

Trade deficit totals Tk 6503.26cr

## Country faces disadvantage in trade with SAARC members

By Sharier Khan

Bangladesh is in a disadvantaged position regarding trade with the SAARC countries as it has fewer export items to offer but has a greater volume of import demand, an authoritative source of the Commerce Ministry observed.

Bangladesh's trade gaps with India, Pakistan, Sri Lanka and Bhutan continue to go out of grasp but the country enjoys a relatively smaller trade surplus with Maldives and Nepal.

The trade gap with India between the period of 1984 to 1994 totals up to Tk 5634.67 crores, with Pakistan the gap totals up to Tk 7,29.57 crores, with Bhutan it totals Tk 106.93 crores and with Sri Lanka it totals up to Tk 32.09 crores. The grand total of trade gap with these countries is Tk 6503.26 crores.

However, the trade surplus with Nepal during the same period stands at Tk 241.10 crores while with Maldives, which has almost no trading activity, Bangladesh has a surplus of Tk 0.85 crores.

The SAARC countries occupied the third position in

the import list of Bangladesh in 1993-94. Bangladesh imported goods worth Tk 2085.1 crores from the SAARC countries during this fiscal which is 13.1 per cent of the total import of Tk 11224.5 crores, according to Bangladesh Bank (BB) statistics.

However, in exports the SAARC ranks eighth in the community wise export table of the BB as it shares 2.5 per cent of the total exports of Bangladesh. In 1993-94, SAARC countries imported goods worth Tk 231.8 while the country's total export earning stood at Tk 9387.7 crores.

The South Asia Preferential Trade Agreement (SAPTA) which may become effective from December aims at improving the trade relations between these countries by removing internal trade barriers like duty structure by creating a regional competitive market and by creating a regional trade information centre, Commerce Ministry sources said.

According to official sources, there is a lack of trade information in the

SAARC region. Often, traders resort to import or export of certain items from or to other countries although an adequate demand and supply situation exist in the SAARC countries. The sources opine that if intra-regional trading increased, it would benefit all the SAARC countries equally.

In 1993-94, Indian commodity tops the list of the country's imports. Out of the total import expenditure of Tk 11224.5 crores during that fiscal, Indian goods constitute 14.7 per cent or Tk 1653.5 crores. Pakistani commodities constitute the eighth position in the import list with constitute 2.9 per cent or Tk 321.6 crores.

Cotton yarn and fabrics share nearly 50 per cent of the total import from India. In 1993-94, Bangladesh imported textiles materials worth Tk 770.22 crores from India. It is followed by mineral products and chemical products.

Import from Pakistan is also dominated by textiles. In 1994, Bangladesh imported textiles worth Tk 245.49 crores from Pakistan. It is followed by import of cereals and vegetables worth Tk

35.54 crores. And mechanical appliances imported in the same fiscal costing Tk 15.83 crores.

Import from Bhutan, 90 per cent of which is fruits and vegetables increased drastically over the years. Bhutan hardly exported anything to Bangladesh till 1986-87, when its total export was a small Tk 3 lakh. But, this figure climbed to a contrasting amount of Tk 32.76 crore in 1993-94.

Import from Sri Lanka is dominated by animal and vegetable fats, rubber and ceramics.

Vegetable and tubers share 90 per cent of the imports from Nepal while, nothing has been imported from Maldives in the last ten years.

Bangladesh's export items to India is dominated by fertilizer (nearly 50 per cent of the export in 1994), textiles, leather and tea.

Export to Nepal is also dominated by fertilizer which shared more than 90 per cent of the total export in 94.

Export to Pakistan in 1994 was dominated by tea and coffee which shared over 60 per cent of the total.

## Agri Marketing Co gets \$50,000 spot orders at Cologne fair

By Staff Correspondent

The Agriculture Marketing Company Ltd has received spot orders worth fifty thousand US dollars at the Anuga International Food Fair in Cologne, Germany, says an Export Promotion Bureau (EPB) press release.

Four food exporting companies from Bangladesh participated the week-long fair which concluded on October 5.

