Taka

950.00

200.00

355.00

110.00

242.00

198.00

1750.00

104.00

100.00

80.00

120.00

103.00

100.00

375.00

186.00

162.00

160.00

102.00

230.00

235.00

350.00

237.00

185.00

45.30

256.00

74.00

307.00

96.00

275.00

86.00

115.00

97.00

49.00

200.00

350.00

75.50

10.00

88.00

1600.00

200.00

50.00

23.00

75.00

150.00

550.00

160.00

800.00

76.00

82.00

94.00

3.00

100.00

325.00

250.00

5.00

78.00

101.00

48.00

70.00

135.00

120.00

32.50

51.00 82.00 18.00

180.25

3.90 4.00

101.00 90.00 20.00

135.00

18.00

110.00

505.00

72.00

191.00

54.00 55.00 95.00

101.00 132.00

52.00 52.00

NT

80.00 115.00 98.00

1225.00 1150.00

700.00

68.50

800.00

160.00

268.00

110.00

200.00

150.00

1300.00

85.00

85.00

65.00

80.00

87.00

85.00

340.00

160.00

140.00

140.00

86.00

57.00

147.25

152.00

172.00

170.00

165.00

40.00

212.00

150.00

210.00

74.00

70.00

775.00

200.00

15.00

120.00

500.00

111.00

49.00

105.00

28.00 157.00

Dhaka Stock Prices

Weekly comparison: At the close of tradings

on September 29 and October 7, 1993

Taka

900.00

172.00

325.00

110.00

205.29

157.00

1401.00

92.00

68.00

120.00

90.00

100.00

350.00

160.00

144.50

145.25

92.00

65.73

112.00

107.00

182.50

207.50

290.00

193.00

183.25

44.50

230.00

47.00

300.00

272.00

20.00

70.58

110.00

30.00

200.00

350.00

60.00

9.90

81.50

907.50

200.00

50.00

15.00

700.00

145.00

500.00

114.00

800.00

74.00

67.23

67.00

2.00

39.00

550.00

325.00

212.00

NT

3.90

50.00

75.50

14.00

77.00

42.00

8.50 N T

75.00

105.00

100.00

114.00

108.00

112.00

29.40

14.30

10.00

36.30 165.00

2.50 3.20

100.00

77.00

130.00

92.00 147.00

454.23

125.00

10.00

63.50

10.50 450.00

167.00

50.00

22.00 95.00

32.00 72.00

101.00

21.00 25.00 67.00

12.00 N T

80.00 115.00 73.00 100.00 100.00 263.67

1200.00

** FV = Face Value ML= Market Lot NT= Not Traded, AL=Aliotme

NT

1040.00

60.00

83.00

100.00

FV/ML*

1000/1

100/5

100/5

100/20

100/20

100/5

1000/1

100/5

100/5

100/5

100/5

100/5

100/5

100/5

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100/5

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10/100

100/10

100/5

100/5

100/5

PHARMACEUTICALS & CHEM (19)

gladesh Chemicals 100/10

Beximco Infusion 100/5

Beximco Pharma 10/50

Kohinoor Chemical 100/5

Progressive Plastic 100/5

Reckitt & Colman 10/50

PAPER & PRINTING (06)

Paper Converting 100/5 Paper Processing 100/10

Bangladesh Hotel 10/50

MISCELLANEOUS (18)

New Dhaka Refrac 100/20

Pheonix Leather 100/5 Savar Refractories 100/5

DEBENTURES (04)

Beximco Infusion Beximco Pharma

(17% 1997)

Quasem Silk (17% 1994)

The Engineers 100/5
Texpick Industries 100/10
Usmania Glass 100/5

Rahman Chemicals 100/10

100/10

100/10

10/50

100/5

100/5

100/5

100/5

100/10

100/20

10/50

100/20

10/100

100/5

1500/1

Letter XB= Ex.Bonus/ XD= Ex. Dividend

10/50

100/10

100/10

Company

A.B Bank

City Bank

IDLC Ltd

I.F.I.C

BANKS (12)

Al Baraka Bank

Eastern Bank

Islami Bank

Pubali Bank

Rupali Bank

Uttara Bank

INVESTMENT (08)

1st ICB M.Fund

3rd ICB M. Fund

4th ICB M. Fund

5th ICB M. Fund

6th ICB M. Fund

INSURANCE (04)

ENGINEERING (19)

Aftab Automobiles 100/5

Atlas Bangladesh 10/50

Bangladesh Autocars 100/5

Bangladesh Lamps 105/5

Bengal Carbide

Eastern Cables

Howlader PVC

Metalex Corp.

