

Seminar on apparel product development and marketing

Quality, low cost, timely delivery main criteria to enter Japanese market

Strict maintenance of quality, timely shipment and fitting the consumers with correct information on Bangladesh apparel products are the main factors to enter the Japanese market, a Japanese expert has told a seminar here, reports BSS.

"Exception of these criteria will not only lead the country to no confidence but also threaten the continued survival of its products there," said the Japanese expert Hideyuki Miura at a seminar on "Apparel product development and marketing to Japan" Friday evening.

Organised under the joint auspices of Japan External Trade Organisation (JETRO) and Bangladesh Garment Manufacturers and Exporters Association (BGMEA), the seminar was also addressed by JETRO Representative in Bangladesh Katsumi Hara and BGMEA first Vice President Fazlul Haque.

The one-day seminar, held in the conference room of

BGMEA, was attended by fifty representatives from BGMEA, ILO, BOI and EPB.

H. Miura, an specialist in developing garment products for export, during his week long visit to Bangladesh, inspected 16 garment factories with a view to sharing experience and expertise with the local manufacturers and exporters.

Bangladesh, according to official sources, earned about Taka 2420 crore by exporting garments during the first five months of the current financial year, representing a little over 55 per cent of the country's total export earnings. Meanwhile, the country has set a target of Taka 11,700 crore for this sector for the current fiscal.

The expert specially laid stress on quality, low cost but competitive price, timely delivery and competition as the main criteria to penetrate into Japanese market. The products must be quality one as well as defect free, he said adding that any single broken,

middle found in any piece of garment would lead to the cancellation of the entire consignment.

Miura suggested proper market study and analysis to have a clear understanding of the nature of the Japanese market and its consumers.

In this connection, he said that the products, good for the American and the European markets, might not be appropriate for the Japanese market.

Bangladesh at present exports garments to more than 50 countries with the United States of America being the largest buyer.

Meanwhile, the number of garment industries in the country has increased to 1700 where more than seven lakh employees, 85 per cent of whom women, are working.

JETRO representative K Hara told the seminar that a group of buyers from Japan would visit Bangladesh next month and advised the garment manufacturers and exporters to contact JETRO and

other Japanese business houses in Dhaka to have further information regarding market position in that country.

Hara said one Japanese company would start production of rope from jute this year in the Chittagong export processing zone.

Later, answering a volley of questions from the participants that why Bangladesh is not getting easy access to the Japanese market like China, Korea, Thailand, Indonesia and some other Asian countries, both the JETRO representative and the expert said the first advantage of these countries are that they are nearer to Japan. Besides the climate, both political and social, is also very stable in these countries which encourages the Japanese investment as well as imports from there.

They said 13 big Japanese companies are now handling 90 per cent of the total foreign trade. These companies import about 50 per cent of total imports only from China be-

Kishoreganj cooperative bank team meets Biswas

President Abdur Rahman Biswas said yesterday the co-operative movement need to be geared up for socio-economic development of the country, particularly in rural areas, reports UNB.

"The cooperative movement should be turned into a social movement in the larger interest of commonman," Biswas said.

He was talking to a delegation of Kishoreganj district co-operative Land Mortgage Bank which called on the President at Bangabhaban. The delegation was led by AKM Shamsul Haq Renu, Chairman of the Bank.

The capital of an individual may be small, but when people are united under the umbrella of cooperatives, that no longer remains small. They can undertake major projects on co-operative basis in any production-oriented sector, the

President said.

He exhorted the co-operators to work harder with utmost honesty and sincerity for providing a new dimension to the cooperative movement in the coming years and ensuring better standard of living for the members of the society.

He advised them to take up poultry and dairy farming, pisciculture and other income-generating projects for the benefit of the people with small means.

Earlier in a memorandum, the delegation pointed out certain difficulties of the land mortgage bank and sought President's help. He assured his support as far as possible.

Among others, ATM Anwar Uddin Bhuiyan, Shahjahan Reza, Dr Golam Mostafa Pathan, AK Sharif, Mohammad Nasim and Salahuddin Khan were present in the meeting.

Biman to play due role in enhancing manpower export, says minister

State Minister for Civil Aviation and Tourism Abdul Mannan said here yesterday that Biman Bangladesh Airlines would play its due role in enhancing the country's manpower export as the national flag carrier, reports BSS.

