

## **Interesting Export Potential of Nepal**

### **Pashmina Products:**

Third largest export product Pashmina is inner-coat of the hair of mountain goat. It is obtained by combining natural hair of goat. Quality determined by softness, lightness, fineness, warmness and long-lasting properties as well as craftsmanship. Main export products shawls, stoles, mufflers, scarves, blankets & readymade garments. Products available of any color as per consumers choice in respective of synthetic or natural dyes. US largest importer Other major market Japan, U.K., France. Germany, Republic of Korea, Italy, Canada & Switzerland.

### **Handicrafts:**

Nepalese handicrafts known worldwide for its rich art, crafts and oriental architecture for centuries. It is cottage scale and home based industry where traditional techniques and skill has been handed over from generation to generation. Handicrafts include gold plated, bronze and brass art icons, filigree articles, household utensils, handmade paper and paper products, paintings and thankas, wood carvings and basketry works potteries, jewellerys, masks etc. Major markets USA, UK, Germany, France, Netherlands, Taiwan, Singapore, Japan, Hong Kong, Canada, Italy, Australia

### **Spices:**

Offering includes dry and fresh ginger, large cardamon, turmeric, cinnamon, both leaf and bark, chillies. Spices are used in domestic culinary purposes as well as in food industry. It is also widely used in medicines and bakeries. Spices are a major export product of Nepal. Major markets India Nepalese spices are exported to India, Pakistan, Singapore, Germany, Taiwan etc.

### **Floricultural Products:**

Floricultural product emerging export product. Nepal offers a rich variety of flowers, 90 genera and 350 species of orchid Nepal is exporting cut flower, flower bulbs and seeds. Major export markets India, Japan, Pakistan, Qatar. Great potentialities for expansion of export of floriculture products

### **Medicinal Herbs and Essential Oils:**

Medicinal and aromatic plants important resource of Nepal, found widely in forest and Himalayan ranges mainly being used in traditional healing purposes Ayurvedic drugs are made directly from the medicinal herbs. The essential oils extracted from medicinal plants are widely used as raw material for producing various consumer products such as cosmetic, perfumery, medicines etc. Plant based essential oils produced and exported are Citronella oil, Palmarosa oil, Sugandha Kokila, lemon grass oil, lichen extract are prominent essential oils and commonly produced. Major export market Germany, Japan, Pakistan, Italy, France, USA, UAE, U.K., Switzerland, Sweden, Australia etc.

### **Medicated and herbal tea very popular in these markets.**

Along with tea, coffee is also emerging as a potential export product Coffee is cultivated in Gulmi, Palpa, Syanja, Lalitpur and Kavre district. Conducive agro climatic environment for coffee encouraged farmers in cultivation of coffee. It can be cultivated in barren and steep lands. It is high valued commercial crops having promising market potentialities at home and abroad. Good demand for Nepalese coffee in overseas market as people prefers roasted coffee beans rather than the instant one. Existing markets Japan and Netherlands

### **Silver Jewelleries:**

Silver jewellery prominent export item. Jewellery in Nepal mostly by hands of skilled craftsman Unique sets and varieties of earrings, necklace, bracelets, brooches, pendants, payels, kalli, phuli etc. are popular items made of silver. Major export markets of Nepalese silver jewellery are USA, UK, Canada, Denmark, France, Germany, Italy, Japan, Saudi Arabia, Brazil etc.

### **Honey:**

Emerging as export product. It has a growing export markets, as honey is being used for food industry and in pharmaceutical sector. Cosmetic manufacturers are also using it as ingredient for soaps and shampoo. The hill mountain natural honey of Nepal is very famous for its exotic taste. Major export markets U.K., Republic of Korea, Germany, Japan, Hong Kong, Poland .

### **Nepalese Paper and Paper Products:**

Paper and paper products famous in overseas market. Nepalese paper made from Lokta or Dayshing (Daphne cannabira) plants. Unique feature of Nepalese paper is its moth resistance quality. Besides Nepalese paper, varieties of products made from it like postcards, writing pads and papers, wood block prints, calendars, gift wrap, lampshades, etc. are exported from Nepal. Major markets USA, Japan, Canada and European countries.

### **Mushrooms**

Mushrooms especially for dried Morels

## **PRECIOUS AND SEMI PRECIOUS STONES**

### **GORKHA KNIVES (KHUKURI)**

#### **Comp active in herbal production, herbal planting and export**

To be visited

<b>Name</b>	<b>Address</b>	<b>City</b>	<b>Phone</b>
<u>Banar Agro-Herbal (P) Ltd.</u>		Kathmandu	411,343,414,788
<u>Cosmos Herbal Products P.Ltd.</u>	P.O.Box:12306 Baluwatar	Kathmandu	426556, 423016
<u>Herb Land International</u>	PO Box: 8975 EPC 1121	Lalitpur	na
<u>Himalaya Herb Trader &amp; East West Botanical</u>	PO Box: 9058 Baluwatar	Kathmandu	426741, 426306
<u>Himchuli Trade Line</u>	PO Box: 6245 Putalisadak	Kathmandu	424618, 421166
<u>Lightmen Collaborate</u>	PO Box: 4461 Trpureswor	Kathmandu	261840 ??
<u>Rakesh Traders</u>	Kalimati	Kathmandu	256142, 213936
<u>Spice &amp; Herbs Traders</u>	PO Box: 5545	Kathmandu	224628, 223883

#### **Already contacted**

<u>Herbs Production &amp; Processing Co. Ltd.</u>	PO Box: 2679 Koteshwor	Kathmandu	474452, 492067, 223000
<u>Himalayan Herbs</u>	PO Box: 11553, Tangal	Kathmandu	410053, 413462
<u>Shambhala Herbal &amp; Aromatic Industry</u>	PO Box: 4794 Durbar Marg	Kathmandu	255794/478359

