

Dhaka Day by Day

Business Secrets

By Neil Ray



Marketing—both from the seller's and the buyer's point of view—is an intriguing exercise. This is true for industrial products of multinational companies' origin down to the footpath vendors' wares. Cheating in both quality and quantity is however a more down-to-earth business and apart from commodities that sell at fixed retail prices, the mundane business sometimes is at its trickiest and dirtiest.

In such a situation, the art of bargaining or its disintegration into sordid haggling or even physical violence is only of natural offshoot. Bargaining however is not just a South Asian phenomenon; it has been almost everywhere on earth and will be there as long as the mankind has to trade in commodities essential for life. If everything could be had without a bargain, consider the time saved for a man, a family, a nation and the entire population of the planet. It is not just a thin purse that alone contributes to the intensely passionate tug of war over the possession of a coveted item. The sellers are equally bent on making as much profit as they can in the bargain.

Then again consider how insipid life would have been, had there been no such exercise of highly strung nerves. After all, the subtle game of wit and humour veiled in the bitter bargain or the exchange of pleasantries on occasions adds spices to the trite way of consumerism. The din and bustle characteristic of our market places manifest the way we are. If there were no bargain, the market were sure to be much quieter. Whether for good or bad is however a different question.

There are bargains because the issues too are contentious.

Commodities of daily necessities particularly those that find their ready access to the culinary chores are bound to be of different grades and not only because they are of different quality but also because they are fresh or not. Items of luscious

growth with rich colours can get rotten due to lack of timely transportation. Certainly the prices they could fetch will come down if such a mishap takes place.

But there are more aggressive marketing by the sellers who resort to a wide variety of tricks—often unethical—to make their commodities more attractive. Sometimes they will even agree on a price below the existing market price, but not without motive, a visit to different Dhaka markets will show what the butcher, the vendors of fish, vegetables and fruits are capable of.

Every trade has its won secret and the traders will show many faces to different customers. Their dealings with the customers vary with the latter's appearances. Every time it is the trade secret that ensures a profit the sellers have made target of. For example, a five taka deduction on a kilogram of beef may not be as good a purchase as it apparently looks. The meet is expected to contain a share of more bones than it normally should do.

A fish seller nowadays applies a kind of red colour or even blood to show how fresh the fish are. A melon sliced open is also put on display after such tricky treatment with eye-catching colour. Even more bizarre a practice resorted to is in case of green coconut. There have been incidents of injecting sugary water in this delicious drinking fruit after extracting the original water inside through a syringe. Unbelievable things happen at the seller's points, thanks to their ingenuity and lax business ethics.

Even glittering shops are not invulnerable to such practices. Containers of luxury foreign brands are emptied first to fill with second-rate or spurious substances and sold at exorbitant prices. Only the customer's weakness for anything foreign is exploited. Fraud thy name is trade—this is how one is tempted to describe business world here.



Indian Commerce Minister Pranab Mukherjee called on Leader of the Opposition in Parliament Sheikh Hasina at her Parliament office yesterday. — Star photo

Teachers agree on unanimous JUTA body

By JU Correspondent

The Jahangirnagar University teachers agreed on a unanimous eleven-member JUTA body.

Two panels were floated earlier for the JU Teachers' Association polls scheduled for tomorrow. Half of the candidates who filed their nomination papers withdrew their candidature on the last day of withdrawal yesterday.

According to an unofficial source the new office-bearers of the JUTA body are: Prof. Abu Sayeed Khan of the Physics Department, President; Dr. Alauddin of Chemistry, vice president; Afzar Ahmed of Bangla Department, General Secretary; Khaled Hossain of Bangla Department, Asst. General Secretary and Nazma Siddiqui of Philosophy Department, Treasurer.

The six executive members of the body are: Prof. Khandaker Mustahidur Rahman, Prof. Imamuddin, Nurul Alam, Dr. Tazul Islam, Dr. Kazi Abdus Samad, and Sajed Ashraf Karim.

