

Dhaka Day by Day

Travelling Salesman with a Difference

By Aasha Mehreen Amin

A typical Dhaka afternoon is incomplete without the constant refrain of our ever faithful friend, the crow. But with this is another peculiar sound, sometimes shrill, sometimes guttural, yodelling or screaming, yet always there. This is the voice of the approaching hawk who, with his ingenious way of regurgitating sounds deep from within his stomach, is a remarkable salesman indeed.

In the scorching sun the hawk, commonly known as the *ferry walla* roams around the neighbourhoods screaming his lungs out just in case somebody responds. And respond they do, though perhaps not often enough. Housewives, in particular, can seldom resist calling a passing vendor who often saves them a tiresome trip to the smelly, crowded bazaar. The items, these mobile vendors sell are endless: fish, shrimps, poultry, vegetables, fruits, saris, trinkets, pots and pans, even peanut butter, you name it, he has it. Although the prices are not really much lower than the market, something he will always insist upon, the convenience of getting everything at your doorstep, is immense.

A very common yet unique hawk is the one who comes to buy not sell. This is the *kagof walla* or newspaper buyer. At any given time one can hear the age-old cry of *Kagof! Kagof!* reverberating in the distance. This hawk buys all the newspapers, magazines and cast-off paper you have at a rate per kg. This is certainly a unique way of getting rid of what would normally be garbage and actually getting paid for it! The *kagof walla* is also eager to buy other odd items such as old shoes, bottles, cans, old taps etc, all of which have specific rates. For children there is a special treat; in exchange for a broken piece of glass or a fused light bulb they can get a whole lump of mouth-watering sugary candy called *kotkot*, named for the jaw breaking sounds the teeth make when trying to break it.

The *ferry wallas* have mastered the art of announcing their wares. Making strange and difficult sounds that only they can do, they try to break the boredom of screaming their wares in the same monotonous voice that would put both hawk and potential customer to sleep. From a distance they sound like those exotic birds who look beautiful but sound so ugly.

Some hawkers are even more innovative and announce their wares in two languages. Once a fruit vendor who was walking by a house in Gulshan, screamed at the top of his

voice, *Banana, Papaya, Fawaffel* (meaning pineapple) all in English in the hope that an expatriate would take notice. As soon as one of the residents who happened to be a Bengali, came out, the vendor switched to *kola kola* in what the resident claimed, a less endearing tone.

The travelling vendor does not only sell goods but services too. Vendors to sharpen your knives with their huge, round sharpeners can be seen from time to time. If by some cruelty of fate, you find yourself locked out of your home because you had managed to drop your keys down a manhole when you got down from the rickshaw, do not panic. Just wait a few minutes and the sweet sound of jingle bells will make you see the light again. The *chabi walla* will take no time to create the precious

key you lost and so put you out of your misery, not literally of course!

Interestingly, in recent months a new breed of travelling salesman have found their way into the neighbourhoods of Dhaka. These are young, enthusiastic men between 18 and 25 who knock door to door, or ring doorbells in the hope of selling their goods. In long, voluminous sacks, the items they sell are mainly household goods. They include clothes detergent, soaps, shampoos, cosmetics, and food items such as biscuits, vermicelli, snacks — things that are not fancy but useful. The sales

talk of these enterprising men who have at least an SSC degree, is much more sophisticated than the usual street hawk. Politely yet persuasively they will explain their business and ask the customer to try the good and if acceptable they will supply it regularly. Although more often than not the door is slammed before they can even utter words, occasionally they will find a sympathetic listener, whose maternal instincts prompts her to give the earnest salesman a chance. Once they earn the customer's confidence, the exchange is mutually beneficial. While the buyer is ensured of a consistent supply of the product, the earnest salesman is guaranteed of a reasonable and much-needed commission.

The original travelling salesman that is the *ferrywalla*, however, is undaunted by such competitors. He is as active as he was years and years ago when there was no such thing as a doorbell. He is as part of this city's charm as the crying crow that makes a luxuriously lazy afternoon so complete.



A get-together of the Dhaka University Honours Class of 1954 was held Thursday at the Dhaka Club. Seen (from the right) are: Professor Anisur Rahman, A S Mahmud, Siddiqur Rahman, Shamim Sikder, Nilufer Mahmud and Zakaria Chowdhury.

Construction of low-cost housing complexes stressed

State Minister for Local Government, Rural Development and Cooperatives Md Abdul Hye yesterday laid emphasis on constructing low-cost housing complexes for the rural poor in commensurate with the requirement of different areas of the country, reports BSS.

