

# **TRADE INFORMATION JOURNAL**



**EXPORT PROMOTION BUREAU  
BANGLADESH**

# TRADE INFORMATION JOURNAL

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## Editorial Board

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# Handicrafts and Gift Items From Bangladesh

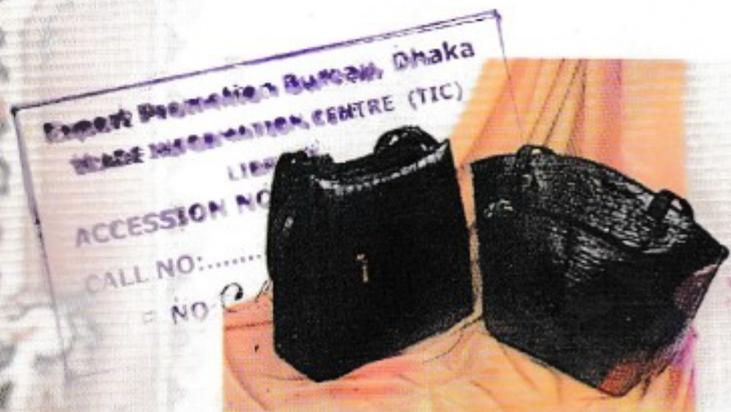
The hand crafted products of Bangladesh belong to a long heritage of glory, beauty and artistry. They mirror the image of the nation, reflecting the socio-cultural treasures that have adorned this land for centuries. Creativity and skill combined, they are a blend of traditional and modern vision of life.



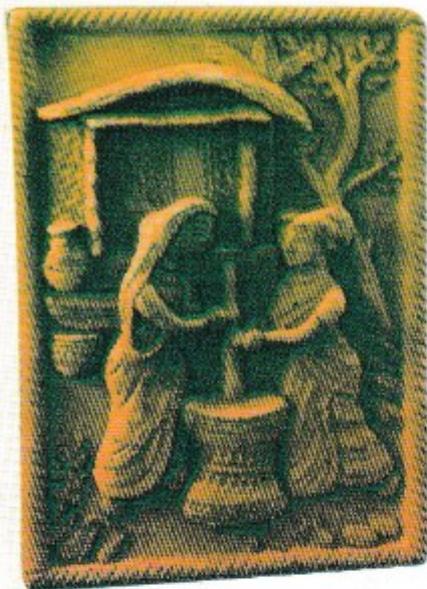
Handicraft industries in Bangladesh are small manufacturing



units, mostly in rural areas, traditional techniques to produce goods out of indigenous materials like



bamboo, jute, wood, cane, straw, grass and clay. Besides, leather, textile, brass, copper and silver are also used by a large number of artisans. The result is a fascinating variety of basket, potteries, wall hangings, hand bags, travel kits, toys, ashtrays, carpets, embroidered quilts and so on. These products are used everyday in house and outside in various ways. It is the utility, sustainability and environment friendliness blended with aesthetics and technology which essentially characterize these products.



The most predominant feature of Bangladeshi handicrafts is the extensive use of individual skill and interesting design motif. It is this skill, artistic and traditional, which makes the craft products unique and distinctive.



## HANDICRAFTS EXPORT MARKETING STRATEGIES



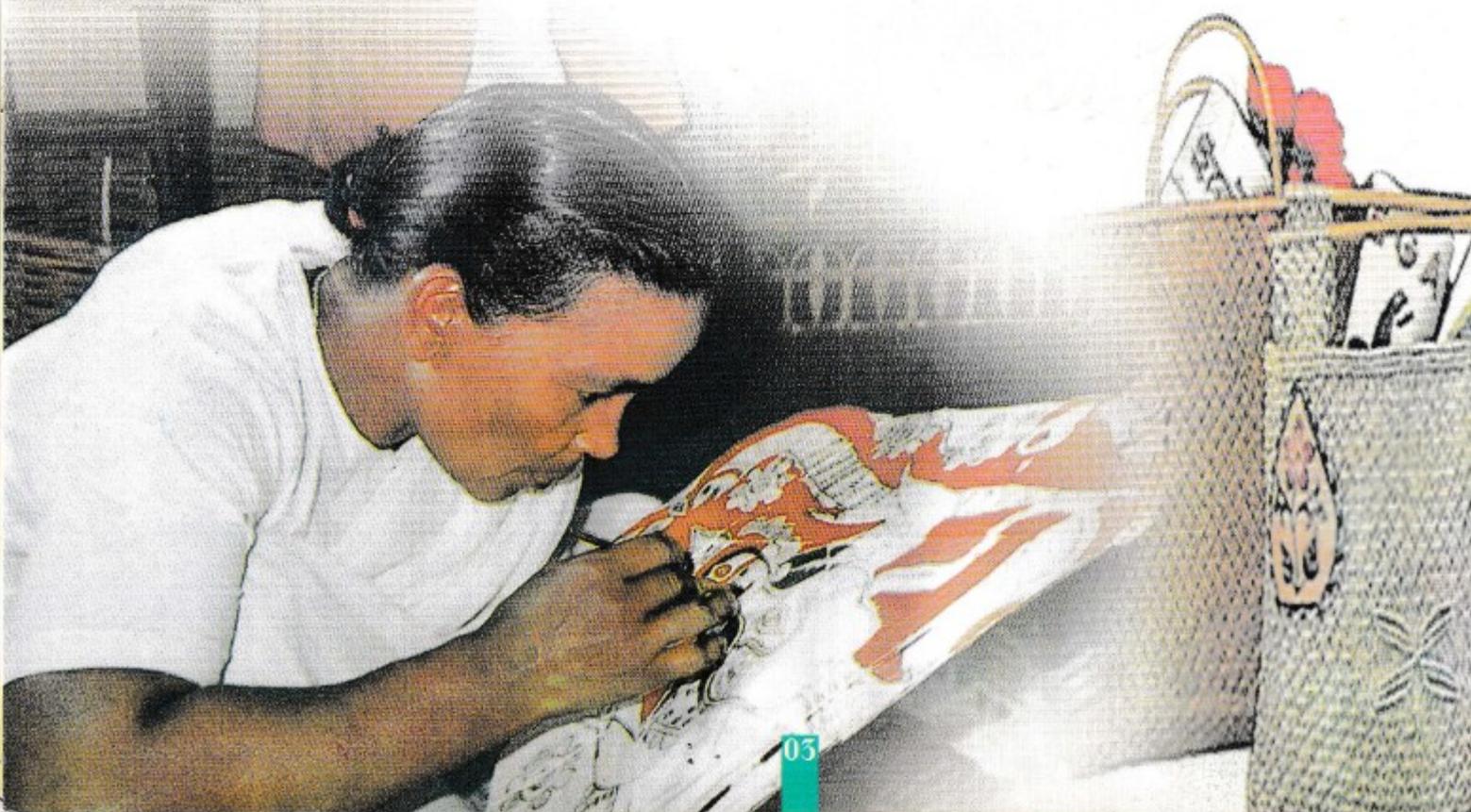
**H**andicraft enterprises foster development in both rural and urban areas and where they have been export-oriented, they have been major sources of income and a spur to modernization.

The potential of the handicraft sector to contribute to the expansion of exports and, therefore, to economic growth is immense, although it is yet to be fully exploited. What is required is more

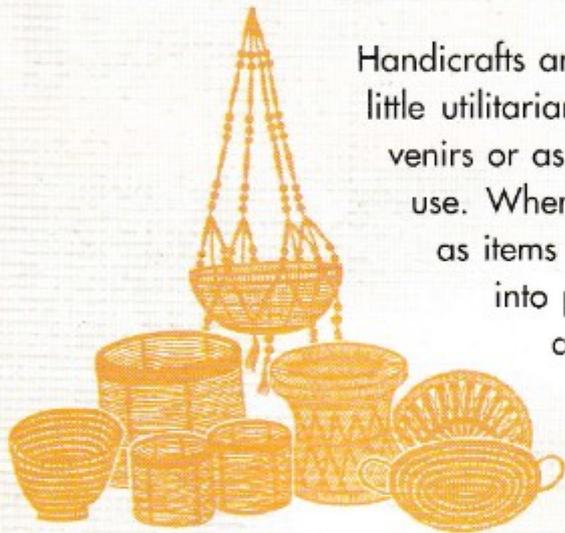
deliberate attention to, and awareness of, the export marketing issues involved and co-ordinated implementation of active support measures.



With a better appreciation of the challenges, handicrafts encounter in export market development, more uniformed policies and appropriate strategies can be designed and



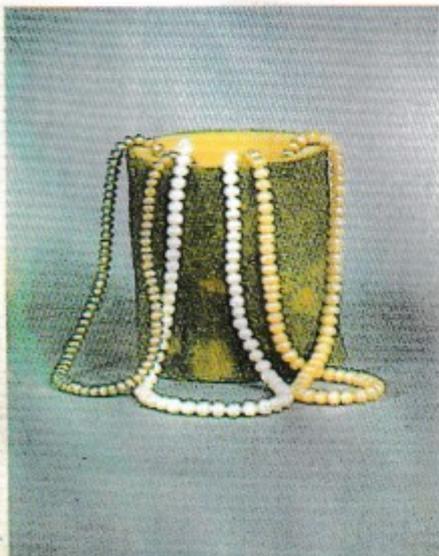
implemented. While the attractiveness of export markets for crafts continues to improve, actual export performance is obstructed by poor marketing orientation. Shifting consumer demands the changing economic and regulatory environments in export markets, rapidly changing technologies and intensified competition - all call for an informed approach to export marketing.



Handicrafts are popularly perceived mainly as ethnic products with little utilitarian value. They are categorized as curios, tourist souvenirs or as items of artistic interest, but seldom as items of daily use. When handicrafts are marketed as items with functional uses, fitting into people's life-styles-at home, at work, at leisure etc. their narrow restricted image immediately disappears.



While attention has frequently been given to the development of specific handicrafts in local areas, an integrated approach has generally not been attempted





in many developed countries. The reason is the implicit assumption that the sector's potential for growth is limited.

In the past two decades or so, many developing countries placed heavy emphasis on strengthening production capacities in the industrial sector. While cottage industries also received some attention, they were generally not perceived to have substantial export potential. The output of these industries was generally conceived to be of low quality and attractive only to a highly localized segment of the domestic market and to tourist.

marketing issues and strategies have generally been overlooked. While the handicraft market is expanding

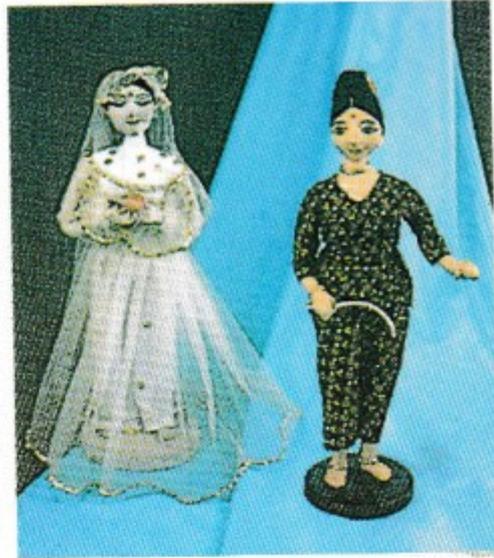
Importance of marketing : In the handicraft trade, it would be reasonable to assume that continuously, intense competition among the increasing number of developing countries suggests that marketing superiority can create real advantages in the trade.



Nature of marketing : Marketing encompasses all activities leading to and including mutually beneficial exchanges between buyers and sellers. As markets become more complex and



more competitive, marketing activities such as product planning, packaging and physical distribution assume greater importance. Enterprises excelling in these activities have an edge over their competitors, Provided the business functions of production, financing and management are performed satisfactorily.

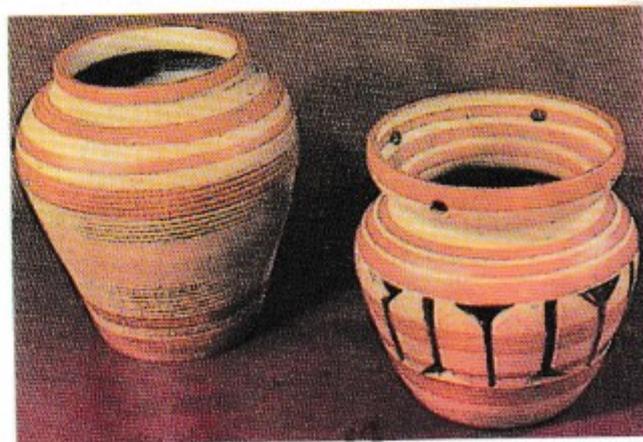


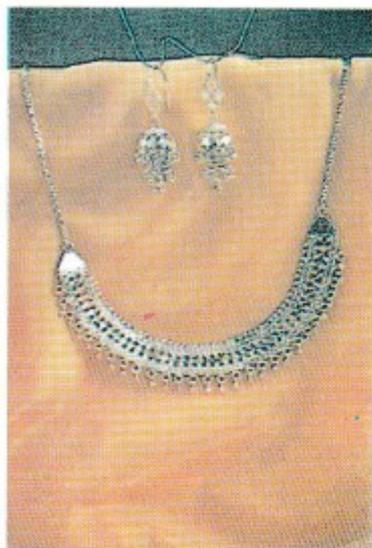
intensely

competitive markets, efficient marketing activities are indispensable. The professionalism with which enterprises carry out the marketing activities of obtaining and assessing customer feedback and adapting production, packaging and physical distribution to customer requirements will determine their competitiveness in export market.



How customers view handicrafts : It is essential to understand how customers view handicrafts. Awareness of a customer's perception of handicrafts is a prerequisite for developing effective marketing strategies. The following statement can be offered as a customer-oriented definition :



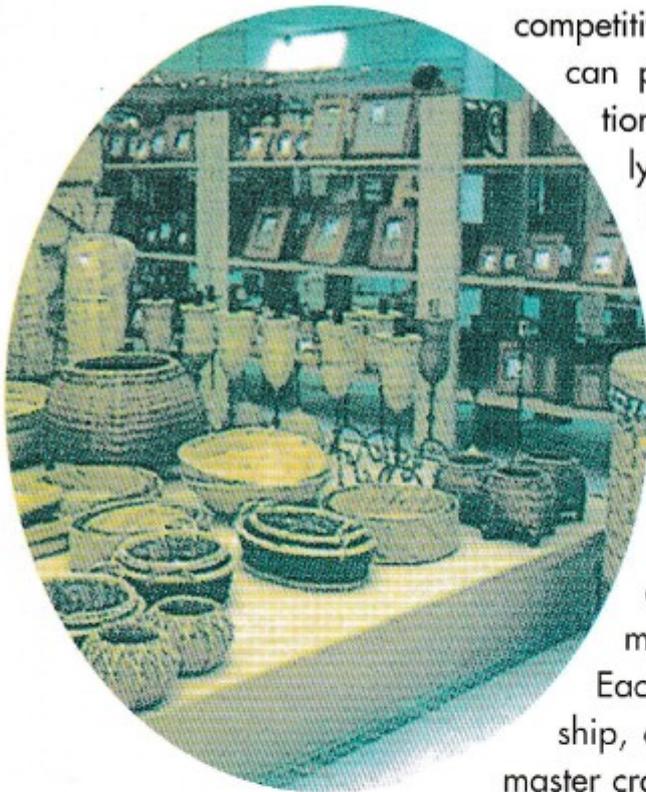


Handicrafts are artistic, creative expressions of a group of people with unique arts and skills who apply their talents to the production of material goods which reflect their culture and heritage. In the marketing context, these are some of the characteristics to be highlighted among consumers. These products should not only display these unique characteristics, but they should also be marketed as expressions of particular cultures. The promotional literature should convey the "story behind the handicraft" and emphasize its uniqueness.



Appreciating the value-adding chain : The sequence of value-adding activities begins with the identification of marketing opportunities and ends with the provision of after-sales services to the customer. In between is a complex set of entrepreneurial, managerial and technical functions. A business gains





competitive edge to the extent that it can perform this chain of functions smoothly and competently.



It is often not possible for the handicraft sector in developing countries to perform all the complex functions efficiently. This is precisely why partnership arrangements are often proposed for successful marketing. Under such arrangements, responsibilities are shared among four principal partners : the artisans, intermediaries, exporters and government agencies. Each party brings its unique strengths to the partnership, creating synergy. For example, the artisans and master craftsmen facilitate product adaptation.

The intermediaries gather the required inputs. The exporters handle packaging arrangements. Handicraft agencies promote the establishment of common facility centres. Once the alliance has been set up and is operational, the mutual economic interests of the partners will hold it together.



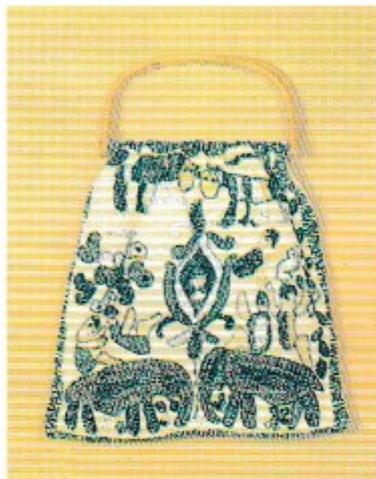


Developing links at home and abroad : The world market for handicraft products is becoming increasingly competitive. Today more than a handful of developing countries are attempting to market their goods in Western Europe, North America, Japan and other areas.

One of the keys to success in this intensely competitive international market is the development of global links with buyers, intermediaries and facilitating agencies. Strong ties to customer groups, merchandisers, fashion houses and other



strategic partners can be the greatest asset of handicraft exporters. There is thus a need for forming strategic alliances with overseas partners. The links with foreign partners may be formal or informal, and may cover marketing and financial or technical collaboration. Efforts to identify foreign collaborators and forge relationships with them should be seen as investments that will pay off in the long term. International agencies can also be valuable partners, which can help disseminate among developing countries.





That will pay off in the long run. International agencies can also be valuable partners, which can help disseminate among developing countries.

There are a number of encouraging developments in the international market for handicraft products.

First, consumers in industrialized markets have developed an appreciation for handicrafts from developing countries. Second, novelty seeking is widespread. Third, the western consumer has a larger discretionary income at his disposal. Fourth, global purchasing is on the rise; retail chains in major importing countries are constantly and aggressively looking for suitable products and reliable suppliers. It is, therefore, opportune for handicraft enterprises in developing countries to embark upon or to intensify international marketing activities.



Nevertheless, challenges remain, perhaps the most critical is the development of a systematic and professional approach to export marketing. Handicraft exporters must bear in mind that markets for handicraft products must be created and maintained. To this end, marketing missions to the importing countries must be undertaken at regular intervals and professional marketing campaigns mounted to portray handicrafts as artistic expressions of the country's particular culture and heritage.



## SOME EXPORTERS OF HANDICRAFT

### 1. CORR-The Jute Works

30, Senpara-Parbata Mirpur  
Dhaka-1216  
Phone : 88-02-802589  
Fax : 88-02-803536  
Product : Jute Products.

### 2. Brac-Aarong

65, Mohakhali C/A, Dhaka  
Phone : 880-02-802249  
Fax : 88-02-803582  
Products : Textile, Leather, Nakshikantha etc.

### 3. Heed Handicrafts

19, Mirpur Road, Block A, Section-11  
Mirpur, Dhaka - 1212  
Phone : 88-02-803582  
Product : Handloom, Jute, Clay, Cane, Bamboo, Brass,  
Leather & