

Strengthening US-Bangladesh Trade Relations

Cornelia M Weierbach

Chief, Economic and Commercial Section,
US Embassy in Dhaka

WELCOME to the fifth annual US trade show in Dhaka! This year the show is better than ever, with more floor space, more exhibitors, and a wider range of US goods and services on display. The American Bangladesh Economic Forum and the US Embassy, your co-hosts at this event, hope that each and every visitor will find the product or the information which will serve his business or personal needs. If your particular interest is not on display at the show, please visit either the US Embassy's Commercial Library table at the entrance to the exhibit hall, or contact the ABEF, for full information on the universe of US products and services ready to serve the Bangladesh market.

Trade relations between the United States and Bangladesh have been developing rapidly, especially since the take-off of Bangladesh's ready-made garment industry. The United States imported nearly 1.1 billion dollars worth of goods from Bangladesh in 1994, most of which (\$918 million) was garments and knitwear. Through July 1995 total im-

ports into the US from Bangladesh were up 36% over the same period in 1994; imports of garments were up 28%, and knitwear imports were up nearly 80%. Second in overall importance were frozen fish and seafood, totalling nearly \$100 million in 1994. The United States exported \$233 million in goods to Bangladesh in 1994, of which \$122 million was wheat, and \$29 million raw cotton. Through July of this year, imports of US wheat were running 127% ahead of the totals of 1994, and imports of US cotton were up a whopping 218%. Other growth items this year have been imports of US wood power/telephone poles, radiotelephone transmission equipment, generators, down feathers, aircraft parts, and looms. These are just a few of the very diverse group of products the US exports to Bangladesh.

One of our principal tasks

in the US Embassy Economic and Commercial Section is to increase and improve the trade relations between the United States and Bangladesh, especially through expanded exports of US goods and services. Many US companies are unaware of the real opportunities that await them in this market. They need to realize that Bangladesh is a growing economy with low labour costs, industrious people, and a policy of opening up to imports and to foreign investors. We believe there are large and growing opportunities for US companies here, particularly in the power generation, telecommunications, oil and gas exploration and development sectors, and in the provision of food and raw materials. The trend in our relations is toward commerce as a mainstay of our relationship, and this shows just how far Bangladesh has come since

independence. Bangladesh has enormous potential for self-sustaining growth. As it begins to live up to this potential, it will become an even better market for US goods, services and investments.

Through publications such as our annual Country Commercial Guide, sectoral studies, and the activities of our Commercial Library, including its monthly newsletter, our staff try to get the word of new opportunities to US businesses. Our collaboration with the American Bangladesh Economic Forum is also extremely important. The ABEF brings together US and Bangladeshi business leaders to discuss common problems and exchange ideas for successful operation in the Bangladesh market. The US Embassy and other officials have benefited from the fruitful discussions held under the auspices of ABEF. I join the Ambassador and all my colleagues in wishing the ABEF every success at representing the needs of US businesses in Bangladesh, and especially a successful and effective 1996 US Trade Show.

Participants

Desktop Computer Connection Ltd.
139, Shantinagar, Dhaka 1217
Represents: Compaq Computer Corporation, Best Power Technology Inc., American Power Conversion (APC).

Greenland Engineers & Tractors Co. Ltd.
M. A. Haque
26, Shyamoli, Mirpur Road, Dhaka 1207.
Represents: Caterpillar Inc., National Oil Well, Martin Decker/Totco, Baker Oil Tools/Baker Packers, Baker Hughes Inteq, Hughes Christensen.

International Office Equipment
"Prachi Niket"
54, Dilkusha C/A, (4th Floor), Dhaka-1000.
Represents: I Lanier Worldwide Inc., Exide Electronics

National System Solutions (PVT) Ltd.
122/1 Kakrail Road (2nd & 4th Floor), Dhaka
Represents: IBM, LEXMARK

United Link Ltd
18th Floor, Sena Kalyan Bhaban
195, Motijheel Commercial Area, Dhaka
Represents: United Airlines

Dhaka Sheraton Hotel
1, Minto Road, Post Box No. 504, Ramna, Dhaka
Represents: ITT Sheraton Corporation

W & W Grains Corporation
Syed M Wares Ali Foundation, 68, Motijheel Commercial Area, Dhaka -1000
Represents: Cargill Incorporated, USA

Krishok Bandhu
Road No. 7, House No. 15, Dhanmondi, Dhaka-1205
Represents: International Development Enterprises (IDE)

Tabani Beverage Company Ltd.
474, Zoo Road, Mirpur, Dhaka
Represents: The Coca-Cola Export Corporation.

