

Experts call for change in marketing, output of handicrafts

Experts at a seminar Saturday called for bringing about a radical change in production and marketing strategy of the country's handicrafts for fetching increased foreign exchange and boost agro-based rural economy, reports BSS.

They observed that handicrafts sector had vast potentiality in country's economy and as such it warrants proper attention of the government planners on a top-priority basis.

In the present market economy based modern consumer-world, nothing can be achieved without proper planning, they said adding the planning metamorphosis was taking place very rapidly.

The seminar on "Strategic planning for handicrafts of

Bangladesh" was arranged by Bangladesh Handicrafts Manufacturers and Exporters Association (Banglcraft) in co-operation with "ZDI", a German agency and technonet Asia partnership project.

Industry Minister Shamsul Islam Khan attended as chief guest at the inaugural function of the seminar, held at the conference room of Bangladesh Federation of Chambers of Commerce and Industries.

The inaugural function was also addressed, among others, by Commerce Secretary Nazim Ahmed Chowdhury, BSCIC Chairman M Moniruzzaman Chowdhury, Export Promotion Bureau vice-chairman M S A Gazi and Banglcraft executive member Prof Masuda M

Rashid Chowdhury. Banglcraft founder president and chief of Sramik Krishak Samajbadi Dal A K M Siddiqur Rahman presented the keynote paper on the subject while Banglcraft president S U Haider presided.

In his speech Shamsul Islam Khan pointed out that the present government had laid down due emphasis in the industry policy-1991 on the development of small and cottage industries including handicrafts.

The minister said that the present government had lifted all kinds of restrictions from the industrial sector and opened the avenue for every body.

Narrating his personal experiences as an industrialist

and chamber executives for a long time, the minister said that earlier it was very difficult to obtain a permission for setting up an industry.

Many people used to refrain from taking entrepreneurship because of such procedural complexities Saturday he said, there was no restriction nor prior permission had to be obtained from the authority for setting up industries of any size.

The minister said that the industry policy of the present government had started bearing fruits. In this connection he said that after announcement of the policy 3,300 new industrial units were given permission of which 1819 had already gone into production.

Judge voids \$ 740m Zenith computer

BUFFALO GROVE, Dec 26: An administrative law judge has voided a 740 million dollar contract for Zenith Data Systems Corp to provide desktop personal computers for the Pentagon, a company spokesman said Friday, reports AP.

Catherine Hyatt, who reviews contract appeals for the federal General Services Administration, voided the contract Thursday in Washington after upholding appeals by six losing PC competitors, said John Baec, spokesman for ZDS.

Ms Hyatt's ruling is sealed until Jan 4. However, its expected effect is to give other companies another chance to bid.

There was no reason given for voiding the contract, no corrective action. We still don't know what's inside the decision," said Baec, whose company is owned by French computer maker Groupe Bill SA.

Workshop on coastal zone management begins today

A five-day international workshop on coastal zone management in Bangladesh will be held on December 27-31, reports BSS.

Education Minister Jamiruddin Sreer will inaugurate the workshop at 10 am today (Sunday) at Dhaka Sheraton hotel.

The participants from Bangladesh, USA, France, Italy, Thailand, Pakistan, India, the Philippines and Sri Lanka will attend the workshop.

Beijing traders interested in jt venture with Dhaka

BEIJING, Dec 26: The entrepreneurs and general traders of Guangdong province of China have shown great interest in entering into joint ventures with suitable Bangladesh parties - specially in the areas of urea fertilizer and leather goods manufacturing, reports BSS.

Their interest were told to Bangladesh Minister for Commerce M.K. Anwar when he addressed them at a banquet held in his honour in Guangzhou, the capital of the province.

The minister gave a detailed account of the facilities available in Bangladesh to foreign investors and called upon the Chinese entrepreneurs to utilize this opportunity for creating a more balanced trade between Bangladesh and China.

M K Anwar who arrived yesterday in Guangzhou at the last leg of his tour of China was briefed by the leaders of Guangdong on different aspects of the "export led growth" strategies followed in the province since 1978.

