meant to identify specific areas for a formal accord after a second round of discussions later in Beijing, they said.

The minister, who arrived here earlier in the day, told reporters the two sides would formulate concrete proposals for collaboration.

He said China and Pakistan were already cooperating in the field of heavy industry and " excellent" achieving

Zen and his delegation are to call on President Ghulam Ishaq Khan and Prime Minister Nawaz Sharif during their five-day stay and will also inspect some state-run units built with Chinese help includ ing a heavy mechanical complex near here.

G-7 ministers' meet begins

PARIS, Sept 1: Deputy finance ministers of the Group of Seven (G-7) leading industrialised nations were meeting here Friday, a day after personal representatives of G-7 leaders urged stepped -up technical aid for Soviet economic reforms, reports AFP.

The deputy ministerial meetings are traditionally highly secret, but a U S embassy spokesman confirmed that Deputy Treasury Secretary David Mulford was in the French capital, as is new Japanese Deputy Finance Minister Tadao Chino.

The G-7 "sherpas" - personal representatives of the G-7 leaders, who met in London on Thursday - want to see stepped -up technical aid for Soviet economic reform, French sherpa Anne Launvergeon said at the close of that meeting.

They also want to see the Soviet Union putting into effect an economic stabilization programme in cooperation with international institutions, such as the international Monetary Fund and the World Bank.

The current G-7 Chairman. British Prime Minister John Major, is due to meet in Moscow Sunday with Soviet President Mikhail Gorbachev and Russian President Boris Yeltsin.

He is expected to figure out just how G-7 countries should do business within the fastmoving situation there.

Thursday's meeting in London was called to revise G-7 aid to the Soviet Union following a failed coup attempt against Gorbachev last week, triggering the collapse of the communist party and a new all- out commitment to reform by the Soviet President.



MOSCOW: Muscovites line up here August 31 to buy chicken soup near Gorky Park. Food distribution will be among the major challenges facing the Soviet republics following the collapse of a strong central authority.

- AFP/ UNB photo

Jordanian bank to take over BCCI soon

AMMAN, Sept 1: Jordanian bank will soon take over the three branches here of the Bank of Credit and Commerce International, **BCCl's director Fakhri Balbiss** said on Saturday, reports AFP.

Jordan's central bank will choose Monday among three banks - Arab Banking Corporation, Business Bank and Union Bank - which answered a purchase call for the three branches of the scandalridden institution that the central bank has been managing since BCCI's worldwide operations were suspended in

Balbissi did not specify the transaction cost, saying only that the central bank would do

conclusion of the operation and transfer of ownership. Foreign currency and local deposits in the three branches

so Monday on announcing the

currently stand at 53 million Jordanian dinars (about 57 million Dollars), he said. Monetary authorities in Luxembourg, Britain and the Cayman islands suspended BCCI operations in the three countries on July 5 after largescale fraud dating back several years was uncovered.

The Luxembourg-based BCCI, owned primarily by the United Arab Emirate of Abu Dabi, has been implicated in money laundering, arms and drug operations around the

Indonesia steps up coal exports

home and abroad.

JAKARTA, Sept Indonesian coal exports will reach six million tonnes this year, up one million tonnes from 1990, according to the head of the Bukit Asam Coal Mines in southern Sumatra, reports AFP.

Ambyo S Mangunwidjaja was quoted by the Jakarta Post on Saturday as saying southeast Asian countries including Malaysia, Thatland and the Philippines were buying more from Indonesia and less from traditional

Manguwidjaja, Chairman of the Public PT Tambang Batubara Bukit Asam Company, said Indonesia would sell from 1.5 million to two million tonnes of coal to southeast Asia this year, compared with one million tonnes last year.

Taiwan seeks Gulf investment DUBAI, Sept 1: Tawan has lated to telecommunications,

called on Gulf businessmen to take advantage of its latest sixyear development plan and invest in the Asian country, reports AFP.

The plan was launched July I and its cost is projected at around 300 billion Dollars, Agustin Liu, President of Taipei World Trade Centre, told reporters in Dubai.

We have invited businessmen her to take part in Taiwan's six- year development plan through re-exports and financial facilities, he said. The plan is generating immense business opportunities which businessmen here could avail

He said the programme gave priority to the industrial sector, mainly products recomputer, information technology, aerospace, big- chemicals, and machinery.