Megacorp Ltd.
ABC House (5th floor), Kemal Ataturk Avenue, 8, Banani C/A, Dhaka-1213
Represents: Kohler Co., Kewanee Manufacturing Co., Inc.

Sakaimex Ltd.
Dhaka Chamber of Commerce Building
65-66, Motijheel C/A, (4th Floor), Dhaka-1000
Represents: (1) Cleaver Brooks (2) Scantron Corporation, USA

Flora Limited
114, Motijheel C/A, Dhaka-1000
Represents: (1) Compaq Computer Asia Pte Ltd. (ii) Hewlett Packard Singapore (Sales Pte Ltd. (iii) American Power Conversion (iv) Tripp Lite

American Life Insurance Company
Alco Building, 18-20 Motijheel C/A, Dhaka-1000
Represents: American Life Insurance Company, Member of American International Group, Inc., N.Y.

Kalam Enterprise
158, Kemal Ataturk Avenue, Banani, Dhaka
Represents: 3M, DA-Lite Screen Co., GE Co., USA

Anwar & Brothers Group
1, Moulavi Bazar, 2nd Floor, Dhaka
Represents: Protein Technologies International, St Louis, USA

Globex Marketing Co. Ltd.
27/1 Kakrail Road, Dhaka-1000
Represents: 1. Alcon Laboratories Inc. 2. Alcon Surgical Inc. 3. Humphrey Instruments Inc., 4. Victoreon Inc., 5. Biomerica Inc. 6. Orion Research Inc. 7. Sanofi Diagnostics Pasteur, 8. Helena Laboratories Inc. 9. Unistar Air Cargo

Shapta Shindhu Ltd.
35, Indira Road, Dhaka-1215
Represents: Cannon Business Machines Inc. Costa Mesa, USA

Multilink International Co. Ltd.
71, Motijheel C/A, (3rd Floor), Dhaka
Represents: Hewlett-Packard Co., Unisys World Trade Inc., Tripp-Lite, Intermec Barcode, USA.

Bright Impex International Traders
House # 68/C (1st Floor), Road # 6, Nazir Road, Dhaka Cantonment, Dhaka.
Represents: Applied Membranes Inc. System and normal, Air Sep Corporation on PSA Technology, Mechanical Fishers, United Products Inc., Power Clean 2000, Inc., Originamics Inc.

Asiatic Oil Company Ltd.
Minhaj Court, 4, Shantinagar, Dhaka-1217
Represents: Caltex Petroleum Corporation, USA

Bangladesh Express Co. Ltd
Ibrahim Chamber, 95 Motijheel C/A, Dhaka-1000
Represents: Federal Express Corporation

ASSOCIATE PARTICIPANTS

American Express Bank Limited
18-20, Motijheel C/A, Dhaka
Represents: American Express Bank Limited Products/Services: Banking Services

Citibank NA
Floor # 5, BSB Building, 8, Rajuk Avenue, Motijheel C/A, Dhaka.
Represents: Citicorp/Citibank NA Products/Services: Banking.

New Asia Limited
"Comilla Garden", 50 New Eskaton Road, Dhaka-1000
Represents: Bose Corporation USA

Systematique Computing Ltd. (Syscom)
99, Mohakhali C/A, (1st Floor), Dhaka
Represents: Dell Computer Corporation and American Power Conversion (APC).

Abacus & Automation Ltd.
6, Dhanmondi R/A, Road # 14 (New), Dhanmondi, Dhaka-1209
Represents: AST Research Inc. and DATAPRO Information Services Group, USA

IBCS-PRIMAX Software (Bangladesh) Ltd.
House No. 672, Road No. 11 (Old-32), Dhanmondi R/A, Dhaka-1209.
Represents: Oracle Corporation, Microsoft Corporation, UNISYS World Trade Inc., Sun Micro Systems Inc.

Prince Corporation Ltd.
Sharif Mansion (2nd Floor) 56-57, Motijheel C/A, Dhaka-1000
Represents: Cooper Power Systems, General Electric Company, USA.

Ciproco Computers Ltd.
749, Satmasjid Road, Dhanmondi R/A, Dhaka.
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.

Aviana Transport & Travel Limited
Zeenat Bhaban, 3rd Floor
41/1, Kazi Nazrul Islam Avenue, Dhaka-1215
Represents: American Airlines Inc.

Applied Computer Technologies Ltd.
23, New Eskaton Road, Dhaka-1000
Represents: Novell Inc., David Systems Inc., SynOptics Communications Inc., Xircorn Inc., Eagle Technology, Microsmart Inc., Northgate, Summagraphics Corporation, American Power Conversion, AutoDesk Inc., Dast Consulting.

Triangle Software Systems Ltd.
HM Siddique Mansion (4th Floor)
55, Purana Paltan, Dhaka-1000
Represents: NEC Corporation, Gupta Corporation.

