

PARTICIPANTS

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New Asia Limited
Comilla Garden, 50 New Eskaton Road, Dhaka-1000. Tel: 833065, 833016, 831931 & 833940. Fax: 880-2-833526. Represents: Bose Corporation USA, Products/Services: Speaker Systems/Audio Products.

Systematic Computing Ltd. (Syscom)
99, Mohakhali C/A (1st Floor) Dhaka. Tel: 886032, 610402 Fax: 886032. Represents: Dell Computer Corporation and American Power Conversion (APC). Products/Services: i) Full range of Computers manufactured by Dell Computer Corporation and full range of UPS, High Performance Power Conditioning and Network Protection equipment by American Power Conversion ii) Computer Peripherals (Printers, UPSs, Voltage Regulators, etc) and Consumables (Floppy) Diskettes, Printer Ribbon, Computer Paper etc. iii) Warranty and Hardware Support Services. Software Consultancy, Software Training, Software Support services, Data Entry Services, Bureau Services and Leasing of Computers.

Abacus & Automation Ltd.
Engr. SM Manzurul Islam Chowdhury, Director, 6, Dhanmondi R/A Road # 14 (New), Dhanmondi, Dhaka-1209. Tel: 816917, 813477 Fax: 813017. Represents: AST Research Inc. and DATAPRO Information Services Group. USA Products/Services: AST Computers Systems, Multiprocessor, Mini Tower, Desktop and Notebook. All other Peripherals also available. Software Services: System Analysis, Design and Development of Customized Software specially in the area of Health Care, Engineering, Industrial Management and Education. EDP Services: Surveying, Data Entry and Data Processing.

IBCS-PRIMAX Software (Bangladesh) Ltd.
House No 672, Road No. 11 (Old-32), Dhanmondi R/A, Dhaka-1209. Tel: 818152, 816921 Fax: 880-2-818178. Represents: Oracle Corporation, Microsoft Corporation, UNISYS World Trade Inc. Sun Micro Systems Inc. Products/Services: Software Package, Hardware Maintenance & Training i.e Total Computer Solution.

Prince Corporation Ltd.
Sharif Mansion (2nd Floor), 56-57, Motijheel C/A, Dhaka-1000. Tel: 230791, 231897 Fax: 880-2-863556. Represents: Cooper Power Systems, General Electric Company, USA. Products/Services: A) Recloser, Voltage Regulators, Lightning Arresters, Capacitors etc. B) Small and Medium Range Steam Turbine, Heavy Duty Industrial Gas Turbine, Aerodynamic Engine like LM 5000.

Ciproc Computers Ltd.
749, Satmasjid Road, Dhanmondi R/A, Dhaka Tel: 315331, 317664 Fax: 873464. Chittagong Office: 031-504280. Represents: AST Research Inc, Advanced Logic Research, Inc, SPSS Inc, Autodesk Inc, Environment Systems Research Institute Inc, Erdas Inc, Calcomp Inc, Summagraphics Corporation, Houston Instrument, Motorola Inc, Wordperfect Corporation, Borland International, Inc, Powercom America, Inc. USA products/Services: Entire Range of AST & ALR Micro Computers, Powercom UPS, Calcomp, Summagraphics Houston Instruments Plotters, Digitizers, Inkjet Printers & Large Format Scanners, Arc/info & Arcview (Geographic Information Systems), Image Processing Software, SPSS (Statistical Data Analysis Software), All Autodesk Products under any platform, 3-D Studio & Animatorpro, All Borland Products including dBase, Quattro Pro, Paradox, etc. All Wordperfect Products, All Corel Products including Coreldrw, Motorola Data Communication Products including Data/Fax Modems, Network Multiplexers, Bridging Routers, etc.