He also said the quality and area of Biman's service to both nationals and foreigners would be upgraded.

Addressing as the chief guest the third day of the conference on promotion of manpower export, organised by the Ministry of Labour and Manpower at the Manpower Training Institute in the city, the State Minister said the national flag carrier had been playing its due role in this regard and would continue to contribute to the country's cause of manpower export promotion.

Mannan Bhuiyan was presiding over the session while it was attended by the representatives from the countries where Bangladesh manpowers are being exported. Representatives from Saudi Arabia, Kuwait, Iran, Bahrain, UAE, Libya, Malaysia and Oman were, among others, attended.

The foreign representatives enquired about Biman's higher tariff in passenger and cargo sectors including possibilities of opening new routes to facilitate export of Bangladeshi manpower.

Mannan said although Biman is a national flag carrier, it is also run commercially like those of others on competitive basis.

He explained that while passenger fares are not higher in Biman, it's fares in carrying perishable goods are rather less than the other airlines.

He also explained on enquiry that the question of opening new routes would depend on many factors and the relevant authorities were now engaged in conducting feasibility studies over the issue.

Buriganga River South bank preservation project opens

The work for the south bank preservation project of the river Buriganga started Friday primarily with boulders from Kalindi to Burishur under Keraniganj thana, an official, 'handout said here, reports BSS.

State Minister for Irrigation, Water Development and Flood Control Mosharraf Hossain Shahjahan formally inaugurated the work for the project titled "The right bank preservation project of Buriganga" by laying the foundation stone at Kalindi.

Local member of parliament Amanullah Aman and other elite were present on the occasion.

Addressing a gathering at Burishur, Mosharraf Hossain Shahjahan said the inauguration of the work was yet another fulfilment of the commitment of Prime Minister Begum Khaleda Zia given to the nation.

He said due steps would be undertaken to complete the project as well as for extension of the irrigation facilities in Keraniganj thana.

The state minister also visited the areas eroded by the river.

IMF evaluating Russian upheavals

WASHINGTON, Jan 22: The International Monetary Fund is evaluating the impact of major changes in the Russian government on the course of re-

Kazakhstan gets ADB membership

MANILA, Jan 22: The Asian Development Bank (ADB) has officially admitted Kazakhstan, its first member from the republics of the former Soviet Union, it was announced here yesterday, reports AFP.

Kazakhstan completed all formalities and became the bank's 54th member on Wednesday, an ADB statement said. Two other central Asian applicants, the Kyrgyz republic and Uzbekistan, have yet to fulfill requirements.

The bank said Kazakhstan, the second largest member of the former Soviet Union, will be a "test" economy after having suffered "severe economic dislocation," following the separation of the former republics from Moscow.

The ADB will help the new member make a gradual and smooth shift from a centrally-planned to a market-oriented economy, with priority on fiscal stability, establishing monetary policy and controls, and developing trade regimes and balance of payments systems.

forms, a development that could potentially slow agreement on an anticipated 1.5 billion US dollars loan for the republic, monetary sources said yesterday, reports Reuters.

An IMF negotiating team was tentatively scheduled to begin talks with the Russian authorities sometime next week, but the sources said it was uncertain if this would take place although it appeared unlikely. "At this point, the IMF is evaluating the situation," a monetary source said.

A IMF spokesman, asked about whether or not the talks would be put off, declined to comment beyond saying, "we don't want to be drawn into speculation."

The sources made clear that, while there had been a general agreement that loan talks should take place in the second half of this month, no specific dates were arranged.

Also uncertain is a trip by IMF Managing Director Michel Camdessus, planned for late this month, although there was still a possibility that this could take place.

Communication lines between the IMF and the government remain strong.

The lending agency has an office in Moscow and a team from Washington is presently

discussing the design of a social safety net for the Russian people to help soften the initial pain of reform.

The new element in the relations between the lending agency and the IMF is the result of a decision by two key reformers to leave the government.

Russia's reform architect Yegor Gaidar resigned on Sunday from his posts as economic minister and first deputy premier and this was followed by the departure of Finance Minister Boris Fyodorov.

Among other problems, the IMF has been deeply concerned about runaway inflation in Russia and officials have worried that the country would weaken its reform zeal as a result of the strong showing of ultra-nationalists and communists in December's parliamentary elections.

Russian Prime Minister Viktor Chernomyrdin following the exit of the two key reformers said the government remains committed to economic reform and bringing inflation under control.