**EXPORT OPPORTUNITIES**

<b>Company Name</b>	MS chu Shon Shiang	<b>Address:</b> 130, Bd de la paix, entree 4, 64000 pau, France.
Telephone		
E-mail	<a href="mailto:Lidone1@aol.com">Lidone1@aol.com</a>	
Fax		
Wish to Import	Traditional garments (ensembles, bermudas, shirts, trousers), Silver jewellerys, decorative gems and handicrafts, gift items.	
Date	July 14, 2000	

<b>Company Name</b>	The Cage Company	<b>Address:</b> Victoria Busse, Rothenbaum chaussee 63, 20148 Hamburg, Germany.
Telephone	040-41 35 65 00	
E-mail		
Fax	040-41 35 65 02	
Wish to Import	Scarves and shawls of pashmina wool and pashmina wool/silk.	
Date	June 16, 2000	

<b>Company Name</b>	S. K. Jain	<b>Address:</b> New Delhi, India
Telephone	0091-11-7182882/7186738	
E-mail	<a href="mailto:albelleapparels@indiatimes.com">albelleapparels@indiatimes.com</a>	
Fax	0091-11-718288	
Wish to Import	Pashmina Shawls and Blankets	
Date	April 10, 2000	

<b>Company Name</b>	Oliver Sayehoc Barnaud	<b>Address:</b> B.P. 111-43003 le puy-en-velay cedex- France
Telephone	33 (0) 471 08 09 10	
E-mail		
Fax	33 (0) 471 08 06 66	
Wish to Import	Mushrooms especially for dried Morels.	
Date	May 5, 2000	

<b>Company Name</b>	James Jayasundera	<b>Address:</b> Flat K, Wetherby Mansions, Earl's Court Square, London, SW5 913J
Telephone	0171 244 0072	
E-mail	<a href="mailto:jjayasundera@hotmail.com">jjayasundera@hotmail.com</a>	
Fax	0171 244 0072	
Wish to Import	Cashmere shawls and blankets	
Date	March 31, 2000	

<b>Company Name</b>	Ganga Corporation Private Ltd.	<b>Address:</b> 6, Prayag Street, P. Box. 2020, Allahbad-211 002, India.
Telephone	0532-640079	
E-mail		
Fax	0532-640078	
Wish to Import	Pashmina Shawls	

Date	26 October, 1999	
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<b>Company Name</b>	Cheviot International Limited	<b>Address:</b> Cheviot House, B-19/2, Okhla Industrial Area, Phase-II, New Delhi-110 020, India.
Telephone	+91-11-6840232	
E-mail	<a href="mailto:cheviot@nda.vsnl.net.in">cheviot@nda.vsnl.net.in</a>	
Fax	+91-11-6848573/6843767	
Wish to Import	Pashmina, fibres, yarns	
Date	February 23, 2000	

<b>Company Name</b>	Bangladesh Development Ltd. (BDC)	<b>Address:</b> House No. SW(C) 14, Road No. 7, Gulshan-1, Dhaka 1212
Telephone	9883736	
E-mail	<a href="mailto:mgroupp@bdcom.com">mgroupp@bdcom.com</a>	
Fax	880-2-8821192	
Wish to Import	Pulse, Lentils (masur dal)	
Date	June 25, 2000	

<b>Company Name</b>	STE DEGINE COMPUTERS SA	<b>Address:</b> 145 RUE DE BANANIERS, LOME TOGO
Telephone		
E-mail	<a href="mailto:stedegine@yahoo.fr">stedegine@yahoo.fr</a>	
Fax	00228 22 22 52	
Wish to Import	T-shirts, Leather bags, Pharmaceutical products, Textile products, Leather shoes, Bed sheets/pillow covers, Garments.	
Date	November 3, 2000	

<b>Company Name</b>	Seven Gold International Agencies	<b>Address:</b> 304, SK. Mujid Road, Dewanhat, Agrabad, Chittagong, Bangladesh
Telephone	031-724611	
E-mail		
Fax	88-031-710077/711101	
Wish to Import	Lentils	
Date	November 21 2000	

<b>Company Name</b>	P N Enterprises Ltd.	<b>Company Name Address: Address:</b> Unit 16593 Bear Creek Market, Surrey BC V3W 2P5 (Canada).
Telephone		
E-mail		
Fax	+1-604-507-1161	
Wish to Import	Pashmina Shawls and Scarfs	
Date	October 23, 2001	

<b>Company Name</b>	Mr. Tahir Anwar	
Telephone	92-42-7220902/7656370	
E-mail	<a href="mailto:gntayyab@hotmail.com">gntayyab@hotmail.com</a>	
Fax		
Wish to Import	Black Tea Leaves	

Date	September 2, 2001	
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<b>Company Name</b>	Apparel Connection, Inc.	
Telephone	(480)991-4847	
E-mail	APPCON1@aol.com	
Fax	(480)991-4908	
Wish to Import	Garment Products	
Date	December 6, 2001	

<b>Company Name</b>	Banna and Fakher Group	<b>Address: Kuwait.</b>
Telephone		
E-mail	banna_group@hotmail.com	
Fax		
Wish to Import	Coffee	
Date	December 15, 2001	

<b>Company Name</b>	Pasaule Prime Grande Multi Biotiques Co. Ltd.	<b>Address: 102, Rue De La Achangbade 35AZSN Kpenou Be B. P. 1210 Lome Togo</b>
Telephone	00228 903 81 22	
E-mail		
Fax	00228 222 88 24	
Wish to Import	Garment, Bed sheets, Towels, Leather Shoes, Computers, Bags, Foodstuff, Jewelleries, Watches, All kind of Home Appliances, Carpet, Rugs, Electronics, Blanket, Sunglasses, Pharmaceuticals. Mobile Phone etc	
Date		

### Transit procedure

#### Custom Clearance for Export Custom Clearance for Import A Guide on Export and Import Procedure and Documentation

#### Freight Forwarders

Goods exported/imported to/from third country by sea cargo have to be passed through India or/and Bangladesh for transit route. Calcutta port of India 1150 Km from Nepalese border. Registered clearing agents could assist in speedy clearance of goods through the port of Calcutta. All the traffic in Transit via Calcutta Port could pass only through the following routes: Galgalia , Jogbani , Bhimnagar, Jaynagar, Raxaul, Nautanawa , Barhni ,Nepalgunj Road, Gauri, Phanta, Banbasa, Tikonia, Jarwa, Bhitamore (Sitamarhi), Sukhia Pokhari

#### Customs clearance for export

#### Documents Required for Export to third country by air freight are:

Custom declaration forms.

Copy of export license if applicable.

Commercial invoice.

Certificate of origin.

GSP form 'A' if applicable.

Copy of letter of credit of advance payment statement for Bank.

Foreign exchange declaration forms.

Packing list.

Photo Copy of income tax registration certificate.

Airway bill.

Authorization letter to act as custom agents.

**Documents required for Export to third country by sea freight are:**

All above specific documents except of No. 10 and rest of the following documents are required.

Transport manifesto, one copy per truck.

Custom transit declarations.

Transit declaration Invoice for goods in transit via India/Bangkok to third country destination.

Besides, for the export of readymade garments to U.S.A, visa stamp from National Productivity & Economic Center is required.

**Documents required for custom clearance for import cargo by air freight are:**

Import declaration form. Airway bill. Invoice. Package list and weight list. Certificate of origin. Insurance policy. Letter of credit. Import License. Firm registration certificate.

Income tax registration certificate. Value added tax certificate. Authorization letter to act as custom agents.

**Documents required for customs clearance for import cargo by sea freight via transit through India/Bangladesh are:**

Besides the above specific documents except of No. 2, following additional documents are required.

Transport manifesto. Transshipment pass issued by Calcutta custom. Bill of loading.

Importer's counter guarantee letter addressed to Nepal Transit and Warehousing Co. Ltd.

**Tariff**

**Export:**

Export custom duty is levied on the basis of FOB price determined by calculating the cost incurred to be met in transporting the goods up to custom point when exporting the goods.

For the purpose of goods to be exported the custom offices uses the code numbers based on Harmonized System, falling in chapter 1 to 97 of section 1 to 21.

<u>S.N.</u>	<u>Description of goods with export levy</u>	<u>Rate of Custom duty</u>
	Pulse whole	Rs. -/20 per kg
	Pulses split	Rs. -/15 per kg
	Cutch of acacia (Kachha)	Rs. 200.00 per quintal
	Catechu of acacia (Kathas)	Rs. 500.00 per quintal
	Hair of domestic animals including Pigs Bristle	10%

On export of goods other than specified above a service charge of 0.5% of export value is levied.

Export service charge of 0.25% are levied on woolen carpets, readymade garments, leather & pulse if exported in substantial quality to the specific target market. Same for export of handicrafts, jewelry, leather products & agro and forest based products like.

Medicinal herbs , Dry & ginger , Jute products , Floriculture , Fruits , Turmeric , Tea , Angora & its woolen products , Silk products , Mushroom ,Essential oils ,Cardamom ,Rosin , Cinnamon bark , Honey . Coffee, Lender nut , Saffron (dtd 98/99)

**Import:**

For Custom purposes value of goods imported determined on CIF (Cost insurance & freight) basis by adding expenses transportation & insurance up to the customs house of Nepal. Determination of value of goods for custom purpose made in foreign currency. Incase of valuation of dutiable goods is fixed in foreign currency, the rate of exchange fixed by NRB will be determined

On the import of goods rate of custom duty fixed by effecting modifications and additions in notes of sections and charters, heading & subheadings names of goods or items and in other provision of Financial Act 1996. If there rises any doubt as to which of heading covers the goods in question the custom decides case on the base of International Convention. General rate of import custom duties for import varies from 0% to 40%.

Goods imported from India into Nepal shall be granted a rebate in the chargeable ad valorem (except specific) rate of Customs duty by 20% up to the tariff of 40% and by 10% on rates above that.

Goods produced in and imported from Tibet shall be granted a rebate in the chargeable ad valorem (except specific) rate of Customs duty by 20% up to the tariff rate of 40% and by 10% on rates above that.

(a) Goods liable to Customs duty @ 5% and 10%	35%
(b) Goods liable to customs duty @ 20%	50%
(c) Goods liable to customs duty @ 30%	65%
(d) Goods liable to customs duty @ 40%	75%

100% addition in above duty rate shall be made if number (quantity) of goods thus imported exceeds number (quantity) specified in the Baggage Rule. Nevertheless, duty shall be charged as per the tariff on goods such as gold & silver (including ornaments), cigarettes, pipe tobacco, liquor, means of transport, arms and ammunitions and other goods liable to import license.

(dtd 98/99)

**Customs Duty :** Exports are not levied to customs duties and the following documents are required for the customs clearance.

Customs Declaration Form

Invoice (in case of handicraft products, the invoice must be certified by the Handicraft Association of Nepal)

Packing List

Certification of Origin from the local Chamber of Commerce

Letter of credit certificate of Payment received from a bank

Firm or Company Registration Certificate (Photo-copy)

Income Tax registration certificate (Photo-copy)

Phytosanitary Certificate for agricultural products/plants

Generalized System of Preferences (export preference scheme unilaterally introduced by advanced countries.

The GSP form is issued by the Carpet and Wool Development Board for carpet export and by the Trade

Promotion Center for export of other products)

Foreign Exchange Declaration Form of Nepal Rastra Bank

Letter of Authority to clear the consignment.

Certificate of valuation and quota allocation from the Garment Association and visa stamping from garment visa office of the National Productivity and Economic Development Center.

Certificate from the Department of Archaeology for the export of statues, art-works, carvings, etc.

## **LIST OF EXPORT PRODUCTS OF NEPAL**

<b><u>HS CODE</u></b>	<b><u>PRODUCTS</u></b>
0409.00	NATURAL HONEY
0601.00	FLOWER BUDS, BULBS AND TUBERS
0602.00	LIVE PLANTS
0603.10	FRESH CUT FLOWERS AND FLOWER BUDS
0604.91	FRESH FOLIAGE, BRANCHES OF PLANTS
0703.20	GARLIC
0713.40	LENTILS
0803.31	WALNUTS
0804.50	GUAVAS AND MANGOES
0805.10	ORANGES
0805.30	LEMONS AND LIMES
0904.11	CHILIES/FRESH OR DRIED
0906.10	CINNAMON, LEAF AND BARK
0908.30	LARGE CARDAMOM
0909.20	CORIANDER SEEDS
0910.10	GINGER, FRESH AND DRIED
0910.30	TURMERIC, FINGERS
1207.50	MUSTARD SEEDS
1209.99	FLOWER SEEDS
1211.90	MEDICINAL HERBS
1301.90	ROSIN AND TURPENTINE
1302.30	HERBAL EXTRACTS/PYRETHRUM EXTRACT
1303.00	CATECHU

3301.90	ESSENTIAL OIL (GINGER, CINNAMON, GARLIC, CITRONELLA, PALMA ROSA, LEMON GRASS, MENTHOL OIL ETC.)
3307.41	INCENSE STICKS (AGHARBATTI)
4105.00	ARTICLES OF LEATHER
4418.10	WOODEN WINDOWS AND ITS FRAMES, PANEL ETC.
4418.20	WOODEN DOOR AND ITS FRAME, PANEL ETC.
4419.00	WOODEN HOUSEHOLD UTENSILS/WOOD CRAFTS
4420.10	WOOD WORKS AND CARVINGS
4802.10	HANDMADE NEPALI PAPER
4821.00	PAPER ART WORKS (MASKS, LAMP-SHADES, ETC.)
5801.20	HANDLOOM CLOTH ALL TYPES
6110.10	WOOLEN KNITTED PULLOVERS
6116.91	WOOLEN KNITTED GLOVES
6117.10	WOOLEN KNITTED MUFFLERS, SCARVES AND SHAWLS
6214.20	PASHMINA SHAWLS
6505.90	WOOLEN KNITTED CAPS
6912.00	CLAY ART-WORK
7103.00	PRECIOUS AND SEMI PRECIOUS STONES
7113.11	SILVER JEWELLERY
7117.00	IMITATION JEWELLERY
8208.00	GORKHA KNIVES (KHUKURI)
9703.00	ARTICLES OF BASE METAL INCLUDING, METAL FIGURES, STATUES AND SCULPTORS
9701.10	PAINTINGS (THANKA SCROLL, ETC.)

## DESCRIPTION OF MAJOR EXPORT PRODUCTS

### III. HANDICRAFTS (9703.00 )

1. **Description:** Different kinds of hand made products of Nepal

2. **Uses:** Decorative items as well as utilitarian items.

3. **Specifications:**

hand-made products are metal, wood, stone, bone, leather, cotton or woollen fabric based.

4. **Production Locations:** Lalitpur, Kathmandu, Bhaktapur and other districts of Nepal.

5. **Major Markets:** EU, USA, Canada, Japan, Sweden and Australia

### IV. WOOLEN KNITWEAR AND OTHER PRODUCTS

Knitwear/woolen products include sweaters, gloves, caps, mufflers, jackets, vests, etc.

4. **Specifications:** 100% wool, hand or machine spun hand or machine knitted yarn.

5. **Production Locations:** Kathmandu, Bhaktapur, Lalitpur, Kavre districts.

6. **Major Markets:** European countries, USA, Japan, Canada, etc.

1.	<b>Annapurna Carpet Industries Pvt. Ltd.</b> P.O. Box : 5241, Kathmandu Tel : 977-1-4470074 Fax : 977-1-4472176 E-mail : aci@mos.com.np	2.	<b>Bagamati Carpet (P) Ltd.</b> P.O. Box : 936, Kathmandu Tel : 4249667, 4249855 Fax : 977-1-4249467 E-mail : pakansakar@wlink.com.np
3.	<b>Bhrikuti Carpet Factory</b> P.O. Box : 11531, Lalitpur Tel : 4488867 Fax : 977-1-4488868 E-mail : bhrikuti@mail.com.np	4.	<b>Carpet City Industries</b> P.O. Box : 6726, Kathmandu Tel : 4485117, 4485118 Fax : 977-1-4471909 E-mail : carpetct@wlink.com.np
7	<b>Formation Carpet Industries</b> P.O. Box : 3459, Kathmandu Tel : 5538273 Fax : 977-1-5538473	8	<b>Gandaki Carpet Industry Pvt Ltd.</b> P.O. Box : 5741/217, Kathmandu Tel : 4351093 Fax : 977-1-4353747 E-mail : business@mos.com.np
9.	<b>Gomang Carpet Manex (P). LTD.</b> P.O. Box : 4925, Kathmandu	10	<b>Handloom Carpet Industries</b> P.O. Box : 6226, 1568, Kathmandu

	Tel : 6611086/6611380, 6611390 Fax : 977-1-66133028 E-mail : <a href="mailto:gomang@gcm.wlink.com.np">gomang@gcm.wlink.com.np</a>		Tel : 5524023, 5532702 Fax : 977-1-5527804 E-mail : <a href="mailto:doleck@wlink.com.np">doleck@wlink.com.np</a>
11	<b>Jawalakhel Handicraft Centre Pvt.Ltd.</b> P.O. Box : 263, Kathmandu Tel : 5527120/5525237/5521305 Fax : 977-1-5527047	12	<b>Kalsang Carpet Ind.</b> P.O. Box : 5030, Kathmandu Tel : 4480125 Fax : 977-1-4480145
13	<b>Kalwa Carpet Industries</b> P.O. Box : 710, Kathmandu Tel : 4353660, 4357086 Fax : 977-1-4356994 E-mail : <a href="mailto:otctpl@mos.com.np">otctpl@mos.com.np</a>	14	<b>Karki Carpet Industries</b> P.O. Box : 3476, Kathmandu Tel : 6680947, 6633003, 6633004 Fax : 977-1-6630477 E-mail : <a href="mailto:karki@kci.wlink.com.np">karki@kci.wlink.com.np</a>
15	<b>Karma Tara Carpet Ind. Pvt.Ltd.</b> P.O. Box 2856 Tel : 4270275/4271015/4272181 Fax : 977-1-4271693 E-mail : <a href="mailto:zafar@ktc.wlink.com.np">zafar@ktc.wlink.com.np</a>	16	<b>Lanku Galaincha Udyog</b> P.O. Box : 2914, Kathmandu Tel : 6613167 Fax : 977-1-6612180 E-mail : <a href="mailto:lgu@wlink.com.np">lgu@wlink.com.np</a>
17	<b>Lhotse Nepal Carpet Industry Pvt.Ltd.</b> P.O. Box : 3210, Kathmandu Fax : 977-1-4472269 Tlx : 2675 NEYANG NP	18	<b>Lila Carpet Udyog</b> P.O. Box : X Tel : 5527705 Fax : 977-1-5527895
19	<b>Lumbini Carpet House P.Ltd.</b> P.O. Box : 10798, Kathmandu Tel : 4470880 Fax : 977-1-4492775	20	<b>Nepal Carpet Industries</b> P.O. Box : 10308, Kathmandu Tel : 5523663 Fax : 977-1-5523685
21	<b>Nepal Carpet Manufacturers &amp; Exporters</b> P.O. Box : 710, Kathmandu Tel : 4271990/4353660/4356601 Fax : 977-1-4356994 E-mail : <a href="mailto:info@mail.com.np">info@mail.com.np</a>	22	<b>Nepal Kangri Carpet Industry</b> P.O. Box : 8730, Kathmandu Tel : 4494952 Fax : 977-1-4472670 E-mail : <a href="mailto:kangri@wlink.com.np">kangri@wlink.com.np</a>
25	<b>Pagoda Carpet Industries Pvt.Ltd.</b> P.O. Box : 20001, Kathmandu Tel : 5537774 Fax : 977-1-4226950/5537866 E-mail : <a href="mailto:pagoda@pagoda.wlink.com.np">pagoda@pagoda.wlink.com.np</a>	26	<b>Pan Himalayan Karept Industries</b> P.O. Box : 1371, Kathmandu Tel : 4470448 Fax : 977-1-4470519
27	<b>Paramount Carpet Industries</b> P.O. Box : 8725, Kathmandu Tel : 4482598/4487510 Fax : 977-1-4474126 E-mail : <a href="mailto:para@mos.com.np">para@mos.com.np</a>	28	<b>Potala Carpet Industries</b> P.O. Box : X Tel : 4486540/4471687 Fax :- 977-1-4470079
29	<b>Senon Carpet Industries P. Ltd.</b> P.O. Box : 6535, Kathmandu Tel : 5522665/5532533 Fax : 977-1-5524029 E-mail : <a href="mailto:senon@wlink.com.np">senon@wlink.com.np</a> Tls : 2687 SHI NP	30	<b>Soorya Carpet Industries</b> P.O. Box : 1765, Kathmandu Tel : 4221612/4241598 Fax : 977-1-4222915 E-mail : <a href="mailto:soorya@info.com.np">soorya@info.com.np</a>
31	<b>Norkhil Carpet Industries</b> P.O. Box : 1397, Kathmandu Tel : 4470414 Fax : 977-1-4471236	32	<b>The Shangrila Carpet and Handicraft</b> P.O. Box : 6648 Tel : 4471903 Fax : 977-1-4486094, 4474234

