

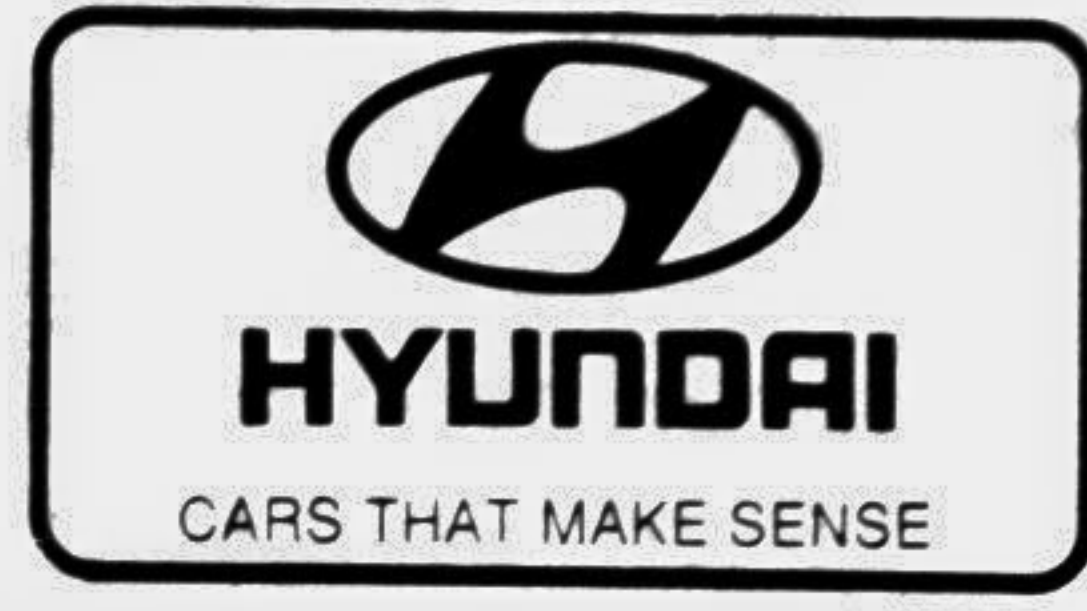
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**The Daily Star BUSINESS**



**HYUNDAI**  
CARS THAT MAKE SENSE

DHAKA TUESDAY, OCTOBER 21, 1997

**Patent experts begin meet in Paris tomorrow**

Parent specialists from government and industry will begin a two-day meet tomorrow in Paris to seek ways of cutting the costs of obtaining patents.

Proposals for reducing expensive translation requirements for patents taken out in the European Union will be discussed, says a press release issued from Paris.

Heads of the European, US and Japanese patent offices as well as representatives of the European Commission will take part in the conference which will be jointly organised by International Chamber of Commerce, the American Intellectual Property Institute (AIPLA) and the Federation Internationale des Conseils en Propriete Intellectuelle.

At present, to obtain maximum protection European patents have to be translated into all community languages after they are granted by the European Patent Office, imposing heavy costs on inventors.

The AIPPI says costs are now so high that they defeat the purpose of creating a European patent system.

One controversial industry proposal that will come up at the Paris conference, is that patents should be filed and granted solely in English, and that translations into other languages should be made only in the event of patent litigation.

An alternative proposal is that inventors would only have to translate the legal claims of a patent and a clear synopsis of the technology. France, Italy and Spain are among countries insisting that the full text of patents be translated into their languages.

**Treasury bill auction held**

The 66th auction of the 90-Day Treasury Bill, the 57th auction of the 30-Day and 180-Day Treasury bills and the 31st auction of the one year Treasury Bill were held yesterday, says a press release.

Thirty-six bids for a total of Tk 541 crore of 30-Day Bill and four bids for a total of Tk 20 crore of 90-Day Bill and one bid for Tk 5 crore each for 180-Day and one year bills were offered.

Of these, nine bids for a total of Tk 270 crore of 30-Day bill were accepted.

No bids were accepted against the 90-Day, 180-Day and one year bills.

The weighted average price of the accepted bids was Tk 99.27 per 100 taka. The corresponding yield is 8.80 per cent per annum.

**ACT announces spl price for InternetWare Star Business Report**

ACT Ltd announced a special price of Taka 29,900 for a five-user InternetWare for small business and Taka 3900 for each additional user licence.

