

Dhaka Day by Day

'Bangladeshi Products Have Good Prospects in Europe'

by Rahat Fahmida

"If the Bangladeshi businessmen follow the small dos and don'ts, they are sure to make even a bigger success in not only the German market, but the European market, too," commented Jutta Thoms smilingly. As the only lady member of a German delegation, that is recently in town on the occasion of an export promotion seminar, she is full of bright, and prospective business ideas.

Ms Jutta is the project manager of Flughafen Frankfurt/Main AG (FAG). This organisation is the owner and manager of the Frankfurt airport. As we know, with 29.6 million passengers per year it is the largest airport in Europe. The FAG has more than 11,000 employees. As the project manager for 6 years now, she is engaged in international affairs of the FAG and is also chancellor of the Bangladesh Consulate in Frankfurt for the past 3 years.

As this is the first time that such a seminar has been organised, it is indeed a very useful experience for Jutta Thoms to be present.

Working for the FAG for the last three years, she observed that initially business with Bangladesh was a little dull. She followed up many inquiries of various entrepreneurs who were at that time eager to enter the German market. She has dealt with a number of delegations who visited Germany in this matter. As the project manager she pointed out, "the prime problem was that they did not really know the market, or understand the demands of European market. This obviously includes punctuality of delivery in service. But it is now changing, that is, for the better."

Ms. Thoms, while giving a view of the business transaction between these two countries, mentioned that it was not just confined to the government sectors of the both sides. The private sector is also actively participating, and they are definitely more flexible, as everywhere in the world.

She went on to give an interesting example about the small dos and don'ts, that she mentioned at the beginning. "A Bangladesh ceramic industry first sent its tea sets to our

country, it was in sets of five pieces. That is not acceptable in any shop, either in Germany or a shop in any other European country. So later, after proper guidance and knowledge about market demand, they started to send either six-piece sets or twelve-piece sets. They are continuing to do the same and the Bangladesh ceramic products are highly appreciated by the Germans." She added that garment industry is the biggest exporter to Germany.

Bangladesh has been trading with Germany since its independence. The volume of trade between the two countries has been growing significantly since 1985. Germany has emerged as the fourth largest importer of Bangladesh products. Exports of Bangladesh to Germany has gone up from Tk. 59 crore in 1985-86 to Tk. 581 crore in 1990-91. Though jute products had quite a good market, but it is sadly not so at the moment. This was learnt from the project manager of FAG. She added that this was solely because

in Europe people are aware of health hazards and environment. "Recently in Europe they have found that the oil used for jute fibres contains a cancerous element. And it is an essentiality to replace this particular type of oil with vegetable oil. Bangladesh jute industries must seriously take this into account. Public opinion stirs the market, whether the jute bags are used for food products or not."

Ms. Jutta Thoms appreciates Bangladesh products, be it handicraft or ceramic. So during her six-day trip to this country, she is looking into the various possibilities of prospective business for Bangladesh. The seminar which has brought her to Bangladesh is the first of its kind, in order to boost exports. It is held from November 24-27, organised by German Asia-Pacific Business Association in cooperation with the Federation of Bangladesh Chambers of Commerce and Industry and Embassy of the Federal Republic of Germany, Dhaka, and is sponsored by German Agency for Technical Cooperation (GTZ).



Ms Jutta Thoms: Bangladeshi businessmen have to better understand the European market. — Star photo

US envoy assures cooperation

The United States would extend all possible help and co-operation for disaster preparedness and development activities in Bangladesh, reports UNB.

US Charge D' Affairs in Bangladesh Lee Coldren assured this when he called on State Minister for Relief Lutfur Rahman Khan at his office Tuesday.

They discussed on pre and post disaster management of the country specially at the coastal regions.

Coldren recalled the glorious role of the US Task Forces in the relief activities after the catastrophic cyclone of April 29 last.

The State Minister hoped the existing friendly and cooperative relation between the two countries would be further strengthened in future.

US Embassy Defence and Army Attache Lt Col James A Dunn and Herbert Smith of USAID were also present at the meeting, said an official source.