They displayed frozen food, fruit juice, tea, spices, biscuit and other food items in the fair.

About 237 business enquiries were received during the fair.

A film highlighting the various opportunities for foreign investment in Bangladesh was also shown during the fair.

EPB had arranged the participation of the firms in the fair which attracted a large number of visitors, the release said.

The EPB expects that huge export orders could be booked if the business enquiries are proceeded properly.

## Biman's Calcutta flights rescheduled

Biman Bangladesh Airlines has re-scheduled some of its Dhaka-Calcutta-Dhaka flights, says a press release.

The changed schedule will be operative with immediate effect and will continue till October 28, '95.

According to the new schedule for the above period for this sector all Biman flights of Friday, Sunday, Monday and Wednesday will be operated with DC-10 Aircraft and will depart at 1100 LT from Dhaka and depart from Calcutta at 1230 LT.

Passengers have been requested to report at the airport 2 hours before the flight as per above schedule.

Calcutta flight for the other days will operate as per previous schedule.



Iranian President Akbar Hashemi Rafsanjani (M) addressing inaugural function of the seminar and discussion meeting on 'Bangladesh-Iran trade cooperation' organized by the Federation of Bangladesh Chambers of Commerce and Industry at a local hotel yesterday. Commerce and Information Minister M Shamsul Islam (L) and FBCCI President Salman F Rahman (R) are also seen in the picture. — Star photo

## Strong demand marks weekly tea sale in Ctg

By Staff Correspondent

The weekly tea sale in Chittagong on Tuesday witnessed a strong all round demand which led prices to incline quite sharply, market sources said.

According to Unity Brokers Ltd's market report, despite lower larger brokers, all others inclined sharply as the sale progressed with strong demand from a major packeteer — Iran, the internal traders and some out-markets.

Smaller brokers and Fannings featured the bright aspect of this week's sale with price gains of around Taka three to five while larger brokers eased, selling between Taka 50-52, it

added. Of the total offer of 17,842 packages leaf including 43 packages of supplement, withdrawals were low and stood at 9 per cent against 10 per cent last week.

Following is the performance of different grades of tea, as prepared by Unity Brokers Ltd:

**CTC:** Bold and large brokens were barely steady and often lower by about a Taka below last levels, selling between Tk 50.00-Tk 52.00 following quality. Smaller brokens were generally dealer by Tk 2/4 and occasionally more. Selective best lines sold between Tk 58.00-

Tk 60.70. Fannings were initially dealer by Tk 2/3 but as the sale progressed, prices inclined by Tk 4/5. Few best lines sold between Tk 62.00-Tk 63.00.

**DUST:** 1,673 packages alongwith 22 packages of supplement were on offer. Most prices were fully firm to offer dealer by Tk 5/8.

**GREEN TEA:** 225 packages were on offer. FYH's sold at Tk 76.00, YH's between Tk 57.50-Tk 61.50 and the Hysons at Tk 65.00.

The next sale is scheduled to be held on October 17, comprising an expected 17,000 packages of leaf and 2,500 packages of dust.

## Stocks fall in NY

NEW YORK, Oct 11: Stocks fell Tuesday, although they ended significantly above the session's lows, as investors worried about corporate earnings in the technology sector but bought undervalued issues, reports AP.

Stocks fell sharply early on, triggering the New York Stock Exchange to restrict programme trading, also known as computer-driven trading, only nine minutes into the session. The so-called "uptick rule" goes into effect automatically when the Dow Jones average rises or drops 50 points.

Trading on the Nasdaq was so heavy at the opening that the Nasdaq Stock Market prevented market makers from broadcasting price quotes over one of the automatic trading systems known as SelectNet, for a period. Trading continued on other Nasdaq systems.

Part of the reason for the sharp decline, analysts said, was an announcement from Motorola that third-quarter earnings rose 31 per cent from last year to 81 cents a share. That was short of Wall Street's expectations.

At the same time, investors worried about demand for computer chips. After the market's close on Monday, the Semiconductor Industry Association said its book-to-bill ratio fell to 1.11 in September from 1.17 in August.