Guangdong province, as a result of this policy, has been very successful in attracting a

very high level of investment both foreign and domestic, during the last decade. It has now become the most prosperous province of China.

The entrepreneurs of Guangdong are keen to exploit any potential opportunity of investment both at home and abroad.

During his stay in Guangzhou, the minister for commerce also visited a very successful ceramic ware factory. M K Anwar, at the end of his visit to China is leaving Saturday for Hong Kong enroute to Dhaka.

The minister said that the present government had started bearing fruits. In this connection he said that after announcement of the policy 3,300 new industrial units were given permission of which 1819 had already gone into production.



A M Zahiruddin Khan, Minister for Planning (seated third from left) speaking at the inaugural session of the Workshop on "Expansion of Trade and Promotion of Business Opportunities in Bangladesh" jointly organised by ESCAP, FBCCI and Ministry of Commerce on Wednesday at the FBCCI Auditorium. Mahbubur Rahman, President FBCCI (seated fourth from left) presided over the function. Obaidur Rahman, National Organiser of the workshop was also present on the occasion.

Commentary

Smith New Court's report can serve as guideline for capital market reforms

Abu Ahmed Guest Columnist

Smith New Court Securities is a London-based investment company with world-wide interest in security investments. Its comments on our economy is no less important than those of donor agency officials. An investment company like Smith New Court takes a much closer look at an economy for their future investment prospects and now a days investors' comment count much, because they are the people who undertake the actual risk.

In the past, no investment company took interest in Bangladesh economy. Whatever foreign investment we received almost all came via government sector, either from foreign governments or from donor agencies.

In rest of the world the scenario of foreign investment or in-flow of foreign funds was not the same. In most parts of Asia and Latin America, foreign capital flowed through multinational product-producing companies or through portfolio managing investment companies. In the last decade investment companies largely eyed on South Asian economies and selective Latin American economies for portfolio investment. Now they are focusing on the left-out spots like Bangladesh.

Bangladesh opened its economy to foreign security investors in July of this year, and now treating foreign investors on par with domestic investors. The step was a positive one as far as the government eagerness for attracting foreign investment is concerned. Following this decision at least three foreign investment companies or brokerage firms including Smith New Court showed interest in our securities market. Once they started taking information about our regulatory laws and machineries, the stock exchange performances, and behaviour of the companies having stocks with the public, many weaknesses came out which they wanted first to be removed before investing in our capital market in a big way.

The first problem they faced was to find somebody who could give some idea about the way Dhaka Stock Exchange works. They found we do not have any investment or brokerage firm to guide investors, nor have we any government-controlled office where a new foreign investor can turn to for information. Foreign investors need ready-made information and confidence-building materials. They seldom like to run after individuals or govt-officials who are very frequently found to be unprepared or reluctant to supply the required information.

The foreign investors, however, on their own got some individual stock-brokers of Dhaka Stock Exchange to help them. The story that followed was not happy one, because once they started buying stocks through their chosen brokers, prices soared by almost fifty to hundred per cent for specific stocks within a month. Later, they changed their strategy, went on a go-slow policy and that worked in their favour.

Smith New Court in its analysis, Bangladesh Market Focus, identified many faults with our stock market. Some of them are: a non-competitive stock exchange, shortage of good stocks, lapses in accounting, close holding of stock by sponsors and absence of enforcement of laws. The same impediments were also pointed out by the domestic investors in the

past, but little remedial measures has so far been taken to remove them.

Smith New Court analysed our economy from many different angles— from political relations between the two women leaders to probability of taking over the country by a non-democratic force, the structural advantage some of the industries now enjoying and fall of quality in our education system. Taking into account the present state of affairs of our economy, the Smith New Court advised the prospective foreign investors to adopt wait and see policy. It counselled them to take opportunity at a later period when and if any big line for investment surfaced. It also remarked that if the foreign investors rushed to buy stocks in the present situation by seeing low price earning multiples, they might end up in capital loss from price fall in later periods.

The investment company pointed out that vested interest in labour unions, bureaucracy and people having interest in govt-related development projects are thwarting the reforms programme in Bangladesh at the moment. It remarked that though government has the will, it is unable to carry out its election manifesto.