The plan envisages balanced development in Taiwan, with new industrial zones and residential areas being established in all parts of the country, he said. We do not want concentration in this plan to be in and around the major cities.

Liu was speaking Friday at the end of a five- day Taiwanese Exhibition, the first of its kind in the Middle East, one of the world's largest markets for industrial products. . The bulk of the Gulf's over-

seas assets of nearly 350 billion Dollars are based in the United States and other west ern countries and invested mainly in stocks.

Australia, their supplier.

& Employment News

Wanted

Divisional Engineer(Employment) Bangladesh T&T Board, Telecommunication Building, 36/1 Mymensingh Road, Dhaka-1000 invites applications for the post of (1) "Store Keeper", must have bachelor's degree or equivalent Academic qualification, (2) " Pharmacist", must be SSC pass or its equivalent and must have obtained Pharmacist Certificate from any approved institute. (3) "Care-taker" must be HSC or its equipment with experience in catering. Please apply with complete bio-data name & address of two prominent persons or gazetted officers, to the Director (E&A) Telecommunication Staff College, Joydevpur, Gazipur by 20.9.91

Executive Research, GPO, Box No. 26, Ramna, Dhaka invites applications for the post of : (1) "Zonal Project Manager", must have graduation Agriculture Diploma with 3 years experience, (2)"Field Officer," must have graduation/Agriculture Diploma with 2 years experience. (3)"Site Engineer", must have Diploma in Civil Engineering with 3 years experience in construction work, (4) "Senior Training Officer", must have Master Degree/Graduate with excellent record as Extension team Leader/Trainer. Please apply with bio-data alongwith a photograph including names and addresses of two referees by 15.9.91.

3) Olympic-MI(Bangladesh Ltd., Sector-3, CEPZ, Chittagong - 4223 requires "Skilled/Un-skilled male worker", must be HSC pass in Science group and Medical trade course passed will be preferred. Please apply in hand writing with bio-data 2 copies pp size photograph and copies of certificates etc by 15.9.91

4) The Advertiser, GPO Box No 2595, Dhaka requires 'Mid -Level-Executives' must have 5 years experience in Supervisory/ Accounts/Marketing. Please apply with full details, 2 copies of photos before 15.9.91.

Tender

Dy. General Manager, Bangladesh Milk Producers' Co-operative Union Limited Dugdha Bhaban, 139-140 Tejgaon 1/A, Dhaka -1208 invites sealed international tender from bonafide Indentors/ Manufactures/ Agents for supply of two refrig erated vans for distribution of Ice-cream. Tenders schedule available from Accounts and Finance Deptt. of Milk Vita Head office and Janata Bank, Tejgaor Industrial Area Branch (FDC Gate). Last date for submission of tender is 11.00 am of 12.9.91. For further details please contract Purchase Deptt.

6) Chairman, Rajdhani Unnayan Kartipakka, Dhaka invites sealed tenders in BD Form no 2911 from 1st class enlisted (civil) contractors of Rajuk for construction of (a) Staff quarters for class III Employees of Rajuk at Sector-6 of Uttara RMT Building No.1 and Building No-II (b) Earth work in filling at Bailjuri of Uttara RMT (C) Earth work in filling at Bailjuri of Uttara RMT(Group No. V) and Earth work in filling the lowlying areas at Sector-12 of Uttara RNT group No.III (d) Construction of a Pucca surface drain for newly created Plot No. 26 of Road No.113 of GMT. Tender schedule available from the office of tender receiving of ficers. Tenders will be received upto 12.00 noon from 16.9.91 to 23.9.91.

Executive Engineer, Chittagong, PWD No-III, Chittagong invites sealed tenders in Bangladesh Form No. 2911 from all classes building contractors of PWD for construction of Fire Station at Sitakundo of Chittagong. Tender schedule available from the above office/Executive Engineer, Chittagong PWD-IV Chittagong/Executive Engineer PWD, Banderben/Cox's Bazar and offices of Sub-Divisional Engineer-V/VI upto 14.9.91. Tenders will be received by the above office/Executive Engineers, PWD, Cox's Bazar/Executive Engineer PWD, Bandarban/Executive Engineer, PWD -IV, Chittagong upto 12:00 noon of 15:9:91.

Gold prices fall sharply LONDON, Sept 1: Gold that western banks would steadily.

prices slumped to a 14-month low of 347.5 Dellars an ounce on Friday on fears that western banks would sell Soviet deposits of gold in reaction to the crisis in the Soviet Union,

reports AFP. Weak demand from the jewellery industry also contributed to a slide that provided the main highlight in what was, a week of business as usual after the storm that greeted the previous week's failed Soviet coup.