Leads Corporation Limited
19, Dilkusha Commercial Area, Dhaka
Represents: AT&T Global Information Solutions (Previously NCR Corporation)

Jabene Textile Printing Center Ltd.
17/6/C Mirpur Paikpara, Dhaka
Represents: M&R Printing Equipments Inc., Miami Lake Drive Florida and Rutland Screen Printing Ink, USA

Bimex Trade Associates Ltd.
Baitul Hossain (4th Floor), 27, Dilkusha Commercial Area, Dhaka-1000.
Represents: Biofix Co., Steffe Inc. USA

CompTech Network System (Pvt) Ltd.
1/A, Green Corner, Green Road, Dhaka-1205
Represents: GCN Far East (Pvt) Ltd, Fargo Electronics Inc, Vtech Computers Inc.

CTech Co. Ltd.
22, Bijoy Nagar (2nd Floor), Dhaka-1000
Represents: Digital Equipment Corp, Apple Computer Inc, Wipro Peripherals, Informix, Optquest Inc. USA

Tech Valley Computers Ltd.
139, Lake Circus (3rd Floor), Mirpur Road, Kalabagan, Dhaka-1205
Represents: Wang Laboratories, Inc. USA, Power Saver Computer Power Ltd.

Bengal Technological Corporation Ltd.
40, Inner Circular Road, Nayapaltan (5th Floor), Dhaka.
Represents: York Shipley a Division of Donlee Technologies Inc. USA

Beximco Computers Ltd.
9A, Dhanmondi R/A, Road No 2, Dhaka-1205
Represents: IBM World Trade Corporation, Scott & Scott Incn, Dupont, UP John, Monsanto.

Orbit International Ltd.
House # 48, Road # 4/A, Dhanmondi R/A, Dhaka
Represents: Fulton Boiler Works Inc, Superior Boiler Works Inc, Detroit Engine & Turbine Company, Solarex Corporation, Anadigcom Corporation.

Novo Cargo Services Ltd
382, Tongi Diversion Road, Bara Moghbazar, Dhaka
Represents: Lep Profit International/Seaquest Line.

Water Quality Management in Aquaculture and Environment-related Water and Wastewater Treatment

Jhuton Manzurul Alam

AIRE-02 Aircul AIRE System

The system efficiently adds oxygen to the water and distributes it throughout the entire volume. The horizontal flow pattern effectively boosts benthic dissolved oxygen and destratifies the pond. Flow linkage controls energy consumption for aeration and circulation only, on energy waste.

The AIRE-02 circulaIRE system offers advanced, state-of-the-art technology. Each unit performs two vital functions at the same time, replacing the need for two different machines. Its superior aeration and circulation make traditional systems obsolete. Aquaculturists worldwide reap higher yields and profits with the dependable AIRE-02 circul AIRE system.

Successful intensification requires pond water quality management. Animal and feed waste create pollutants in pond water and in bottom soil. These pollutants consume valuable dissolved oxygen supplies, stressing the animals and encouraging disease and high mortality rates. Other aerators affect only the surface waters and are unable to remove these total pond pollutants.

Widening Horizon

Continued from page 8
ABEF and the US Embassy in Bangladesh. Since 1992, the US Trade Show in Bangladesh has been experiencing very impressive growth. In 1992 there were 30 participants representing 50 US companies. The second US Trade Show held in 1993 included 32 exhibitors representing 53 US companies. The third US Trade Show held in 1994 had 38 exhibitors representing 80 US companies.

The fourth annual US Trade Show held at the Dhaka Sheraton Hotel from January 12-14, 1995 met with a resounding success. The Show achieved its goal of accelerating awareness of competitive availability of the wide variety of US goods and services in Bangladesh. The Show was opened by Mr M Shamsul Islam, Minister for Commerce & Information of the People's Republic of Bangladesh. The inaugural ceremony included the US Ambassador Mr David N Merrill and ABEF President Mr Forrest Cookson. The Show received considerable press, radio and TV coverage. The enthusiastic response from the visitors (30,000 in attendance) demonstrated that they were greatly interested with the fourth annual US Trade Show. The floor sales and orders placed exceeded US \$ 2 million. Further, the exhibitors main interest was exposure and creating awareness among general public and that was achieved.

The huge success of the US Trade Show '95 left behind scope for further development in this area so as to contribute toward growth of US trade and investment in Bangladesh.

We consider that the US Trade Show has been a very important event for those concerned with expanded relationships between the United States and Bangladesh. The ABEF has been continuing to organize the US Trade Shows in Bangladesh each year with the support of the United States Embassy.