"It could continue reform policies, or it could go the other way," said one monetary source. "We don't want to rush to judgement."

Dragonair signs accord with ILFC to acquire airbus

Dragonair has signed a leasing agreement with International Lease Finance Corporation (ILFC) to acquire three Airbus A 330 aircraft recently, says a press release.

Under the accord, the first aircraft will be delivered in May 1995 and the second in September. The third aircraft is likely to be delivered in 1996.

The A 330's, powered by Rolls Royce Trent 700 engines, will replace the two Lockheed 11011 TriStars currently operating on the trunk routes between Hong Kong and Beijing and Shanghai.

Simon Heale, Chief Operating Officer of Dragonair said at a press conference on January 11 that there was a need to replace the existing fleet of two TriStars which are on lease from Cathay Pacific Airways.



Maurice Flanagan and Emirates cabin crew with five of the nine awards presented to the airline at the Executive Travel and Wagon Lit Travel ceremony held in London recently.

Government of the People's Republic of Bangladesh

Office of the Executive Engineer
Local Government Engineering Department
Dist : Naogaon

Notice Inviting Re-Tender

DATE : 13-01-94
IDA CREDIT : 1940-BD
TENDER NO : 09/93-94

The Government of the People's Republic of Bangladesh has received a credit from the International Development Association and grants from the Swiss Development Co-operation and Kreditanstalt Kredaufbau in various currencies towards the cost of the Rural Development Project-7 and it is intended that the part of the proceeds of the funds will be applied to eligible payments under the contract chart shown below (12).

- The Local Government Engineering Department of the People's Republic of Bangladesh, as represented by the Executive Engineer, LGED, Naogaon now invites sealed tenders from prequalified A & B class tenderers under RDP-4, 6, 7, 8, 13, 14, 18, R & H Department and special class LGED for furnishing the necessary labours, materials, equipments and services for the construction and completion of the following schemes (as shown in the chart) under Naogaon District.
- Interested prequalified tenderers as mentioned above may obtain further information and inspect the tender documents at the Office of the Executive Engineer, LGED, Naogaon, Bogra, Rajshahi, and Joypurhat and at the Office of the Project Director, Rural Development Project-7, House No-14, Road No-8, Dhanmondi R/A, Dhaka-1205.
- A complete set of tender documents may be purchased by any interested prequalified tenderer as shown in the chart (with appropriate financial capabilities) on submission of a written application to one of the above Office and on payment of non-refundable Tk 1200/- (One thousand and two hundred) (schedule set Tk 200/- + other expenditure Tk 1000/-). Additional set of documents may be purchased each at the same price. The tender documents will be available during office hours up to 30-01-94 from the Office of the XEN, LGED, Naogaon, Rajshahi, Bogra, Joypurhat and Project Director, Rural Development Project-7, Dhaka-1205.
- All tender must be accompanied by Earnest Money in BD/CD/Pay Order at the rate 2% of their tender amount in favour of XEN, LGED, Naogaon (from any Scheduled Bank) and must be submitted to the Office as mentioned above up to 1-30 PM on 03-02-94 and will be opened on the same day at 2-00 PM in presence of the interested tenderers/representatives (if present).
- Tenderers shall have to quote their rates on (%) percentage basis i.e. (at per, above or below).
- The contractor for bridge work will have to show their completion certificate on RCC pile foundation bridge work at the time of purchasing tender documents.
- No tender will be received by mail.
- Date of pre-tender meeting will be held on 31-01-94 at 11-00 AM on the Office of the XEN, LGED, Naogaon.
- VAT (excluding IT) will be realised from the contractors bill as per rate prescribed by the Government.
- The authority reserves the right to accept any or to reject any or all tenders without assigning reason whatsoever.
- Details chart of contracts.

DISTRICT : NAOGAON.