Monno Jutex

Monno Staffler

National Tubes

Panther Steel

A.B Biscuit

Apex Food

Aroma Tea

Alpha Tobacco

Aman Sea Food

B D Plantation

Ctg. Vegetable

Frogleg Export

Hill Plantation

Rabeya Flour

Rupan Otl

Tulip Dairy

BD Oxygen

JUTE (12)

Ahad Jute

Delta Jute

Islam Jute

Gawsia Jute

Jute Spinner

Mutual Jute

Northern Jute

Shamser Jute

Sonali Aansh

Alhaj Textile

Arbee Textile

Ashraf Textile

Chand Textile

Chand Spining

Desh Garments

Dulamia Cotton

Eagle Star GMG Ind. Corp.

Modern Dying

Padma Textile

Quasem Textile

Rahim Textile

Saiham Textile

S.T.M. (ORD)

Swan Textile

Tallu Spinning

Ambee Pharma

Bangla Process

Petro Synthetic

Pharma Aids

Therapeutics

Eagle Box

Wata Chemical

Padma Printers

SERVICE (02)

Apex Footwear

Apex Tannery

Bata Shoc

Ctg Cement

G. Q. Ball Pen

Beximco

Date of

arrival

Local

Bd. Service

Stylecraft

Quasem Silk

TEXTILE (20)

Spcialised Jute

Shine Pukur Jute 100/5

Eastern Lubricant

Padma Oil Co.

Anowara Jute

National Oxygen

Yousuf Flour

Gemini Sea Food

Modern Industries 100/5

Zeal Bangla Sugar 10/50

FUEL & POWER (04)

Bengal Food

BLT.C.

B.T.C.

N.T.C

Bengal Steel

Karim Pipe

B.Thai Alluminium 100/10

Quasem Drycells 10/50

Singer Bangladesh100/5

FOOD & ALLIED (23)

Renwick Jajneswar 100/5

Unit Certificate

Sales Price

Re-purchase

Green Delta

Peoples

United

2nd ICB Fund

U.C.B.L

LC.B

National Bank

Oct.

Taka

900.00

175.00

325.00

110.00

207.00

156.00

1400.00

92.00

100.00

68.00

120.00

90.00

100.00

365.00

165.00

145.00

146.00

93.02

69.00

113.00

108.00

183.80

207.50

290.00

194.00

183.00

231.00

49.31

300.00

272.00

20.00

70.00

15.00

675.00

500.00

39.00

325.00

216.00

50.00

14.00

80.00

42.00

NT

NT

70.00

71.00

105.00

100.00

114.00

108.00

112.00

29.50

51.00 77.00 12.00 10.00

37.50 165.00

2.50 3.20

100.00

78.00 20.00 130.00

91.50 145.25

10.90 59.00 285.00 247.00 465.00

125.00

10.00

10.50 450.00 167.00 50.00 22.00 95.00 32.00 72.00 101.00

21.00 25.00 67.00 16.15 50.00 52.00

12.00 N T

374.48 30.00 42.35 19.70 60.00 183.13 77.50 50.00 6.00 9.00 296.14

80.00 115.00 72.00 100.00 100.00 275.00

82.50

EC-Japan talks on progress

BRUSSELS, Oct 8: The European Commission and Japan said on Thursday they were making progress in discussions on a so-called trade assessment mechanism which could lead to ways to cut Japan's trade surplus.

John Richardson, the Commission official in charge of talks on the subject, held a fifth round of discussions in Brussels on Wednesday with Kojiro Shiojiri, head of the unit dealing with EC economic affairs in the Japanese Foreign

Minister. Richardson told Reuters that considerable progress had been made, while a spokesman for the Japanese mission to the EC said he was very satisfied with the results of the meeting. which had been of a technical nature.

"What is important is to have a constructive dialogue between Japan and the EC," the Japanese spokesman said, adding that his government appreciated the EC's efforts to take a different approach from that of the United States toward reducing Japan's trade surplus.

A Commission spokesman said the EC and the United States shared the same aim of getting Japan's current account surplus down, but differed on methods of achieving this.

He said the United States appeared to favour the setting of numerical sectors, while such targets were not favoured by either Tokyo or Brussels.