Building upon the enthusiasm reflected in the last four consecutive annual Trade Shows, particularly the US Trade Show '95 and also considering the importance of this kind of trade event, the fifth annual US Trade Show is being held at the Dhaka Sheraton Hotel from January 11-13, 1996. The most remarkable part of the US Trade Show '96 is that it has broken all the records. This year 47 exhibitors are participating at the Show taking 77 booths as against 42 participated last year having 58 booths.

This gratifying increase is eloquent testimony to the continuing growth of American business in Bangladesh. This time the Trade Show has overflowed the Sheraton Winter Garden, covering the adjacent tennis courts, to accommodate the increased number of participants.

The world is becoming smaller day by day with the rapid development in communication networks. Bangladesh is a proud partner in this exciting human advancement and achievement. Business climates throughout the world are under great change. The changes are positive. Bangladesh cannot afford to remain inactive in these positive international trends, particularly, having numerous potentials in the economy for increased trade. The organization of the US Trade Show in Dhaka could definitely help Bangladesh in getting it acquainted and used to the modern business management and high technology and contribute to the establishment of a healthy and prosperous Bangladesh.

Other Aeration Systems

Spashing-type systems that force water into the air consume enormous amounts of energy. The wasted energy might otherwise go to the addition of dissolved oxygen to the water. Also, the area of influence is confined and limited due to a lack of adequate water movement.

Blower/diffuser systems that introduce air into the water from the bottom of the pond suffer from poor oxygen transfer in shallow depths (less than 2 meters). The system clogs over time as solids and biofilm accumulate. This reduces efficiency and increases maintenance requirements.

The AIRE-02 circulaIRE system offers greater management control for quality water aeration provides oxygen-rich conditions to support aquatic life and improve pond water quality. Circulation improves aeration by redistributing oxygen and increasing oxygen transfer efficiency.

The circulation and aeration of the entire pond water volume combats pollutants and restores water and soil quality, creating a healthier environment for all species. Aquaculturists have dramatically increased harvest production rates with the circulaIRE system. In Taiwan and Tahiti, super intensification (100+shrimp per square meter) using the AIRE-02 circul AIRE system nets harvests of twenty metric tons per hectare per year.

Soil Conditions
Aquaculture ponds age or deteriorate over time. This natural aging process accelerates in high density aquaculture. Deposits of organic material (waste material and uneaten feed) on pond bottoms result in an increasing layer of anaerobic sludge. The amount of deposits depends on the density of animals, feeding levels, and other pond dynamics.

Pond bottom conditions improve using the circul AIRE's controlled aeration and circulation. Aeration is necessary for biological treatment of wastes in the pond. Circulation provides sufficient flow to suspend, treat and remove organic waste materials.

Benefits
Increased yields and profits through water quality management.
CIRCULATION: Strong horizontal circulation moves oxygen-rich water throughout

the pond. This removes dead spots, allows higher stocking densities, and distributes oxygen to the entire water volume.

AERATION: Injection of air into the water provides high dissolved oxygen levels. This promotes cleaner water and healthier, faster growing animals with greater harvest size.

VERSATILITY: The system operates in ponds from 0.7 to 10m in depth, from small surface areas to multi-hectare ponds, in tropical to cold weather climates, for all commonly cultured species, and in ponds, tanks, raceways and cage culture operations.

Lower Costs
REDUCED CAPITAL COSTS: Design efficiencies make fewer units necessary. High technology research and design engineering insure long service life in any environment. The unit supplies both aeration and circulation, two vital functions, in one device.

ENERGY SAVING: Unique performance characteristics coupled with flow linkage may produce significant energy savings. Customers report as much as 50 percent energy savings over previous systems.

REDUCED WATER EXCHANGE: Complete aeration and circulation of oxygen-

rich water requires less frequent water exchange, a savings in expensive horsepower pumping requirements.

Easy Installation and Maintenance
DURABILITY: Each unit is constructed from high quality materials designed for aquaculture.

LOW MAINTENANCE: Routine maintenance is simple, ensuring smooth, dependable operation. The unit's design simplicity plus a service manual makes routine maintenance easy. Customers report savings in downtime, manpower hours and maintenance replacement parts.

PORTABLE: Units are quick and easy to install or relocate.

Applications
The versatile circulaIRE system is ideal for:
• all commonly cultured species
• all weather conditions, tropical to cold
• fresh, brackish or salt-water
• ponds, tanks, raceway, pounds and cage culture
• depths from 0.7m to 10 meters deep
• fractional to multiple hectare ponds.

For this reason, AIRE-02's jet flow circulating system have also many applications in municipal water and wastewater treatments. Thus this system of equipment not only has application in aquaculture but also have major use in environmental sector.

3M



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