Pankaj elected convenor of Patriotic Front

National Awami Party (NAP) General Secretary Pankaj Bhattacharya has been elected convenor of the newly-formed Doshpremk Ganatantrik Front for a two month period beginning December next, reports UNB.

An eight-member central committee was also formed comprising two members each from the four-party alliance, said a press release in city on Tuesday.

The members are: Prof Muzaffar Ahmed, Saifuddin Ahmed Manik, Pankaj Bhattacharya, Nurul Islam Nahid, Dilip Barua, Alhaj Abdus Samad, Abdur Rauf and Kazi Wajidul Islam Ukil.

National Awami Party, Communist Party of Bangladesh, Shamaybadi Dal and Gana Azadi League on November 19 formed the left alliance with the aim of gearing up social, economic and other activities in the country.

Commemorative postage stamps

Bangladesh Post Office Tuesday issued a set of five commemorative postage stamps each valued Tk four on archaeological relics of Bangladesh-Mainamati, reports UNB.

Minister in charge of the Ministry of Post and Telecommunication released the stamps formally in a simple ceremony at his office.

The stamps will be sold from all GPOs, head offices and upazila post offices in the country, said an official source.

Exhibition on etchings Dec 2

An exhibition on etchings, woodcuts, and drawings by Mary Czchan Coldren will be held at the United States Information Service-American Center auditorium from December 2-12, reports BSS.

The exhibition will remain open for viewers daily from 10 am to 5 pm excepting Friday and Saturday. Mary Czchan Coldren is the wife of Lee O Colodren, US Chare d'Affaires in Bangladesh, a US press release said.

UNAB Secy-Gen back home

Syed Ahmad Hossain, Secretary General, United Nations Association of Bangladesh (UNAB) has returned home on Monday after attending 10-day executive committee meeting and the plenary assembly of the World Federation of United Nations Association (WFUNA) held in Barcelona, Spain from November 15, says a press release.

The conference was organised by the government of Spain and was inaugurated by Princes Allen, daughter of the King of Spain.

The conference was presided over by Maurice Strong, President of WFUNA and Secretary-General of the United Nations International Conference on Environment and Development. The conference was addressed by top official of the United Nations including: Under Secretary General of the UN Department of Public Information.

The UN Secretary General Perez de Cuellar and several foreign ministers including Foreign Minister of Bangladesh Mustafizur Rahman sent messages on the occasion.

Syed Ahmad Hossain, Secretary General (UNAB) and Vice-president of WFUNA presided over three sessions. The four other members of UNAB delegation Zeaul Haq, Vice-President; Abdul Hafiz Chowdhury, Treasurer; Rasheda Chowdhury, Life Member; and Quamrun Nahar Huq, Life Member of UNAB will return soon.

Tk 13 cr loss in every year

Biman to raise domestic fares

Bangladesh Biman will soon raise its fare on domestic routes aimed at cutting down its operational loss.

The national flag carrier is reportedly incurring a loss of about Tk 13 crore every year from operations on its seven domestic routes. In last 10 years the loss due to subsidy in fare on the routes stood at Tk 130 crore.

Besides, the airlines has an outstanding loan of Tk 640 crore which is keeping the organisation away from building its own capital, Biman sources said.

A proposal to re-fix the fare on the domestic routes was placed by the Biman management in the first week of this month before the government for its approval, a competent source told UNB Tuesday.

Biman management suggested to double the fare to bring the loss into a break-even point. The average fare on its seven domestic routes is about Tk 658 except the fare between Dhaka-Cox's Bazar. The minimum fare on other routes is Tk 525 while the maximum is Tk 790. The fare

between Dhaka and Cox's Bazar is Tk 1050.

Biman in order to make the airlines financially viable also gave proposals to procure at least two middle haul aircrafts to operate on the regional routes.

Meanwhile, the most modern and sophisticated hanger complex project of the national flag carrier built at a cost of 30 million UD dollars will be put into operation by January, Biman sources said.

Biman spends 25 million US dollars annually for the maintenance of its fleet comprising 4 DC-10 aircraft, two ATP and two F-28 aircraft.

