

Bangladesh Apparel and Textile Exposition 1993

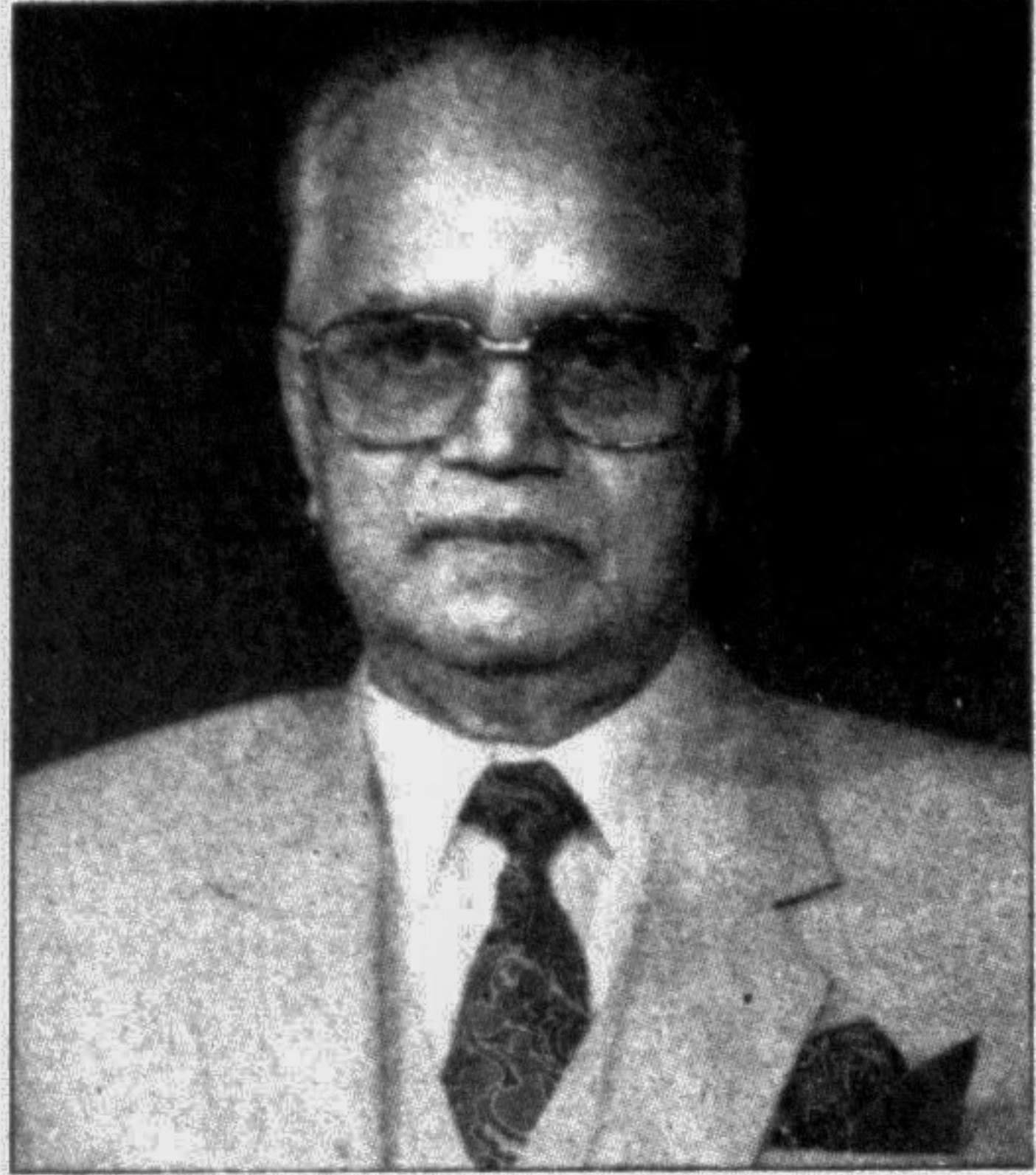
Sonargaon Hotel, Pan-Pacific
May 5-8, 1993
9.30 am to 8.30 pm



BATEXPO '93

The Daily Star Special Supplement May 6, 1993

MESSAGE



The garment industry is one of the major foreign exchange earning sector of Bangladesh. Our country has by this time earned a good reputation in the world market as an exporter of quality garments.

I am happy to learn that the Bangladesh Apparel and Textile Exposition 93 has been organized like the previous years to familiarize our exportable garment and textile products with the foreign buyers, traders and visitors.

The garment industry has come as a blessing to our teeming millions who could not so long find any source of employment. It has especially made the womenfolk self-reliant by creating large scale employment opportunities for them. This exposition will have its impact in exploring new markets and expanding the existing markets for our readymade garments and textiles. I hope the exchange of views among the buyers and sellers in this fair will lead to effective trade deals increasing export and earning more foreign exchange.

I wish this BATEXPO '93 organized by the Bangladesh Garment Manufacturers and Exporters Association all success.