India's spices exports may double

NEW DELHI. Oct 8: India's spices exports is expected to be doubled in the next three or four years by shifting from supplies of raw materials to valueadded consumer projects with a special emphasis on quality and productivity, according to official sources today, reports Xinhua.

India's joint secretary in the commerce in nint v Ashok Kumar was quoted as telling reporters that a quality assurance guarantee for consumers in markets would be served with the aim of increasing its exports.

of the global market. India produces 2.5 million tonnes of spices annually. In 1992-93, India's exports of spices to nearly 90 countries totalled 3.82 billion ruped (121 million US dollar) which is expected to go up to 50 billion rupee (1,583.7 million US dollar)

70m people in US use personal computer

this year.

WASHINGTON, Oct 8: More than 70 million people in the United States use a personal computer at home or in the office, spending an average of 17 hours weekly in front of their screens, according to the think tank techscan, reports AFP.

Thirty-seven per cent of US families have at least one member who uses a personal computer for work, play or study.

But the pace of buying new equipment makes computer makers uneasy according to the Techscan report. Users keep their machines an average of 30 months, while 40 per cent have never replaced the first computer they bought.

Users of computers with the powerful Intel 486 microchip have an average of 4.73 programme. Microsoft's windows is the most popular programme and gaining popularity. Twentyone per cent of users have joined a network such as prodigy or America on-line.

The average computer user is 35 to 44 years old who earns between 39,000 and 75,000 dollar annually. Usually the average user also has other electronic equipment such as video games, telephone answering machines, portable telephones or video cameras.

Japan set to achieve balanced trade ties with developing states: JETRO

Japan is set to achieve balanced and harmonious trade relationships by promoting imports from all the countries of the world, specially the develop-

ing ones, reports BSS. This was stated by the Japan External Trade Organisation (JETRO) officials to a group of 43 persons comprising journalists, trade officials and industrialists from the developing countries who recently visited Japan under JETRO's Export to Japan Study Programme (EJSP).

As part of this import promotion programme, the government and the business community have been making concerted efforts in recent years to encourage imports by further opening the Japanese market to the outside world, they said.

Backed by the government's import promotion budget which was greatly enhanced in 1990. JETRO has further strengthened its import expansion policies drawing wide acclaim, they further said.

The JETRO organised EJSP programme was attended by the participants from Bangladesh. China, Egypt, Hong Kong, India, Indonesia, Korea, Kenya, Malaysia. Mexico, the Philippines, Singapore, Shri Lanka and

The programme, first time for the developing countries. was arranged with a view to introducing the participants with the outline of the Japanese market and also how to penetrate into the market. Earlier, this EJSP programme was

meant for the advanced nations. Individual business appointments with company executives as well as visit to different industries in Tokyo and other cities were also included in the tour and study pro-

The Japanese specialists, in lecture sessions, specially dealt with quality, cost, delivery and service (QCDS), which they said were the main criteria to enter the Japanese market.

The experts suggested proper target market research and analysis for understanding the nature of the Japanese market and its consumers. They were of the view that the products, good for the American and Education markets might not be appropriate for the Japanese

market. To accelerate the government's more import policies. JETRO, a non-profit organisation, has set up local internationalisation centres in Japan's 50 prefectures and districts to serve as the base to promote

imports by providing information tailored to each region's

The Business Support Centre (BSC) of JETRO at Akasaka Twin Tower in Tokyo, opened in March 1993, is another significant addition to the variety of its activities that support this effort.

According to JETRO sources, Bangladesh, Hong Kong and Korea were the beneficiary countries of Asia in 1992 of the Japan government's "cooperation project for the promotion of export and industry in developing countries" with the specific intention of assisting these countries in their efforts to develop export products, foster human resources through training and promote small and medium-sized indus-

JETRO international communication adviser Shohei Kuriyama while taking around the participants to the Business Support Centre told BSS that the centre's main objective was to offer comprehensive assistance to foreign business people willing to export to Japan by providing a fully-equipped office upto two months.

At BSC the 'help desk' will provide them with necessary information about the Japanese

pointments, recommendation of interpretors and consultation on a variety of problems faced the foreign entrepreneurs in doing business in Japan. In the multi-purpose space of the BSC, these are provisions for holding of exhibitions, seminars, training programmes, business appointments etc. in business library of the centre, the JETRO adviser said. the foreign entrepreneurs could

provide services such as ar-

rangements for business ap-

company brochures. But the users, he said, should apply for The advisors at the desk office looking through JETRO's overseas offices.