The index is seen as a reading for the whole technology industry.

In overseas stock markets, Frankfurt's DAX index lost 1.4 per cent, while the FTSE 100 in London fell 1.4 per cent and stocks dropped 0.4 per cent in Paris. The Tokyo market was closed for a holiday.

The NYSE's composite index fell 0.94 to 309.41. Standard and Poor's 500-stock index lost 0.85 to 577.52.



Commerce and Information Minister M Shamsul Islam inaugurated the workshop on 'Technical barriers to trade sanitary and phytosanitary measures' organised by the Ministry of Commerce and Export Promotion Bureau, sponsored by the International Trade Centre of Geneva at the Metropolitan Chamber auditorium in the city on Tuesday. — PID photo

## US Congressman praises Dhaka's dev

US Congressman William Richardson has expressed satisfaction at the pace of Bangladesh's development in its economic, social and political fields over the last five years, reports BSS.

Bangladesh's stride for massive economic reforms and institutionalising democracy made a tremendous impact in the Capital Hill, he added, according to a message received here yesterday.

Congressman Richardson, Chief Deputy Whip of the Democratic Party in the house and Vice-President of the National Democratic Party made this comments at

a luncheon arranged in honour of the finance minister by Bangladesh Ambassador to USA Humayun Kabir at the special dining room of Congressmen at the Capital Hill Thursday.

The Congressman paid glowing tributes to Finance Minister Saifur Rahman for his bold and most courageous attempts to restructuring the economy of his country. He hoped Bangladesh would emerge as a thriving economy in the South Asia under the leadership of an outstanding personality like Rahman.

## Brunei becomes member of IMF, WB

WASHINGTON, Oct 11: The Sultanate of Brunei Darussalam has become the 180th member country of the International Monetary Fund (IMF) and the 179th member of the World Bank, reports AFP.

Its Deputy Finance Minister Dato Ahmad Wally Skinner signed the IMF's articles of agreement and the convention establishing the bank at a ceremony Tuesday at the US State Department, depository of the two agreements.

Brunei's delegation took its seat at the opening of the IMF and World Bank annual meetings earlier in the day, and the heads of the two institutions and ministers addressing the assembly in its general debate greeted the new member.

## APEC talks on free trade plan extended

TOKYO, Oct 11: The Asia Pacific Economic Cooperation (APEC) forum has extended talks for a third day after failing to make progress on preparing a free-trade plan during two days of talks, a Japanese official said yesterday, reports AFP.

"Members haven't reached agreement in four or five different areas the situation is not yet solid," he said, referring to the 25-year "action agenda" which is supposed to be adopted at next month's summit in Osaka.

The officials said progress towards the summit was only 80 per cent complete, the same description used by Japanese officials at the end of last month's meeting in Hong Kong when Japan, China, South Korea and Taiwan fell out with the other members over plans to seek different treatment for sensitive sectors.

"We didn't spend as much time on confrontation as we did in Hong Kong," the official said. "Japan and South Korea had some complaints. But there's no change in the picture of the confrontation."

## Int'l chorus pleads with US not to cut aid to South

WASHINGTON, Oct 11: An international chorus of financial leaders pleaded with the United States not to cut its support for six billion dollars worth of aid loans to the world's poorest countries, reports AP.

President Clinton, due to address them Wednesday, has asked Congress for 1.4 billion dollars to fulfil a pledge by President Bush's administration. Congress is

threatening to deliver half of that, or less. If the cut is made, other countries may also reduce their contributions to the pool.

Or, as they did when the US contribution fell short in the 1980s, they may start a special fund to make up what the United States does not contribute — barring US firms from bidding on any contracts financed from the special fund. The World Bank calculates that Americans get more money from sales to its projects than the US government contributes.

James D Wolfenson, the Australian-born investment banker whom Clinton named to the bank's presidency, opened the chorus at a news conference Tuesday. The World Bank distributes the contributions in the form of long-term loans by its International Development Association (IDA).

"I cannot emphasize enough how crucial IDA is for the world and how important I believe it is for leadership among countries such as the United States," he said. "It's not just a trimming at the edge. This cuts at the very guts of IDA."

