

## 25 bids received at 36th BB Bill auction

Twenty five bids for a total amount of Taka 246 crore were received at the 36th auction of the 91-day Bangladesh Bank Bill held on November 22, says a press release.

Twelve bids were accepted. Face value of the bids accepted was Taka 50 crore. The weighted average price of the accepted bids was Taka 99.00 per Tk 100. The corresponding yield is 4.07 per cent per annum.

## Jute procurement declines in West Bengal

CALCUTTA, Nov 25: The West Bengal government today expressed concern at the low procurement of raw jute by the Jute Corporation of India (JCI) which had reportedly failed to "utilise" the total amount of Rs 15 crore, sanctioned by the centre, for procurement purposes this year, reports PTI.

State's Labour Minister, Santi Ranjan Ghatak said that the JCI chairman met him during the day and discussed the issue. The JCI purchased 15,000 quintals of raw jute from the market during this year, which was said to be "below" the procurement target.

# Invitation to invest in tourism yet to get desired response

By Sohel Manzur

The government's invitation to the private sector and the foreign entrepreneurs for investing in the country's tourism sector is yet to receive any desired response, according to officials' sources.

The national tourism organisation, Bangladesh Parjatan Corporation (BPC), invited the local and the foreign investors in this regard through formal announcements made in the newspapers in May last and through the foreign missions abroad on various occasions.

The corporation also prepared two project profiles for the investors to develop Sonadia Island of Cox's Bazar and Kuakata of Patuakhali as tourist spots.

But the progress in this regard remained confined to only discussions and supply of information till now, the sources said.

According to the sources, a number of foreign and local investors came up with proposals for developing the two spots as well as for investing in other areas of the tourism sector. All of them held discussions with the officials concerned on the mat-

ters and took away necessary information. But none of them made any follow-up visits or negotiations for investment, the sources added.

As many as 26 individuals and business groups of the country expressed interest in investing in the sector while a number of foreign missions sought necessary information from the corporation about the facilities for investing.

According to the sources, two foreign companies — the Youngone Corporation of the Republic of Korea and a Nepalese company — have recently come up with proposals for developing Sonadia Island as a tourist spot. The Nepalese firm proposed to do it along with a Bangladeshi business group, Tahir Group, as a joint venture.

The governments of Oman, Qatar and Bahrain and a Calcutta-based Indian company, Indo-Pacific International, made similar proposals and sought information regarding Sonadia Island and Kuakata. No progress in this regard could, however, be made in the last one year.

Talking to The Daily Star, a BPC official said the government's invitation to invest in the tourism sector failed to receive desired response for the lack of effective marketing drive. "The Bangladeshi missions abroad are not also performing properly for attracting foreign investment to this sector," he added.

He, however, said the situation would improve soon since the government had identified this sector as a priority one.

Another official of the corporation said the local and the foreign private investors would be interested to invest in the sector only when they would find increased number of tourists (both foreign and local) spending their leisure in the existing tourist spots of the country.

"But in the case of Bangladesh, this is not taking place to that extent," he added.

The official also said "there is no scope for spending a full day in a particular tourists spot of the country. One has nothing to do for the rest of the day after spending an hour in Cox's Bazar sea beach."

He, however, said that the

first initiative for developing the tourism sector must come from the government and then the local investors. The government would have to develop the basic infrastructure for tourism and provide credit facilities to the private investors for participating in the development programmes, he observed.

According to statistics provided by the BPC, about 1,25,000 tourists visit Bangladesh each year. But most of the tours are made as business trips, official visits or something else, other sources concerned said.

Sonadia is a 20 square km island. It is located about six kilometres north-west of the Cox's Bazar beach resort. The island is just one metre high from the sea level. It takes about an hour by an engine boat from Cox's Bazar to Sonadia.

The Kuakata sea beach is separated from the mainland of Patuakhali district by an oval-shaped canal. If developed as a holiday resort, it would be an ideal spot where tourists can enjoy the sunsets and sunrises along with other scenic beauties.



Waseq al Azad, Chairman, BCIC handing-over green jute pulp to A M Zahiruddin Khan, Minister for Industries, at a meeting held at BCIC Bhaban in the city yesterday. Industries Secretary, A H M Abdul Hye and directors of the organisation are also seen in the picture.

## Govt to raise contribution to ICDDR,B

By Staff Correspondent

The government would increase its contribution to the ICDDR,B to Tk 7.5 million during fiscal 1993-94.

