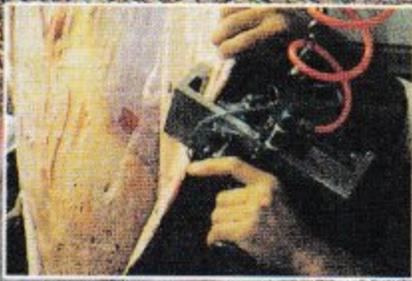


# TRADE INFORMATION JOURNAL



**EXPORT PROMOTION BUREAU  
BANGLADESH**

## TRADE INFORMATION

### JOURNAL

Vol. VII No. 2  
Oct-Dec; 1999

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**ABSOLUTE**  
LEATHER PRODUCTS

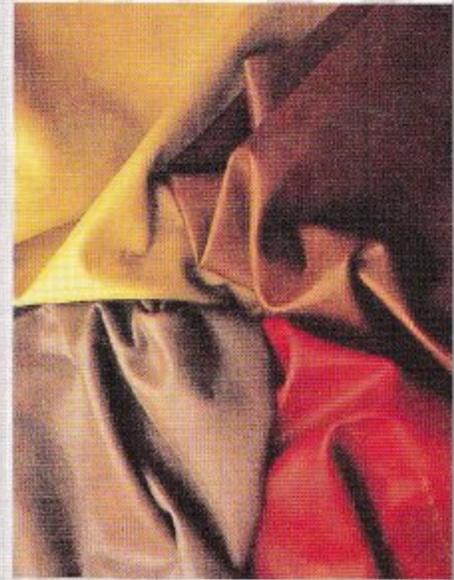
## LEATHER INDUSTRY IN BANGLADESH

( A projection by 2010 AD )

Jalal Uddin Ahmed (Leather Expert)  
Dy. General manager, BSCIC

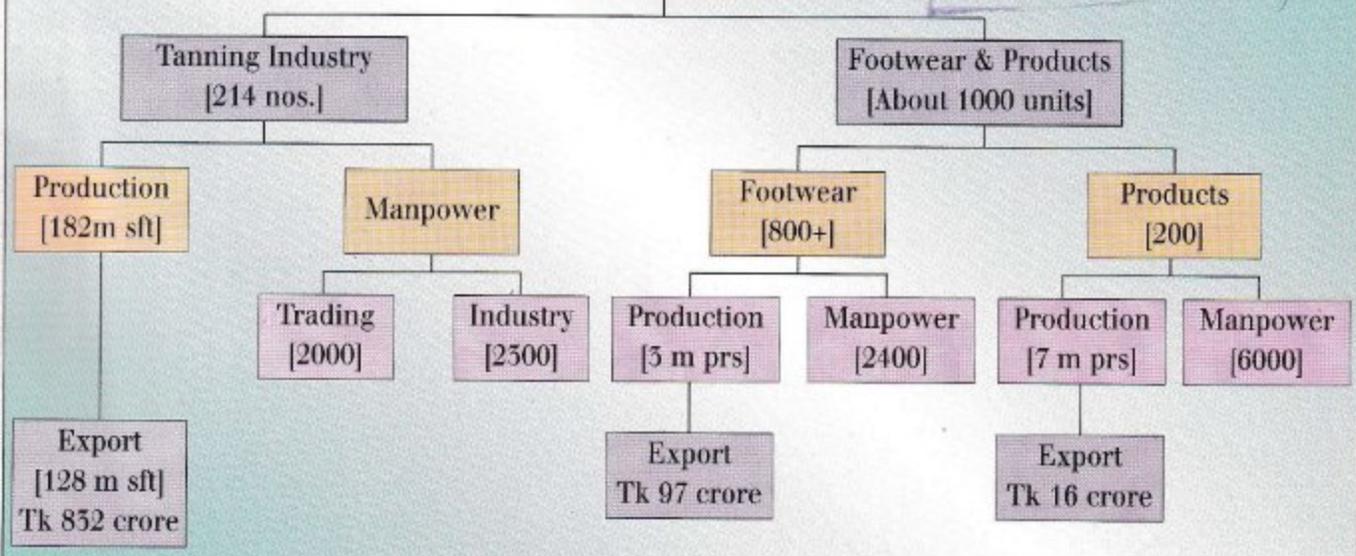
**L**eather industry is a indigenous raw material based industry in Bangladesh. It has got an extra validity to prosper. So it needs to stand on its own infrastructure. Entrepreneurs/Enterprises should take initiative to establish a new leather industrial infrastructure to boost up its production. Production process and productivity. Government should take a clear concept for the development of this vital sector. Both the entrepreneurs and government are to think for increase of export earning, create employment generation, contribution to GDP, value additional and environmental control of this sector by which our socio-economic infrastructure can stand on its own foot.

Presently the leather industry in our country is operating in unplanned way and scattered through-out the country. Around 214 nos. tannery in our country are in numerical figure. But in actual the major portion are sick or not in operation due to their inadequate competitive infrastructure in present context. The present production position of the above industries remain 182 m sft. out of which 128 m sft are being exported.



**Table-1**

### Leather Industry



The following table shows the graphical picture of our leather industries subsector scenario:

With this scenario we earn around Tk 1000 Crore from this sector by export earning. It could be doubled or tripled by a planned and pragmatic establishment of leather, leather goods and footwear industries in a separate industrial infrastructure (leather industrial estate)

The following could be a projection guideline for leather, leather-goods and footwear industries as well as its productivity, export earning and employment generation by the year 2010 AD.

Sector	No. of Units	Production msft	Domestic uses m sft	Available for Export m US\$	Export Earning	Employment Generation		
						Admn & Trading	Production	Total Nos
Tanning Industry for Leather Processing	250	500	45	128 (Finished Leather)	256.00	2500	42500	45,000
Sub-Sector								
Leather Goods	500	35 (14 m pcs)	5	50 (10.57 m pcs)	84.50	2500	47500	50,000
Leather Garments	400	60 (2 m pcs)	10	50 (1.8m pcs)	180.00	2000	40400	42,400
Leather Footwear	400	77 (30m pairs)	30	47 (18m pcs)	216.00	5200	91600	94,800
<b>Total</b>	<b>1550 nos</b>	<b>500 m sft</b>	<b>(45 m sft)</b>	<b>255 m sft)</b>	<b>736.50 m US\$</b>	<b>10,200</b>	<b>222,000</b>	<b>232,200</b>

N.B: The above projection is a model. Number of units may vary on investments. But it must be given priority to setup SMIs in this field to generate more employment.

## DHAKA INTL. LEATHER FAIR '2000

### Welcome To DILF 2000



**E**xport Promotion Bureau and Bangladesh Finished Leather, Leather Goods and Footwear Exporters' Association heartily welcome you to the 2nd Dhaka Int'l Leather Fair 2000 (DILF 2000) scheduled from 27-29 January 2000 at Pan Pacific Sonargaon Hotel, Dhaka. After the successful holding of 1st Int'l leather Fair in January 1999 at Dhaka, the upcoming fair in 2000 is likely to generate more enthusiasm among the buyers and sellers of crust/finished leather, leather goods and leather footwear. This fair is expected to be more focussed in South East Asia region with the beginning of new millennium.