It organises exhibitions in Tokyo and other regions of the country to introduce products from the developing countries. It also dispatches purchasing missions to 'product fairs' in the developing countries to promote imports to Japan.

JETRO in collaboration with ESCAP will hold a handicraft exhibition in November next in Tokyo. Two Bangladesh companies along with other countries use a variety of reference books will participate in the exhibiand publications, statistics and tion.

Exchange Rates

The following are the Sonali Bank's dealing rates (Bangladesh taka for one unit of foreign currency) to public for some selected foreign currencies effective as on Oct 7 and 8. (Figures in Taka)

Currency	Selling B. C.	T. T. (C)	Buying OD Transfers
US Dollar	39.9750	39.7300	39.4850
Pound Sterling	60.9499	59.9430	59.5734
DM	24.7657	24.3540	24.2038
FF	7.0855	6.9683	6.9254
Indian Rupee (AMU)	1.2757	1.2670	1.2545
Pak Rupee (AMU)	1.3373	1.3282	1.3150
Indicative Rates	Selling T.T. & O.D		Buying O. D Transfer
	The second secon		10.5000
S Riyal	10.6600		
D Guilders	21.4600	527	• 21.2000
S. Kroner	4.8800	367	4.8200
Singapore Dollar	24.9100	407	24.5600
UAE Dirham	10.8900	級	10.7500
Kuwait Dinar	132.9000		129.5000

Note: AMU-Asian Monetary Union.

Shipping Intelligence

CHITTAGONG PORT

Berth No.	Name of vessels	Cargo	L.Port call	Local agent	Date of arrival	Leaving
J/1	Al Salma	GI/GL	Yang	ASLL	28/09	10/10
J/2	Santa	SPACE TO CONTRACT OF THE CONTR	100			32 E 12 E 12 E
	Margherita	GI	Stng	Prog	27/09	07/10
J/3	Polyxeni	Salt (TCB)	Lamd	PRSA	19/09	06/10
J/4	Pu Aspiration	Cement	Sing	Litmond	03/10	10/10
J/5	San Evans	Salt (TCB)	Kand	MSPL	29/09	08/10
J/6	Jala Yamini	Salt (TCB)	Kand	MSPL	28/09	06/10
J/7	lvyeverett GI	Sing	EBPL	01/10	08/10	196509579390580
J/8	Jiang Cheng	GI	S.Hat	BDShip	04/10	09/10
J/9	Banglar Kakoli	GI	Male	BSC	30/09	08/10
J/10	Maro	Salt (TCB)	Tutt	Litmond	25/09	09/10
J/11	Indian					
No. of the last	Endurance	Salt (TCB)	Rand	GEL		08/10
J/12	Kota Buana	Cont	Sing	RSL		07/10
J/13	Hang Wan	SPL. Cargo	W.How	BDShip		10/10
MPB/1	Banglar Moni	Cont	Mong	BSC	05/10	07/10
MPB/2	Fong Shin	Cont	Sing	BDShip	04/10	08/10
CCJ	Vishva Karuna	R.Seed	Chin	Litmond	30/08	25/10
GSJ	Sea Rhapsody	Cement	Tuti	PSAL	27/09	10/10
TSP	Banglar Doot	Repair	1000 mm	BSC	R/A	09/10
RM/4	Antje	P.Equip	Mina	Prog	05/10	07/10
RM/6	Banglar	40-10-04-704a, 7:00		208975	2 5 25425VV201	\$57056\$\$\$\$\$
155000000000000000000000000000000000000	Shourabh	Repair		BSC		09/10
DOJ	Dolores -	Washington Co.	Seacor	n R/A	10/10	20 30
DD	Samudra Samr	at Repair	Kand	SSL	25/08	13/10
DDJ/1	Banglar Kiron	Repair	5236	BSC	R/A	06/10
DDJ/2		Repair		BSC	R/A	15/10