Discussion on environmental publication

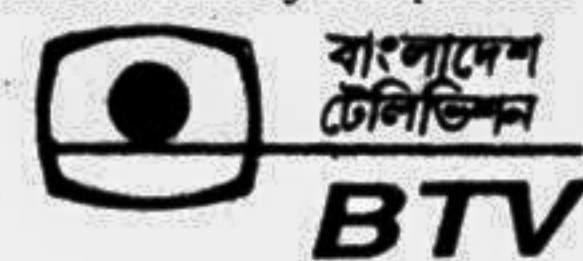
By Staff Correspondent

A discussion on the book titled 'Bangladesh: The State of the Environment', a recent publication of Dr. Jamal Anwar, will be held tomorrow.

The book is published by the Coastal Area Resource Development and Management Association (CARDMA). The discussion organised by the CARDMA will begin at 9:30 in the morning at the Hotel Sonargaon.

Dr. Jamal Anwar, who is an environmental geologist, planner and senior adviser of CARDMA, will present a brief on his presentation on 'Heavy Metal Pollution in Bangladesh' which was presented at Pacific Basin Consortium for Hazardous Waste Research held at the East-West Centre of Honolulu, USA on November 8.

James Nach, Charge d' Affaires of US Embassy will be the chief guest while Dr. Mizanur Rahman Shelley will preside.



Wednesday

- 5-00 Opening announcement Al-Quran Programme summary
- 5-10 News in Bangla
- 5-35 SAARC Quiz
- 6-00 Endrajal
- 6-40 Open University
- 7-20 Tagore songs
- 8-00 News in Bangla
- 8-30 Nrettyer Talec Talec
- 9-05 Film show: The A-Team
- 10-00 News in English
- 10-30 Magazine: Sanita Sankalpa
- 11-30 Khabar/The News
- 11-40 Tomorrow programme summary
- 11:45 Closing

Speaker for nat'l consensus to ensure uplift

KHULNA, Dec 28: Speaker Shaikh Razzak Ali yesterday called for national consensus to lead the country towards the long desired sustainable development, reports UNB.

"No nation can achieve its cherished goal to ensure development in all spheres of national life without united efforts," the Speaker said while addressing the prize distribution ceremony of literary and cultural week and annual sports competition of Khulna Pioneer Women College.

74 arrested on various charges

Police rounded up 74 people from different parts of the city in last 24 hours on various charges, a DMP press release said yesterday, reports UNB.

Weather

Temperature may rise

By Staff Correspondent

The sky is likely to remain partly cloudy with chances of light showers at one or two places over Dhaka and Rajshahi divisions and some regions of Khulna and Sylhet during the next 12 hours commencing 6 am today (Wednesday). The weather is expected to remain mainly dry elsewhere over the country.

The Met Office forecasts, night temperature is likely to rise by one to two degrees Celsius over the country.

The country's highest temperature yesterday of 28.2 degrees Celsius was recorded in Bogra and the lowest of 9.8 at Srimangal.

The sun sets today at 5:21 pm and rises tomorrow (Thursday) at 6:40 am.

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

Cities/Towns	Temperature in degrees Celsius		Humidity in percentage	
	Max	Min	9am	6pm
Dhaka	26.6	12.5	78	73
Chittagong	27.0	14.2	80	58
Rajshahi	26.3	11.0	84	86
Khulna	27.2	12.4	85	72
Barisal	26.8	12.4	85	75
Cox's Bazar	28.0	16.2	80	67
Sylhet	27.2	13.2	77	67
Dinajpur	26.0	10.2	83	73

Eviction protested

By Staff Correspondent

Bangladesh Janata Dal yesterday protested eviction of its office by the police and armed 'musclemen' terming it as a 'shameful and illegal' act.

In a press release, the party said it had been a tenant of the house at Asad Avenue since 1984 and the proprietor of the house has been trying to evict the party office from there unjustly recently. The proprietor has also lodged a case against the party which is still pending, added the press release.