### Achievement Of DILF 1999

The country's first ever Int'l leather fair organised at Hotel Sonargaon between 27-29 January '99 met with resounding success with the participation of good number of foreign firms from Germany, Italy,

Singapore, Australia, India and Pakistan as exhibitors alongwith a large number of local firms. More than three hundred foreign visitors / buyers / importers from 25

countries like Japan, France, Italy, Germany, UK, Spain, USA, Yugoslavia, Singapore, Brazil, Hongkong, Australia, Argentina, South Korea,

UAE, Uzbekistan, Thailand, China, Philippine, Malayasia, India, Pakistan and Srilanka attended the fair. Substantial order relating to export of leather and leather goods were obtained during the fair.



### Brief on leather & leather products

Leather and leather products have traditionally been an integral part of our products for export. In the past two decades, particular attention was paid to the development of infrastructure of the leather industry of Bangladesh. Utilising the state of the art technology of leather with abundant raw materials and inexpensive skilled labour, leather is now playing an important role in building foreign exchange reserve for the country. Export of leather and leather products (including footwear

earned US\$ 168 million for Bangladesh in the fiscal year 1998-99.

Bangladesh is now capable of producing 180 million sq. ft. of leather annually. World's finest quality goatskin of a very fine and smooth grain pattern is produced in the country alongwith cow leather of excellent natural compact fibre structure with a round feel and touch. More than eighty percent of the country's annual production is exported worldwide as semi-finished/finished leather, leather goods, footwear and accessories.

The quality of footwear, leather goods and accessories has



significantly improved during the last one decade. There are 15 large scale modern shoe factories engaged in the production of high quality footwear, while 2500 smaller footwear units spread all over the country, are producing for the domestic market. Over 50 manufacturers are producing various leather items such as travel goods, suitcases, briefcases and fashion accessories alongwith belts, wallets, handbags and card holders etc for overseas export.

### *The EPB*

The Export Promotion Bureau has been playing an integral role in promoting Bangladesh's exports through a wide range of activities. In



association with Bangladesh Finished Leather, Leather Goods and Footwear Exporters Association, the EPB

offers participants key opportunities such as arranging buyer-seller meetings, discussions and visits to local tanneries and related manufacturing units.

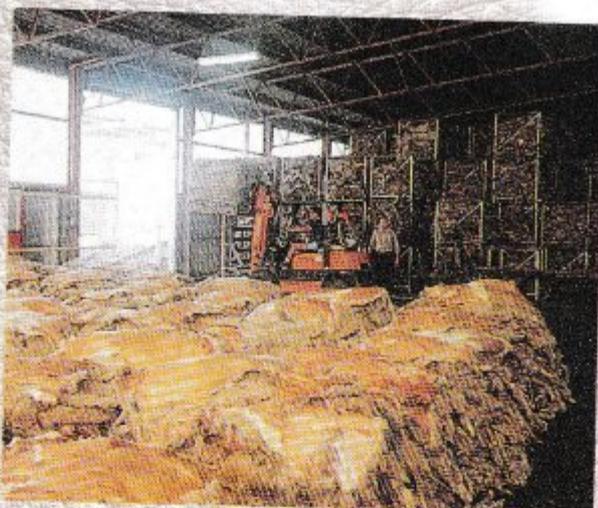
### *Programme*

January 27 : Inauguration at 10 A.M.  
Visiting Hour 11 A.M. to 7 P.M.

January 28-29 : 9 A.M. to 7. P.M.

### *Dhaka's Air Links*

Dhaka is well connected with major cities of Asia, Europe and America. The National Flag Carrier Biman Bangladesh Airlines has



convenient international connections. On arrival at ZIA International Air Port, Dhaka, please contact DILF 2000 personnel, who will arrange free transport to the hotels. Other Air Lines also connect Dhaka city from various destinations. Also suitable air communication exists between Dhaka & Madras.

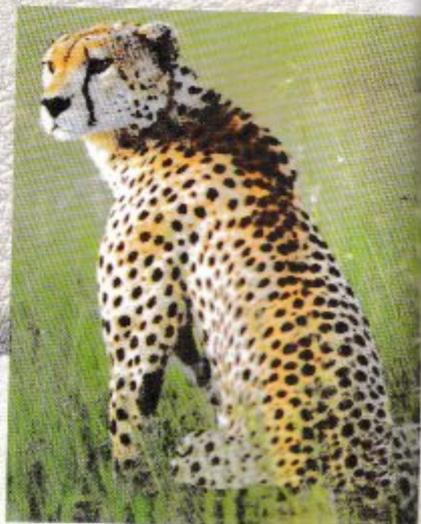
**For Details Please Contact**

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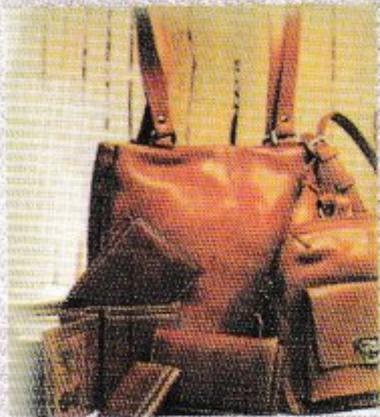
### *Association Corporate Office*

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Bangladesh Finished Leather, Leather  
Goods and Footwear Exporters' Association  
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02-866901, 866902  
E.Mail : dilf@bol-  
online.com  
Web page:  
www.citechco.net/dilf



**Information for foreign exhibitors**

12000 Sft. Air conditioned exhibition floor will contain more than 70 Stands of (2.4 M x 2.4 M) 5.76 Sq. Metre each. Each stand will cost US\$ 750 would be payable in advance through Bank Draft TT in favour of Bangladesh Finished Leather and Leather Goods Exporters Association (BFLLEA) to Rupali Bank Limited, Dhanmondi Branch, Dhaka, SB Account No-5421 on or before 15th Nov. 1999.



**LEATHER AND LEATHER GOODS FROM BANGLADESH**

**F**rom time immemorial, the arts and crafts of Bangladesh are closely linked to our culture and heritage. After the emergence of an independent Bangladesh in 1971, the leather industry received a fresh impetus in the past two decades. The Leather Industry of Bangladesh has been given particular



attention for developing its infrastructure. By combining the latest in leather technology with abundant raw materials and inexpensive skilled labour, leather and leather products are now playing an important role in earning foreign exchange for the country. Export of Leather and Leather

goods (including Footwear) earned US\$228 Million for Bangladesh in the fiscal year 1997-98.



Bangladesh is capable of producing 180 Million sft of Leather annually. The industry also produces the world's finest quality goatskin of a very fine and smooth grain pattern.

