

# US trade deficit soars to all-time high

WASHINGTON, Mar 19: The US trade deficit soared to an all-time high of \$17 billion in January as global financial troubles pushed American exports down further while imports of autos, consumer goods and food were climbing to record highs, reports AP.

The Commerce Department reported that the US trade deficit shot up 21 per cent from December's \$14.1 billion level and surpassed the old monthly record of \$16.7 billion set in August.

Economists believe the deficit in 1999 will easily surpass the record \$169.3 billion imbalance set last year as the global financial crisis further depresses the ability of US manufacturers and farmers to sell in world markets.

Commenting on Thursday's report, Commerce Secretary William Daley noted that the decline in US exports was accelerating as the global troubles

that began in Asia have now spread to Russia and Latin America.

"We must all focus on improving economic conditions abroad while ensuring that foreign markets are open to American firms," Daley said at a briefing.

Other reports Thursday showing low inflation and continued strong labour markets helped push stocks and bond prices higher on Wall Street.

In addition to the loss of markets for US exporters, the plunge in Currency Values and recessions overseas triggered a flood of products into the United States, which has continued to post strong economic growth despite the global troubles.

That strong growth has sent US unemployment to its lowest level in three decades despite the fact that manufacturing has eliminated 337,000 jobs over the past year.

In a separate report Thursday, the Labour Department said the exceptionally good labour conditions are continuing with the number of Americans filing first-time applications for unemployment benefits holding under 300,000 for the seventh consecutive week — the longest such streak since 1974. Claims last week were 298,000, up 6,000 from the previous week.

And the US economy has been benefits from the overseas troubles, especially on the inflation front where the flood of cheaper imports and weakened global demand for commodities such as oil has dampened prices.

Confirming that trend, the Labour Department said Thursday that consumer prices edged up just 0.1 per cent in February, leaving prices so far this year rising at a rate of just 1.1 per cent, even better than last year's 1.6 per cent.

## 'Oil price hike won't solve all OPEC problems'

PARIS, Mar 19: OPEC has managed to give a boost to oil prices before its regular meeting in Vienna even starts on Tuesday by promising further output cuts but for some experts the oil price is the least of their problems, reports AFP.

The real question is how the Organisation of Petroleum Exporting Countries copes in the longer term as new technology cuts production costs and possible offers alternative energy sources, said Peter Bogin at Cambridge Energy Research Associates (CERA).

"How does OPEC respond to that... that is the problem not the oil price," he told the agency.

International Monetary Fund Managing Director Michel Camdessus also warned Thursday that oil producers should not imagine all their problems were solved by the rise in oil prices following promise last week to cut global output by some two million barrels a day from April 1.

My message to oil producers wherever they are is clear, do not delude yourselves. Oil prices will perhaps rise but in real terms, the increase will not be significant, Camdessus said in an interview with Les Echos Newspaper.

It is vital that they do not re-

lax their efforts to diversify and reform their economies, he added.

"The era of the one commodity economy is over" but most oil producers with the exception of the United Arab Emirates do not seem to have realised it yet, Bogin said.

In any case the oil price is cyclical, analysts say so even if prices rise now they will fall again at some points in the future leaving the oil producing economies with the same problems again.

Saudi Arabia, the world's largest oil producer with daily production of eight million barrels per day and proven reserves of 261 billion barrels, relies on oil revenue for 35-40 per cent of gross domestic product and saw its economy contract 10.8 per cent last year as a result of the price fall.

Venezuela which receive two thirds of its annual foreign exchange income from oil is expecting its economy to shrink eight per cent this year unless prices improve.

But most OPEC members take a "short-term view" just make it through the right sort of thing, launching from crisis to crisis as the price cycle evolves, said Leo Drollas of the Centre for Global Energy Stud-

ies in London.

If the new costs manage to push oil prices up to 15-17 dollars a barrel by the end of the year they will be happy, Drollas said they do not have a longer term view.

And while countries such as Venezuela and Iran might manage to successfully diversify their economies Saudi Arabia and Kuwait would have difficulty since they have little else in the way of resources, he said.

"Until the Saudis in particular turn things away from relying so much on oil, the oil price cycle will continue and this is likely to go on for many years yet, Drollas said.

Analysts see oil prices rising to 15-17 dollars a barrel by the end of the year if the latest cut hold and this should be enough to go OPEC budgets back on track, they say.