**READY-MADE GARMENTS (evtl old age not for export)**

1.	<b>Amrita Craft (P) Ltd.</b> P.O. Box : 2313, Kathmandu Tel : 4240757/4244345 Fax : 977-1-4220045	2	<b>Logo Industries Nepal (P) Ltd.</b> P.O. Box : 8981, Kathmandu Tel : 5534469/5537050 Fax : 977-1-5533704
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	E-mail : <a href="mailto:craft@ecomail.com.np">craft@ecomail.com.np</a>		E-mail : <a href="mailto:logo@wlink.com.np">logo@wlink.com.np</a>
7	<b>Orient Fashion</b> P.O. Box : 1865, Kathmandu Tel : 4490500/4491239 Fax : 977-1-4490411 E-mail : <a href="mailto:orien@mos.com.np">orien@mos.com.np</a>	8	<b>Wean Cooperative</b> P.O. Box : 9195, Kathmandu Tel : 5544981 Fax : 977-1-5544981 E-mail : <a href="mailto:wean@wlink.com.np">wean@wlink.com.np</a>
9	<b>Cotton Comfort P. Ltd.</b> P.O. Box: 3594, Kathmandu Tel: 4481746/4473825 Fax: 977-1-4473544 E-mail: <a href="mailto:comfort@mos.com.np">comfort@mos.com.np</a>	10	<b>Vikash Fashion Industries P. Ltd.</b> Tel : 5550531/5550546 Fax : 977-1-5555064 E-mail : <a href="mailto:vfashion@mail.com.np">vfashion@mail.com.np</a>
15	<b>Shah Fashion P. Ltd.</b> Tel : 5543791/5537840 Fax : 977-1-5537966 E-mail : <a href="mailto:fashion@mos.com.np">fashion@mos.com.np</a>	16	<b>Duke Nepal P. Ltd.</b> Tel : 4274210/4274139 Fax : 977-1-4280544 E-mail : <a href="mailto:dukenepal@wlink.com.np">dukenepal@wlink.com.np</a>
17	<b>Triveni Garments P. Ltd.</b> Tel : 4432303/4432343 Fax : 977-1-44316747 E-mail : <a href="mailto:rohan@wlink.com.np">rohan@wlink.com.np</a>	18	<b>Seetex Garment Industries</b> Tel : 5424383/5438257 Fax : 977-1-5434564 E-mail : <a href="mailto:seetex@mos.com.np">seetex@mos.com.np</a>
19	<b>Elina Garments Industries P. Ltd.</b> P.O. Box : 671, Kathmandu Tel : 5525548/5527445 Fax : 977-1-5527920 E-mail : <a href="mailto:elina@ccsl.com.np">elina@ccsl.com.np</a>	20	<b>Akash Incorporates P. Ltd.</b> P.O. Box : 945, Kathmandu Tel : 5544678/5544679 Fax : 977-1-5536513 E-mail : <a href="mailto:sherpa@akashinc.com.np">sherpa@akashinc.com.np</a>
21	<b>Sai Garment Industries P. Ltd.</b> Tel : 4488312/4491004 Fax : 977-1-4447750 E-mail : <a href="mailto:saisunil@wlink.com.np">saisunil@wlink.com.np</a>	22	<b>Amardeep Garment Industries P. Ltd.</b> Tel : 5580027/5580028 Fax : 977-1-5580025 E-mail : <a href="mailto:amardeep@wlink.com.np">amardeep@wlink.com.np</a>
23	<b>Jay Jagadamba Fashion Industries P. Ltd.</b> P.O. Box : 13468, Kathmandu Tel : 5544823/5543239 Fax : 977-1-5543238 E-mail : <a href="mailto:lamajifashion@info.com.np">lamajifashion@info.com.np</a>	24	<b>Mahabir Garment Industries</b> Tel : 4244611/4223188 Fax : 977-1-4244547 E-mail : <a href="mailto:jain@mos.com.np">jain@mos.com.np</a>

#### HANDICRAFTS, KNITWEAR AND WOOLLEN PRODUCTS

1	<b>Amrita Craft (P) Ltd.</b> P.O. Box : 2313, Kathmandu Tel : 4240757/4244345 Fax : 977-1-4220045 E-mail : <a href="mailto:craft@ecomail.com.np">craft@ecomail.com.np</a>	2	<b>Cotton Crafts</b> P.O. Box : X Tel : 4256133/4223481 E-mail : <a href="mailto:dinesh_shanti@hotmail.com">dinesh_shanti@hotmail.com</a>
3	<b>Exports of Nepal</b> P.O. Box : 979 Tel : 5527916/5523608 Fax : 977-1-5527871 E-mail : <a href="mailto:nepaltdl@mos.com.np">nepaltdl@mos.com.np</a>	4	<b>Himalayan Networks Pvt.Ltd.</b> P.O. Box : 4258 Tel : 5525014/5543018/5543019 Fax : 977-1-5527724
5	<b>Kailash Exports</b> P.O. Box : 3126 Tel : 4258090/969 Fax : 977-1-4258292 E-mail : <a href="mailto:export@telehan.mos.com.np">export@telehan.mos.com.np</a>	6	<b>Kumbeshwar Technical School</b> P.O. Box : 2181, Kathmandu Tel : 5537484 Fax : 977-1-5534471 E-mail : <a href="mailto:kts@wlink.com.np">kts@wlink.com.np</a>
7	<b>Lumana Knitcrafts</b> P.O. Box : X Tel : 5523046/5536776 Fax : 977-1-4226820/5526634 E-mail : X	8	<b>Nepal Charkha Pracharak Gandhi Smarak Mahaguthi</b> P.O. Box : 13762, Kathmndu Tel : 5533197/5521607 Fax : 977-1-5521493 E-mail : <a href="mailto:mguthi@mos.com.np">mguthi@mos.com.np</a>

9	<b>Nepal Grihini Udyog</b> P.O. Box : 6403, Kathmandu Tel : 4421031 Fax : 977-1-4417182 E-mail : <a href="mailto:sukha@ghatak.mos.com.np">sukha@ghatak.mos.com.np</a>	10	<b>Newa Arts &amp; Craft.</b> P.O. Box : 7501, Kathmandu Tel : 5535446 Fax : 977-1-5526131 E-mail : <a href="mailto:newa@anboki.enet.com.np">newa@anboki.enet.com.np</a>
11	<b>Sana Hastakala</b> P.O. Box : 9701, Kathmandu Tel : 5522628 Fax : 977-1-5526985 E-mail : <a href="mailto:sanahast@wlink.com.np">sanahast@wlink.com.np</a>	12	<b>Sresco Woollen Mills (Pvt.)Ltd.</b> P.O. Box 3554, Kathmandu Tel : 4495716/4478716 Fax : 977-1-4471026 E-mail : <a href="mailto:srijana@mos.com.np">srijana@mos.com.np</a>
13	<b>Arts-O-Nepa Concern</b> P.O. Box : 328, Kathmandu Tel : 4227757/4223478 Fax : 977-1-4228106	14	<b>Export of Nepal</b> P.O. Box : 979, Lalitpur Tel : 5527916/5523608 Fax : 977-1-5527671
15	<b>Kabish Art Palace</b> Hakha, Lalitpur Tel : 5524620 Fax : 977-1-5531780	16	<b>Laxmi Wood Crafts</b> Bansbari, Kathmandu Tel : 4371465 Fax : 977-1-4371971
17	<b>Mahaboudha Bidyadhari Silpa Bhandar</b> P.O. Box : 1271, Kathmandu Tel : 5521431 Fax : 5533307	18	<b>Motherland Traders</b> P.O. Box : 938, Kathmandu Tel : 4480534
19	<b>Nepal Craft Gallery</b> P.O. Box : 282, Kathmandu Tel : 5521477 Fax : 5523997	20	<b>Nepal Knotcraft Centre</b> P.O. Box : 19, Lalitpur Tel : 5528614