Negotiations are coming up for the 11th replenishment of IDA's funds. World Bank officials have hoped for a pool larger than the 18 billion dollars pledged in the 10th replenishment for the three years that end next June. A cut in the current US

contribution would raise doubts about US willingness to take further part.

Michel Camdessus, Managing Director of the International Monetary Fund, joined in a plea for full funding of the sister agency.

German Finance Minister Teo Waigel called negotiations on IDA a decisive test of the willingness of governments to do their international duty.

Jean Arthuis, his French counterpart, urged the United States as the traditional largest donor not to turn back on its path.

Yasuo Matsushita, governor of the Bank of Japan, discreetly refrained from referring directly to the United States but said that all countries must make their utmost efforts to reach appropriate agreements.

"We call upon the major donors to take a positive attitude to ensure that IDA-11 reach a satisfactory level of replenishment," said Liu Zhongli, China's minister of finance.

China has been a major borrower from IDA. US officials want it barred from further loans, on the ground that China can get all the money it needs from private investors.

All spoke at the annual meeting of the Boards of Governors of the bank and the IMF.

## New IBM strategy to capture Asian markets

By Staff Correspondent

The IBM World Trade Corporation, the well-known computer giant is poised to make an aggressive marketing of its products, specially the desktop computers in South Asia and ASEAN countries.

"We have to get growth and expansion in the emerging markets which are important to the company," Ed DeArias, Emerging Markets Director, IBM worldwide PC Company, said yesterday at a seminar on 'The trends and directions of IBM and the personal computer industry' organised by the company at Sonargaon Hotel.

South Asia, ASEAN, region, part of Latin America and East Europe, and China are considered the emerging market for IBM.

DeArias talked about a three-pronged strategy to capture a chunk of the PC market in the markets.

"Firstly, we will develop specific products targeted at emerging markets, secondly, we are setting up factories in emerging markets to reduce costs and serve customers better, and lastly, we will have closer relationship with our business partners", he

elaborated.

Errol Pereira, Regional Marketing Manager, PCC ASEAN/SA, said since IBM computers are now being manufactured in Singapore, prices are very affordable.

"IBM's biggest criticism was its bad advertisement and lengthy delivery system. We are now changed. We will deliver anything at the shortest time," he said.

He claimed that IBM had posted a growth record of 70 per cent in 1994 over 1993 and the target for 1995 is to grow 110 per cent over 1994.

Jeremy Pollard, IBM Technical Marketing Consultant, presenting a keynote paper highlighted the opportunities available for using well planned technology to catch up with larger players in the rapidly growing regional and global economies.

He said IBM offers a number of crucial technologies to help business of the present and the future. These include business consulting and Information Technology (IT) consulting along with applications solutions, data management solutions, networking etc.

## Lankan Kelani tyre enters Bangladesh market

By Staff Correspondent

Kelani tyre from Sri Lanka, one of the world's largest rubber producing countries, entered Dhaka market yesterday with a promise to offer quality tyres at lower prices.

Rohan Fernando, Managing Director of Kelani Tyres Limited, declared the launching of the product at a simple ceremony at Hotel Sheraton.

The Nitel Motors Limited is marketing the product in Bangladesh.

Addressing the ceremony, Fernando said the Kelani tyres would suit Bangladesh roads since there are many similarities between the two countries.

He said the company would start producing bigger size tyres within three or four months to meet the wheel standard in

Bangladesh. Kelani tyre is made out of 100 per cent natural rubber, he informed.

Kelani Tyres Limited produces half a million tyres annually with technical cooperation of Avon Tyres of the UK. It exports to SAARC and Middle Eastern countries after meeting 75 per cent demand of Sri Lanka.

Speaking on the occasion, Brig Sirajul Haque of Nitel Motors said they opted for Kelani tyres to offer quality products at lower prices at a time when the prices of Indian and other tyres had gone up abruptly.

Abdul Matlub Ahmed, Chairman of Nitel Group, earlier talking to journalists said, the Kelani tyres would cost 30 to 40 per cent less than other tyres in the market.



