

S'pore Training Institute opens at Savar

Labour and Manpower Minister Mohammad Abdul Mannan on Tuesday underscored the need for expansion of vocational trainings to turn the vast population into manpower, reports BSS.

He said, "There is no alternative to training for building skilled manpower to meet the demands of the time."

The minister was inaugurating "Singapore International Training Institute," jointly established by Bangladesh and Singapore at Zirab under Savar thana.

Chaired by Director of Singapore Evergreat Construction Company Limited K H Tan, the function was also addressed by Secretary of Labour and Manpower Mohammad Ahsan Ali Sarker and former education secretary Hedayet Ahmed.

The minister said the government has emphasised extension of vocational trainings in the country.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

He said the government had taken steps for setting up 12 training centres, including a women's vocational training centre.

BOI upgrading its one-stop service

By Govinda Shil

The Board of Investment in a bid to stimulate efforts to woo foreign direct investment in the country is reviewing its one-stop service installed in mid-January this year.

"BOI is still working on fixing other loopholes through enhanced coordination among government agencies and ministries involved," said a recent newsletter of the BOI.

The BOI has outlined a programme to address existing problems to serve foreign investors. "We cannot provide some services as quickly as we expected," said an official.

The Board has planned a Cell which will ensure water and sewerage connections and give permission for sinking a deep tube-well within 20 days.

It will also work to help import machinery and raw material at reduced tariffs or under bonded warehouse facilities.

The target should be to help entrepreneurs minimise the project implementation time," the BOI Executive Chairman, Farooq Sobhan, at a recent meeting told government ministries and agencies which provide utility facilities.

BOI sources said they were receiving a good number of queries from home and abroad after installation of the "one stop service" for the entrepreneurs willing to set up commercial projects in the country.

From the service, an investor is supposed to get power, telephone and gas connections as well as certificate on environment within 30 days from the date of application.

The Board gave registration to 120 industrial units involving about Tk 768 crore in the last two months.

The projects included cement and paper mills, synthetic and leather manufacturing unit, plastic products, cold storage, hospital and clinics, and knit fabrics.

stop service" for the entrepreneurs willing to set up commercial projects in the country.

From the service, an investor is supposed to get power, telephone and gas connections as well as certificate on environment within 30 days from the date of application.

The Board gave registration to 120 industrial units involving about Tk 768 crore in the last two months.

The projects included cement and paper mills, synthetic and leather manufacturing unit, plastic products, cold storage, hospital and clinics, and knit fabrics.

stop service" for the entrepreneurs willing to set up commercial projects in the country.

From the service, an investor is supposed to get power, telephone and gas connections as well as certificate on environment within 30 days from the date of application.

The Board gave registration to 120 industrial units involving about Tk 768 crore in the last two months.

The projects included cement and paper mills, synthetic and leather manufacturing unit, plastic products, cold storage, hospital and clinics, and knit fabrics.

stop service" for the entrepreneurs willing to set up commercial projects in the country.

From the service, an investor is supposed to get power, telephone and gas connections as well as certificate on environment within 30 days from the date of application.

The Board gave registration to 120 industrial units involving about Tk 768 crore in the last two months.

The projects included cement and paper mills, synthetic and leather manufacturing unit, plastic products, cold storage, hospital and clinics, and knit fabrics.

stop service" for the entrepreneurs willing to set up commercial projects in the country.

From the service, an investor is supposed to get power, telephone and gas connections as well as certificate on environment within 30 days from the date of application.

The Board gave registration to 120 industrial units involving about Tk 768 crore in the last two months.

The projects included cement and paper mills, synthetic and leather manufacturing unit, plastic products, cold storage, hospital and clinics, and knit fabrics.

stop service" for the entrepreneurs willing to set up commercial projects in the country.

From the service, an investor is supposed to get power, telephone and gas connections as well as certificate on environment within 30 days from the date of application.

The Board gave registration to 120 industrial units involving about Tk 768 crore in the last two months.