Abdur Rahman Biswas
President
People's Republic of Bangladesh

MESSAGE



exporters and the foreign buyers will contribute to further success of the sector. I hope BATEXPO '93 will pave the way towards that end. I wish to assure all concerned of the government's continued cooperation in order to make the garment sector more efficient and competitive.

The present democratic government has adopted a set of trade and industrial policy reforms. One of the objectives of these reforms is to expand the private sector activities and corresponding shrinking of government's role from controlling to a supportive one. BATEXPO was, in the past, organized jointly by Export Promotion Bureau and the Bangladesh Garment Manufacturers and Exporters Association. This year, BATEXPO is being organized by the BGMEA alone reflecting the government's policy of expanding the role of the private sector. I express my sincere congratulations to the office bearers and the members of the Association for organizing this Expo.

I wish all success of BATEXPO '93.

M K Anwar
Commerce Minister
Government of the People's Republic of Bangladesh

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tween the Bangladeshi manufacturers and their overseas buyers in regard to the consumers' demand, choice etc. and thus help develop and extend our market abroad.

In a brief span of twelve years, garments have firmly made its position as the largest export sector of the country by contributing sixty per cent of our foreign exchange earnings. In the export market Bangladesh ranks as 7th largest exporter to the USA, 9th largest exporter to Canada and a major exporter of shirts and T-shirts to the EEC countries. Such a spectacular success has been achieved by dint of untiring effort of the entrepreneurs, professional skill of the workers and the supportive role of the government which, we hope, will continue in the interest of further growth of garment industries.

It is incumbent for us to continue this onward march. I am confident that BATEXPO '93 will provide a fillip to the great stride of the garment sector.

Mohammad Mosharruf Hossain
President, BGMEA.

Marching towards a New Horizon

GONE are the days of the classical pattern of investment, both local and foreign which took into consideration such factors as availability of local raw materials, infrastructural development and assured local market etc.

Also gone are the days of treading the clicheridden path of import substitution and export orientation for economic development. It is bewildering to note that while the post war Marshall Plan and the huge western aid went a long way towards the economic recovery and subsequent messianic rise of Germany and Japan the huge foreign aid that was pumped into Bangladesh for post war recovery and initiating the process of growth could leave its little imprint on the economic development of Bangladesh. While countries of Asia Pacific Region like the Republic of Korea, Thailand etc. traversed a different path and achieved phenomenal economic growth, we in Bangladesh treaded the path of stereotyped import substitution and export orientation.

The reason for the sluggish economic recovery and a total quagmire in which our economy is enmeshed can be catalogued to the futile exercise in the doctrinaire and command economy. Although a mild dose of mixed economy was blended as a tailpiece with the central planning it turned out to be a queer admixture.

After the protracted 20 years of trial and error in the journey for economic development it has at long last dawned upon all and sundry that the road to economic development of Bangladesh lies in the relocation of industries. The Asian experience has taught us well that it is this path which can be termed as the export led growth which gives priority to one or more than one sectors or sub-sectors as the engine of growth.

The periodical wage hike in Japan and the Republic of Korea which have a considerable current account surplus is forcing these countries to relocate some of their labour intensive manufacturing units to some of the Asian countries. The newly emerging market economies like India and China are seizing this opportunity and doing the industrial restructuring. These countries are now poised to enter a new phase of manufacturing

growth. Unfortunately Bangladesh as yet could not take any advantage of the relocation of industries of the South-East Asian countries and Japan except the garment industry.

The Garment has attained amazing growth during the last one year. It was predicted that foreign exchange earnings from the export of garments would rise from 1 billion to 1.4 billion dollar at the close of 1992-93. The phenomenal growth has surpassed even the above prediction which has already recorded foreign exchange earnings of US dollar 1.4 billion at the terminal point of 1992. Bolstered by this massive growth, we have embarked upon an ambitious target of fetching US dollar 3.00 billion at the end of 1995.

The incredible onward march of garments can be summed up as under. In the last calendar year it has attained a growth of 48.76% in

Australian, Middle East and the newly emerged Commonwealth of Independent States markets. With a view to penetrating into those markets, garment exporters have participated in a number of fairs in those countries and have started exporting garments to those countries. Bangladesh now exports garments to as many as twenty countries of the world.

Some of the additional economic activities generated by the garment industry are as follows:

The garment sector has opened up a big opportunity for establishment of backward linkage industries. In the early days of the industry, all required raw materials were imported. Today a number of industries have come up producing cartons, threads, labels, polybags, gum tapes, shirtboards, neckboards, etc. The sector currently imports over 700 million square meters of

ding and storage facilities at the Dhaka International Airport to handle business created by the garment industry.

With increased shipping business, the C&F agency and stevedoring business have also prospered.

The garment industry has created enormous demand for real estate to accommodate the offices and factories of 1400 garment industries. The revenue of utility services has also increased manifold during the past decade.