On the London Metal Exchange (LME), nickel prices fell through the 8,000 Dollars per tonne support level and touched a 13-month low before recovering partially on news of a production cutback by Falcondbridge, the world's second biggest nickel pro-

GOLD: Easier. Gold fell Friday to a 14-month low of 347.5 Dollars per ounce fears move to sell part of the Soviet gold stocks currently deposited as collateral against hard currency credits.

Moscow also had a negative impact on prices. Jon Berghteil, metals analyst with James Capel in London, said that while the market's concerns were not necessarily valid, jitters about the Soviet Union's actions could see fur-

line with industrially-used metals such as copper and aluminium before sliding back below previous levels in the wake of gold.

Fears of direct selling by group figures.

ther losses SILVER: Easier. Silver initially edged slightly higher in

COPPER: Firmer. Speculation about a tightening supply

picture in the United States,

supported by news that recent

strikes in Chile had resulted in

losses of 50,000 tonnes of

LEAD: Slightly Prices edged only slightly easier over the week despite a significant revision of internation lead and zinc study

ZINC: Easier. Liquidation by European merchants saw zinc fall to its lowest level since the current contract was launched in September 1988. Cash metal fell to 1,013

Dollars per tonne before signs of increased US interest prompted a modest recovery. TIN: Easier. In dull trading tin prices drifted lower on a general lack of interest. LME

stocks of tin rose 65 tonnes to 15,225 tonnes. ALUMINUUM: Firmer. Aluminium rose in with the firmer trend seen in the cop-



Managing Director of Delta Life Insurance Safat Ahmed Chaudhuri handing over a cheque to the nominee of late Sayeda Khatun of Baddha in settlement of the death claim under the 'Grameen Bima' scheme recently. Project Director of Cameen Bima Mahbubur Rab Sadi also present on the occasion.

production, saw prices firm tonnes barrier failed. Grain prices stabilise, vegetable oils easier

But attempts to break

through the 1,300 Dollars per

LONDON, Sept 1: Grain prices stabilised and vegetable oils were affected by the economic instability in the Soviet Union. Cotton prices moved little on the Liverpool market as the holiday period continued to restrict activity on the commodity markets, reports

GRAINS: Quiet. Grain prices stabilised after the fluctuations of the previous

The United States brought forward a credit of 315 million Dollars to the Soviet Union, originally due to be passed to Moscow in October. OIL: Firm. Brent crude, the

benchmark for North Sea oil production, climbed above the 20 Dollars a barrel mark at the beginning of the week. The restart of production at

Kuwait's Ahmadi Refinery had little influence on the trend as a tightening of world supply is expected in the approach to VEGETABLE OILS: Easier.

Vegetable oils were affected by the economic instability in the Soviet Union and by fears that western commercial banks would hesitate to extend further credits to Moscow. Soya oil fell in Rotterdam

despite sharp advances in

Chicago where the market was

boosted by the earlier delivery uncertainties remained. of US credits to the Soviet Union and fears that mid-west crops would be lower than last COTTON: Quiet. Prices

moved little on the Liverpool market as the holiday period continued to restrict activity. Operators remained concerned about the prospect of Soviet production being dis-

turbed in the event of inter-Republican conflict. SUGAR : Quiet: Prices moved in a narrow range inquiet trading hopes for an acceleration of credits to the Soviet Union supported the

trend . but rumerous

interested in what was likely to happen to Moscow's commercial agreements with Cuba, notably barter arrangements whereby sugar is swapped for

Operators were particularly

on the London market. The weakness of international prices prompted the International natural Rubber Organisation(INRO) to start support buying operations for the first time in 17 months.

duced but the market re-

COFFEE : Irregular. After a firm start, coffee saw gains re-

mented following an initiative from Latin American produc-On Thursday Jorge Car-RUBBER : Quiet. Prices denas, the head of the moved little in quiet trading Colombian Coffee Federation,

mained supported by fears of

tightening supply in the event

of a worldwide scheme of cof-

fee retention being imple-

was reported to have said that finance for the scheme, which aims to support world prices after years of surplus supply, had been arranged for Central America, Brazil, Colombia and Indonesia while the EEC was expected to take care of Africa and the US would finance

Sales-Purchase-Tender