The projects included cement and paper mills, synthetic and leather manufacturing unit, plastic products, cold storage, hospital and clinics, and knit fabrics.

stop service" for the entrepreneurs willing to set up commercial projects in the country.

From the service, an investor is supposed to get power, telephone and gas connections as well as certificate on environment within 30 days from the date of application.

The Board gave registration to 120 industrial units involving about Tk 768 crore in the last two months.

India removes import restrictions on 340 items

NEW DELHI, Apr 14: India's new coalition government announced wide-ranging import tariff cuts on Monday, striking to commitments made to the World Trade Organisation (WTO) despite earlier reservations, reports AFP.

Restrictions were removed on 340 imported products, in line with a pledge by the previous government to the WTO last year that India would phase out all "quantitative restrictions" by 2003.

Measures to boost exports and combat the country's dragging economic slowdown were also announced by Commerce Minister Ramakrishna Hedge.

The Hindu nationalist-led coalition, which came to power last month, had argued during the election campaign that agreements with the WTO should be renegotiated.

The nationalist Bharatiya Janata Party (BJP, Indian people's party) had called for a "legitimate modification of rules and schedule of the WTO" but later said there was no question of India quitting the WTO.

Hedge, announcing amendments to the five year (1997-2002) export-import policy here on Monday, iterated India was committed to the WTO and would phase out import restrictions of the remaining 2,000 products.

Monday's cuts ranged from sports goods to processed foods and prawns and shrimps.

Hedge also announced a five per cent cut in customs duties on export products as part of a package of measures to help business.

should be renegotiated.

The nationalist Bharatiya Janata Party (BJP, Indian people's party) had called for a "legitimate modification of rules and schedule of the WTO" but later said there was no question of India quitting the WTO.

Hedge, announcing amendments to the five year (1997-2002) export-import policy here on Monday, iterated India was committed to the WTO and would phase out import restrictions of the remaining 2,000 products.

Monday's cuts ranged from sports goods to processed foods and prawns and shrimps.

Hedge also announced a five per cent cut in customs duties on export products as part of a package of measures to help business.



Business activities in the city's Kataban area came to a halt during the countrywide half-day hartal called by BNP-led seven-party alliance yesterday. — Star photo

IJO focuses on urgent need to diversify products

The International Jute Organisation (IJO) which is in a losing competition of marketing traditional jute products against synthetic materials, signalled the need for taking immediate steps for diversifying the products, reports BSS.

"Although environmental considerations were expected to have a positive effect on the demand for jute products in the last decade in view of their appeal as natural fibre products, no noticeable impact has been discerned," IJO said in a recent publication.

It said the production and use of competing synthetic materials continued to increase mainly due to their relatively low price, ease of availability and aggressive market promotion.

"This will cause further erosion of markets of jute, particularly for traditional products," said IJO.

The world production of jute goods remained static for more than a decade. The total world production in fibre equivalent was 3.31 million tons in 1993 and it reduced to 3.0 million tons in 1995.

The decline in jute processing in the developed countries, together with further substitution by synthetics and bulk handling in numerous market, resulted in a contraction of trade in both fibre and products

period of time."

But he said it was critical that progress be made during a series of meetings this week. Finance ministers and central bank presidents of the world's seven richest industrial countries — the United States, Japan, Germany, France, Britain, Italy and Canada — were to start the discussions Wednesday, before a Thursday conference of 22 rich and developing countries that will be hosted by Rubin and Federal Reserve Chairman Alan Greenspan.

Those meetings and concurrent sessions of the 180-nation IMF and its sister lending agency, the World Bank, were expected to be dominated by the Asian crisis, which forced the IMF to assemble more than 100 billion dollars in emergency bailout funds last year for Thailand, Indonesia and South Korea.

Underlining concern at Japan's stagnation, Rubin planned to meet before the start of the group of seven talks with Japanese Finance Minister Hiko Matsunaga.