An additional 50 lakh houses would be required by 2000 AD for the increasing number of population, the State Minister said while inaugurating a workshop here on 'project for reconstruction of rural houses in the flood-hit areas'. Hye said compared to the requirement the country ran short of 30 lakh houses of which 20 lakh were in the rural areas. He said 30 per cent of the rural population had no permanent homes and more than 85 per cent of the houses could not provide security to the inmates against flood and cyclone.

ISESCO workshop begins July 19

A three-day workshop on 'practical problems and their solutions for the benefit of officials in charge of literacy and adult education' will begin here on July 19, reports UNB.

Education Minister Barrister Jamiruddin Sircar will inaugurate the workshop, organised by the Islamic Educational, Scientific and Cultural Organisation (ISESCO) in cooperation with the Bangladesh Commission for UNESCO.

Mirror social maladies thru' objective journalism: DU VC

Vice-Chancellor of Dhaka University Prof Emazuddin Ahmed yesterday stressed the need for practising 'responsible journalism' to give the profession an institutional shape and render services to the society, reports UNB.

He was speaking at a function jointly organised by the Mass Communication and Journalism Department of the university and National Training and Research Academy (NATRAMS), Bogra at TSC to distribute certificates among participants of a training course of NATRAMS.

Prof Emazuddin Ahmed emphasized the importance of pursuing objective journalism to reflect the maladies in the society and using the latest technology to accelerate the growth of the newspaper industry.

The Vice-Chancellor said the university authorities were trying to introduce modern technology in the university to equip it with better educational facilities which are available in other universities of the world. 'We are trying to increase facilities within our limited resources,' he said.

Addressing the function, Barrister Moinul Hossain, Chairman of the Board of Editors of the Daily Ittefaq, said it is very unfortunate that responsible journalism is still absent in the country though an atmosphere for free writing is prevailing.

Hossain said journalism without responsibility is contrary to

the principles of democracy. He also criticised those who joined the newspaper industry as owners or journalists to make profit without caring for the ethics of journalism.

Presided over by Dr Golam Rahman, Chairman of the department, the function was addressed, among others, by Barrister Moinul Hossain, Prof Sakhawat Ali Khan, NATRAMS Director Abdul Mannan Sarkar and students of the department Ali Mahmud Shibli and Zahid Hossain.

They observed that the press is now enjoying freedom and urged the journalists to use this freedom for the welfare of the people and the nation. They, however, observed that press freedom does not mean a licence for one to write whatever one likes.

The speakers were also critical of vested quarters who try to use the newsmen for their own interest.

Prof Sakhawat Ali Khan suggested a better relation between the government and the University authorities to provide the students with better facilities.

Dr Golam Rahman urged the journalists to be more responsible in their work.

NATRAMS Director Abdul Mannan Sircar called upon the government to introduce multi-lingual shorthand and computer in school, college and university levels to enable our students to compete with those elsewhere in the world.

Twenty-six final year students of the Journalism Department participated in the training programme conducted by NATRAMS recently.

Botanical garden to be built in Chittagong

CHITTAGONG, July 15 : A 'mini national park and botanical garden', initially on a 200-acre of land will be built in Chittagong within this financial year, reports BSS.

Planning Minister A M Zahiruddin Khan said this while visiting the proposed site for the park here today.

Happy Birthday to SHIMUL APU From: Sayem

Happy Birthday to Tawfiq Bhai From: Fayza & colleagues at 'DS'—of course, not forgetting the others

India-Pakistan-Bangladesh-Ceylon Conference

NOTICE TO TRADE

BUNKER ADJUSTMENT FACTOR

ADVICE IS GIVEN THAT THE BUNKER ADJUSTMENT FACTOR WILL BECOME NIL FROM THE 20TH JULY 1993.

DATED 14TH JULY, 1993

Lady Secretary

Wanted for the Managing Director of a Multinational Shipping Agency House in Chittagong. The incumbent with pleasing personality should be within 35 years of age, fluent in written and spoken English having training in Secretarial Science and have shorthand and typing speed of minimum 80 & 40 words per minute respectively. It is essential to have experience of 3-5 years in similar job, working knowledge to draft letters independently and have Computer literacy in Wordprocessing with ability to operate Word Perfect.

Please rush your curriculum vitae in own hand-writing along with recent passport size photograph before 31st July, 1993 to P.O. Box 12, Chittagong.

DU Dean polls July 29

Teachers busy with hectic lobbying

By DU Correspondent

A number of teachers of Dhaka University are now busy with hectic lobbying and campaigning ahead of the forthcoming election of Dean and teachers' representatives to the DU Senate scheduled to be held on 29th of this month at the Teachers Students Centre (TSC).