VESSELS DUE AT OUTER ANCHORAGE

Date of Last Port Local

Urea Mong

CUFJ Tanary Star

Name of vessels

Esso Me

Larissa

Marano

PSAL 28/09

Cargo Loading

	arrival	call	agent		port
Cheon Je	06/10			econd.	t 550
Kyong Buk	06/10	9500	2013	10	6 86 6
Che Je	06/10	5500	250	* (1) 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	\$ 200
Kasuga-II	06/10	Yang	MSA	Pulses & Logs	
Leona	06/10	V.Pat	Prog	G	=
Loyal Bird	07/10	Mong	Litmond	Repair	#
I. Yamburenko23/9	07/10	Sing	CT	Cont	Sing.
lfigenia	07/10	Kand	MSPL	Salt	
Lanka Mahapola 28/9	08/10	Mong	Baridhi	Con	Col
Jin Jiang	09/10	Stuy	OWSL	Sugar in Bag	🤐
Eponyma 29/9	09/10	Sing	CTS	Cont	Sing.
Arktis Sun	09/10	Sing	RSL	GI (Copra) —
Ronjay Victory	10/10	12-2	PSAL	Cemen	
Mowlavi	08/10	Mong	SSL	GI	Abbas
Exceed-2	10/10	2	BBA	· G	I
Meng Kiat 25/9	10/10	E-512 S	AML	Con	t Sing.
Banglar Robi 2/10	10/10	Sing	BSC	Con	t Sing.
Sea Nymph	10/10	-	USTC	Cemen	-
Lotkaw	10/10	Sitt	MTA	Timber	(See 1
Gwardia Ludowa	10/10	Kand	` Cosmo	Sal	
Fong Yun 30/9	11/10	Sing	BDShip	Con	t Sing.
Borts Gorbatov	11/10		GEL	Salt (TCB	
Andrian Goncharov3/	10 11/10	Sing	CT	Con	t Sing.
imke Wehr 5/10	12/10	Sing	APLB	Con	tUSA/FAR
Ingenuity 3/10	13/10	Col	BTSA	Con	t Col
Rafah	14/10	Jybo	Dynamic	M.Seed	
Optima5/10	14/10		RSL	Con	t Sing.
Epson Trader (48) 5/1		200	EBPL	C	1 -
NGS Ranger3/10	15/10	Sing	BDShtp	Con	t Sing.
Nour (E/L) 27/9	15/10	0-612	LTL	E/L	Sudansuez
Taganrogskiy Zaliv	15/10	Mong	OWSL		Sea Ports
Blue Shark	16/10	777	Prog	C	u –
Kamlaeverett	21/10	1000	EBPL	GI	Japa. F.E

	AND THE PROPERTY OF THE PROPER			THOS YOUNG	
elbourne	07/10	Sing	MSPL	HSD/SKO	
	09/10	Disc	ECSL	F.Oil	-
X	09/10	JBD	CSLL	M.C Oil	

VESSELS AT KUTUBDIA

Last Port

	V ESISISE		ring ins		
Banglar	Jyoti	100		BSC	R/A (20/9)
Mars	134F0000001	275GF	Mong	OTL.	02/10
Marine 7	Three			BML	R/A (3/10)

MOVEMENT OF VESSELS FOR 07.10.93

Incoming	Shiftin	
MPB/1 I. Yamburenko	J/4 PU Asptration	
J/12 Kasuga	to TSP/RM-	
	Incoming MPB/1 I. Yamburenko J/4 Leona	

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

A visitor studies the red coral carving entitled "The Legend the Gods", on display at a jewellery store in Taiper on Thursday. The work, valued at 8.8 million US dellar, is the largest coral carving in the world. The theme of the carving is based on ancient Roman mythology and the - AFP photo work took three years to complete.

Australia warns France of risking GATT talks

SYDNEY, Oct 8: The chairman of the Cairns Group of agricultural nations warned France on Friday that its insistence on subsidising French farmers could torpedo the current round of GATT trade liber-

alisation talks, reports AP. France is trying to renegotiate the Blair House Accord, an agreement between Europe and the United States to cut agricultural subsidies in order to get a better deal to protect French

farmers. "We don't think that it can be compromised further without jeopardising the entire round" of GATT talks, said the chairman of the 14-nation Cairns Group. Australian Trade Minister Peter

"From a rational point of view, agriculture represents four per cent of the French economy," Cook told reporters.

"A successful outcome for the Uruguay Round will see France benefit more than most nations in the world. And don't understand why a group that constitutes four per cent of an economy should jeopardise and outcome for 96 per cent of

the economy," he said. France is increasingly becoming isolated in world debate by having a small section (of its population) jack up the entire round," Cook said.