World Bank President James Wolfensohn was expected to discuss the lessons international financial organisations can draw from the Asian collapse at a late Wednesday morning meeting with reporters.

The IMF on Monday forecast that the Asian turmoil would cut world output by 1.2 percentage points this year, reducing economic growth to 3.1 per cent, the lowest in five years.

While the United States has so far been largely untouched, the Asian crisis caused history's worst one-day point loss on Wall Street last October and is expected to push America's trade deficit to a record this year as flattened Asian economies cut purchases of US products.

Economic turmoil 2 ex-ministers barred from leaving ROK

SEOUL, Apr 15: Two former finance ministers have been barred from leaving South Korea as prosecutors expand their probe into the cause of the country's economic turmoil, government officials said Wednesday, reports AP.

Hong Jae-hyong and Rha Woong-bae, who served separately as finance ministers under the previous government of President Kim Young-sam, were expected to be summoned soon for questioning by prosecutors in connection with the financial crisis, the officials said.

Another former finance minister in the Kim administration, Kang Kyong-shik, was barred from leaving the country last week, when the investigation into official wrongdoing was launched.

Hong and Rha will likely be asked whether they were pressured or bribed to grant operating licenses to merchant banks during their tenures between 1994 and 1996. Reckless lending by these banks is now blamed for helping spark Korea's financial turmoil.

Also Wednesday, prosecutors raided the downtown Seoul offices of the Korea Federation of Merchant Bank to confiscate documents linked to the investigation.

Want to motivate your sales-people? Share with them this anecdote from *Bits & Pieces*.

The sales trainee was trying to explain his failure to close a single deal in his first week. "You know," he said to his manager, "you can lead a horse to water, but you can't make him drink."

"Make him drink?" the manager sputtered. "Your job is to make him thirsty."

The Price of Credibility

Poor credibility is more likely to kill a sale than a high price. Price complaints, notes *Bottom Line/Business*, are most frequent when companies fail to communicate clearly — and often — with prospects about how their products and services can solve problems and make the customer more efficient.

Reprinted with permission from *World Executive's Digest, Asia's Management Magazine* (<http://www.wed.asiansources.com>)

business tips

CAREERS

Think Twice About Counteroffers

You've decided to quit your job, but your boss gives you a counteroffer in an effort to keep you. Should you re-consider your decision and accept the counteroffer, be it in the form of a higher salary, increased benefits, or a promotion?

Don't easily succumb to the temptation, warns *PA Today*. If you accept the counteroffer, your employment will be considered a risk by your boss. The counteroffer could be a way to stall you until you can be replaced.

Would You Be Happy Working Abroad?

To determine how well you'd fare living and working overseas, check whether you agree or disagree with the following statements:

	Agree	Disagree
1. In a group, I'm generally not one of the first to speak up and take charge.	<input type="checkbox"/>	<input type="checkbox"/>
2. When I'm in a new or unfamiliar situation, I feel uncomfortable.	<input type="checkbox"/>	<input type="checkbox"/>
3. Achieving my personal goals is a matter of being in the right place at the right time.	<input type="checkbox"/>	<input type="checkbox"/>
4. I cannot tolerate waiting in long lines.	<input type="checkbox"/>	<input type="checkbox"/>
5. I really don't know what to expect from living in a different country.	<input type="checkbox"/>	<input type="checkbox"/>
6. Sometimes I feel that I don't have enough control over the direction my life is taking.	<input type="checkbox"/>	<input type="checkbox"/>
7. I see no harm trying to convince people that their political views need to change.	<input type="checkbox"/>	<input type="checkbox"/>
8. I dislike dealing with situations that involve unclear or complex issues.	<input type="checkbox"/>	<input type="checkbox"/>
9. The thought of going to a doctor in another country bothers me.	<input type="checkbox"/>	<input type="checkbox"/>
10. Getting used to different surroundings doesn't come easily to me.	<input type="checkbox"/>	<input type="checkbox"/>

Scoring: If you answered "disagree" seven or more times, you may be able to adapt well to a different culture. — From *Folio magazine*

EXPORT MANAGEMENT

Get to Know Your Bank

Problems can arise when exporters don't take the trouble to get to know their banks, especially their commitment to international trade as well as to service customers with small transactions.