Three panels known as White, Blue and Pink are contesting in the elections this year. The last date for submitting the nomination papers has been fixed on July 18.

According to sources, the probable participants in the Dean election are as follows:

From the Faculty of Arts the candidates are: Professor Md Monturuzzaman (Blue panel), Professor Aminul Islam (Pink panel) and Professor Hasna Begum (White panel).

Professor A T M Zahurul Huque from Blue panel and Professor Monwaruddin Ahmed

from Pink panel are expected to participate from the Faculty of Social Science.

Besides, in the Faculty of Commerce, Professor M A Mannan from the Blue panel, Professor Moinuddin Khan from the White panel and Professor A B M Khaled from the Pink panel are the candidates for the Dean election.

The probable candidates in the Faculty of Science are Professor Moshihuzzaman and Professor Shaif Chowdhury from the Blue and White panel respectively.

In the Faculty of Biological Science, Professor Shahadat Ali from the Blue and Professor Anwara Begum from the White panel are likely to run for the Dean election.

Besides, Dr Ershadul Bari in the Faculty of Law is the only candidate in the election from White panel.

Trees help meet social needs, says Noman

CHITTAGONG, July 15 : Minister for Environment, Forest, Fisheries and Livestock Abdullah Al-Noman said today forestry would play an important role in generating internal resources of the national economy if the present tempo in tree plantation campaign created by the government continues, reports BSS.

He was addressing as chief guest a function organised by the Bangladesh Forest Research Institute (BFRI) in connection with the inauguration of tree plantation campaign '93 of the institute here.

Mayor of Chittagong City Corporation Mir Muhammad Nasiruddin and Deputy Minister for Shipping Zahedul Huq also spoke on the occasion.

The minister said trees help meet the social needs in various ways in addition to their important role in the conservation of ecological balance.

Rotary Club of Dhaka Capital's Fellowship Dinner meet held

The Last Fellowship Dinner Meeting of the Rotary Club of Dhaka Capital for 1992-93 was held at the Dhaka Club recently, says a press release.

Outgoing president Rtn Abdul Matin presided over the meeting.

Rtn Matin described the activities of the club during the year towards distressed humanity. During the period the club organized eight free eye camps in Pabna, Strajganj, Munshiganj and Daudkandi where 8,000 patients have been treated.

The Rotary International District 3280 declared Rtn Matin as one of the best presidents in 1992-93 and awarded 1st prizes in three activities: Eye Care, Attendant and Ladies-in-Rotary; 2nd Prize in Blood Donation and 3rd prizes in four events: Vocational Training, Public Relation, Functional Literacy and Fellowship activities.

In a speech Chartered President Rtn Hasan Maniruzzaman appreciated the activities of the Club for the year 1992-93.

First Lady of the Club R Ann Nargis Matin conveyed her best wishes to the Rotarians and guests with a bouquet of Rajanigandha.

Ciba celebrates 20 years

By Staff Correspondent

Ciba Bangladesh completed 20 years of operations in Bangladesh on Thursday with the company's 500-strong staff promising further sustainable and qualitative growth in the fields of pesticides, agro-inputs and pharmaceuticals in the coming years.

Chairman of the Bangladesh Chemical Industries Corporation (BCIC) Waseq al-Azad, addressing the celebrations at a city hotel yesterday, stated that Ciba's pesticide plant provides nearly 40 per cent of the country's pesticide requirements.

'Ciba's contribution in essential agricultural input, pesticide along with fertiliser had made remarkable contribution in bringing the country close to self-sufficiency in food production,' the BCIC Chairman stated.

Ciba-Geigy (Bangladesh) was formed on July 17, 1973 with 60 per cent equity share by the internationally reputed agro-chemical giant Ciba-Geigy Ltd of Basle, Switzerland and the rest 40 per cent shares owned by the Bangladesh Chemical Industries Corporation.

Ciba Bangladesh's Managing Director Gerhard G Doege, in his inaugural speech and later, while addressing a press conference, explained the company's operations in the agro and pharmaceutical sectors and said that Ciba believed in producing high quality products and to provide professional and dedicated services to the nation.

Doege said that the present turnover of the company was taka eighty crore and expected that it would cross the 100-crore taka mark in the next five years.

The Ciba MD said in order to provide a more enabling climate for foreign investment, existing bureaucratic procedures should be simplified. The government's policy indicates stress on private foreign investment which, however, needs to be implemented by liberalising the existing bottlenecks at the implementation stage, Doege stated.