This was announced by ERD Secretary Lutfulhul Majid at a Donors' Support Group meeting of the ICDDR,B at the centre on Monday last.

The meeting was also attended by Secretary, Ministry of Health and Family Welfare Syed Shamim Ahsan, Timothy Rothermel, chairman of the centre's support group, Dr Maureen Law, chairperson of ICDDR,B's Board of Trustees, and staff members of the centre.

According to press release, the ERD Secretary, while praising the work of ICDDR,B, expressed his concern at the low level of donor contributions to the centre in recent years.

The Health Secretary said that the cooperation and friendship between the government of Bangladesh and the centre was now closer than ever before. He also stressed the important role being played by the ICDDR,B in the nation's health care system.

He pledged the government's total support for the centre and urged the donors to follow the example set by the government in looking at every possible way to increase their contributions.

On behalf of the donors, Rothermel thanked the government of Bangladesh for the support and encouragement which it had consistently provided to meetings of the Donor's Support Group.

Dr Law expressed the Board's complete satisfaction with the centre's performance,

## ADB officials warn of lending limitations

MANILA, Nov 25: Asian Development Bank (ADB) officials warned here Wednesday of its lending limitations and renewed their call for a 110 per cent capital increase in order to meet the greater demands of the region, reports AFP.

ADB Vice President Gunther Schulz said at the opening of a development conference that "the resources the bank has at its disposal to address the problems of development in the region are limited in relation to the need."

"Moreover, the bank's resources as far as individual developing member countries are concerned, many become increasingly scarce because of the emergence of a large number of claimants for these re-

sources as well as the limitations the bank may encounter in expanding its resource base."

He said this referred to the ADB's request for a 110 per cent capital increase, which has been resisted by the United States.

The United States holds the second largest bloc of votes after Japan, which supports the capital increase.

Schulz said lending would still go up, but it would be "less than it did in the past." Because of resource constraints, among these demands from China and India, which he described as the largest in size, population and in terms of the number below the poverty line.

## L American banana exporters fail to reach accord

SA N JOSE, Nov 25: Latin America's banana exporters failed to reach an accord aimed at solving the industry's mounting problems in the region yesterday, reports AFP.

Ministers from the Union of Banana Exporting Countries (UBEC) ended their summit in the Costa Rican capital without a break through in combating the effects of falling prices and EC trade quotas.

Ecuador, the world's biggest banana exporter, said it would formally apply to enter the UBEC at the start of 1994, a move welcomed by the other banana powers, said Costa Rican banana industry chief Guillermo Ortega.

"The eight countries — Colombia, Costa Rica, the Dominican Republic, Guatemala, Honduras, Nicaragua, Panama and Venezuela — stated in a joint

communicate their "firm decision to maintain a common front" in their trade dispute with the European Community.

In July, the European Community imposed an import quota of two million tonnes of Latin American bananas, with a 20 per cent tariff on any imports exceeding that limit.

The UBEC's Guatemalan Executive Director, Enrique Betancourt, criticized the EC policy Wednesday, saying it was "commercial aggression" and was wreaking havoc on Latin American banana producers.

World prices had plunged and Latin American unemployment had risen due to the European Community, he said. However, the UBEC was unable to agree on a strategy to boost prices.

## Exchange Rates

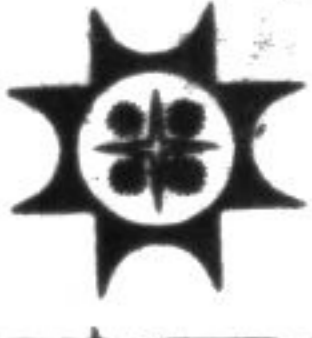
The following are the Sonali Bank's dealing rates to public for some selected foreign currencies effective as on Nov 25, 26.

Currency	Selling		Buying	
	TT & OD	EC	TT Clean	OD SIGHT Ex. Bills
US Dollar	39.9250	39.9500	39.7100	39.6125
Pound Sterling	59.4004	59.4376	58.3107	58.1675
DM	23.5542	23.5689	23.1875	23.1306
F Franc	6.7939	6.7981	6.6866	6.6702
C Dollar	30.2485	30.2674	29.7638	29.6907
S Franc	26.8841	26.9010	26.4555	26.3907
Jap Yen	0.3743	0.3745	0.3610	0.3601
Indian Rupee (AMU)	1.2744	1.2773	1.2662	1.2537
Pak Rupee (AMU)	1.3271	1.3301	1.3185	1.3054
Iranian Ryal (AMU)	0.0232	0.0233	0.0230	0.0228