"Generally, smaller banks give greater attention to smaller accounts than larger banks," observes *World Trade magazine*.

However, ensure that the smaller bankers can do more than talk the talk. They may boast of international capabilities but might be focused on providing private banking services to high net-worth people, as opposed to handling trade transactions.

SALES MANAGEMENT

"Let Him Thirst"

Want to motivate your sales-people? Share with them this anecdote from *Bits & Pieces*.

The sales trainee was trying to explain his failure to close a single deal in his first week. "You know," he said to his manager, "you can lead a horse to water, but you can't make him drink."

"Make him drink?" the manager sputtered. "Your job is to make him thirsty."

The Price of Credibility

Poor credibility is more likely to kill a sale than a high price. Price complaints, notes *Bottom Line/Business*, are most frequent when companies fail to communicate clearly — and often — with prospects about how their products and services can solve problems and make the customer more efficient.

Reprinted with permission from *World Executive's Digest, Asia's Management Magazine* (<http://www.wed.asiansources.com>)

The defaulting borrowers

Responding to a query from Jairol Abedin Hajar, MP, of the Awami League, Finance Minister S A M S Kibria placed in parliament on March 4 a list of defaulting borrowers as provided by the Credit Information Bureau, Bangladesh Bank. The list contains names of 2117 businesses having an overdue amount of at least one crore taka or above. Considering the reader interest, *The Daily Star* is publishing the list in phases.