#### LEATHER & LEATHER PRODUCTS

1	<b>Human Wear Leather Garment</b> Kathmandu, Nepal Tel : 4226077	2	<b>Pioneer Leather Industries Pvt.Ltd.</b> P.O. Box : 389, Kathmandu Tel : 4223192/4224192 Fax : 977-1-4226976/4242084 E-mail : <a href="mailto:note@vishnu.ccs.com.np">note@vishnu.ccs.com.np</a>
3	<b>Deluxe Shoe Production</b> P.O. Box : 9271, Kathmandu Tel : 4422146/4424549/4240921	4	<b>Fur &amp; Leather Concerns</b> P.O. Box : 5028, Kathmandu Tel : 5536729 Fax : 977-1-4225277 Telex : 2758 GCS NP
5	<b>Leather Wings</b> Maharajgunj, Kathmandu Tel : 4437120/4371480	6	<b>Coseli Chhala Jutta Udyog Pvt.Ltd.</b> P.O. Box : 828, Kathmandu Tel : 4355676 Fax : 977-1-4350866

#### PASHMINA PRODUCTS

1	<b>Krishna Pashmina Art</b> Khumaltar, Lalitpur Tel : 5536267/5522733	2	<b>Yuro Pashmina Pvt.Ltd.</b> Shwoambhu, Kathmandu Tel ; 4276200
3	<b>Tara Pashmina Pvt.Ltd.</b> Lazimpat, Kathmandu Tel : 4430336	4	<b>Garden Dhaka Pashmina Udyog</b> Basundhara, Kathmandu Tel : 4373086
5	<b>Dhaulagiri Pashmina Udyog</b> Tahachal, Kathmandu	6	<b>Nepal Pashmina Industry</b> Kalimati, Kathmandu

	Tel : 4270525		Tel : 4273292/981021044
7	<b>Shree Pashmina Udoyg</b> Chabahil, Kathmandu Tel : 4474328/4488886	8	<b>Sunkoshi Craft</b> Chabahil, Kathmandu Tel : 4470456
9	<b>Nepal Silk Udoyg</b> Balaju Industrial Area, Kathmandu Tel : 4350190	10	<b>Usha Nepali Pashmina Udoyg</b> Kalimati, Kathmandu Tel : 4273549
11	<b>Mahila Utthan Pashmina Udoyg</b> Rabibhawan, Kathmandu Tel : 4285261/4279140	12	<b>Sagarmatha Silk</b> New Baneshwor, Kathmandu Tel : 4497300
13	<b>Rudra Pashmina Udoyg</b> Kathmandu, Nepal Tel : 4372321/4372864	14	<b>Yak &amp; Yeti Enterprises Pvt.Ltd.</b> Lazimpat, Kathmandu Tel : 4413552/4413760
15	<b>Kamala Quality Pashmina</b> Baluwatar, Kathmandu Tel : 4426281		

## NAMES, ADDRESSES, TELEPHONE AND FAX NUMBERS OF TRADE RELATED INSTITUTIONS IN NEPAL

**Ministry of Industry, Commerce and Supplies**, Singh Durbar, Kathmandu

Tel:4244190/4230967 Fax: 977-1-4220319 Email: [moc@wlink.com.np](mailto:moc@wlink.com.np) URL: [www.moics.gov.np](http://www.moics.gov.np)

**Department of Commerce**, Babarmahal, Kathmandu Tel: 4247912/4243939 Fax: 977-1-4249603

Email: [doc@bij.enet.com.np](mailto:doc@bij.enet.com.np)

**Department of Industry**, Tripureswor, Kathmandu Tel: 4215120 Fax: 977-1-4261112

Email: [doi@ecomail.com.np](mailto:doi@ecomail.com.np)

**Ministry of Finance**, Singh Durbar, Kathmandu Email: [asimof@mos.com.np](mailto:asimof@mos.com.np)

**Department of Customs**, Tripureswor, Kathmandu Tel: 4221781/4215525

Fax: 977-1-4259808 Email: [npdoc@ntc.net.np](mailto:npdoc@ntc.net.np)

**Trade Promotion Centre**, Pulchowk, Lalitpur P.O. Box: 825 Tel: 5525348/5525898

Fax: 977-1-5525464

**Carpet and Wool Development Board**, Dhumbarahi, Kathmandu Tel: 4416732

Fax: 977-1-4422259/4422257 Email: [cwdb@wlink.com.np](mailto:cwdb@wlink.com.np)

**FNCCI** Teku, Kathmandu Tel: 4262061 Fax: 977-1-4261022 Email: [fncci@mos.com.np](mailto:fncci@mos.com.np)

URL: [www.fncci.org](http://www.fncci.org)

**Nepal Chamber of Commerce**, Kanti Path, Kathmandu Tel: 4222890/4230927

Fax: 9771-4229998 Email: [chamber@wlink.com.np](mailto:chamber@wlink.com.np) URL: [www.nepalchamber.com](http://www.nepalchamber.com)

**Handicraft Association of Nepal** P.O. Box: 784, Kathmandu Tel: 4244231

Fax: 977-1-4222940 Email: [han@wlink.com.np](mailto:han@wlink.com.np)

**Central Carpet Industry Association**, Kathmandu P.O. Box: 2419, Kathmandu,

Tel: 4413135, Fax: 977-1-4412145 Email: [ccia@enet.com.np](mailto:ccia@enet.com.np) URL: [www.nepalcarpet.org](http://www.nepalcarpet.org)