Country's cowleather has excellent natural compact fibre structure with a round feel and touch. More than eighty percent of the country's annual

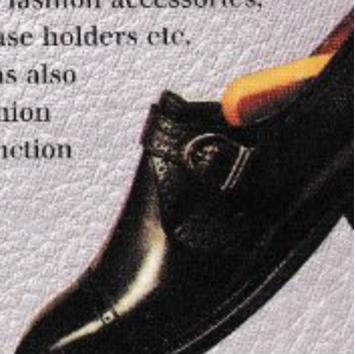
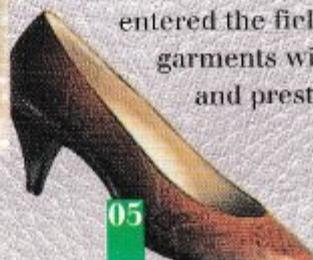


production is exported worldwide as semifinished/ finished Leather, footwear and accessories.

Footwear and Leather accessories had indeed made great strides during the

decade. There are 15 large scale modern shoe factories engaged in the production of high quality footwear with 2500 smaller footwear units spread all over the country. These units are producing for the domestic market. Over 50 manufacturers are producing various Leather items such as travel goods, suitcases, briefcases and fashion accessories, alongwith belts, wallets, hand bags, case holders etc.

for overseas export. Bangladesh has also entered the field of Leather fashion garments with items of distinction and prestige.



## SOME MANUFACTURERS & EXPORTERS OF CRUST, FINISHED LEATHER

- |  |  |
|--|--|
| <p>01. M/s Apex Tannery Ltd.<br/>Dhaka Chamber Building<br/>65-66, Motijheel C/A (2nd floor)<br/>Dhaka.<br/>Fac. 127 Hazaribagh, Dhaka.<br/>Tel : 88-02-9551205, 9560766<br/>Fax : 88-02-9562386</p> <p>02. M/s Ayub Brothers<br/>Tannery Ltd.<br/>145/1, Hazaribagh, Dhaka.<br/>Tel: 88-02-866518</p> <p>05. M/s Amin Tannery Limited<br/>60/1, Hazaribagh, Dhaka<br/>Tel : 88-02-860475, 506981</p> <p>04. M/s Anwar Tannery (Pvt.) Ltd.<br/>104, Hazaribagh, Dhaka<br/>Tel : 88-02-9664078, 506168</p> <p>05. M/s Bangla Tan Leather Products<br/>148/5, Hazaribagh, Dhaka.<br/>Tel : 88-02-505502, 500905<br/>Fax : 88-02-8115485</p> <p>06. M/s Bay Tanneries Limited<br/>21, Hazaribagh, Dhaka.<br/>Tel : 88-02-8114445, 8111466<br/>Fax : 88-02-8115581</p> <p>07. M/s Bikrampur Tannery Limited<br/>180/2, Hazaribagh, Dhaka<br/>Tel : 88-02-502950</p> <p>08. M/s Bengal Peli Export Company<br/>Hazaribagh, Dhaka<br/>Tel : 88-02-9122452, 500197<br/>Fax : 88-02-8115215</p> <p>09. M/s Brother Chemical Ltd.<br/>9/1, Gaujmahal,<br/>Hazaribagh, Dhaka<br/>Tel : 88-02-9551725, 501622<br/>Fax : 88-02-9561895</p> <p>10. M/s Bengal Leather Com. Ltd.<br/>147, Hazaribagh, Dhaka.<br/>Tel : 88-02-9660284, 8614077</p> <p>11. M/s Crescent Tannery Limited<br/>145, Hazaribagh, Dhaka.<br/>Tel : 88-02-504467, 9663659<br/>Fax : 88-02-9120065</p> <p>12. M/s Dhaka Hide &amp; Skins Ltd.<br/>147, Hazaribagh, Dhaka.<br/>Tel : 88-02-8611265, 9669849<br/>Fax : 88-02-8613515</p> <p>15. M/s Dhaka Tanneries Limited<br/>124, Hazaribagh, Dhaka.<br/>Tel : 88-02-8615179, 8615565</p> <p>14. M/s F.K. Leather Complex Ltd.<br/>95/3A, Hazaribagh, Dhaka<br/>Tel : 88-02-502411, 506921</p> | <p>Fax : 88-02-868568</p> <p>15. M/s Green Arrow Tannery<br/>155, Hazaribagh, Dhaka.<br/>Tel : 88-02-505650, 8614182<br/>Fax : 88-02-8614182</p> <p>16. M/s H&amp;H Leather Industries Ltd.<br/>House # 69, Road # 8/A<br/>Dhanmondi R/A, Dhaka.<br/>Tel : 88-02-9115776, 9111209<br/>Fax : 88-02-8115348</p> <p>17. M/s Helal Tannery<br/>74, Hazaribagh, Dhaka<br/>Tel : 88-02-866505<br/>Fax : 88-02-9665981</p> <p>18. M/s. H.B. Tannery Ltd.<br/>House # 69, Road # 8/A<br/>Dhanmondi R/A, Dhaka<br/>Tel : 88-02-8111526, 9111209<br/>Fax : 88-02-8115348</p> <p>19. M/s. International Tannery<br/>Hazaribagh, Dhaka<br/>Tel : 88-02-504401</p> <p>20. M/s. Haroon Leather Ltd.<br/>18, Kemal Atatürk Avenue<br/>Banani C/A (6th floor)<br/>Dhaka-1215<br/>Tel : 88-02-8824976, 8821024<br/>Fax : 88-02-886114</p> <p>21. M/s. Jamila Tannery Ltd.<br/>112, Hazaribagh, Dhaka.<br/>Tel : 88-02-508466<br/>Fax : 88-02-8119952</p> <p>22. M/s Javed Tannery<br/>119, Sher-e-Bangla Road<br/>Hazaribagh, Dhaka<br/>Tel : 88-02-8117674 (Res)</p> <p>25. M/s Karim Leathers Limited<br/>180, Hazaribagh, Dhaka<br/>Tel : 88-02-8616584, 8611286<br/>Fax : 88-02-8615274</p> <p>24. M/s. Kalam Brothers Tannery Ltd.<br/>109/2, Hazaribagh, Dhaka<br/>Tel : 88-02-8618556, 506610<br/>Fax : 88-02-9662464</p> <p>25. M/s Kid Leather Ind. Ltd.<br/>62/1, Purana paltan,<br/>Motijheel, Dhaka.<br/>Fac. 19, Sher-e-Bangla Road<br/>Hazaribagh, Dhaka<br/>Tel : 88-02-9563494, 9563455<br/>Fax : 88-02-9563501</p> <p>26. M/s Lexco Limited<br/>146, Hazaribagh, Dhaka<br/>Tel : 88-02-9669597, 505502<br/>Fax : 88-02-8615151</p> |
|--|--|