- 1903. Mun Mun Enterprise 112/B, Eidgah Road, No. 15, (West), Dhanmondi, Dhaka
- 1904. M/s Square Corporation (BD) Ltd BSCIC I/C, Cox's Bazar
- 1905. Tanima Traders 26, Ali Hossain Khan Road, Moulvi Bazar, Dhaka
- 1906. R.K. Traders 5, Port Area, Narayanganj
- 1907. M/s Pioneer Garments Ltd 207, Medical Road, Jurain, Demra, Dhaka
- 1908. M/s Mashud & Brothers 10, Station Road, Khulna
- 1909. Taurus Styles Ltd 6/3 Block-C, Lalmatia, Dhaka
- 1910. M/s Mahbob Electrical Industries 2 No. Miradpur, Chittagong
- 1911. Chanda Fabrics Pvt Ltd Sher-e-Bangla Sarok, Jhenaidah
- 1912. M/s Chittagong Spisary Products Ltd Bhatary, Sitakunda, Chittagong
- 1913. M/s Fashiti Inds. Ltd 8/2 Segun Bagicha, Ramna, Dhaka
- 1914. M/s Moon Specialised Tex. Mills (Pvt) Ltd 129, Kala Bagan, Mirpur Road, Dhaka
- 1915. M/s Barisal Fishing Ltd Bagura Road, Barisal
- 1916. Mahubur Rahman Khan Vill. Alipur, Faridpur
- 1917. M/s Jute Engineering Co Ltd 82, Kakrail (1st Floor), Ramna, Dhaka
- 1918. M/s Hammad Textile Mills Ltd Kazirganj, Demra, Dhaka
- 1919. M/s Pabna Specialised Textile Mills Ltd Dilalpur, Pabna
- 1920. Esquire Electronics Ltd 18, Stadium Market, Dhaka
- 1921. M/s Bengal National Tannery 143, Water Works Road, Posta, Dhaka
- 1922. M/s Decent Apparel's Ltd 52, Purana Paltan Lane, Dhaka
- 1923. M/s Cheerful Garments Plot No 6, Main Road 3, Section 7, Mirpur, Dhaka
- 1924. M/s Asia Fibre Industries Ltd Mukterpur, Panchasar, Munshiganj, Dhaka
- 1925. M/s Spark-T. Shirts Ltd House No 4, Road No. 4, Section 3, Uttara, Dhaka
- 1926. M/s Corvasi Apparels Ltd 3 New Circular Road, 2nd Floor, Dhaka
- 1927. M/s Khwaja Garib Newaz Industry Ltd 60/5, West Madartek, Dhaka
- 1928. M/s M. Altaf & Co. Ltd 123, New Kakrail Road, Dhaka
- 1929. M/s Jahan Textile Mills Ltd 302, Elephant Road, Dhaka
- 1930. M/s Shamsun Textile Mills (Pvt) Ltd Krisnapur, Barachapa, Narsingdi
- 1931. Modern Ship Building & Engineering Co. Ltd 22, Green Way, Bara Magh Bazar, Dhaka
- 1932. M/s International Foundry & Engg. Co. Ltd Dhaka Ctg. High Way, Kanchpur, Demra, Dhaka
- 1933. Ekhut Enterprise 564 No. Pearsa Bagh, Moghbazar, Dhaka
- 1934. M/s Sagarika Ducks & Poultry Ltd Azim Building, Amir Ali Chy. Road, Chittagong
- 1935. M/s Dana Printers Ga 16, Mohakhali C/A, Dhaka
- 1936. M/s Fair Deals Limited Daulatpur, Khulna
- 1937. M/s Noman Electric Co. 74/4, New Chashara, Jamjama Deobhog Pucca Road, Narayanganj
- 1938. M/s Delta Plastic Industries (Pvt) Ltd Vill-Mirza Nagar, P.O. Nateshghar, Begumganj, Noakhali
- 1939. M/s Sapiti Seas Ltd 16, BSCIC I/Estate, Fouzderhat, Chittagong
- 1940. M/s Siddique Fabrics Ltd 72, Kakrail Dhaka, 1000, Dhaka
- 1941. M/s Siddique Jute Baling 87/1, S.C. Road, Narayanganj
- 1942. M/s Swadesh Pannya Ltd 601, Ramjoy Mohajan Lane, Khatunganj, Chittagong
- 1943. M/s Trishoo Chemicals (Pvt) Ltd BSCIC Industrial Estate, Pabna
- 1944. M/s Shakara Fabrics 339, D.I.T. Road, West Rampura, Dhaka
- 1945. Rasm Motors 198 S.K. Mujib Road, Chittagong
- 1946. M/s M.A. Rob 74, Central Block, Khalishpur, Khulna
- 1947. M/s Bangladesh Jutes Ltd Fatullah, Narayanganj
- 1948. FTH Bangladesh Ltd 221, Baizid Bostami Road, Nasirabad I/A, Chittagong
- 1949. Greenline Associates (Pvt) Ltd 2, Property Orchade, New Baily Road, Dhaka
- 1950. M/s Bhulta Textile Mills Ltd 622, North Shahjahanpur, Dhaka
- 1951. M/s Modern Motors Ltd 216, Outer Circular Road, Maghbazar, Dhaka
- 1952. M/s Chandrima Garments (Pvt) Ltd 33, West Malibag, Dhaka
- 1953. M/s Fine Fabrics Store 144, Sadarghat Road, Chittagong