The announcement came Sunday at a seminar on "Novell products and solutions" organised by Applied Computer Technologies Limited (ACT Ltd), a network (LAN/WAN) solution provider and an authorised distributor of Novell, says a press release.

The guest speaker Satyen H Parikh, Associate Vice President of Onward Novell (I) Ltd, gave a presentation on Novell's flagship product "InternetWare".

**Exchange Rates**

The following are the Sonali Bank's dealing rates (BD Tk for one unit of Foreign Currency) to public as on 20th Oct '97.

Name of Currency	Buying		Selling	
	T.T. & O.D.	OD Transfer	T.T. & O.D.	B.C.
US Dollar	44.7105	44.7505	44.7105	44.7505
GB Pound	73.1948	72.2603	73.1948	72.2603
D. Mark	25.3922	25.4149	25.3922	25.4149
F. Franc	7.5743	7.5811	7.5743	7.5811
C. Dollar	32.4199	32.4490	32.4199	32.4490
S Franc	30.5258	30.5532	30.5258	30.5532
J.P. Yen	0.3722	0.3725	0.3722	0.3725

**Good business and creating professionals are targets  
IT training takes new turn**

**Star Business Report**

IT exports from Bangladesh are poised for a takeoff in the near future as trainers with international expertise are hoping to create new breed of computer professionals with career-oriented courses.

Global training giant Aptech Ltd has tied up with Axiom Technologies Ltd, a local firm, to launch Bangladesh's first IT training school, whose graduates could eventually bring in foreign companies to do their back-office work in Dhaka.

As they signed up at a ceremony witnessed by pressmen at the Dhaka Club yesterday, the school's sponsors saw "big business" ahead with their "anything between 12-week and four-year courses".

The training centre at the Sugandha Community Centre is scheduled for launch today in presence of the telecommunications minister Mohammad Nasim and the Grameen Supremos Professor Muhammad Yunus.

Axiom officials were also upbeat about prospects of a pick-up in IT exports, referring to India's three-billion-dollar industry, with only 20 per cent import cost. Availability of trained professionals has made a 80 per cent value addition possible in the country.

"Bangladesh is just the next door. Why can't we do it," said Rizwan bin Farouq, Axiom's executive director.

"A lot of companies will be coming to Bangladesh to do their back-office work," Farouq said, citing one recent instance. A Hong Kong-based company is setting up its accounting office in Dhaka to exploit cheap human resources here.

Aptech Computer Education, a US\$ 80 million subsidiary of Aptech Ltd, has more than 850 outlets or education centres, mostly concentrated in middle-east, southeast Asia, India and Africa. It hopes to expand to Europe and North America in a big way.

"Aptech's state-of-the-art technology and training will provide us with career education opportunities equalling the best in the industry," said

Axiom chairperson Shaheen Anam, who initiated the deal with Shaibal Ghosh of Aptech. Aptech had plans to develop the training courses in Bengali, said Ghosh, himself a Bengali from West Bengal.

The Aptech-Axiom joint venture has put in about Tk 1.5 crore to start the first school, responses to which has been "greatly encouraging" since marketing began early this month, according to Axiom managing director Syed Mokammel Hossain.

"IT or information technology is a language which is second to your mother tongue," Farouq said, "someday, in fact very soon, it will become number one."

Validated or certified by a number of reputed institutions and universities, Aptech courses have had ISO 9000 certification.

"Every three months, the Dhaka centre will be scrutinised by Aptech experts. And this is one school where teachers are graded by students," Hossain said, speaking of emphasis on quality control.

Aptech has set itself the goal of becoming a global education megacorp by the Year 2000 and our forays into the South East Asian and American markets have met with excellent response. The launch of the Dhaka Center is one more step towards the vision of becoming a Global Educational Institution. The high quality of our programmes and our collaborative arrangements with reputed universities in USA, Canada and Britain has enabled over 500,000 students to pursue global Career Opportunities.

said Ghosh, the company's international operations manager.

Aptech today, has International Alliances with renowned Universities like the Open University of British Columbia, Canada, University of Northumbria, UK. We also have technology alliances with world class organisations such as Gartner Group Learning, Oracle, Novell, Motorola just to name a few. These have contributed in adding value to the learning process of the APTECH students.



**TERRIFIC TIE-UP:** Axiom chairperson Shaheen Anam and Aptech's international operations head Shaibal Ghosh, signed the deal yesterday for a joint venture to run IT training centres in Bangladesh. The formal launch of the first such school in Dhaka, located at Sugandha Community Centre, will take place today.