৩২ চৌপাশের গের, ঢাকা। ফোন: ৯৬ ৪১ ৪৬

বর্ষিক সাধারণ সভা

সংসদে চট্টগ্রাম শ্রমিকের বর্ষিক সাধারণ সভা, আগামী ২৯শে ডিসেম্বর বুধবার ৯:৩০ঃ তাড়িৎ বিকেল ৩-৩০ মিিনিটে চট্টগ্রাম ভবন প্রাঙ্গণে অনুষ্ঠিত হবে।

শ্রমিকের সকল আত্মীয় ও সাধারণ সমস্যাসমূহের উচ্চ সতর উপস্থিত থাকার জন্য সকলের অনুরোধ জানানো হল।

স্বাক্ষর করে -

আবুল উল্লাহ মাসুদ
স্বাক্ষর করে -

Happy Birthday

To **KHALID BHAI & PAPPU**

From Shahed & Daizy

AGM of BDRCS tomorrow

The annual general meeting (AGM) of the Bangladesh Red Crescent Society (BDRCS) will be held at 11:00 am tomorrow at the B A Siddiky Auditorium of the Nursing School attached to the Holy Family Red Crescent Hospital, reports BSS.

We can't face onslaught on Muslims without solidarity: Biswas

President Abdur Rahman Biswas yesterday called for stronger unity and solidarity of Muslim Ummah to ensure peace and progress of all Muslims throughout the world, reports UNB.

"We can not face the onslaught on the Muslims without solidarity among the Muslim nations" the President said while talking to a 15-member delegation of World Muslim Solidarity and Peace Council which called on him at Bangabhaban yesterday.

Referring to the Bosnia-Harzegovina crisis Biswas said that the OIC had already declared Bosnia Solidarity Day to awake world conscience to help stop genocide in the country.

He said that Bangladesh had expressed its total solidarity with the people of Bosnia-Harzegovina in their just and legitimate struggle to safeguard their sovereignty and territorial integrity.

"Violation of human rights in Bosnia-Harzegovina by the Serbian aggressors is a matter of shame for the whole mankind" he added.

President Biswas appreciated the efforts of the organisation and asked them to work hard to attain political, economic and cultural unity and cooperation among the Muslims across the world.

Earlier, the delegation, led by its Chairman Advocate Mohammad Ishaque Hawlدار apprised the President about their aims and objects.



NGSHIP Management Pte Ltd

NOTICE TO CONSIGNEES/SHIPPERS

M.V. NGS RANGER V-6393 IMP. ROT NO. 1043/93 WILL TAKE BERTH CHITTAGONG PORT ON OR ABOUT 29TH DECEMBER 1993 WITH IMPORT CONTAINERS RELATED AT SINGAPORE FROM VARIOUS PORTS AND ALSO CONTAINERS EX-SINGAPORE.

CONSIGNEES ARE REQUESTED TO TAKE DELIVERY OF GOODS IMMEDIATELY AFTER DISCHARGE. SURVEY APPLICATION MUST BE PRESENTED TO US WITHIN 3 DAYS OF DISCHARGE. NO CLAIM WILL BE ENTERTAINED NOR ANY LIABILITIES ACCEPTED IN RESPECT OF DAMAGE TO AND/OR SHORT LANDINGS OF CONSIGNMENTS WHICH HAVE BEEN REMOVED FROM STORAGE SHED. IN EVENT OF CONSIGNEES TAKING DIRECT DELIVERY SURVEY TO BE HELD AT SHIP'S SIDE ONLY.

CONSIGNMENTS NOT CLEARED WITHIN 45 DAYS FROM THE DATE OF UNLOADING EX THE SHIP ARE LIABLE TO BE CONFISCATED AND AUCTIONED AS PER SEC. 167(8) AND SEC. 82 RESPECTIVELY OF THE CUSTOMS ACT 1969 WITHOUT ANY FURTHER NOTICE/REFERENCE.