- 1954. M/saade Products (Pvt) Ltd 9-11, Motijheel C/A Room No. 306, Dhaka
- 1955. M/s Alhaj S.B Karim Mehruin Vill Kardala Road, Jessore
- 1956. Sannoon Textile Mill (Pvt) Ltd Mouchak, Liakoir, Gazipur
- 1957. M/s Mitsui Textile Ltd Harindara, Hemayetpur, Savar, Dhaka
- 1958. M/s Shuvo Rubber Industries (Pvt) Ltd BSCIC Industrial Estate, Pabna
- 1959. M/s Rahmat (Pvc) Pipe Industry Shakpura, Boalkhali, Chittagong
- 1960. M/s Hoque Textile Ind Ltd Nowargacha, Ullapara, Serajgonj
- 1961. Dawlat Garments Ltd 87, Motijheel C/A, Red Cross Chamber, Dhaka
- 1962. M/s Dylon Inds. (Pvt) Ltd Muktarpur, Panchashar, Kishoregonj
- 1963. Arhir Chandra Saha Goup Vill & P.O. Kishoregonj, Kishoregonj
- 1964. M/s Eastern Trading 131, Bina Maghbazar, Dhaka
- 1965. M/s Govt of Bangladesh (Ministry of Food) Bangladesh Secretariat, Dhaka
- 1966. Agro Essential 115/116, Adamjee Court, (Annex) Motijheel C/A, Dhaka
- 1967. M/s Concord Socks & Silk Mill Ltd 8, Outer Stadium Market, Dhaka
- 1968. M/s Fortuna Textile Mills Ltd Dhanbari Bazar, P.S. Madhupur, Tangail
- 1969. M/s Leather 13, Moneshwar Road, Hazaribagh, Dhaka
- 1970. M/s Challenger Garments Ltd 395, New Eskaton Road, Dhaka
- 1971. BSCIC Darga Gate, Sylhet
- 1972. Rajata Textile Mills Ltd Baptist Mission Road, Barisal
- 1973. Jaga Trading Manisha Bazar, Gaisachari, Rangamati
- 1974. M/s Fine Fabrics Ltd Zaron, New Elephant Road, Dhaka
- 1975. M/s Square Trading 210, New Elephant Road, Dhaka
- 1976. M/s RBC 54, Rayer Bazar, P.S. Mohammapur, Dhaka
- 1977. M/s Raja Plastic Industries 97, Nazim Uddin Road, Dhaka
- 1978. R.K. Garments Ltd Road 7, House-27, Dhanmondi R/A, Chittagong
- 1979. M/s Humida Chowdhury 14, Badhsa Meah Chowdhury, Road, Chittagong
- 1980. S.M. Leather Export Vill Boro Beraid, Gulshan, Dhaka
- 1981. M/s Hafiz Ice and Cold Storage Gouripur, Daudkandi, Comilla
- 1982. M/s National Light Casting 167-167, Tejaon I/A, Dhaka
- 1983. M/s Ela Fabrics Ltd 96, Sukrabad, Dhaka
- 1984. Well Sitch Fashion Wear Plot No 4, Sector No 8, Uttara Model Town, Dhaka
- 1985. Sun Star (BD) Ltd Daulatpur, Khulna
- 1986. M/s Luna Flour & Oil Mills Ltd 537/1, Kunja Chaya, Nasirabad I/A, Chittagong
- 1987. M/s Lily Garments Industries (Pvt) Ltd 17 Urdu Road, Dhaka
- 1988. M/s Cora Eng. Works (Pvt) Ltd Dhaka Road, Jessore
- 1989. M/s Rajlaxmi Textile Mills Gangar, Madhupur, Tangail
- 1990. Alam Nagar Dockyard 43, Joginagar Road, Wari, Dhaka
- 1991. M/s Parveen Enterprise 385/4 Eksla Market, Khatunganj, Chittagong

To be continued

US seeks overhaul of int'l financial system

WASHINGTON, Apr 15: Seeking to avert future Asian-style economic crises, the Clinton administration unveiled proposals to overhaul the "architecture of the international financial system," reports AP.

At the same time, top administration officials increased pressure on Japan to play a bigger role in resolving the current troubles, with US Trade Representative Charlene Barshefsky complaining Tuesday that "the United States cannot be the only engine of global growth."

The administration's proposals, put forward by Treasury Secretary Robert Rubin, emphasised increasing the amount of data about a nation's financial health that is made public by the International Monetary Fund, bolstering weak banking regulations and pushing efforts to ensure that investors and banks pay the price for risky practices.

Rubin conceded that these issues, especially the proper approach to make investors pay for their mistakes, involved issues of enormous complexity and would likely be resolved only "