Prices rose to six month highs on the London market on Thursday as traders took on board the idea that oil producers were serious about taking more oil off the market.

But the root of the current problem is low demand not high supply and at some point if prices firm strongly there will be an increasing temptation to respect the cuts and output could rise again, analysts warned.

## Peoples Insurance branch managers' confce held

The annual Branch Manager's Conference of Peoples Insurance Company Limited was held Thursday at a city hotel, says a press release issued in city yesterday.

The conference was presided over by Amir Humayun Mahmud Chowdhury, Chairman of the Board of Directors of the company.

Former Chairman Giasuddin Ahmed and Nazmul Ahsan Khaled, Managing Director Syed Zahurul Haq and Executive Director M Mahfuzur Rahman also addressed the conference.

Amir Khasru Mahmud Chowdhury, former Chairman, and Golam Faruk Ahmed, Director of the company, were also present.

The conference discussed the business performance of the branches during the year 1998 and also announced the target for 1999.

## DCCI training on import, indenting procedures ends

The 5-day training course on 'Import and Indenting Procedures' organised by the Human Resources Development Programme (HRDP) of the Dhaka Chamber of Commerce & Industry (DCCI) at its Training Centre recently, says a press release.

Topics included in the course were introduction to import trade in Bangladesh, Formalities and Legal Documents for Operating an Import House, Importing Business in Bangladesh, Market Exploration and Appraising the Principals/Suppliers/Manufacturers for the Imported Products and Indenting, How to Collect Proforma Invoice/Indent and Formalities of Opening the L/C, Marketing in Import Trade, Duties & Taxes for Importable Products in Bangladesh, Functions of C&F Agents, International Tender — Types and Techniques of Handling, Indenting in Private Sector, Negotiation for Commission and Realisation of the Import.

In all, 38 participants from different private organisations attended the training course.

Inaugurating the course, DCCI President M H Rahman said the training programme was one of its many other programmes aimed at developing private entrepreneurship in the country.

DCCI Director Khandker A Salam distributed certificates among the participants of the course.

Resource Person of the course and Managing Director of Shadow International Ltd, M Bashir Ullah Bhuiyan, Project Manager of Business Advisory Service (BAS) Project, Md Emadul Haque, and concerned officials of DCCI were present on the occasion.

## Clinton announces new debt-relief drive

WASHINGTON, Mar 19: President Clinton called for debt relief for the heavily-indebted poorest countries (HIPC) that could result in forgiving an additional \$70,000 million in debt, if fully implemented, says a USIS press release issued in city Thursday.

The president's proposal extends the US commitment to providing more relief, more quickly to a broader range of heavily-indebted poorest countries that have strong reform programmes, the White House said on March 16.

Additionally, the White House said that if all HIPC-eligible countries qualify, these proposals would reduce an additional \$3,000 million in US bilateral debt more than under the current initiatives, and would leverage nearly \$70,000 million in additional debt relief from other creditors.

Clinton called on the international community to pursue a comprehensive approach to debt relief for the heavily-indebted poorest countries — the HIPCs.

Following are the key elements of Clinton's initiative, and the US will work with its colleagues in the G7 to implement these proposals.

Front-loaded relief: Focus on early cash flow relief by the international financial institu-

tions, in conjunction with on-going forgiveness of cash flows by the Paris Club, to accelerate relief from debt payment burdens without undermining the incentive for sustained economic.

Deeper debt reduction: Complete forgiveness of bilateral concessional debt up to 90 per cent and in exceptional cases on a broader base of debt.

Avoid future debt problems: Seek international commitment to provide at least 90 per cent of new aid to HIPC countries on a grant basis.

Exceptional relief in exceptional cases: Deeper debt reduction in exceptional circumstances to those countries where it can make a real difference.

Innovative approaches: To channel resources from HIPC receiving debt reduction from debt service into education or environmental protection, using innovative financial instruments like debt-for-nature swaps; and take new approaches to promote reconstruction in countries emerging from protracted conflicts.

New financing: Gold sales by the IMF, additional contributions to the World Bank's HIPC Trust Fund and other creative approaches to help meet the costs of this initiative.

## Major Japanese banks to slash investment

TOKYO, Mar 19: Major Japanese companies plan to slash their capital investment by 5.3 per cent in the next fiscal year, marking the third consecutive year of decline, a government-run bank survey showed Friday, reports AP.

Combined capital spending by manufacturing and non-manufacturing companies is projected at 26.23 trillion yen (\$224.2 billion) for the new fiscal year beginning April 1, the Japan Development Bank said.

"There are hardly any bright factors in sight, especially in the manufacturing sector," said Masahiko Komori, deputy director of the bank's Economics and Industrial Research Department.

The planned cuts come just as the government has been touting the view that Japan's recession-hit economy may be about to start recovering.

The Economic Planning Agency said in its recent monthly report that the nation's economy was gradually bottoming out, citing some signs of improvement in spending for housing.

On Wednesday, Japan's Parliament enacted a 81.86 trillion yen (\$693.7 billion) national budget for fiscal 1999, including 9.43 trillion yen (\$80.6 billion) in new public works, to bail the nation's economy out of its worst recession in decades.

Komori said it will be the first time since 1971 that capital spending at major Japanese manufacturers is projected to fall in all 14 industrial categories surveyed. Aggregate spending by the manufacturing companies is expected to fall a substantial 10.1 per cent, he said.

Automakers, which had increased capital investment for four consecutive years through 1998, plan to cut it by 4.2 per cent. Spending by steel makers is projected to fall by 17.8 per cent in the new fiscal year through March 2000.

The findings were made after the Japan Development Bank conducted a survey on Feb 20, covering 2,791 combined capital investment of all industries is predicted to decline 3.5 per cent, the government-financed bank said.

## Two Japan securities cos negotiating merger

TOKYO, Mar 19: New Japan Securities Co. and Wako Securities Co. are in the final stage of negotiations for a merger that would catapult the new company into the ranks of Japan's premier securities houses, Japanese media reported Thursday, reports AP.

If the merger is carried out, the resulting entity would have about 9 trillion yen (\$76 billion) in financial assets, bringing it to the scale of first tier companies like Nomura Securities Co, Daiwa Securities Co and Nikko Securities Co, the Yomiuri newspaper said.

Both companies said in press statements that they are considering a merger, but have not struck a deal.

"As we construct our strategy for the future, (a merger) is one of our options, but at the present moment nothing has been decided," Wako said in its statement.

New Japan, which released a similar statement, had scheduled a news briefing Thursday, but later canceled it.

The brokerages are both affiliated with the Industrial Bank of Japan Ltd, which would increase its investment to own 25 per cent of the new brokerage, the Nihon Keizai financial daily said.

The companies will slash a total of 2,000 jobs to leave a

workforce of about 5,000. The firms will withdraw from foreign business and consolidate domestic branches to around 90, from the current 127, the Nihon Keizai said.

New Japan will be the surviving entity from the merger, which was expected to take place in April 2000. The companies have yet to decide on a management lineup and merger ratio, but the latter will be more or less equal, the Yomiuri said.

In reaction the report, the Tokyo Stock Exchange halted trading in shares of the two second tier companies Thursday morning. Trading resumed in the afternoon.

The merged company will focus on retail operations, making a clear distinction from IBJ Securities Co, which emphasizes corporate customers. The two securities companies are likely to come under IBJ's holding company in the future, the paper reported.

Suffering from the sluggish stock market, New Japan Securities has been carrying out cost-cutting measures but posted a pretax loss for the period from October through December, the report said.

Wako Securities, supported by its strong bond raising business, expects to post a parent pretax profit for the full fiscal year ending March 31.

## Weekly Currency Roundup

### Local Market

During last week (March 14-18), high demand for US dollar gradually fell from its zenith and settled in a medium range. Although dollar demand remained unchanged, the range primarily came down a little as the supply situation improved. The scarcity of dollar assuaged due to selling of the greenback by the large nationalised banks. Last week, in the interbank market dollar traded in a range of BDT 48.65 to BDT 48.70.

Trading in the interbank market was insipid and a unit of cash dollar traded between BDT 48.55 and 48.75.

In the money market, the call rate remained in a steady range. Unlike the previous years when spurring up of the call rate to 15 per cent to 20 per cent was an usual phenomenon before the Eid, this year the call rate ranged between 6.5 per cent to 8 per cent. Prudent liquidity management by the government is proving to be quite effective in this aspect.