The Uruguay Round of talks among the 111 nations comprising the General Agreement on Tariffs and Trade has been under way since 1986. It is seeking the widest reaching international trade accord, to liberalise and expand world trade and reach agreements on intellectual property rights. trade in services and trade-

related investment measures. But the Uruguay Round has been stalled for seven years. Its latest December 15 deadline for successful conclusion is threatened by France's attempt to reopen the Blair House Accord.

The members of the Cairns Group are Australia, Argentina, Brazil, Canada, Chile, Colombia, Fift, Hungary, Indonesia, Malaysia, New Zealand, the Philippines. Thailand and

Cook is heading to Europe next week to meet with European Community leaders, world trade officials, the Cairns Group and European trade ministers to make plans to try to push the Uruguay Round to a successful conclusion by December 15

If this deadline is missed and the round of talks fails. Cook predicted the rise of regional trade blocs, more protectionism and more disputes among nations over trade.

ROK economy to grow 4.5 pc this year

SEOUL, Oct 8: South Korea's top economic official said Friday the economy would grow 4.5 per cent this year, far lower than the government's earlier target of six per cent, but added the economy would recover soon, reports AFP.

Deputy Premier and Economic Planning Minister Lee Kyung-Shik told journalists that the low growth this year was due largely to a poor rice crop following a cold summer and the implementation of "real-name" financial reform.

President Kim Young-Sam in August prohibited the decadesold practice of keeping financial accounts under false names to end corruption and tax evasion. but the sudden measure adversely affected money flow, causing a financial crunch.

" However, the economy will rapidly pick up next year" as the first phase of the country's economic reforms would be completed this year. Lee said.

He said the reform programme was designed to address various structural problems plaguing the South Korean economy

It included anti-corruption drives, the deregulation of the financial, fiscal and administrative systems and the liberalisation of the economy.

Mexican exporters hungry for free trade

Uruguay

sizzling taco sauces to spicy cheeses, Mexican exporters say needed to diversify. they are hungry for free trade as their ticket north into the vast American consumer market, reports AP.

Sure, the Americans have flooded Mexico with Jacuzzis, hamburgers and hairsprays. But Mexican exporters meeting Thursday at Food and Beverage Expo '93 noted that free trade is a two-way street.

food giant La Costena.

Mexico, which already counts the United States as its largest trading partner, is seeing a new free-trade offensive by

aggressive manufacturers. in the early 1980s, Mexico depended on oil for two-thirds of its exports. But the collapse of prices in 1982 sent the

MEXICO CITY. Oct 8: From Mexican economy into a tailspin, teaching Mexico that it

The government joined the General Agreement on Tariffs and Trade in 1986, eliminating many cumbersome permits and lowering other barriers to trade. Now, oil accounts for just a third of export earnings, after manufactured goods and farm products.

La Costena has exported hot taco sauces, canned jalapeno "Free trade is only going to peppers, even chopped prickly help us Mexicans to trade more pear cactus to the United States freely, and we are ready to for years, it is especially careful compete," said Albino Hurtado to include milder taco and chili Ruiz, a spokesman for Mexican sauces for more sensitive American palates, Hurtado Ruiz

> The company is but one of any Mexican food processors that hope to increase exports to the United States under the North American Free Trade Agreement, which would phase out tariffs of up to 30 percent

on many food and beverages.

The Esmeralda cheese company, which has long purveyed its Oasacan and other regional cheeses here, hopes to jump into the US market if the US Congress approves NAFTA:

"I believe we can compete quite nicely against such big cheese markets as Kraft," said company sales director Pedro Guzman as he stood behind two young women models handing out cheese cubes to passers-by.

Representatives for the Mexican brewer Corona, which has exported to the United States for years, said NAFTA would encourage greater exports by lifting the 26-per cent tariff on beers.

"Many Mexicans don't export fimply because of the 'tartffs and all the paperwork that has to be done, but that would all end," said Corona representatives Ricardo Harnandez.

also betting on a free trade ex-

"Next week our first track heads to the United States," reported Jorge Vasquez distributor of bottled waters called the Jewel of Tlacote.

"Sure, there are a lot of bottled waters in the United States, but we think we can do very well there. It's a very, very big

He would give no sales figure, but said the 100 workers at its plant in Queretaro, 115 miles northwest of the capital. were already turning out 120,000 gallons (450,000 liters) of bottled water a month.

The Jumex juice company also has an eye on the American market. "We export a lot of canned juices, mango, peach, guayaba,

chabacano," said Carlos Soto Rutz of Grupo Jumex. "Doing away with the tariffs will only help us." Newer entrepreneurs are