The industry created intensive economic activities in the road transport business as the lion's share of cargo, moving between Dhaka-Chittagong and Dhaka-Benapole by road, is on account of the garment sector.

More than two hundred buyers have opened their offices in Dhaka and Chittagong. They are bringing in foreign exchange to support their expatriate staff. In addition, a large employment opportunity has been created for Bangladesh youths to provide staff support for these offices.

The garment buyers now visiting Bangladesh provide major business to the hotels of Dhaka and Chittagong.

The industry has created a large base of about seven hundred thousand consumers for the low cost cosmetics, sharis, cheap footwear, ready to serve food and other consumer products.

The phenomenal growth of garments has taught us one lesson-selection of right sector provides a big fillip to the rapid growth of entrepreneurship. While theoretically assuming that labour intensive small and medium scale industries should be selected for export oriented entrepreneurship the World Bank or any of its affiliated or sister organizations may come to the assistance of Bangladesh in identifying the micro-economic sectors where export potential is immense.

From yesterday the 6th May, BATEXPO '93 has been off to a colourful start. Exposition of such a nature provides a forum where social and business interaction between buyers and manufacturers of both local and foreign origin takes place. Such interaction widens the vista of apparel market. It is also a forum where exchange of ideas and views and information relating to invention of new products, designs and technologies disseminates.

fabrics. It has created a tremendous scope for local textile manufacturers to supply fabric to the local export oriented readymade garment industry.

More than half of foreign exchange business of the banks accrue out of the garment sector.

General Insurance companies have also grown substantially depending on the garment sector.

The shipping business in Bangladesh increased manifold because of this sector. As a result, the port authorities had to set up a vast container yard and expand their port facilities to handle large containers required to handle cargo of the garment sector.

An Inland Container Yard was established at Dhaka by the Bangladesh Railway mainly to cater to the needs of the garment sector. Special container carrying trains have been introduced by Bangladesh Railway to cope with the increased inland transportation activities created by the garment sector.

Bangladesh Shipping Corporation has also started operating feeder service between Chittagong and Singapore to cater to the needs of the garment sector.

We have witnessed a large expansion in the cargo han-

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Bangladesh, the producer of famous Muslin and Nakshi Kantha, has made remarkable progress in the production and export of quality garments. It is really heartening to see that our garment products have made their way into the markets of USA, Canada and Europe.

From a humble beginning in the mid seventies, this industry has achieved phenomenal growth within a short span of time. It is now contributing substantially to the economic development of the country. Besides, the industry has generated large-scale employment especially among the poor women folk.

I congratulate the BGMEA and other agencies involved in organizing BATEXPO '93. This annual exposition provides a big opportunity to foreign buyers, traders and visitors to be familiarized with our variety of garment and textile products and make business contracts. It will undoubtedly help develop further the garment and textile sector in the country.

I wish BATEXPO '93 all success.

Khaleda Zia
Prime Minister
Government of the People's Republic of Bangladesh

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lion sq meters equivalent. And with such growth Bangladesh has become the 7th biggest apparel exporters to USA. This is, undoubtedly, an extraordinarily performance for Bangladesh Garment Manufacturers. If quality fabrics could be produced fast by setting up a number of Weaving and Dyeing and Finishing mills, growth in garment sector should jump to 100 per cent minimum each year.

Our present democratic government is aware of such possibilities and accordingly we have undertaken an ambitious programme for setting up over 500 weaving mills and 300 dyeing and finishing mills capable of producing over 200 metres of cotton and polycotton blended fabrics annually.

Exposition of this type will attract foreign buyers and local manufacturers. This Expo will also have its impact in exploring new market and expansion of the existing ones.

I wish the BATEXPO '93 a grand success.

Major (Retd) Abdul Mannan

State Minister
Ministry of Textiles
Government of the People's Republic of Bangladesh

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attractive and consequently attract more foreign buyers for our products.

Readymade garment is a bright name in our export portfolio. This sector including knitwear contributes about 60 per cent of the export earning of the country. Still then this could not be considered a total success, because on the one hand, product and market base is narrow and on the other hand, the value addition content of the product is insignificant. Therefore, there is an urgent need to transform the situation in the national interest. Both the EPB and the BGMEA have been working hard in hand towards this direction. BATEXPO '93 is a glaring example of these sincere efforts.

I congratulate the organizers of BATEXPO '93 and wish the event all success.

M S A Gazi
Vice-Chairman
Export Promotion Bureau,
Bangladesh.

Participants at BATEXPO'93

- Azim Group
- Bond Knitwear Limited
- Envoy Group
- Evince Garments Ltd.
- Hossain Ltd.
- Applique Fashion Wear Ltd.
- Austin/Raymond Garments (Pvt) Ltd.
- Azizuddin Garment (P) Ltd.
- City Apparels International Ltd.
- Comtrade Apparels Ltd.
- Giant Garment Industries (Pvt.) Ltd.
- KDS Garment Industries Ltd.
- Phoenix Garment Ltd.
- Roshawa Knitweaves Limited.