About seventy percent of its maintenance cost would be reduced when aircraft maintenance will be done at its own hanger which can accommodate one jumbo jet, one DC-10 aircraft and two F-28 aircraft at a time for maintenance.

Biman will also look for exploring markets to make the project commercially viable. At present 17 foreign airlines are operating through the Zia International Airport.

Call to eliminate terrorists for social peace

Health and Family Welfare Minister Chowdhury Kamal Ibne Yusuf Tuesday said chaotic situation in the educational arena was not good for the future of the nation, reports BSS.

Addressing the installation ceremony of Students Union of Government Yasin College in Faridpur, the Health Minister called upon the students to devote in studies to build themselves up as worthy citizen of the country.

The Health Minister said the present democratic government would not hesitate to identify those creating violence and punish them for the welfare of the nation. He said the terrorists could not be followers of any ideal.

Chowdhury Kamal said diversity of opinion and debate on issues were normal phenomena in a democratic society.

Stressing the need for national consensus on basic issues, Health Minister called upon the teachers, guardians, political leaders and people from all walks of life to come forward to eliminate the terrorists for social peace.

'Cooperative movement a must for welfare of peasantry'

A six-member delegation of the Cooperatives Society and Central Cooperative Bank Employees Association called on President Abdur Rahman Biswas at Bangabhaban Tuesday, reports UNB.

Talking to the delegation, the President said the cooperative movement should be spread among the rural masses to make them aware of the benefit of this system.

He said cooperative movement was essential for the economic prosperity of the peasantry by assisting them in producing more crops to attain food autarky.

Biswas reminded them that as an old institution the Cooperative Bank should provide sincere service to the needy farmers. He urged them to bring more lands under cultivation through the cooperative system.

He also lauded the role of

Shaheed President Ziaur Rahman who gave new dimension to the cooperative movement and asked them to materialise his ideals by turning the cooperative system into an ideal institution for the prosperity of the rural masses.

President Biswas also appreciated the initiatives of the cooperative societies in setting up cottage industries and income generating programmes.

He also enquired about the recovery of the outstanding loans of the Cooperative Bank.

Members of the delegation informed the President of their problems who in turn assured them of looking into them.

Among those present on the occasion were Shariful Islam Khan Sharif, Md Gias Uddin, Amanullah, Abdul Kabir and Khandker Faizullah and employees of the association.

Contribution of Moulana Tarkabagish recalled

Former Chief Justice Kemaluddin Hossain Tuesday lauded the contribution of late Moulana Abdur Rashid Tarkabagish, reports BSS.

He was addressing a discussion meeting held to mark the 91st birth anniversary of the Moulana organised by Sadhana Forum at the Jatiya Grantha Kendra auditorium. Presided over by Dr Mazharul Islam, former Vice-Chancellor of Rajshahi University, among others, the meeting was addressed, by Advocate Gazul Haq and Barrister Amirul Islam.

Justice Kemaluddin said the history of a nation is the biog-

raphy of its great leaders, and Moulana Tarkabagish was such a leader in the critical juncture of our history. Lauding the role of the ruling party in switching over to the parliamentary form in a 'happy manner' with the cooperation of the opposition, Justice Kemaluddin said, the sovereign Parliament should now be the centre of the national politics.

The other speakers recalled Moulana Tarkabagish's vital role in the Language Movement of 1952, Education Movement of '62, War of Liberation of '71 and Post-independence anti-autocracy movement.

It's new just for you

The Daily Star is pleased to introduce a new column where individuals and organisations can publish Birthday and Anniversary Greetings, Congratulatory and Condolence Messages, Get-Well/Good-Luck Wishes, Birth/Death Announcements, In Memoriam, etc. at nominal charges.

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The USIS - American Center Jiban Bima Bhaban 10 Dilkusha Commercial Area, Dhaka Announces a change in telephone numbers effective from November 28, 1991. They are as follows:

Old Numbers	New Numbers
246000	862550
246001	862551
246100	862552
246101	862553
246102	862554

Tk 1,200 pump yields extra crop production worth Tk 40,000 a yr

Miracle happened, very silently, to the fate of the world's poorest farmers over the past decade, reports UNB.