**SOME MANUFACTURERS & EXPORTERS OF LEATHER GOODS,  
FOOTWEAR, LEATHER GARMENTS ETC.**

01. M/s Apex Footwear Limited  
Dhaka Chamber Building  
65-66, Motijheel C/A (2nd floor)  
Dhaka  
Tel : 88-02-9560236, 9566181-5  
Fax : 88-02-9562389
02. M/s Apex Leathercraft Limited  
Dhaka Chamber Building  
65-66, Motijheel C/A (2nd floor)  
Dhaka  
Tel : 88-02-9560236, 9551117  
Fax : 88-02-8816814
03. M/s Alamin Brenton Leather  
Goods Limited  
70, Dilkusha C/A, Dhaka.  
Tel : 88-02-9566025-6, 9564507  
Fax : 88-02-9564512
04. M/s Bata Shoe Co. Bangladesh Ltd.  
Tangi I/A, Ghazipur, Dhaka.  
Tel : 88-02-9800501-5, 9800513,  
Fax: 88-02-9800511
05. M/s Comfort Footwear Ltd.  
86, laboratory Road  
Dhaka-1205  
Tel : 88-02-8612415, 500516  
Fax : 88-02-8612415
06. M/s Crystal Corporation Ltd.  
Shilpo Plot-9, Block-C  
Tajmahal Road, Mohammadpur,  
Dhaka  
Tel : 88-02-325449  
Fax : 88-02-815548
07. M/s Crown Leather Products Ltd.  
179, East Kafrul, Dhaka.  
Tel : 88-02-9880799, 837259  
Fax ; 88-02-8824170
08. M/s Continental Footwear Ind. Ltd.  
240, New Elephant Road, Dhaka.  
Tel : 88-02-8616239, 8612408  
Fax : 88-02-8613695
09. M/s Dhaka Footwear Ltd.  
147, Hazaribagh, Dhaka.  
Tel : 88-02-504987, 8611263  
Fax : 88-02-8615515
10. M/s Desma Shoe Industries Ltd.  
10, Kazi Nazrul Islam Avenue  
(2nd floor) Karwan Bazar, Dhaka.  
Tel : 88-02-8114053, 8110782-5  
Fax: 88-02-8114536
11. M/s Dhaka Leather Crafts  
147, Hazaribagh, Dhaka.  
Tel : 88-02-9664705-07
12. M/s H.N. Shoe Limited  
House # 69, Road # 8/A  
Dhanmondi R/A, Dhaka  
Tel : 88-02-9111209
13. M/s Inter Fashion Leather &  
Footwear Ind. Ltd.  
Dhaka Chamber Building  
3rd Floor, Room- 410  
65-66, Motijheel C/A, Dhaka  
Tel : 88-02-9560591, 9567986  
Fax : 88-02-9560866
14. M/s Jennys Shoes Ltd.  
53, DIT Ext. Road  
Naya Paltan, Dhaka.  
Tel : 88-02-8826350, 8824885  
Fax : 88-02-8823372
15. M/s Manzur Industries Ltd.  
Dhaka Chamber Building  
65-66, Motijheel C/A, Dhaka.  
Fac. 127, Hazaribagh, Dhaka.  
Tel : 88-02-9551117, 9566182-3  
Fax : 88-02-9562389
16. M/s Riverside Leather & Footwear Ind.  
(Pvt.) Ltd.  
2/1 R.K. Mission Road, Dhaka.  
tel : 88-02-9563162-5, 9560147-9  
Fax : 88-02-9562405
17. M/s Spectra Leather Goods Ltd.  
Namazi Chamber (1st Floor)  
16, Motijheel C/A, Dhaka.  
Tel : 88-02-9565301, 9564543  
Fax : 88-02-9551017
18. M/s Uttama Leather Products Ltd.  
252, Elephant Road, Dhaka.  
Tel : 88-02-8613160  
Fax : 88-02-8616891

## Cooked shrimp export can fetch Tk 1000cr a year

**B**angladesh has the potential to earn Tk 1000 crore annually through exporting cooked shrimps in addition to Tk 1500 crore earned by exporting primary frozen products especially shrimps.

"Fish processing plants here, instead of selling frozen blocks at cheaper rates, can earn extra 50 to 100 per cent extra money by value addition," The Commerce and Industries Minister Tofail Ahmed said.

Inaugurating an investment seminar on "Export promotion of value-added fisheries products and their sustainable development" at Sonargaon Hotel the minister said value addition in seafood has become obligatory for Bangladesh's exporters to cope up with the present requirement of the developed nations.



Jointly organised by CFC, IFAD, Infolish, FAO and BFEA, the inaugural function of the seminar was also addressed by BFEA Secretary General Amin Ullah, IAD representative Tailai Lu, FAO representative Dr. Ve Crowley, CFC representative Ms. Helga Josupeit, BFDC Chairman Mohammad Shah Alam and INFOFISH Director Dr. KPA Nambiar.

Value addition is a market requirement for institutional users, retail chains and final consumers, which in turn generates more work for the under employed here, the minister said, adding that the value-added products are economical, time saving and easily consumable.

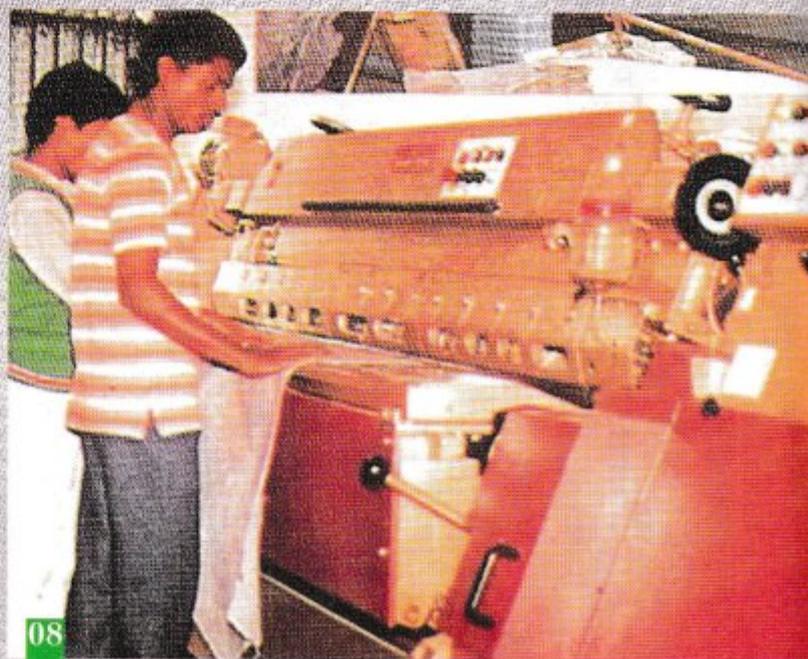
Referring to the 95 per cent of its export earning from frozen primary products, the minister said value-added frozen products would ensure profitability of plant owners and more foreign exchange earning for the nation.

The minister said the government has recently taken up a number of steps to increase fish production of the country through formulation of National fisheries Policy, establishment of hatchery, nursery and fish culture farms, upgrading processing plants as per international standard including HACCAP, US FDA and EU regulations.

So far 54 processing plants out of 122 have been upgraded based on HACCAP and as per EU and FDA regulations, the minister said and called upon the investors to export huge untapped opportunities in producing and exporting value added shrimp products.

Secretary General of Bangladesh Frozen Foods Exporters Association (BFEEA) M. Amin Ullah said the demand for value added products had tremendously increased in the international market as the people in the developed countries do not enough time to cook.