State Minister for Civil Aviation and Tourism Major (Retd) Abdul Mannan inaugurated Biman's annual drama "Ashanta Prithibee" at the Shishu Academy in the city on Tuesday.

## Natural drug meeting opens in Beijing

BEIJING, Oct 11: Researchers and drug company representatives from around the world are meeting in Beijing to discuss how to find new drugs from plants, animals and bacteria, reports AP.

The four-day meeting on natural drugs includes participants from pharmaceutical companies from the United States, Canada, Japan, the United Kingdom and Germany. They will discuss new developments and possible cooperative ventures, the Xinhua News Agency reported.

China has rich resources of medicinal plants and animals and a long tradition of using natural drugs, said Wei Jiewei of the National Centre for Biotechnology Development.

Yin Dakui, a vice minister of public health who spoke at the opening day of the conference on Tuesday, said China attaches great importance to developing biotechnology and exchanging information with other countries in medical science.

Cancer, AIDS, diabetes and other diseases pose challenges to drug industries worldwide, Yin said.

## US cos bidding for deal in Iran despite embargo

TEHRAN, Oct 11: US companies are bidding for oil contracts in Iran in spite of Washington's economic embargo on Tehran, Oil Minister Gholam Reza Aghazadeh said yesterday, reports AFP.

The minister told state radio and television that the companies were responding to an Iranian appeal for contractors for 10 large oil and gas projects in August.

"One hundred and thirty-two companies from 19 countries including the United States submitted tenders to our appeal for offers," Aghazadeh said, without giving any details on the number or identity of the American firms involved.

US President Bill Clinton, accusing Tehran of sponsoring terrorism and seeking to obtain nuclear weapons, broke off all economic ties with Iran in June.

The embargo forbids US companies and their subsidiaries from selling goods or services to Iran or from taking part in development projects in the Islamic Republic.

Its first casualty was a billion-dollar deal between Iran and the US company Conoco to develop the Sirri offshore oil fields in the Gulf. The deal was cancelled and the contract went instead to the French company Total.

Iran then threw open 10 other projects worth a total of seven billion dollars.

**কুমিল্লা সুলতান** স্বদেশী শস্য কিনে ২৩ ধনা

বাংলাদেশ ক্ষুদ্র ও কৃষির শিল্প করপোরেশন  
১৩৭/১৩৮, মতিঝিল বাণিজ্যিক এলাকা  
ঢাকা-১০০০

**টেডার নোটিশ সম্পর্কিত সংশোধনী বিজ্ঞপ্তি**

বাংলাদেশ ক্ষুদ্র ও কৃষির শিল্প করপোরেশন এর ১৯৯৫-৯৬ আর্থিক সালের বিভিন্ন শিল্প নগরীতে উন্নয়নমূলক কাজের জন্য ৫০ (পঞ্চাশ) টি ফর্মে গত ০৪-১০-৯৫ইং তারিখে ডেইলি টার ও ০৫-১০-৯৫ইং তারিখে "দৈনিক বালা" পত্রিকায় দরপত্র প্রকাশিত হয়। উল্লিখিত পত্রিকাসহ বিভিন্ন পত্রিকা সমূহে প্রকাশিত দরপত্রের মধ্যে ক্রমিক নং- ০৪, ০৫, ০৬, ০৭, ১৭, ২০, ২২, ২৩, ২৫, ২৬, ২৭, ২৮, ৩০, ৩৫, ৩৭, ৩৮, ৩৯, ৪০, ৪১ এবং ৪৬ মোট ২০ (বিশ) টি কাজের দরপত্র অনিবার্য কারণবশতঃ স্থগিত রাখা হলো। তাছাড়া অন্য কাজ সমূহের দরপত্র গ্রহণের তারিখ ও সময়সহ অন্যান্য শর্তাবলী অপরিবর্তিত থাকবে।

বিলিক/জরুরিবিঃ ৩/৯৫(৪২)  
ডিএফপি-২৪৬৭-১০/১০  
ফি-১৪৮৪

প্রধান প্রকৌশলী