THE VESSEL WILL LOAD CONTAINERS UNDER EXP. ROT NO. 1004/93 FOR SINGAPORE AND ALSO FOR ONWARD TRANSHIPMENT TO EAST/WEST COAST OF U.S., CANADA, UK/CONTINENT, MEDIT, FAR-EAST/JAPAN AND AUSTRALIA/NEW ZEALAND PORTS.

FOR BOOKING AND OTHER DETAILS PLEASE CONTACT GENERAL AGENTS:

BDSHIP Bangladesh Shipping Lines Ltd.

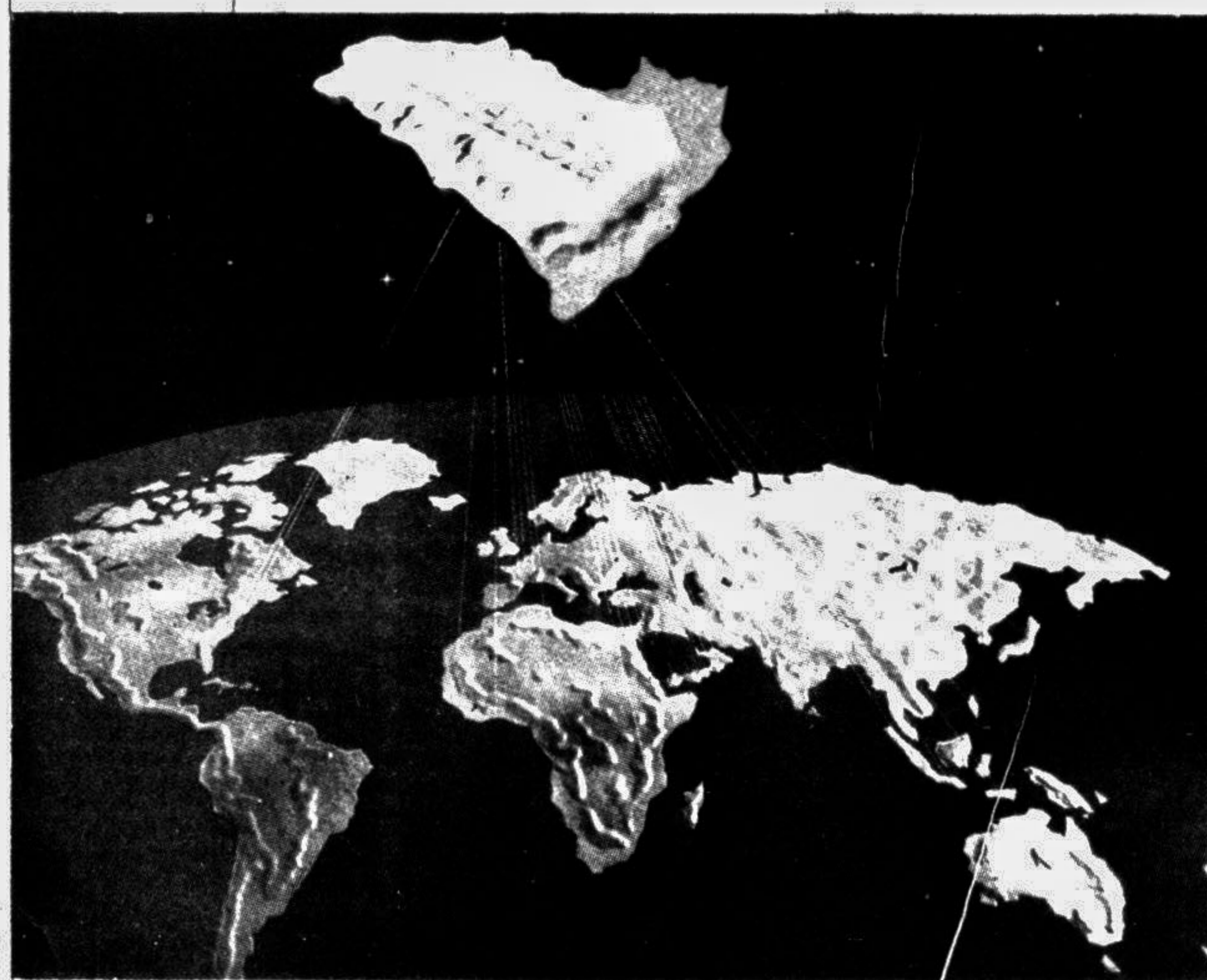
(A BIC COMPANY)