### International Market

In the international markets, dollar dippled against yen as the Nikkei rallied. Japanese investors are repatriating their assets back to Japan prior to their year end on 31st March. The market players ignored Japanese Vice Minister Sakakibara's comment that excessive yen strength is undesirable as yen registered significant gain against dollar. The market also perceived that overseas investors were investing in medium and long-term assets in Japan as the economy seemed to be rebounding from its comatose state. Euro changed downward side against dollar, as it recouped magnificently from its dwindling state. The market reacted positively on resignation of the 20-member EU commission. The pound sterling was bullish as the possibility of a further rate cut seems rather remote in the present scenario.

— StanChart Bank

## Shipping Intelligence

### CHITTAGONG PORT

Berth position and performance of vessels as on 18.3.99

Berth No	Name of vessels	Cargo	L port call	Local agent	Date of leaving arrival
J/1	Eseo Virgo	Rice (P)	Bang	Rainbow	2/3 21/3
J/2	Vitality Kruchina	Rice (P)	Viza	SMSL	2/2 20/3
J/3	Hill Pleanty	Rice (P)	Bank	Ancient	1/2 22/3
J/4	Grigory Kovalchuk	Urea	-	USTC	R/A 22/3
J/5	Steaan Gyts	Q	Mum	Cross	1/3 19/3
J/6	Sea Ballo	RSeed	P Kem	Litmond	4/3 21/3
J/7	Eseo Argo	Q	Jaka	Prog	11/3 18/3
J/8	Banglar Urm	Rice (P)	-	BSC	R/A 18/3
J/9	Sarah-1	Rice (P)	Kara	SMSL	7/3 21/3
J/10	Maria-G	Rice (P)	Viza	AMBL	1/3 22/3
J/11	Sea Coral	Rice (P)	Kand	USTC	17/2 26/2
J/12	Eagle Prosperity	Cont	Sing	RSL	14/3 20/3
J/13	Kota Singa	Cont	Sing	Pil (BD)	11/3 18/3
CCT/1	Abuja	Cont	Col	Baridhi	11/3 19/3
CCT/2	Sin Hai	Cont	Sing	RSL	10/3 18/3
CCT/3	Bunga Mas Lapan	Cont	P. Kel	EOSL	16/3 20/3
RM/14	Sun Ocean	Cement	Indo	USTC	8/3 22/3
RM/15	Albatross-III	Rice (P)	Kand	SMSL	16/2 19/3
CGJ	BUFI	C. Clink	Bank	RML	11/3 26/3
CGJ	Golden D	Wheat (G)	K. Dia	Lams	R/A 20/3
TSP	Good Faith	R. Phos	China	Cosmos	11/3 25/3
RM/3	Youngling	Cement	Pada	ABTL	7/3 23/3
Rn/4	Pranadya Dwitya	F. Oil	sing	CTPL	16/3 18/3
DD	Banglar Robi	Repair	-	BSC	R/A 20/3
DDJ/1	Tanary Star	IDLE	Para	PSAL	-
RM/8	Sea World	Repair	-	CCNL	R/A -
RM/9	Banglar Gourab	Repair	-	BSC	R/A 22/3
P Jetty	Tug Ocean Silver-8	-	-	ILAPSL	R/A -
CUFJL	Mary Nour	Cement	Pada	BRL	15/3 26/3