People in the developed countries now want to get their desired products ready to cook or





ready to eat, he said and emphasised the need for both vertical and horizontal expansion of shrimp farming and increase production of value-added products as per the demand.

Bangladesh is now producing shrimps on 1.4 lakh hectares with per hectare yeild of only 200 kg agains 2500 kg in Thailand, the BFFEA secretary General said.

### *EPB team to visited N America to explore markets*

**A** 21-member business development mission organised by the Export Promotion Bureau (EPB) visited North America during September 27 to October 7.

The mission was sent under the technical and financial assistance of the Commonwealth Fund for Technical Co-operation (CFTC) of the Commonwealth Secretariat based in London.

The delegation members represented sectors like readymade garments, leather goods including shoes and specialised textiles including textile fabrics.

EPB Vice-Chairman Anwarul Bar Chowdhury led the mission.

During the North America trip, the mission members met potential buyers, importers and buying houses in Montreal, Toronto, New York, Chicago, Miami on a pre-arranged programme drawn up by a Canadian consultancy firm appointed in this connection by the CFTC.

The business development mission to North America created markets for the high-valued export products from Bangladesh. Breakthrough has been achieved in leather sector. Response in Textile and apparel sector was also good.

### *Bangladeshi melamine, leather products attract visitors in Japan trade fair*

**B**angladeshi melamine and leather products and handicrafts attracted the visitors in this year's Fukuoka International Trade Fair in Western Japan.

The five-day fair that ended created a hope of prospective market in Japan for Bangladeshi export items.

"I hope that there is an immense possibility of expanded market in Japan, particularly for Bangladeshi melamine products," said Matsunaga, head of the Kyushu Bureau, Japan External Trade Organisation (JETRO).

About 400 exhibitors from 45 countries, including Bangladesh, had participated in the Fukuoka Trade Fair, the largest exhibition of export items from around the world.

Besides Sharif Melamine, Messrs Hara Leather from Bangladesh had opened their booth in the



Fair and successfully attracted the Japanese importers.

Both the exporting firms obtained several buy-orders apart from spot sale.

This year's participation of two Bangladeshi firms under the arrangement of Export Promotion Bureau (EPB) in cooperation with Bangladesh Embassy in Tokyo and supported by JETRO.

A member of Bangladesh Parliament and of the parliamentary Standing Committee on Ministry of Commerce, Mr. Biren Sikder visited Fukuoka to review Bangladesh's participation in the Fair.

Mr. Sikder exchanged opinions with the trade and business leaders and conferred with the executives of trade organisations in Fukuoka.

### ***Pakistan will buy 8000 tonnes tea from Bangladesh***

**E**ntrepreneurs from Bangladesh and Pakistan will take initiatives to set up joint venture industries for packaging of tea, produced profusely in the eastern part of the country.

A memorandum of understanding (MOU) was signed in this regard in city between Tea Association of Bangladesh (TAB) and Pakistan Tea Association (PTA).

According to the MOU, Pakistan will buy some 8,000 tonnes of tea from Bangladesh in the current season and the quantity will increase gradually in future.

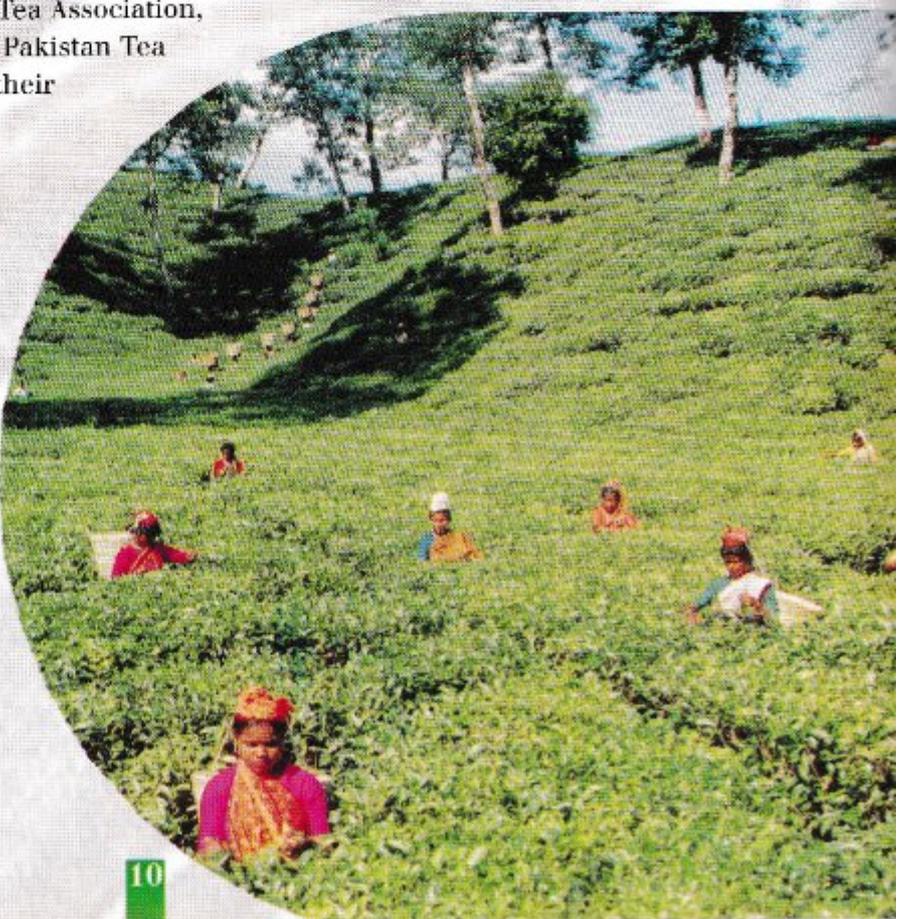
The MOU said Bangladesh will extend all possible cooperation, including technical assistance, if Pakistan becomes successful in producing tea on an experimental basis.

AQI Chowdhury, chairman of Bangladesh Tea Association, and Mohammad Hanif Janoo, president of Pakistan Tea Association, signed the MOU on behalf of their respective countries.

Janoo, leading a High level business team comprising mostly tea traders of Pakistan, is now in Bangladesh. The team has already held meetings and exchanged views with various government officials and tea traders.

Held at a local hotel, the signing ceremony was attended among others by State Minister for Foreign Affairs Abul hasan Chowdhury and Commerce Secretary Syed Alamgir Farrouk Chowdhury.

To promote trade and business between the countries and export tea from Bangladesh, the MOU recommended formation of a joint committee with



representatives from BTA, PTA and Bangladesh tea traders association.