Only 11 listed companies out of 142 or so deserve close attention for investment purpose and can be called blue chips, according to Smith New Court. Of the companies it recommended those companies for investment which maintained good dividend rates from the past and also earned reputation for good management. It also advised foreign investors to proceed with selective stocks rather than depending on the stocks of particular sectors. It found pharmaceuticals, textile and spinning and financial sector as having good potentials.

This is in short the opinion of a foreign investment company about our economy. Our own domestic investors also held the same view. They jumped into the market in 1987 and 1988 and burnt their fingers. They bought any stock at that time that came in their way, without caring for who floated the stocks and what they were going to do with the money. Some of the companies whose stocks they bought now turned out to have been listed as sick industries. The small investors are now much more mature and now they too have become selective like foreign buyers.

Smith New Court took the confidence factor about management of a company as an important one. This too should be true for domestic investors. Some companies sold stocks to people simply because they had to. Even though some companies did not offer any dividend year after year, they are still listed with the DSE.

How can only 11 companies, whose paid-up capital together will not exceed a hundred crores taka, serve the purposes of a dynamic economy in such a rapidly changing world? So let us not waste any more time and listen carefully what experts on capital markets has to say about our economy. Only that will work towards making our reform programme a success. This will be the only way to transform ourselves from a "basket case" to a bargain.

Shipping Intelligence

CHITTAGONG PORT

Berth position and performance of vessels as on 26.12.92

Berth No	Name of Vessels	Cargo	L Port Call	Local Agent	Date of Arrival	Leaving
J/1	Ji Lin	GI	Sing	Prog	19/12	27/12
J/2	Iron Will	Salt	Col	MSA	23/12	01/01
J/3	Cape Syros	Mop (P)	Pra	Seacom	18/12	31/12
J/4	Banglar Baani	Sugar (P)	Benas	Cross	13/12	26/12
J/5	Fareast	C Peas	Glaiton	MSA	19/12	31/12
J/6	Continent-1	GI	Pena	CIA	24/12	28/12
J/7	Safina-e-Ismail	GI/GL	Damam	ASLL	24/12	28/12
J/8	Kamaleverett	GI	Sing	EHL	23/12	29/12
J/9	Endurance Sea	Repair	Aqaba	EBSL	25/1	31/12
J/10	Janbaz-II	Urea	Cal	RSSA	20/12	07/01
J/11	Trans Asia	Fert	Bark	BOVL	-/12	-/12
J/12	Fong Shin	Cont	String	BDSHP	23/12	27/12
MP/1	Andrian Goncharov	Cont	String	CT	22/12	26/12
MP/2	Shenton	Cont	String	OMNI	22/12	26/12
CCJ	Al Fesani	Cement	Kalki	RNSA	14/12	29/12
GSI	Banglar Kallol	Wheat (G)	ISC	R/A	-	-
TSP	Becco Europe	Repair	Sufa	MUAL	13/12	27/12
RM/3	Bhuc Tank Trader	CPO	Sanda	Athens	25/12	28/12
RM/4	Banglar Robi	Repair	ISC	R/A	29/12	-
LD	Samudra Raj	GI	Kara	SSL	R/A	27/12
RM/8	S E Haider	Cement	Kara	ASLL	R/A	30/12
RM/9	Banglar Kiron	Repair	ISC	R/A	31/12	-