Aviana Transport & Travel Limited
Zeenat Bhaban, 3rd Floor, 41/1, Kazi Nazrul Islam Avenue Dhaka-1215. Tel: 814451 Fax: 880-2-817867. Represents: American Airlines Inc. Products & Services: Air Cargo Transportation

Applied Computer Technologies Ltd.
23, New Eskaton Road, Dhaka 1000. Tel: 833647 Fax: 880-2-833647. Represents: Novell Inc, David Systems Inc SynOptics Communications Inc, Xircom Inc, Eagle Technology, MicroSmart Inc, Northgate, Summagraphics Corporation, American Power

Conversion, AutoDesk Inc, Dast Consulting, Products/Services: Novell based LAN/WAN Solution - Consulting, Design, Supply, Installation & Training with Certified NetWare Instructor/Engineer (CNI/CNE), Novell Authorized Education Centre (NAEC); 10Base-T, 2-5, FOIRL & Wireless LAN Connectivity; PC, Server & Workstations, UPS; CAD/CAE-Supply, Installation, Training of AutoCad & DAST, Engineering Workstation, Plotter, Digitizer & Large Format Scanner. LAN Based Software Development.

Triangle Software Systems Ltd.
HM Siddique Mansion (4th Floor), 55, Purana Paltan, Dhaka-1000. Tel: 862810 Fax: 867099. Represents: NEC Corporation, Gupta Corporation. Products/Services: Sales & Maintenance of NEC Computers, Gupta SQL Based 4GL Software.

Leads Corporation Limited
19, Dilkusha Commercial Area Dhaka. Tel: 860539, 869759, 2321145 & 252565 Fax: 880-2-863084. Represents: AT&T Global Information Solutions (Previously NCR Corporation), Products/Services: Computers, Printers and other Computer related Products.

Jabeen Textile Printing Center Ltd.
17/6/C Mirpur Paikpara, Near Ansar Camp Temporary Office: G-14, Bash Bari Road, Mohammadpur, Dhaka. Tel: 326092 Fax: 816341. Represents: M & R Printing Equipment Inc, Miami Lake Drive Florida and Rutland Screen Printing Ink, USA. Products/Services: Textile Printing Machines to Print Fabrics upto 10 Colours, Screen Printing Machines, Dryers and full project to set up modern Textile, Printing Factories with Service and Erection by US experts. Printing Colours, Modern Plastisol Colours.

Bimex Trade Associates Ltd.
Baitul Hossain (4th Floor), 27, Dilkusha Commercial Area Dhaka-1000, Tel: Off 235212 Res 500725 Fax: 88-2-863797, 863307. Represents: Biofix Co, Steffie Inc, USA. Products/Services: Fertilizer, Skin Care Creme, Slimming Lotion.

CompTech Network System (PVT) Ltd.
1/A, Green Corner, Green Road, Dhaka-1205 Tel: 864772, Fax: 880-2863060. Represents: GCN Far East (Pvt) Ltd, Fargo Electronics Inc, Vtech Computers Inc, Products & Services: Lan/Wan, Consultancy, Computer Vendor Product: Vtech, Global, Fargo.

CITech Co. Ltd.
22, Bijoy Nagar (2nd Floor) Dhaka -1000, Gulshan Office: Road 138 House 1, Gulshan 1, Dhaka -1212 Phone: 888650, Tel: 411508, 412201, 832081, Fax: 880-2-833648. Represents: Digital Equipment Corp, Apple Computer Inc, Wipro Peripherals, Informix, Optquest Inc, USA Products/Services: DIGITAL INC's all product Range Personal Computers, Printers, SERVER, SMP, Alpha Workstation & Server, VAX Systems, VT Terminals, Networking Products, OSP/1 Open VMS etc. APPLE Computer's all product range including LC, power Pc, Server, Power Book, Laser, Inkjet Printers, Accessories and OPTIQUEST's UPS and Range of Monitors, WIPRO Peripheral's host of Connectivity Equipments, INFORMIX's Database Software.