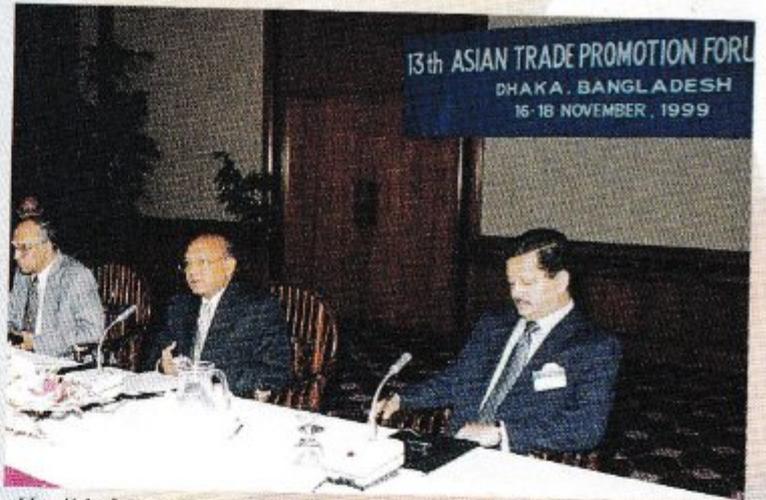
Bangladesh will also help Pakistan organise an international tea convention in Pakistan in March next.

"Bangladesh has a tremendous scope for export of tea to Pakistan" said the MOU urging both sides to explore the opportunities.

### **ASIAN TRADE PROMOTION FORUM [ATPF] MEETING**

The 13<sup>th</sup> Asian Trade Promotion Forum (ATPF) meeting in Dhaka was opened by the Minister for Commerce and Industries, Govt. of Bangladesh on 17<sup>th</sup> November, 1999 in a local Hotel. The Secretary, Ministry of Commerce Sayed Alamgir Farrouk Chowdhury attended the opening session.

In opening statement the Minister attached importance on interregional cooperation said that interregional alliance by the TPO's on the Asia Pacific countries could play a significant role in promoting trade and investment that has been created in the backdrop of world-wide liberalization movement.



*Hon'ble Minister for Commerce and Industries Mr. Tofail Ahmed MP delivering speech in the inaugural forum meeting (ATPF)*

He hoped the ATPF would play significant role in strengthening the trade and investment in Asia and Pacific region. Out of 19 ATPF member countries 17 TPO delegates participated in the 13<sup>th</sup> ATPF meeting. Mr Noboru Hatakeyama, Chairman & CEO Japan, External Trade organization (JETRO) Presented the key note paper on "Trade and Investment opportunities in the Asia Pacific Region."



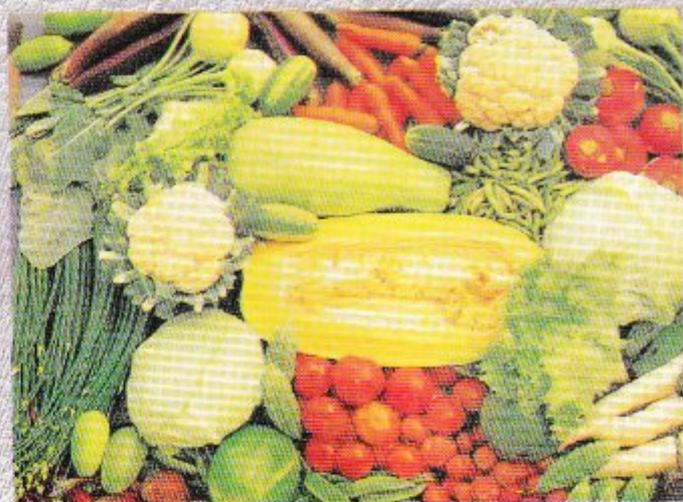
*Participants of the 13th Asian Trade Promotion Forum Meeting held in Dhaka on 16-18th November 1999.*

### *Tk 13b earned from frozen food export last FY*

**B**angladesh has been making steady breakthrough in world frozen food market with 54 Fish Processing Plants have already got international approval while recognition of 10 more plants is under consideration.

This was told at an inaugural function of the national workshop on "Export Promotion of Value Added Fishery Products and their Sustainable Development" organised by INFOFISH held at a local hotel in the city.

Salahuddin, Vice President of Frozen Food Exporters Association presided over the function. It was addressed, among others, by Ayub Quadri, Secretary of the Ministry for Fisheries and Livestock, KPP Nambiar, Director of INFOFISH, Mohammad Shah Alam, Chairman of BFDC and Tailai Lu representative of CFC.



There are about 90 fish processing plants enlisted with the Export Promotion Bureau (EPB) in the country. The country earned Taka 13.0096 billion in 1998-99 fiscal by exporting frozen food and Taka 13.5513 billion in the preceding year, the function was told.

Frozen food export is one of the major foreign exchange earners of the country. Following the EEC ban in 1997 on standard of quality frozen food processing due to noncompliance with HACCP standard frozen food export was suffered.



INFOFISH is executing a project for export promotion of value added fishery products and their sustainable development in Bangladesh which is jointly funded by Common Fund for Commodities (CFC) and International Fund for Agricultural Development (IFAD) with the supervision by the sub committee on Fisheries of Food and Agricultural Organisation (FAO).

Experts of FAO Ms Helga Josupeit said the main components of the project are promotion of exports of value added fishery products.

### *Terry towel exporters launch spl drive to expand markets abroad*

**T**he country's terry towel exporters have launched a special drive to expand the markets of terry towel and household linen items abroad.





According to the source at Bangladesh Terry Towel and Household Linen Manufacturers and Exporters Association, USA and some European countries are the major importers of household linen and terry towel items from Bangladesh.

Led by Export Promotion Bureau (EPB) director Faridul Hassan, other member of the delegation are Globe Textile Mills Managing Director M Nasir and Global Fabrics Ltd. Managing Director M Anisuzzaman.

As part of the drive, a three member delegation is now visiting Russia and other CIS (Commonwealth of Independent States) countries with a view to finding markets of the items there, a competent source said.

During their 10-day long visit, they will meet different chamber bodies and business leaders of Russia and four CIS countries like Estonia, Belarus, Ukraine and Uzbekistan.

Presently, Bangladesh has no market of household linen and terry towel items in these countries, the source said, adding that the country might have the opportunity to export the items there through this visit.

Meanwhile, the country earned Tk 514 million by exporting specialised textile and household linen products in the month of July of the current fiscal, of which Tk 195 million was earned from terry towel exports, EPB sources said.