A locally developed manual irrigation pump costing only Tk 1,200 now generates production of additional crops of Tk 40,000 a year on less than 0.5 acres of land.

Narendra Nath Dev, an ingenious village mechanic of Ulipur police station of Kurigram, evolved the mechanism during the late seventies. It is a human powered, twin cylinder pumphead fitted to a bamboo or PVC tubewell.

Later, the technology had been further developed and marketed by different NGOs.

About 500,000 functionally marginal farmers all over Bangladesh at present use it producing an additional 200 million US dollars worth of crop a year.

The Swiss Development Corporation (SDC), which is now funding promotion and marketing of the technology through an American NGO International Development Enterprises (IDE), disclosed the unheard success and potentials of the pump at a luncheon briefing in Dhaka on Tuesday.

Functionaries of SDC, which channels all Swiss assistance to Bangladesh, told newsmen

that they foresee an additional six million marginal and landless farmers as potential users of the pump adding billions of dollars to Bangladesh economy.

Weather

Night temperature may fall

Weather is likely to remain mainly dry across the country during the next 24 hours till 6 pm Wednesday, reports UNB.

Met office says night temperature may fall by 1-2 degree Celsius over northern Bangladesh but likely to rise by 1-2 degrees over the southern part of the country.

Tuesday's maximum temperature in Dhaka was 27.2 degree Celsius and the minimum 16.5 degrees. Country's lowest temperature 12.4 degrees was recorded at Rangpur, Dinajpur and Srimangal.

Percentage of humidity was 74 in the morning and 63 in the evening.

Sun sets today (Wednesday) at 5:11 pm and rises on Thursday at 6:22 am.

Temperature and humidity recorded at important cities and towns on Tuesday were:

Cities/Towns	Temperature in degree Celsius		Humidity in percentage	
	Max	Min	9 am	6 pm
Dhaka	27.2	16.5	74	63
Chittagong	27	16.6	83	65
Rajshahi	27.6	13.8	66	81
Khulna	27.8	14.5	83	77
Rangpur	27.4	12.4	77	75
Cox's Bazar	27.2	17	67	63
Feni	27.8	14.4	80	70



The members of the Flight Engineers' Association of Bangladesh Biman attended the Flight Engineers International Association's (FEIA) Annual General Assembly meeting held in Hong Kong recently. Representatives from United Kingdom, Japan, Germany, Holland, New Zealand, Hong Kong and Spain attended the conference. Bangladesh was represented by Flt Engr A Halim Khan, President; Flt Engr Shaiful Haleem, General Secretary and Flt Engr Shamim Eskander, Joint Secretary of Flight Engineers and Navigators Association.

TV Wednesday

- 5.00 Opening announcement Al Quran
- Programme summary
- 5.10 News in Bangla
- 5.20 Reading from the Geeta
- 5.30 Campus
- 6.00 Sports programme: Wrestling
- 6.30 Samschar
- 7.05 Hizal Tamal (songs programme)
- 8.00 News in Bangla
- 8.25 News roundup
- 9.00 Film show: MacGyver
- 10.00 News in English
- 10.30 Programme in memory of shahed Dr Shamsul Alam Milon
- 11.30 Khabar/The news
- 11.45 Close down

TRADITION OF EXCELLENCE

With a tradition in business stretching back over a hundred years, our activities today range from exports of tea, jute, leather, marine foods, ceramics to petroleum products etc. Our imports range from food products, pharmaceuticals, machinery, telecom equipment to commodities like sugar, foodgrains, petroleum products etc. With an extensive network of branches and distributors throughout the country, we are involved in marketing and distribution of quality pharmaceuticals, food products and other consumer goods.

We are specialists in counter-trade, having pioneered this form of transaction in Bangladesh.

Our manufacturing activities cover pharmaceuticals, tea and jute. In addition, we have substantial interests in the insurance and publishing sectors.

Our team of motivated professionals are committed to meeting the challenges of today and achieving the aspirations of tomorrow, in keeping with our tradition of excellence.

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