Tech Valley Computers Ltd.
139, Lake Circus (3rd Floor) Mirpur Road, Kalabagan, Dhaka-1205 Tel: 816942 Fax: 880-2-816943. Represents: Wang Laboratories, Inc, USA, Power Saver Computer Power Ltd., Products/Services: A) VS Midrange System & Unix Based Systems B) Network Integration C) Imaging and Office Automation Software D) UPS & Power System.

Bengal Technological Corporation Ltd.
40, Inner Circular Road, Naya Paltan (5th Floor) Dhaka. Tel: 413038, 414546, 841010 Fax: 834792. Represents: York Shipley a Division of Donlee Technologies Inc, USA. Products/Services: Boiler.

Beximco Computers Ltd.
9A, Dhanmondi R/A Road No 2, Dhaka 1205. Tel: 500151 5, 861891 5 Fax: 880-2-863470. Represents: IBM World Trade Corporation, Scott & Scott Incn, Dupont, UP John, Monsanto Products/Services Computer - (Hardware & Software) Agrochemical Medicine Chemicals etc
Orbit International Ltd.
House # 48, Road # 4/A Dhanmondi R/A Dhaka Tel: 868388, 503948 Fax: 835271, 832915.
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American Bangladesh Economic Forum

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businesses play an important role as a catalyst for positive social change by promoting human welfare and the principles of free enterprise. Many American companies have corporate philosophies, codes of conduct, policy guidelines and vision statements, promulgated by their head offices for use worldwide, which in general seek to promote and encourage the following good practices:

- To conduct all dealings in harmony with the letter, spirit, and intent of relevant laws and regulations, whether US or host country;
- To recognize the company's status as a guest when conducting business in a foreign country;
- To respect human dignity in all dealings with employees, suppliers, customers and surrounding community;
- To encourage and promote the use of technologies, practices and policies which establish sound safety habits and a respect for and protection of the environment;
- To encourage communication between employer and employees and recognize the right of employees to form associations and engage in collective bargaining in accordance with the laws of the host country.

The ABEF and the APCAC encourage all American companies operating in the Asia Pacific area to adopt those principles as a part of their core values and believes that by so doing American companies will continue to be seen as good citizens by their host countries and Ambassadors of American ethical values and democratic principles. It is encouraging to note that some Asian countries have achieved remarkable success in generating economic growth which have experienced similar challenges as those of Bangladesh. Countries like South Korea, Indonesia, Malaysia were at par or below the level of Bangladesh in terms of economic development during sixties, now turn out to be most promising and highly successful economies. This has been possible because of unbroken and continued chain of development efforts by all concerned. These countries are the glaring examples proving that the development is not a myth, it is a reality provided determined political will is there to effectively and timely utilize the available national resources.

In case of Bangladesh, although the speed of development has been very slow, the changes took place in the country toward free market economy after the installation of democratic government in 1991 deserves appreciation. Bangladesh offers tremendous opportunity for trade and investment. Its available and untapped natural resources, most easily trainable human resources, cheap labor, growing middle class, very fertile soil, adequate water resources, linguistic and cultural cohesion, all together could be considered as a strong base for development and growth initiatives. The results of the reform programmes are praiseworthy. The macro economic situation has been very splendid. The rate of inflation is all time low, the country has closely achieved self sufficiency in food production and would be in a position to export substantial quantity if the present tempo is sustained, the foreign exchange reserve, about US\$ 3

US-Bangladesh Trade Relations

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lenges and opportunities brought by the Uruguay Round trade agreement and the new World Trade Organization (WTO) which will replace the GATT. The Uruguay Round trade agreement is the most comprehensive trade agreement in history. Barriers, both tariff and non-tariff, which blocked access to world markets have been eliminated or dramatically reduced. Critical areas of trade such as agriculture, services, and intellectual property rights, have been subjected to new or enhanced disciplines. The groundwork is now laid for a more fair, more comprehensive, more effective, and more enforceable set of world trade rules, to be administered by the WTO. Perhaps most important for Bangladesh, the Multifiber Arrangement will be phased out over 10 years. While this means that trade in textiles and garments will no longer be subject to numerical quotas after the phase-out, it also means that Bangladesh will have to compete with the very best producers in the world for market share in these products. This challenge makes it even more important that Bangladesh continue to pursue market-oriented economic reforms, and invest in its productive capacity to become more efficient and able to exploit its natural advantage in labour intensive goods such as textiles, garments, knitwear, footwear, and toys.