**5-year export-import policy finalised**

The five-year export-import policy has already been finalised and it would be announced soon, Industries and Commerce Minister Tofael Ahmed said here yesterday, says BSS.

Inaugurating a branch of Uttara Bank at Uttara Model Town in the capital, Tofael said this policy would benefit the business community as they would get confidence about export-import business as regards the government policy is concerned for a longer period.

He said both Pakistan and India already have their five-year import-export policies. Referring to the government efforts in bringing discipline in the banking sector, the minister said the result would be felt by the traders within next one year.

Pointing to the government decision to practise the energy sector he said adequate power supply and disciplined banking system were essential for flourishing of industrialisation in the country.

Referring to the amicable settlement of the GSP issue with the European Union he said Bangladesh now would be able to export 33 per cent more garments to the European Union than before. The frozen food export issue also would be settled soon, he added.

The Industries Minister said Bangladesh had immense economic potential and all should



Industries and Commerce Minister Tofael Ahmed inaugurating the Uttara Branch of Uttara Bank Limited in the city.

work unitedly keeping economic activities above politics. He said a national consensus was necessary on this issue.

He said in the last 16 months the government had laid the foundation of foreign investment in Bangladesh and a large number of investors were now coming to invest here.

He said along with agricultural development, industrial development also was taking place and the ground breaking work of the one billion dollar Korean Export Processing Zone in Chittagong is expected to start soon.

Chaired by the Chairman of Uttara Bank M. Anisuzzaman, the inaugural function was also addressed by the Managing Director of the bank M. Aminuzzaman and Uttara Branch Manager of the bank M. Strajul Islam.

Aminuzzaman said Uttara Bank wants to contribute to the development of national economy by providing improved services of the bank recently its deposit rose to Taka 1600 crore and the amount of advance rose to Taka 1250 crore.

**Advisory committee members observe  
Farmers getting sufficient fertilizer at fair price**

The advisory committee on fertilizer expressed satisfaction over the production, supply and stock position and retail price of fertilizer, reports BSS.

The committee members observed that the refixation of the price of fertilizer did not affect the farmers as they are getting sufficient quantity at fair price.

At present, the price of urea is Taka 240 per 50 kg bag at mill gate and Taka 265 at buffer godown, an official handout said here on Sunday.

The meeting approved the revised annual demand (July '97-June '98) of urea at 21 lakh metric tons on the basis of consumption trend in the last three months which was fixed at 25 lakh at earlier.

From July to September this year, the actual sale of urea was 29 per cent lower than the projected demand of 6,6100.

The committee asked the authorities concerned to harmonize the number of dealers for each thana so that smooth distribution of fertilizer can be ensured. It also directed the district monitoring committee to strengthen their activities in maintaining abundant supply and fair price of fertilizer at farmers' level.

**New computer system  
London stocks go on wild ride**

LONDON, Oct 20: Share prices went on a wild ride Monday as the London Stock Exchange began dealing on a new computer system only to find traders shaken by a combination of European monetary concerns and technical glitches, reports AP.

Many investors stayed out of the market in the early going, which kept volume thin and helped fuel the price volatility.

The benchmark Financial Times-Stock Exchange 100-share index tumbled 118.8 points to losses of 2.3 per cent in the first 11 minutes of trade before showing a partial but sizable recovery in volatile dealings.

By late morning, shares had recouped half their losses, with the Footsie off 64.2 points, or 1.2 per cent, at 5,206.9.

Britain's treasury chief, Chancellor of the Exchequer Gordon Brown, punched a button that launched the new computer system — but traders were more interested in whether Brown will try to lead Britain into joining a single European currency.

Speculation that Britain might try to join the currency shortly after its launch on January 1, 1999, had pushed share prices higher in recent weeks. But weekend news reports suggested Britain will wait until at least national elections, which do not have to be held until 2002.

That triggered Monday's big early sell-off.

Brown appeared to confirm those later reports, saying Monday at the exchange there were "formidable obstacles" to adopting the new currency, the Euro.

Traders were further upset to see glitches in the new computer system, such as screens that be-

gan turning red, signaling sell moments after Brown punched the button.

After nearly two and a half hours of trading, volume came to only 112.1 million shares, a low amount.

Stock exchange officials acknowledged some apparent glitches in pricing, but said the system was working well.

Analysts said it was hard to determine how much of the selloff was explained by European monetary concerns and how much was caused by nervousness over the computer.