A) T. T. (DOC) US Dollar Spot Buying Tk 39.6612  
 B) Usance Rates:  
 30 Days DA 60 Days DA 90 Days DA 120 Days DA 180 Days DA  
 39.2631 38.9318 38.6005 38.2693 37.6567  
 C) US Dollar sight export bill 3 months forward purchase: Tk. 39.4625  
 D) US Dollar 3 months forward sale: Tk. 40.2000

Currency	Selling		Buying	
	T.T. & O.D.	O. D. Transfer	O. D. Transfer	O. D. Transfer
S Ryal	10.6475	10.5300		
UAE Dirham	10.8699	10.7519		
Kuwaiti Dinar	133.8866	132.0020		
Singapore Dollar	25.0000	24.7153		
D Guilders	20.9185	20.6877		
S Kroner	4.7729	4.7158		

Note: AMU—Asian Monetary Union.



### সোনালী ব্যাংক

নিউ টাউন শাখা  
পটুয়াখালী

## ব্যাংকে বন্ধকী স্বর্ণ/স্বর্ণালংকার নিলামে বিক্রয়ের বিজ্ঞপ্তি

সোনালী ব্যাংক, নিউ টাউন শাখা, পটুয়াখালীর স্বর্ণ বন্ধকী ঋণের আওতায় ঋণ গ্রহীতাদের নিকট থেকে বকেয়া পাওনা টাকা আদায়ের জন্য আনুমানিক খাদসহ ১৪-৯-০৩ তারিখ এবং খাদ বাদে ১২-৬-০৩ তারিখ স্বর্ণ/স্বর্ণালংকার বিক্রয়ের জন্য প্রকৃত লাইসেন্সধারী স্বর্ণ ব্যবসায়ীদের নিকট থেকে সীলমোহরকৃত দরপত্র আহবান করা যাবে।

- সীলমোহরকৃত দরপত্র আগামী ১৫-১২-৯৩ ইং বেলা ৩ ঘটিকার মধ্যে সোনালী ব্যাংক, নিউ টাউন শাখা, পটুয়াখালীতে রক্ষিত দরপত্র বাজে জমা দিতে হবে। ঐদিনই বিকাল ৪ ঘটিকার সময় দরপত্রাদাতাদের সম্মুখে (যদি কেহ উপস্থিত থাকেন) টেন্ডার বাজ খোলা হবে।
- সংশ্লিষ্ট দরপত্র খাদসহ/খাদ বাদে ব্যাংকের রেকর্ড অনুসারে প্রতি ভরির দর উল্লেখ করে স্বর্ণ/স্বর্ণালংকারের মূল্য প্রকাশ করে মোট মূল্যের ৫% আর্নেস্টম্যানি (ফেক্সযোগ্য) ব্যবস্থাপক, সোনালী ব্যাংক, নিউ টাউন শাখার অনুকূলে সোনালী ব্যাংকের যে কোন শাখার ব্যাংক ড্রাফট/পে-অর্ডারসহ অবশ্যই জমা দিতে হবে। আর্নেস্টম্যানি ছাড়া কোন দরপত্র গ্রহণ করা হবে না।
- ইচ্ছুক দরপত্রাদাতাগণ স্বর্ণ/স্বর্ণালংকার সোনালী ব্যাংক, নিউ টাউন শাখা, পটুয়াখালীতে বৃহস্পতিবার/শুক্রবার এবং বন্ধের দিন ব্যতীত ৯:০০ থেকে ৪:০০ ঘটিকার মধ্যে অফিস চলাকালীন সময়ে যাচাই করতে পারবেন।
- পৃথীত "দরপত্র প্রদানকারী" ব্যাংক থেকে দরপত্র পৃথীত হয়েছে এইমর্মে প্রাপ্তিপত্রের তারিখ থেকে ১৫ (পনের) দিনের মধ্যে সমুদয় টাকা জমা দিয়ে স্বর্ণ/স্বর্ণালংকার ডেলিভারী নিতে বাধ্য থাকবেন। অন্যথায় আর্নেস্টম্যানি বাজেয়াপ্ত হবে।
- যদি কোন ঋণ গ্রহীতা নিলাম ক্রেতাকে ডেলিভারী দেয়ার পূর্বে ব্যাংকের পাওনা সমুদয় অর্থ পরিশোধ করে স্বর্ণ/স্বর্ণালংকার ফেরৎ নিয়ে যায় তবে উক্ত স্বর্ণালংকার তালিকা হতে বাদ দেয়া হবে। এ ছাড়া অত্র দরপত্রের স্বর্ণ/স্বর্ণালংকারের পরিমাণ বাড়াণো/কমানোর অধিকার কর্তৃপক্ষের হাতে সংরক্ষিত থাকবে।
- কোন কারণ প্রদর্শন ব্যতিরেকে যে কোন দরপত্র বাতিল করার সম্পূর্ণ স্বর্ণ/স্বর্ণালংকার অথবা আর্থিক ডেলিভারী দেয়ার ক্ষমতা নিম্নস্বাক্ষরকারী কর্তৃক সংরক্ষিত থাকবে।