VESSELS DUE AT OUTER ANCHORAGE

Name of Vessels	Date of Arrival	Last Port	Local Call	Cargo	Loading Port
Eastern Mars	26/12	HKG	Prog	GI	-
Martford	27/12	SRL	R/L	Phuket/Tha	-
Petr Starostin	28/12	CT	Cont	Sing	-
Samudra Samrat	28/12	Sing	SSL	GI	-
Ingunyit	28/12	Sing	RSL	Cont	Sing/Mong
Fong Yun	28/12	Sing	BDSHP	Cont	Sing
NGS Express	29/12	Mong	BDSHP	Cont	Sing
Trans America	29/12	BKJ	IKON	Sugar/GI	-
Mowlavi	30/12	Mong	SSL	GI/GL	Abbas
Lena	30/12	Bark	Prog	Const	-
Hua Li	30/12	ASLL	GI	Materials	-
Golden Union	30/12	Mong	OSSL	R/L	Salam
Bharatendu	30/12	SSL	E/L	Dundee/Am	-
Paraskevi M-Y	30/12	Sing	BSL	Wheat (G)	-
Meringa	30/12	MAL	Scraping	GI	-
Beebles	31/12	Cal	EBPL	GI	-
Meng Hiong	31/12	Cal	BDSHP	Cont	Sing
Kota Buana	31/12	Sing	CTS	Cont	Sing
Tiger Force	1/01	Col	RSL	Cont	Cal
I Yamubenko	1/02	-	CT	Cont	Sing
Banglar Sampad	4/01	-	ISC	GI	-
A S Okan	6/01	-	ISC	GI	-
Massy Phoenix	15/01	Japa	OSSL	Wheat (P)	-

TANKER DUE

Name of Vessels	Date of Arrival	Last Port	Local Call	Cargo
Axon	3/01	-	CT	CP Oil
Antares	4/01	-	CT	Tallow

VESSELS AT KUTUBDIA

Name of Vessels	Cargo	Last Port	Local Call	Date of Arrival
-	-	-	-	-

VESSELS AT OUTER ANCHORAGE

READY ON

Name of Vessels	Cargo	Last Port	Local Call	Date of Arrival
Optima (Cont)	Cont	Sing	RSL	25/12
NGS Ranger	Cont	Sing	BDSHP	25/12
Entalina	HS	Sing	MSPL	25/12
Banglar Shourabh	-	-	ISC	R/A (10/12)
Al Reza	GL	-	RSL	R/A (21/12)

Vessels Not Ready

Name of Vessels	Cargo	Last Port	Local Call	Date of Arrival
Anting	R Seed (P)	Sing	BDSHP	24/12
Arhon	TSP (G)	Sing	H&SL	24/12
Nodar Dumbaze	CJSO	P Lut	CT	24/12

VESSELS AWAITING INSTRUCTION

Name of Vessels	Cargo	Last Port	Local Call	Date of Arrival
Banglar Jyoti	-	-	ISC	R/A (20/12)
Banglar Asha	-	-	ISC	R/A (20/12)
Artimes-1	Cement	-	Bright	R/A (21/12)

MOVEMENT OF VESSELS FOR 27/12/92

OUTGOING	INCOMING	SHIFTING
J/1 Ji Lin	J/4 Eastern Mars	J/4 Banglar Baani to GSI
J/12 Trans Asia	-	ID Samudra Raj to TSP
MP/1 Fong Shin	-	-
TSP B Europe	-	-

The above were the Saturday's Shipping position and performance of vessels of Chittagong Port as per berthing sheet of CPA supplied by HRC Group, Dhaka.

Price Index

Essentials

Item	Price (Taka per kg)
ARICE	13.50-15.00
Payam	11.00-12.00
VEGETABLES	9.00-9.50
Potato (local)	6.00-8.00
Brijjal	12.00-14.00
Karola	4.00-5.00
Lalshak	18.00-22.00
Tomato	6.00-10.00
Cauliflower	13.00-15.00

OTHER FOODGRAIN

Item	Price (Taka per kg)
Flour	13.00-15.00
Atta	10.50-11.00
FINH	16.00-18.00
Rub(big)	11.00-14.00
Karola(big)	4.00-5.00
Hibho	12.00-14.00
Pengo	12.00-14.00
Shrimp(big)	13.00-15.00
Sing	12.00-14.00
Kes	13.00-15.00

MEAT

Item	Price
Beef	NA
Mutton	NA
CHICKEN	64.00-66.00
Large	68.00-70.00
Small	75.00-76.00
TEA	80.00-90.00

FRUITS

Item	Price (One piece)
Green Coconut (Small)	4.50-5.00
Coconut (Large)	9.00-10.00