**200 taxi cabs to hit city roads in Dec**

Star Business Report

A fleet of two hundred luxury taxi cabs will be introduced to the city roads on the eve of the Victory Day this year.

The cabs will be air-conditioned and radio phone-fitted.

Mukti Metro Cab Limited yesterday reached an agreement with Aryan Automobiles Ltd, sole distributor of Ambassador and Contessa classic car in Bangladesh, to launch the CNG-fueled cab service.

Chairman of Aryan Automobiles Limited Lutfor Rahman Khan and the Managing Director of Mukti Metro Cab Ltd MK Huq signed the agreement on behalf of their respective organisations at a city hotel.

ICC President Mahabubur Rahman, former DCCI President M Yunus, Janata Bank Chairman Imamuddin Ahmed, City Bank MD Taher Uddin, IDLC MD Aminul Islam and FBCCI directors were present at the signing ceremony.

**Trade and industry body okays relaxed GSP rule  
40pc growth in garment export predicted**

The advisory committee on trade and industry endorsed the relaxed GSP conditions and viewed that it would result in higher exports to Europe with 40 per cent growth in garment export, reports UNB.

The committee, which comprises leaders of different chambers and trade associations, gave the stamp of endorsement in a meeting with Commerce and Industries Minister Tofael Ahmed in the chair.

On October 8, the European Commission relaxed the rules-of-origin condition of the generalised system of preference for the Bangladesh readymade garments, allowing duty-free import by its member nations.

The Commission derogated the rules-of-origin clause of the GSP after the Bangladesh government had cancelled several thousand GSP certificates earlier issued by the authorities without complying with the conditions fully.

The committee observed that the achievement of the government in resolving the GSP problem — which at one time threatened the garment export to Europe — would expand the overall export to EU countries.

The members of the Committee highly appreciated government's relentless efforts to get derogation of rules-of-origin for GSP which came into effect on October 15.

They asked the government to accept fully the offer given by the commission in the form of derogation in the rules-of-origin for export of woven and knit products to the European Union countries.

"The derogation will definitely expand the volume of export on woven and knit products and export growth in garment sector would be 40 per cent at the end of the year against the present 22 per cent," an official handout quoted them as saying.

Tofael Ahmed said the government takes decision on important policies after consulting concerned community. "The government discussed the GSP issue with the business community and the advisory committee and arrived at consensus solution which was accepted by the EC with high appreciation," he said.

The minister said the measures taken by the government for the development of leather sector.

sures taken by the government on the matter improved its image regarding transparency and accountability which could have a positive impact on investment and export.

On the other hand, he said, the outcome of the 10 months of negotiation, discussion and correspondence had satisfied all the concerned groups.

Tofael Ahmed said with the derogated rules Bangladesh would get GSP for two-stage local transformation in knit and sweater and one-stage transformation in woven products on a limited scale.

These relaxations are in addition to the previous unlimited amount of export of knit and woven products.

He called upon the entrepreneurs to take full advantage of the derogation. "We want to increase our export to 10 billion US dollar by 2000 taking the opportunities fully," Tofael said.

"According to the international agreement on textile and clothing, we will have to face open competition in export from 2005 when the existing quota restriction will be phased out," Tofael said.

He informed the committee members that the government would meet the organisations and authorities concerned very soon to find out a strategy to cope with the future challenges in the textile sector.

The meeting also discussed the measures taken by the government for the development of leather sector.

President of Leather and Leathergoods Exporters Association A K M Rahmat Ullah MP, President of Dhaka Chamber of Commerce and Industry A S M Quasem, BGMEA President Mostafa Golam Quddus, President of BKMEA Monzurul Haq and President of Textile Mills Association M Shahjahan attended the meeting.

Representatives of Metropolitan Chamber of Commerce and Industry and the Federation of Bangladesh Chambers of Commerce and Industry, Commerce Secretary Syed Alamgir Farouq Chowdhury, NBR Chairman Shah Abdul Hannan and Banking Secretary Syed Amir-ul-Mulk were also present.