DHAKA
18F SENA KALYAN BHABAN
195 MOLTREEL COM. AREA
TEL: 864546-9
TLX: 632105 BDSHP BJ, 632656 HRC BJ
TELEFAX: 880-2-863734

CHITTAGONG
G/F JIBAN BIMA BHABAN
1053 SK. MUIB RD, AGRABAD.
TEL: 504313, 502123, 500793
TLX: 633027 BDSHP BJ, 633126 HRC BJ
TELEFAX: 880-31-225825

KHULNA
1 MIAPARA ROAD
(PTI MOOR)
TEL: 25255
TLX: 633032 HRC BJ
TELEFAX: 880-41-21175

Saudia reaches out to the whole world.



The Kingdom of Saudi Arabia today is the focus of commercial activity in the entire region. But if you think that Saudia, Saudi Arabian Airlines—the biggest airline in the Middle East—flies only to the region, think again. We serve the world's major business centres, like New York, Frankfurt, London, Paris, Washington, Rome and Geneva.

We also go to other major Islamic capitals like Cairo, Damascus, Islamabad, Kuala Lumpur and Jakarta.

And, if you're coming to Saudi Arabia, we can fly you on to 25 main towns and cities—without having to change terminals.

Ahlan Wasahlan. Welcome aboard.

For more information, contact your travel agent or call Saudia on Telephone No. 816829, 816859, 816860 or 811641 Ext.: 4968



King Khaled International Airport, Riyadh

We fly to exotic places, like Istanbul, Delhi, Casablanca, Manila and Singapore.



Proud to serve You

TEACHERS REQUIRED

An English Medium School of International Standard Located at Dhanmondi, Dhaka needs some Female Teachers for Play Group-Std. V students. Candidates should fulfill any one of the following criteria: (A) having an academic qualification of Honours/Masters Degree with good command in Spoken & Written English (B) simply graduated with 'O'/'A' level background (C) studied or taught abroad (D) having at least 3 years teaching experience in a reputed English Medium School.

Attractive Pay Package will be offered for the deserving candidates.

Energetic, dedicated & hardworking candidates are requested to apply on or before January 7, 1994 along with a recent passport-size photograph and Curriculum Vita (including Telephone Number) to:

The Advertiser
Post Office Box No - 5044
Newmarket, Dhaka-1205

Lycium International School
DHANMONDI, DHAKA

Admission Giong On
PLAY GROUP-NURSERY & KINDERGARTEN-STD.V
(Gradually leading to 'O' & 'A' level)
COMPLETELY ENGLISH MEDIUM

Under the academic programme of the University of London.

If you are looking for a dependable English Medium School for your children LYCIUM is the place to go. LYCIUM stands for quality schooling.

We Offer:

- ✓ Qualified & Experienced Teachers, some studied & taught abroad.
- ✓ Adequate Study Materials & environment.
- ✓ Audio-Visual and Computer Facilities.
- ✓ Spacious & Secured Campus.
- ✓ Latest Teaching Methodologies.
- ✓ Individual attention towards the students (Only 15 students per class).
- ✓ Emphasis on learning English & acquiring good social & moral habits.

We invite your kids to consider the advantages & opportunities offered by us.

For detailed information please contact:

Office Hours: Saturday through Wednesday
08:00 am-01:30 pm
Thursday & Friday closed

Office of Admissions
Lycium International School
House # 114/C, Road # 6
Dhanmondi, Dhaka
Phone: 50 40 07