ওয়াজেদ আলী  
ব্যবস্থাপক  
সোনালী ব্যাংক  
নিউ টাউন শাখা, পটুয়াখালী।

SB/Jan/16/879/93  
DFP (BA) 10605-22/11  
G-1630

## BIBM course on export formalities concludes

A 12-day training course on export formalities, financing and documentation "was concluded in the city yesterday, says a press release.

The Bangladesh Institute of Bank Management (BIBM) conducted the course with a view to developing knowledge and skill about formalities relating to exports and techniques of financing and documentations.

Officers of banks concerned with export trade participated in the course.



Afzalur Rahman, Secretary, Civil Aviation and Tourism, drew the tourism month raffle of Dhaka Sheraton Hotel recently. General Manager John L. Eaton is also seen in the picture.

## Clinton, Major convinced of GATT deal

LONDON, Nov 25: US President Bill Clinton and British Prime Minister John Major are convinced after telephone talks on Wednesday that a GATT deal can be achieved by a December 15 deadline, Britain's Press Association reported, says Reuter.

The news agency, which did not identify its sources, said Clinton phoned Major for the 15-minute conversation.

"Both the Prime Minister and the President were convinced that success could be achieved, although they recognised this would require determined and skilled effort by the negotiators," said the agency.

"The two leaders discussed what remained to be done to achieve a successful outcome, which was of the highest priority for the world economy. They agreed that various different areas still needed to be resolved."

The European Community's Trade Commissioner, Sir Leon Brittan, held out hopes in Paris on Wednesday that a US-EC farm trade accord could be changed to meet community objections.

The objections are a major stumbling-block in efforts to wrap up the Uruguay Round of talks on liberalising world trade, under the General Agreement on Tariffs and Trade.

# East Asian economic miracle: Lesson for developing countries

The economic miracle of East Asian countries, as quoted in a recent Asian Wall Street Journal survey, lies in the region's traditional prowess at exporting, rapid emergence of regional markets and its attraction to foreign investors. It is worth analysing the reasons and policies which brought about such miraculous development.

Explaining such factors and range of policies within the limited space available here is a difficult, if not complex attempt. The most up-to-date and comprehensive study in this regard, which is available with us, is the one prepared by the World Bank entitled "East Asian Miracle: Economic Growth and Public Policy."

The study makes a detailed analysis of the policies and reveals how these countries achieved the most remarkable success in barely longer than a generation. The success varied from country to country in the region depending on one's commitment and competence to implement public policies.

Among the mix of policies, the market-friendly approach of the Government occupies an important place. In its market-friendly role, the Government performed four functions of growth: (i) Maintained a stable macro-economy, (ii) provided a competitive climate for private enterprise, (iii) kept the economy open to international trade and (iv) ensured adequate investments in people.

Fiscal discipline and high factor productivity were the keys to macro-economic stability. Each country did its best to keep fiscal deficits under control which not only reduced the need of foreign borrowings but also encouraged savings and rapid growth.

"real" interest rates and undervalued currencies helped achieve export competitiveness on one hand, and removed income inequalities on the other, which, in turn, restored people's confidence in the economic system.

High public savings helped the Government undertake extended period of exchange rate protection. Positive "real" interest rates helped keep money in the economies and divert them to productive assets rather than Government securities. Realistic and competitive exchange rate supplemented by gradual import-de-regulation helped obtain the maximum benefits of outward orientation and attract foreign technologies and foreign direct investments.

In addition to macro-economic factors, improvement of total factor productivity is a notable feature. The Government's role in the labour market contrasts sharply with the situation in most other developing countries. The Government did not concede to any ad-hoc or undue demands of organised labour including introduction of legislation on a minimum wage. Rather they focused their efforts on job generation, effectively boosting the demand for labour.