### Vessels due at outer anchorage

Name of vessels	Date of arrival	L port	Local agent	Cargo	Loading port
Bi Ryu Gang	21/3	-	USTC	Cement	-
Osong San	18/3	Indo	SSTL	Cement	-
Darya Ma	18/3	Cal	MSA	Wheat (P)/GI	-
Halina	18/3	-	MHCSSL	Rice (G)	-
Makmur Perkasa	22/3	-	USTC	Cement	-
Meghna (Cont) 2/3	19/3	Sing	BD Ship	Cont	Sing
Ultima (Cont) 11/3	18/3	Col	QCSL	Cont	Sing
Banga Biraj (Cont) 28/2	19/3	Sing	BD Ship	Cont	Sing
QCSL (Cont) 3/3	18/3	Sing	QCSL	Cont	MGL
State of Gujarat	19/3	-	-	Oil	-
Acala (Cont) 11/3	19/3	Sing	RSL	Cont	Sing
Peleas-K	20/3	-	USTC	Cement	-
Surabaya Express (48) 11/3	19/3	Bang	MBL	GI (ST. Coll)	-
Mayaram	19/3	-	SSLL	GI	-
Seacross	19/3	Okri	JF	Scraping	-
Makassar Express (Cont) 10/3	29/3	Col	Baridhi	Cont	Col
Xpress Resolve (Cont) 14/3	22/3	Sing	RSL	Cont	Sing
Bahri Teguh (Cont) 15/3	21/3	Sing	RSL	Cont	Sing
Giorgis	21/3	Vanc	OWSL	Wheat (G)	-
Dragon Brani (Cont) 14/3	22/3	Sing	NOL	Cont	Sing
Kota Naga (Cont) 11/3	21/3	Sing	Pil (BD)	Cont	Sing
Sea Falcon	21/3	-	PSAL	Rice	-
Liyong Gun Bong	22/3	-	PSAL	Cement	-
Eka Lestari	22/3	-	PSAL	C. Clinker	-
Sea Amelita	22/3	-	Porg	GI	-
Ingenuity (Cont) 17/1	23/3	Sing	RSL	Cont	Sing
Kota Cahaya 15/3	24/3	Sing	Pil (BD)	Cont	Sing
Dragon Kallimantan (Cont)	15/3	Sing	NOL	Cont	Sing
Bharatendu (48) 14/3	26/3	-	SSLL	GI (ST. Coll)	-
Banga Biraj (Cont) 15/3	27/3	Sing	BD Ship	Cont	Sing

### Tanker due

Name of vessels	Date of arrival	L port	Local agent	Cargo	Loading port
Sotice Excel	18/3	Sing	ECSL	-	-
Koo Yong	19/3	Sing	ECSL	HSD	-
Stavanger Pride	18/3	Sing	ECSL	HSD	-
Hektor	15/3	Thai	MBL	Ammonia	-

### Vessels at Kutubdia

Name of vessels	Cargo	L port	Local agent	Date of arrival
Seabulk Command	-	-	IFS	R/A (25/10)

### Vessels at outer anchorage:

#### Ready on:

Name of vessels	Cargo	L port	Local agent	Date of arrival
Sea Coral	Rice (G)	Kand	USTC	17/2
Conny	CDSO	R Union	Seacom	19/2
Xing Ye	Rice (G)	Hald	MHCSSL	20/2
Chettuned Tradition	Wheat (G)	P Side	LSC	18/2
Pacific Carrier	Wheat (G)	Suez	ANCL	21/1
You Yue	Rice (G)	Kand	USTC	28/2
Grazia	CDSO	Darb	TSLS	28/2
United	Wheat (G)	Darb	ANCL	3/3
AA Venture	Rice (P)	Kara	CLA	11/3
Nand Rati	Wheat (P)	Sing	AASS	10/3
Ocean Reyna	GI	Yang	Everett	12/3
Triumph Hong Kong (48)	GI	Sing	RML	14/3
Eagle Prosperity (Cont)	Cont	Sing	RML	14/3
Topaz	Wheat (G)	K Dia	Lams	R/A (14/3)
Sibirsk	Cement	Pada	PSAL	15/3
Shun An	GI	Sing	RML	15/3
Bunga Mas Lapan (Cont)	Cont	P. Kel	EOSL	15/3
Bunga Mas Lima (Cont)	Cont	P. Kel	EOSL	15/3
Orien Glory	GI	Yang	BSC	16/3
Banglar Kakoli	GI	Male	BSC	16/3
Bunga Mas Enam	Cont	P. Kel	EOSL	17/3
Buxamoon	Cont	Sing	QCSL	17/3
Banglar Shikha	Cont	Sing	BSC	18/3
Banglar Moni	Cont	Sing	BSC	18/3
Banglar Shobha	Wheat (G)	-	LAMS	R/A (9/3)
Ervillea	Hsd	Sing	ECSL	16/3
Viva treasure	Cement	Pada	USTC	14/3
Ma Cho	Urea	Sing	Rainbow	5/3

### Vessels not ready:

Kim Dong	Rice(P)	Para	MSL	24/1
Dewan-1	Rice(P)	Kara	RML	17/3
haci Restt Kalkavan	Cement	Sing	PSAL	17/3
Sun Shin				P/A(18/3)