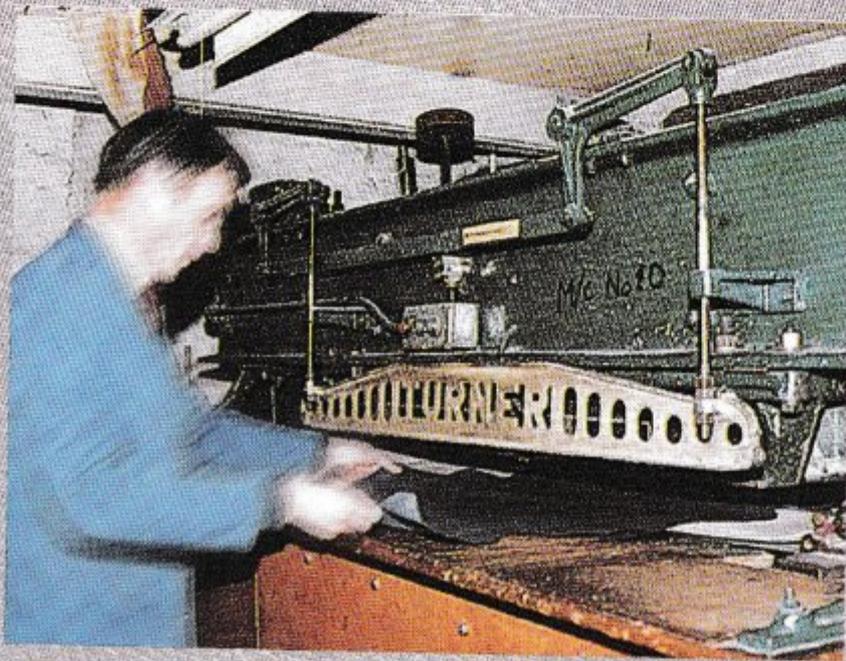
On the other hand, terry towel and other household items worth Tk 200 million were exported in July of 1998, out of which Tk 126 million came from terry towel exports.

However, the country's export earnings from terry towel and other household linen items rose up to Tk 3.66 billion in 1998-99 fiscal from the earnings of Tk 2.64 billion in 1997-98 fiscal, the sources added.

### *Bangladesh best destination for foreign investment: Hasina*

**P** rime Minister Sheikh Hasina said in Sydney that Bangladesh now stands as one of the best destinations for foreign investment with her government pursuing an open market policy, economic liberalisation and attractive package of incentives.

Speaking at a reception accorded to her by New South Wales Premier Bob Carr, MP, Sheikh Hasina said due to the pragmatic policy of her government more and more foreign investments are pouring into



Bangladesh.

Prime Minister Sheikh Hasina returned to Sydney after an overnight stay in Canberra.

Held at the Governor Maquari Tower, the reception was attended by MP's, business leaders, government executives, sports personalities and eminent citizens as well as members of the prime minister's entourage.

Welcoming the distinguished guest from Bangladesh, Bob Cerr said the relations between the two countries are historical. She said Australia remains a valuable development partner of Bangladesh and commercial relations between the two countries continue to expand.

The Prime Minister said her government has established a transparent and accountable government and institutionalised democratic system and institution in the country.

Besides, number of incentives are being given and necessary conditions have been ensured, resulting in the attraction of a large number of reputed foreign entrepreneurs for investment in Bangladesh.

The Prime Minister called upon the Australian

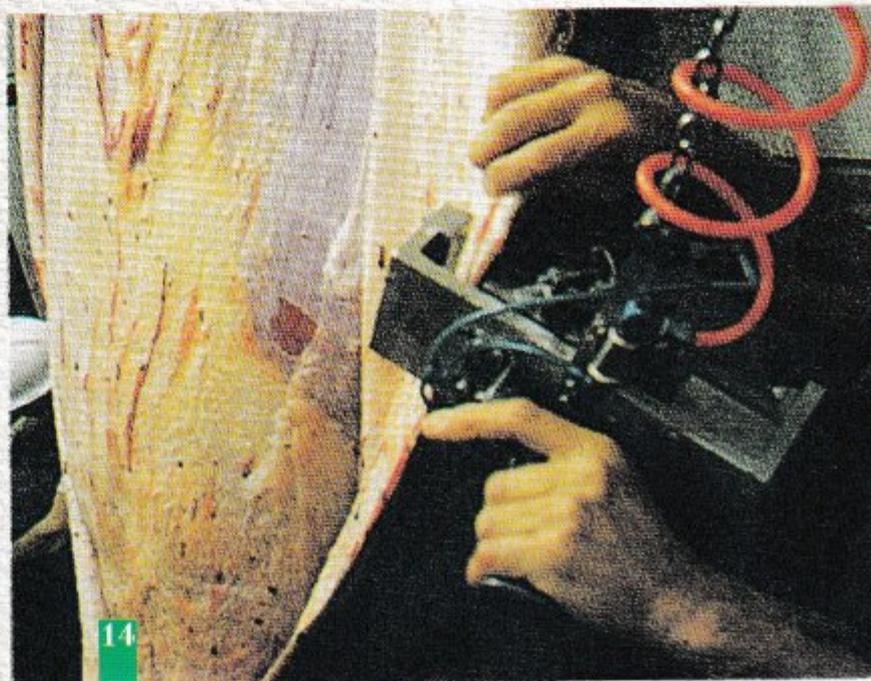


trade leaders to invest in Bangladesh in a massive way.

Assuring all out cooperation and assistance of her government, she assured the investors that they could reap unexpected rewards from their investment.

### *Bangladesh in Dubai Trade Fair*

**E**xport Promotion Bureau, Dhaka in cooperation with the Bangladesh Consulate Office in Dubai and, Bangladesh Embassy in Abu Dhabi organized Bangladesh's participation in the 14th





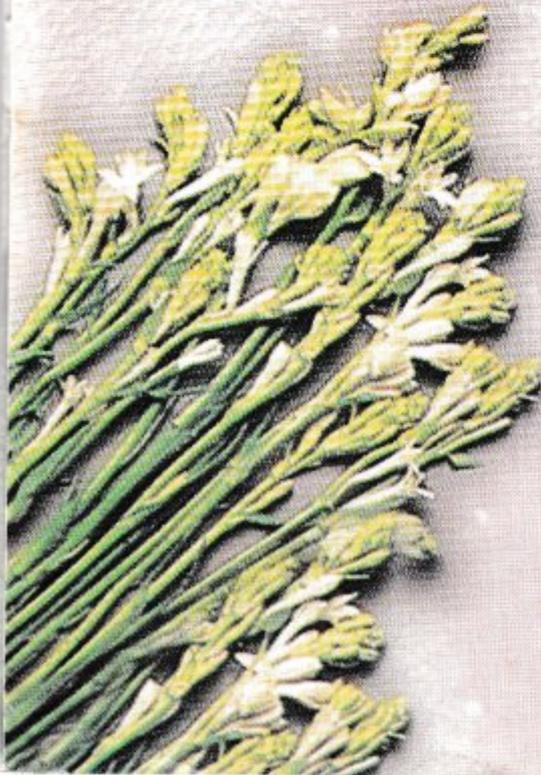
satisfaction at the products displayed in the fair.

All the stall were tastefully decorated with Bangladeshi products and posters of Bangladesh Biman, Parjatan Corporation, Jute Carpets, Jamdani/Kathan Saree and other decorative materials. About 700 (seven hundred) firms/companies of 51 (thirty one) countries participated in this fair.

International Autumn Trade Fair Dubai, 21-25 Nov 1999.

Shaikh Hasher Al Maktoum, Director of Dubai Information Services formally opened the fair at 9-30 AM on 21<sup>st</sup> November 1999 at gate no. 7 of the World Trade Centre.