Responding to a question, Doege said that the present policy of price fixation of pharmaceutical items hindered the

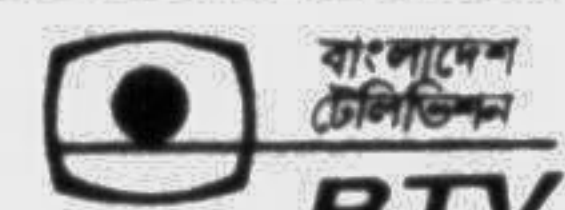
introduction of a wider range of quality drugs.

Stressing that 'quality assurance' is an essential prerequisite of all its products, the Ciba chief executive stated that quality products cost more. Explaining further, he said, the pricing of pharmaceutical items in Bangladesh is based on landed costs and the system does not consider the quality control costs, including research and development.

Responding to another question, he confessed it was rather difficult to visualise Ciba's further expansion in the production of a wider range of drugs because of the present pricing policy.

He also said it had become difficult and often non-profitable for Ciba to maintain its operations because of the present policies but the company was still going ahead due to its social commitment.

ICI, Pfizer, Squibb and some other multi-nationals had either already suspended their operations in Bangladesh or sold their shares to Bangladesh owners.



Friday

Morning Session

- 8.00 Opening announcement
- 8.05 Al Quran Programme summary
- 8.10 News in Bangla
- 8.15 Alor Dishari
- 8.45 Natun Kunt
- 10.00 News in English
- 10.05 Moner Mukure
- 11.15 Film: Tarzan
- 11.40 Educational programme
- 11.55 Film: Border Town
- 12.30 Closing

Afternoon Session

- 3.00 Opening announcement
- 3.05 Al Quran Programme summary
- 3.10 Recitation from the Triptak
- 3.15 Cartoon: Teenage Mutant Ninja Turtles
- 3.40 Movie of the week: The Shiralee
- 5.10 News in Bangla
- 7.00 Open University
- 7.25 Malancha: Modern songs
- 8.00 News in Bangla
- 8.30 Comedy series: Perfect Strangers
- 9.00 Magazine Upahar
- 10.00 News in English
- 10.30 Drama series: L.A. Law
- 11.30 Khabos/ The News
- 11.45 Closing

Weather

Temperature may fall

By Staff Correspondent

Under the influence of land depression over Orissa, Bihar and West Bengal, moderate rain or thunder shower accompanied by temporary gusty or squally wind may occur at places over the country with moderately heavy falls at places during the next 24 hours commencing 6 am today (Friday).

The Met office forecasts, day temperature is likely to fall by one to two degree Celsius over the country.

The country's highest temperature yesterday of 32.2 degree Celsius was recorded in both Chittagong and Srimangal and the lowest 24.1 degree Celsius was recorded during day time across the country were: Teknaf 39 mm, Sitakunda 28 mm and Majdicourt 23 mm.

The sun sets today (Friday) at 6:49 pm and rises tomorrow (Saturday) at 5:21 am.

The maximum and the minimum temperature and humidity recorded in some of the major cities and towns of the country yesterday were:

Cities/Towns	Temperature in degree Celsius		Humidity in percentage	
	Max	Min	9 am	6 pm
Dhaka	29.2	25.6	86	80
Chittagong	32.2	25.0	95	92
Rajshahi	29.8	25.7	89	85
Khulna	27.2	25.7	—	98
Barisal	27.5	24.5	98	90
Cox's Bazar	30.0	24.8	90	88
Sylhet	31.5	24.7	89	82
Rangpur	31.0	26.6	75	82

Kohinoor Chemical Company (Bangladesh) Limited.

International Tender Notice

Managing Director, Kohinoor Chemical Company (Bangladesh) Ltd., 349-350, Tejgaon Industrial Area, Dhaka invites sealed quotation in double envelope system against Tender Enquiry No PD-IX/KCC/23/4881/93-94 dated 13-7-93 for supply of 1000 M Tons RBD PAIM STEARIN in Bulk in Tanker on C&F(C) International Tank Terminal Jetty, Chittagong on Charter or Liner terms basis under SEM/any suitable source of fund so as to reach his office by 10:00 AM on 03-8-93 which shall be opened immediately thereafter. Tender document shall be available on payment of Tk 700/- Per Set (Non-refundable) from (a) Controller of Accounts, BCIC Bhaban (2nd Floor), 30-31, Dilkusha Commercial Area, Dhaka, (b) General Manager, BCIC Branch Office, 6, Agrabad Commercial Area, Chittagong and (c) General Manager (A&F), Kohinoor Chemical Company (Bangladesh) Ltd., 349-350, Tejgaon Industrial Area, Dhaka-1208. Earnest Money is 1/4 (One per cent) of the total quoted value. No tender document shall be accepted and shall be returned unopened. D-309

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For Further information please contact :

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