**Nepal Leather Industry and Trade Association**, P.O. Box: 71 Tel: 051-522040

Fax: 977-51-522291 Email: [gis@atnet.com.np](mailto:gis@atnet.com.np)

**Nepal German Chamber of Commerce and Industry** P.O.Box: 201, Kathmandu

Tel: 4228733, Fax: 977-1-4226098 Email: [ngcci@wlink.com.np](mailto:ngcci@wlink.com.np)

**Nepal Korea Chamber of Commerce and Industry** P.O. Box: 3225, Kathmandu, Tel: 4214901 Fax: 977-1-

4222856 Email: [kth@newmedia.wlink.com.np](mailto:kth@newmedia.wlink.com.np)

**Nepal USA Chamber of Commerce & Industry**, Koteshwor, Kathmandu

Tel: 4478020 Email: [nusacci@vishnu.ccs.l.com.np](mailto:nusacci@vishnu.ccs.l.com.np)

**Nepal Pashmina Industry Association**, Siphah, Kathmandu Tel: 4475066

Email: [npia@ntc.net.np](mailto:npia@ntc.net.np)

## OUTLINE FOR PRODUCT MARKET SURVEY

1. Product description and specifications
  2. Product uses
  3. Market size and segments
- Production

Import  
Consumption  
Export/Re-export  
4. Import regulations  
Tariffs  
Non-tariffs : licenses, quota, sanitary, quarantine, etc.

5. Import practices  
Distribution channels  
Transport means and charges  
Packaging and export packing  
Quality requirements  
Consumer's preferences and tastes  
6. Price and payment system  
Existing prices for different types and sources  
Market prices  
Payment terms  
7. Addresses of potential importers for products of Nepalese origin

### **IMPORTANT INCO-TERMS/GLOSSARY OF FOREIGN TRADE**

**Ad Val Orem duty** According to the value of the article, an assessment at a certain percentage rate on the actual value.

**Agency Agreement** An agreement made between an exporter and his agent which includes enumeration of the agent, the division of promotional and administrative costs between exporter and agent, responsibilities of each of the parties and the territory covered by the agency.

**Bill of Entry** A shipper's detailed statement of the nature and value of the goods in a consignment for customs purposes.

**Bill of Lading** Multiple-copy document on sea transport of goods. It acknowledges receipt of the goods for shipment and is a certificate of ownership which must be produced before goods may be release for delivery.

**Bonded-Warehouse** A guarded facility where imported goods may be deposited under the supervision of custom officers without payment of duties or relevant taxes, often because the goods are intended for re-export. Similar conditions apply in a free port.

**Certificate of Origin** A document to attest to the place of growth, production or manufacture of goods specified thereon. The signature of the Consul of the country of destination is sometimes required.

**CIF** Terms of sale, "cost, insurance and freight". In quoting a CIF price an exporter undertakes to pay costs of transporting the goods and for insurance in transit to a port of entry in the importer's country.

**Customs Declaration** Description of value and net weight of goods sent to an overseas country.

**Demurrage** The charge made for delays to barges, ships, warehouses etc, after a stated period.

**Export Merchant** One who buys in his home market for resale in foreign markets.

**FOB** "Free on Board." When an FOB price is quoted, the exporter undertakes to pay all charges involved in getting the goods actually to the carrier. His responsibility ends when the goods are loaded on board.

**Forwarding Agent** A specialist in the carriage of products to or from a port. Usually known as shipping and forwarding agent.

**Free Port** A port where goods can enter and leave the country without incurring import duty as long as they remain in the port area. A free port may include facilities for processing or assembling goods from imported duty-free materials.

**In Bond** Dutiable goods warehouse under Customs control pending deferred payment of duties.

**Letter of Credit** A letter issued by a bank on the instructions of a buyer in favour of an exporter. The advising bank undertakes to pay the exporter a certain amount of money against delivery of specified documents within a stated period of time.

As used in international trade, a letter of credit, or "documentary" letter of credit, is a means of financing imports and of guaranteeing to the exporter that he will be paid. The importer establishes his credit with his bank and instructs it to open a credit in favour of the exporter, through an advising bank in the exporter's country, against presentation of specified documents (such as the invoice and bill of lading) within a specified period.

The most common type is the irrevocable letter of credit, which cannot be revoked or changed without the consent of all parties. A 'confirmed irrevocable credit' is one of which the advising bank in the exporter's

country undertakes to pay him. A 'revocable credit' can be revoked at any time, since it gives the exporter no guarantee of payment; it is rarely used.

**Mail-order** Selling Goods against orders received by mail, the goods usually being sent to the buyer by the same medium. Order may be obtained through print, broadcast or direct mail advertising.

**Marketing Channel** The sales agents, middlemen, retail outlets, and other types of business through which sales are made and product distributed.

**Marine Insurance** The insurance policy taken to cover probable risk of losses or damages of the export goods en route to the buyer.

**Measurement Ton** For general cargo, 40 cubic feet is a ton measurement, and is regarded as equal to 20 cwt.

**Modular Transportation** A method of cargo handling, in which individual packets of cargo are combined into larger units so that they can be treated as bulk cargo and pass smoothly from one medium of transport to another with a minimum of handling. Also called unitization.

**Product Adaptation** A modification of the design or specification of a particular product to suit a particular market. It also refers to certain combinations of raw materials which have been utilized before, to produce a new item.

**Product Development** The entire process or network of activities by which companies bring new or improved product to the market and include the period from conception of new product ideas to where the new product is launched commercially. Many companies consider the commercialization activities in the market as part of the product development process.

**Sales Agent** An individual or organization which sells its clients products or services, in return for receiving a commission on the invoice value.

**Specific Duty** An assessment on the weight or quantity of goods, being traded without reference to monetary value or market price.

**Value added** Increase in the price of product created by further processing.

**Wholesaler** A person or firm who buys goods from manufacturers or other merchants with the intention of reselling them to retailers or industry, but not directly to consumers.