Others

Item	Price (Taka per kg)
Banana	3.00-4.00
Sagar (Large)	12.00-14.00
Channa	3.00-4.00
Dates	55.00-60.00
OIL	34.00-36.00
Mustard	36.00-38.00
Soybean	90.00-95.00
Coconut (Colomb)	48.00-52.00
Vegetable Ghee (kg)	48.00-52.00
SPICES	10.00-11.00
Onion (local)	24.00-32.00
Garlic (local)	20.00-25.00
Chillies (local)	48.00-50.00
Green Chillies	18.00-20.00
Ginger	14.00-16.00
Cinnamon (10gm)	3.00-3.50
Cardamom (10gm) (small)	7.00-8.00
Jhru (50 gms)	8.00-10.00

MILK

Item	Price (Two kg)
Dano	32.00-33.00
Red-Cow	32.00-32.00

MISCELLANEOUS

Item	Price (Taka per kg)
Ghee	220.00-240.00
Sugar	7.50-8.00
Sub	28.00-29.00

Source: Department of Agriculture Marketing

Exchange Rates

The following are the Commercial Bank's BC selling and TT (C), OD transfer buying rates for some selected foreign currencies effective on December 26.

Currency	Selling B.C.	T.T. (C)	Buying OD Transfers
US Dollar	39.1326	38.9087	38.6339
Pound Sterling	59.7118	59.3904	59.9987
DM	24.5345	24.3885	24.2145
F.F.	7.1928	7.1477	7.0972
S Riyal	10.4841	10.4042	10.3307
D Guilders	21.8191	21.6822	21.5291
S Kroner	5.5468	5.5072	5.4685
Singapore Dollar	23.8905	23.7538	23.3860
UAE Dirham	10.6911	10.6299	10.5548
Kuwait Dinar	131.0981	130.3480	129.4274
Indian Rupee (AMU)	1.4925	1.4858	1.4703
Pak Rupee (AMU)	1.5225	1.5156	1.5081

Authorised dealers will apply T T clean buying rate for purchase of remittances of Bangladeshis working abroad. Note: AMU—Asian Monetary Union.

Dhaka Stock Prices

At the close of trading on December 26, 1992

Trading opens on cautious note

Week's trading on the floor of Dhaka Stock Exchange (DSE) opened on a cautious note. A total of 34 stocks were traded on the day. 15 shares and one debenture gained, 10 shares lost and eight were traded at previous rates.

Both the turnovers fell. Volume dropped to 5743 from 6889, showing a decline of 16,636 per cent while volume fell from Tk 708501.50 to Tk 610781.20, a fall of 13793 per cent.

The DSE index reached 374.0863 from 373.6959, a rise of 0.391 point.

DAY'S TRADING AT A GLANCE

Company	Previous Price Tk	Closing Price (absolute) Tk	Change (Tk)	Change (% over price)	Number of shares/debentures sold
DSE Share Price Index	-	374.0863	-	-	-
Market Capitalisation Tk	-	10,693,239,673	-	-	-
Turnover in Volume	-	5743	-	-	-
Turnover in Value Tk	-	610781.20	-	-	-

Gains (16)

Shares:

BD Thal Aluminium	80.60	82.50	1.900	2.358	20
Howlader Pvc	90.00	92.00	2.000	2.223	20
Zal Bangla Sugar	9.00	9.20	0.200	2.223	500
Morno Ceramic	330.92	337.67	6.750	2.040	30
Green Delta	151.58	153.28	1.700	1.109	180
Bextimo Infusion	220.66	222.71	2.050	0.929	50
BGIC	150.00	151.39	1.390	0.927	100
United Insurance	170.00	171.42	1.420	0.836	120
Rahman Chemicals	35.00	35.25	0.250	0.715	30
Paper Processing	37.00	37.25	0.250	0.676	100
Bextimo	18.20	18.30	0.100	0.550	500
Chittagong Cement	289.00	290.00	1.000	0.346	20
Apex Tannery	363.83	365.00	1.170	0.322	100
Bextimo Pharma	425.39	426.00	0.610	0.144	50
6th ICB M fund	63.71	63.75	0.040	0.063	230

Debenture:

Bextimo Infusion	1
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