As a result, employment levels rose first, followed by market and productivity-driven increases in wage levels. Because wages or at least wage rate increases have been downwardly flexible in response to changes in the demand for labour, adjustment to macro-economic shock was generally quicker and less painful than in other developing regions.

Rapid adjustments helped sustained economic growth, which in turn, made possible much more rapid wage growth than in other regions. On the other hand, high productivity and income growth in agricul-

ture sector contributed to labour market flexibility by helping to keep urban wages close to the supply price of labour, in contrast to many other developing countries where the gap between the urban and rural income has been large and growing.

To win the support of the society at large to such policy positions, political leaders established the principle of shared growth, promising in effect that all groups would benefit equitably as the economies developed.

It involved complex coordination of moves. Firstly, the leaders had to convince economic elites to support growth policies, then, they had to persuade the elites to share benefits of growth with the middle class and the poor. Finally, to win cooperation of the middle class and the poor, the leaders had to show to them that they would indeed benefit from overall growth.

In each of the East Asian countries, the bureaucracy, particularly the economic technocrats helped leaders devise and implement credible economic strategies. Each country employed numerous mechanisms to motivate bureaucracy. In recognition of the fact that a country gets the bureaucracy what it pays for, the common principles of these mechanisms are: total compensation including pay, perks, and prestige, must be competitive with the private sector; recruitment and promotion must be merit-based and highly competitive; and those who reach the top, should be amply rewarded.

Maximum stress has been given to human resource development. In doing so, larger proportion of public resources has been spent on primary and secondary education in preference to higher education. Even in

higher education, not much money has been spent on prestigious universities but on the acquisition of technology and skill development.

With varying but visible degrees, institutional communication between business and government was promoted with the clear objective of fostering government-business collaboration. In contrast to lobbying where rules are murky and groups seek secret advantage over one another, regular exchange of views at institutional levels helped present the business community's view-points to the government, on one hand, and on the other, helped the business to respond more quickly than other economies to changing markets.

The government intervention had a major role, but it was of highest quality, not amateurish and bureaucratic. Secondly, the government intervention, was not intended to disturb the market mechanism. Thirdly, intervention was aimed at making specific sectors of the economy internationally competitive.

Fourthly, intervention was designed to help the private sector in close touch with the business leaders. And lastly, interventions in labour market was limited to encourage employment creation and help labour mobility.

Over all, enough lessons are available for the developing countries. The difficult bit is to know how to replicate the model in systems which are characterised by too much politicking without having link with economic priorities.

## Office of the Executive Engineer, RHD Ferry Divn, Barisal RHD Tender Notice

- Tender Notice No : 81 of RHD, Ferry Divn, Barisal/1993-94.
- Name of work : As described below:-
- Availability of tender schedule : (1) Executive Engineer, RHD, Road Divn, Patuakhali. (2) Executive Engineer, RHD, Ferry Divn, Barisal. (3) Sub-Divisional Engineer, RHD, Ferry Sub-Divn, Barisal (Only office hours). No tender will be sold on the date of opening of tender schedule.
- Tender receiving officer:- (1) Superintending Engineer, RHD, Ferry Circle, Khulna. (2) Executive Engineer, RHD, Ferry Divn, Barisal.
- Last date of selling tender : 4-12-93 (Office hours only).
- Date and time of opening tender : 5-12-93/21-8-1400 at 1 pm

Group No	Name of work	Estimated cost
1.	Supplying spare parts of Utility ferry No-006/79 and Uniferry No. U. N. -024/72 at Lebukhali ferry ghat and 150 K. W Mann engine and 200 H.P Daf engine of Utility ferry No-005/79 at Dowarica ferry ghat under Ferry Sub-Divn, Barisal during the year 1993-94.	Tk. 1,12,500/-
2.	Supplying spare parts of Kammins engine of steel ferry Gorai (SF-012) at Amtali ferry ghat and 110 H.P Daf engine of Utility ferry No-03/79 at Dafdapia and Patuakhali ferry ghat under Ferry Sub-Divn, Barisal during the year 1993-94.	Tk. 97,200/-
3.	Supplying spare parts of 150 K.W. Mann engine for Utility ferry No-004/79 at Shikerpur ferry ghat, 005/79 at Dowarica and 006/79 at Lebukhali ferry ghat under Ferry Sub-Divn, Barisal during the year 1993-94.	Tk. 2,02,500/-

MD. Humayun Rashid Khalifa  
Executive Engineer, RHD,  
Ferry Divn, Barisal

DFP(G) 19395-22/11  
G-1627