billion is all time high. All these most favorable macro fundamentals has been turning this country from the aid recipient status to the partner for trade and investment. Unfortunately, the success stories and the existing lucrative business opportunities of Bangladesh is unknown to the foreigners. We believe that if the image of Bangladesh could be properly projected outside Bangladesh and the existing window of opportunities could be genuinely utilized having the desired blessings of the serious determined political will, Bangladesh can easily become an economic power and example for others to follow.

It is generally held view that adopting of correct policies only cannot face the challenges of a country, it is the ruthless application of the correct policies that can guarantee the desired result of any programme and that is the demand of the time. If the precious time is lost without bearing the achievable fruit, sustainable development for Bangladesh might ultimately become a myth.

The American Bangladesh Economic Forum (ABEF) is working on ways to improve American trade and investment in Bangladesh and at the same time to assist Bangladesh in her drive for building up a prosperous society by supporting increased economic ties between US and Bangladesh. Currently we are conducting various programmes matching towards the following principles:

- Promote two way business and trade relationships between the US and Bangladesh.
- Contribute to the economic development of Bangladesh.
- Establish links with other organizations for mutual efforts to reach common goals.
- Disseminate information to members.
- Arrange programmes and meetings featuring speeches/discussions of topics of economic interest.
- Provide opportunities for social interaction.
- Support UN investment in Bangladesh.
- Sponsoring seminars on vital economic issues.
- Undertake research on critical economic issues.
- Organizing US Trade Shows in Bangladesh on annual basis.

ABEF, on its seminar pro-

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grammes, recently sponsored a seminar on "Foreign Participation in Bangladesh Economy". Among others C. Draper, Senior Industrial Economist of the World Bank, Washington attended the seminar. The participants were of the opinion to continue and speed up the ongoing economic reform programmes of Bangladesh so that Bangladesh does not miss the existing opportunities created out of the most favorable macro economic environment. Another important area of the ABEF has been to generate dialogues and debate in the society on the current challenges so that the concerned people could be assisted to have a clearer picture of the various events and occurrences. Recently in a such type of meeting the FBCCI President Salman F Rahman pointed out that the economy should get priority over politics. He demanded that the business community should be allowed to operate freely without political interference.
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Represents: Fulton Boiler Works Inc, Superior Boiler Works Inc, Detroit Engine & Turbine Company, Solarex Corporation, Anadigcom Corporation, Products/Services: Steam Boiler, Gas Turbine Generator, Solar Energy, Telecommunication System.
Novo Cargo Services Ltd.
382, Tongi Diversion Road, Bara Moghbazar Dhaka. Tel: 832173, 832183, 837321 & 837324, Fax: 832988 & 834097. Represents: Lep Profit International/Seaquest Line. Products/Services: Shipping & Forwarding
Bangladesh Express Co. Ltd.
Ibrahim Chamber, 95 Motijheel C/A Dhaka-1000. Tel: 867912-5 Fax: 880-2-863027. Represents: Federal Express Corporation, Products/Services: Express Transportation and all Cargo Airline.

ASSOCIATE PARTICIPANTS

American Express Bank Limited
18-20, Motijheel C/A Dhaka. Tel: 866618-19 866705-6 Fax: 880-2-863808. Represents: American Express Bank Limited, Products/Services: Banking Services
Citicbank NA
Floor # 5, BSB Building 8, Rajuk Avenue, Motijheel C/A, Dhaka. Tel: 833084 Fax: 880-2-833661. Represents: Citicorp/Citicbank NA. Products/Services: Banking

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