Sl No.	Name of Road	Contract No.	Chainage with Length (KM)	Estimated Amount	Earnest Money (Tk)	Eligible Class of Contractors	Time for Completion
1.	Jalchatra-Pajorbhanga FRB road.	108/FRB/03/Cont-01	6 + 000 + 09 + 108km = 3.18km	66,36,738/-	2% of tendered amount	A & B under RDP-4, 6, 7, 8, 13, 14, 18, R & H Deptt and special class LGED	5 (Five) months
2.	Jalchatra-Pajorbhanga FRB road	108/FRB/03/Cont-02	9 + 300 to 12 + 000km = 2.70 km	63,43,067/-	-do-	-do-	-do-
3.	Jalchatra-Pajorbhanga FRB road	108/FRB/03/Cont-03	12 + 000 to 14 + 127.5 km = 2.127km	49,96,181/-	-do-	-do-	-do-
(B)	Maddhuil-Agradigun FRB road	104/FRB/02/Cont-01	0 + 000 to 4 + 000 km = 4.00 km	74,06,535/-	-do-	-do-	6 (Six) months
(C)	Jalchatra-Pajorbhanga FRB road (BRIDGE WORK)	108/FRB/03/BRG Cont-01	1 x 12 + 2 x 6 = span 24m	26,46,967/-	-do-	-do-	-do-
(D)	Raninagar-Abadpukur road (Maintenance Programme)	100/FRB/02/BRG-M/01 Cont-01	8 + 096km	5,44,269/-	-do-	A, B & C prequalified contractors of RDP-4, 6, 7, 8, 13, 14 & 18	3 (Three) months

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G-125

Executive Engineer
LGED, Naogaon.



The third US-Bangladesh Trade Show was formally inaugurated at the winter park of Hotel Sheraton in the city yesterday. — Star photo

Coca Cola asked to quit India

NEW DELHI, Jan 22: Led by the man who kicked out Coca Cola in 1977, opponents of liberalisation served notice on the newly returned US soft drink giant and its rival Pepsi yesterday to quit India by February end, reports AFP.

A gathering billed as the national convention on self-reliance and self respect, organised by George Fernandes, adopted a resolution which set the deadline and pledge a "nationwide struggle to throw them out of the country."

A giant soft drink bottle labelled in Hindi "foreigners — quit India" dominated the stage at the downtown convention venue.

The resolution setting the ultimatum was read out by northern regional politician Hari Kewal, who claimed never to have drunk either Coke or Pepsi and dubbed them symbols of a "cultural invasion."

Fernandes, a centrist opposition MP, was Industry Minister in a short-lived coalition government that ruled India when the Coca Cola Co wound up its Indian operations

16 years ago.

Coke preferred to leave rather than bow to pressure from Fernandes to reveal its secret formula.

It returned in October "to stay," lured by the open-door policies of the government of Prime Minister PV Narasimha Rao, three years after PepsiCo Inc set up shop in the huge market of nearly 900 million people.

Thursday's convention, attended by left-leaning delegates from across India, resolved to wage a long battle to force out the two multinationalals if they do not heed the ultimatum.

Volunteers would be enrolled, "struggle committees" set up in towns and villages, retailers persuaded not to stock Coke and Pepsi and consumers urged not to drink them.

From the start of March, bottling plants and retail outlets of the two soda pop makers will be picketed and trucks transporting their products blocked on the highways, the resolution said.

Volunteers would stage hunger strikes before a recently installed statue in Parliament of Mohandas "Mahatma" Gandhi, the Indian independence hero who led a boycott of foreign goods during the freedom struggle against the British.

"With courage and fortitude, we shall carry on this struggle until we... overcome in the not-too-distant future," the resolution said.

Indian soft drink maker Parle, which sold its 60 per cent market share to Coca Cola in a deal worth 50 million dollars, was told to rescind the deal, return the money and apologise to Indian consumers for its "act of betrayal."

Fernandes, who openly takes pride in humbling "the real thing" in 1977, described Coke and Pepsi as "the most aggressive symbols of American cultural aggression" in the world and the "advance guard of capitalist invaders."

He said the two multinationals would this year take away about 100 million dollars

from an Indian market worth an annual 500 million dollars and growing 10-to-15 per cent.

Neither soft drink giant had an immediate reaction to the resolution, which testified to the continuing opposition to Rao's two-year-old liberalisation policy.

The Fernandes threat comes just when Coke and Pepsi have begun drawing the battlelines in India, the latest staging ground for their famous cola wars.

They have emerged as the most visible symbols of a new infusion of foreign investment in the country, where consumers are now awaiting McDonald's, pizza hut and Kentucky fried chicken, smirnoff vodka, johnny walker whisky and carlsberg beer.

Foreign brands ranging from ray ban sunglasses and benetton fashionware to an array of home appliances have already appeared in Indian showrooms to cries that they were promoting an alien consumer culture.