Luckily Bangladesh had the First pavilion at the entrance of Hall No. 7 Mr. A.F. M. golam Hossain, Consulate General of Bangladesh accompanied the Chief Guest who visited all the Stands of Bangladesh pavilion and expressed great



*Bangladesh participation in the Int. Autumn Trade Fair, Dubai, UAE from 21-25th November 1999*

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FAX: 880-51-654765  
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**TEA**

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DHAKA-1000, BANGLADESH  
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FAX: 880-2-9565191



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**GREAT BRITAIN**

ARUN BOWRY  
POLYGLOBE PACKAGING LIMITED  
UNITE 9... 121 LEICESTER STREET  
LEICESTER LES 4FS  
ENGLAND GREAT BRITAIN  
PHONE: 00 44 116 2764999  
FAX: 00 44 116 2766444  
E-MAIL: arun1@aol.com  
ITEMS: POLY BAGS

**KOREA**

JAEWOK SHIN  
KOREANSOFT  
YOUNGMYUNG B.D  
# 501 249 - 12 GONGDUCK-  
DONG MAPO - GU SEOUL  
KOREA  
PHONE: 822-5272-8565 FAX: 822-5272-8564  
E-MAIL: cyborg@soback.kornet21.net  
ITEMS: SOFTWARE

**PAKISTAN**

HASSAAN SHAMSOLHODAEI  
TEHRAN  
IRAN  
FAX: 98-21-5901721  
ITEMS: NUTSS AND DRIED FRUITS

**SPAIN**

BLUE ELEPHANT S.L.  
LAGASCA 124  
28006 - MADRID  
SPAIN  
TEL: (34) 915 621 512  
FAX: (34) 915 613 861  
ITEMS: READYMADE GARMENTS/KNITWEAR

**USA**

GAIL RADVIN INC  
40 EAST 34<sup>TH</sup> STREET  
SUITE 918  
NEW YORK, NY 10016  
USA  
ITEMS: PHARMACEUTICAL DISTRIBUTORS

**TOGO**

KITASIE TRADING COMPANY  
80 RUE NOTRE DAME DES APOTRES  
B.P. 12010 KPEHENOU 1  
LOME - TOGO  
TEL/FAX: (228) 22.14.07  
FAX: (228) 22.42.66  
E-MAIL: benjaminifegwu@hotmail.com  
ITEMS: GARMENTS, LADIES, MEN AND  
CHILDREN SHOE, HOUSE HOLD,  
TRAVELLING BAGS, BOXES

## STATEMENT OF MONTHLY EXPORT

Commodities	1999-2000 ( July-Oct)	1998-1999	Increase (+) Decrease (-)
Frozen food	122.83	274.52	+24.49
Agricultural products	-6.66	22.09	-42.93
Tea (Incl. packet tea)	-6.08	-58.65	-54.59
Petroleum by products	-2.14	-5.25	+28.14
Chemical products	22.54	-79.24	-50.19
Leather	63.75	-168.24	+6.22
Raw Jute	17.99	-71.75	-25.04
Jute goods	-98.82	-303.82	-4.36
Handicrafts	-1.66	-7.61	-50.15
Knitwear	-369.25	-1055.36	-7.69
Woven garments	-950.52	-2984.74	-8.03
Engg. Products	-2.72	-10.87	-67.55
Others	-85.27	-511.01	-27.57
<b>Total</b>	<b>1752.58</b>	<b>5312.86</b>	<b>-8.57</b>

## EXPORT PERFORMANCE DURING JULY-OCT. 1999-2000

Value in Mn. US\$  
(Value in Cr. Taka)

Commodities	Export target 1999-2000	Sept. 1999	Oct. 1999	July-Oct. 1999-2000	% Change of export performance over export target	Actual export 1998-99	%change of export performance during July-Oct 99-2000 over 1998-1999
Primary products	460.00	58.66	44.21	156.67	(+)12.18	170.55	(-) 8.05
Mfd. products	5278.00	577.89	515.85	1595.99	(-) 9.29	1484.79	(+) 7.48
<b>Total :</b>	<b>5758.00</b>	<b>416.55</b>	<b>569.00</b>	<b>1752.58</b>	<b>(-) 8.57</b>	<b>1655.14</b>	<b>(+) 5.89</b>
Traditional item	440.00	55.18	50.98	121.57	(-) 17.11	1215.65	(-) 0.07
Non-traditional item	5298.00	581.37	529.08	1631.01	(-) 7.64	1555.49	(+) 6.56
<b>Total :</b>	<b>5758.00</b> <b>(27972.75)</b>	<b>416.55</b> <b>(2047.35)</b>	<b>569.06</b> <b>(1769.70)</b>	<b>1752.58</b> <b>(8589.49)</b>	<b>(-) 8.57</b> <b>(-) 7.88</b>	<b>1655.94</b> <b>(7860.28)</b>	<b>(+) 5.89</b> <b>(+) 9.28</b>

### Unit Price Index

Change in '98-99 over 1999-2000

	Total Export	Primary product	Mfd. Product
Index by value	(-) 0.71	(-) 11.56	(+) 0.80
Index by volume	(+) 6.60	(+) 5.55	(+) 7.08

Source: Different custom points in Bangladesh.  
Exchange rate:

1.00 US\$ = Tk . 49.01 for July-October 1999-2000

Tk. 47.49 for July-October 1998-99

Tk. 49.95 for October, 1999

# Dhaka International Leather Fair 2000

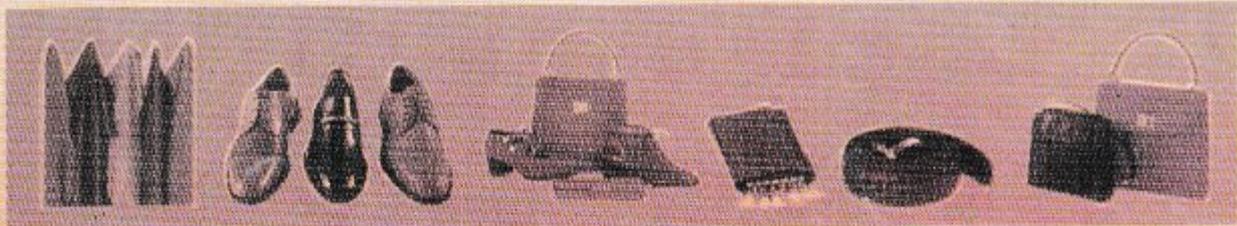
Date : 27, 28, 29 January 2000



Venue : Pan Pacific Sonargaon Hotel  
Dhaka

Looking for Finest Quality Goat Skin, Bovine Leather, Leather Goods and Shoes?  
come and visit Dhaka International Leather Fair 2000 and spot your "New Sourcing"  
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## BANGLADESH



### ORGANISED BY

**Export Promotion Bureau (EPB) Bangladesh Finished Leather, Leather Goods And Footwear Exporters' Association (BFLFFA)**  
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Fax: 88-02-956 8000, E-mail: epb.tic@pradeshta.net E-mail: alam@bol-online.com, Web Page: www.citechco.net/dilf

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E-mail : epb.tic@pradeshta.net

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Sylhet  
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#### BOGRA

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Bogra, Bangladesh  
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