**Shipping Intelligence**

Chittagong Port						
Berth Position and Performance of Vessels as on 20.10.97						
Berth No	Name of Vessels	Cargo	L Port	Local Agent	Date of Arrival	Leaving
J/1	Sea Master-1	Oil	Busan	Oil	9/10	18/10
J/2	Danak	Sing	Sing Sunshine	Sing	13/10	22/10
J/4	Phonex Transport	Sugar	Darb	Seacom	4/10	20/10
J/6	Jiao Cheng	Oil	Bomb	JSF	9/10	22/10
J/7	Dong Fah	Oil	Xing	ECSL	23/9	21/10
J/8	An Yang Jiang	Oil	Sing	ECSL	3/10	23/10
J/9	Tirgu Neamat	R Seed	Roue	AAS	29/9	22/10
J/11	M. Regina	Cont	Sing	Pil	16/10	21/10
J/12	Helios-II	Urea	Damm	Move	R/A	22/10
J/13	Hai Xiong	Cont	Sing	Pil(Bd)	13/10	22/10
CCT/1	Qc Pintail	Cont	Sing	QCSL	16/10	21/10
CCT/2	Meng Lee	Cont	Sing	Bdship	7/10	21/10
RM/4	Golden Ocean	Urea(G)	Sing	CTPI	R/A	25/10
CJ	Banglar Shobha	C Clinck	Sikka	BSC	14/10	30/10
RM/3	Shao Shan	Cement	Vin	BSC	R/A	25/10
RM/6	Pearl Of Dammam	Idle	Vize	BMA	1/9	21/10
DOJ	Banglar Jyoti	C Oil	Sing	BSC	R/A	20/10
DD	Banglar Kakoli	Repair	Sing	BSC	R/A	25/10
DDJ/1	Tanary Star	Idle	Fara	PSAL	8/6/95	30/10/97
DDJ/2	Banglar Asha	Repair	Sing	BSC	R/A	22/10
RM/8	Star Glory	Cement	Lans	Delmure	R/A	24/10
CUFLJ	Kimberley	Idle	Dalt	MBL	9/9	24/10
Kafco	Tug Ocean Echo	P Mat	Sing	MBL	30/9	30/10

Vessels due at Outer Anchorage						
Name of Vessels	Date of Arrival	Last Port	Local Agent	Cargo	Loading Port	
Lamphun Navee	7/10	20/10	Sing	RSL	Cont	
Kommunist	20/10	-	Sing	Simti	Scraping	
VTA	20/10	Fuja	Simti	-	-	
Tug Everittas	20/10	-	Simti	-	-	
An Lida	20/10	Sing	BNSC	Cement	-	
Alam Selaras	21/10	Sing	Ancient	Wheat(G)	-	
Xuan Cheng	21/10	Chin	Seaglory	Oil	-	
Hernes	21/10	-	Seacom	Urea (G)	-	
Tempest	22/10	Long	HSL	Cement	-	
Stella-F	23/10	-	-	Oil	Oil	
Sin Hat 12/10	23/10	Sing	QCSL	Cont	Sing	
Xpress Resolve	13/10	23/10	Sing	RSL	Cont	
Dragon Sentosa	4/19	23/10	Col	Baridhi	Cont	
Kota Bintang	14/10	23/10	Sing	Pil (Bd)	Cont	
Lyong Gun Bong	15/10	24/10	Sing	RSL	Cont	
Panagi Splilian	24/10	Sing	OSA	Gil/Copra	-	
Osprey-1	24/10	-	USTC	Cement	-	

Tanker Due			
Name of Vessels	Date of Arrival	Last Port	Local Agent
Sun Emerald	21/10	-	TSLCPO/RBSS PS
Pella	21/10	-	EOSL

Vessels at Kutubdia				
Name of Vessels	Cargo	Last Port	Local Agent	Date of Arrival
Ismaya	-	-	B Bay	9/1
Orizong	-	Sing	B Bay	25/02
Smit Lloyd-72	-	-	B Bay	R/A (15/10)
Oxy Two	-	-	B Bay	R/A (10/10)
Spiros	C Oil	Jebe	BSC	18/10
Banglar Shourabh	C Oil	-	BSC	R/A (19/10)

Vessels at Outer Anchorage Ready On				
Name of Vessels	Cargo	Last Port	Local Agent	Date of Arrival
Ya Feng	Cement	Lans	Delmure	R/A (19/10)
Al Shams	Oil	Sing	Prog	14/10
Good will	Oil	Yang	RSA	7/10
Kota Passaka	Cont	Sing	Pil (Bd)	18/10
Padma (Cont)	Cont	Sing	RSL	19/10
Banglar Robi	Repair	Sing	BSC	R/A (15/10)
Albatros-III	Urea (G)	Ruwa	Cross	15/10
Diligence Cont	Cont	Sing	QCSL	20/10
Arctis Future				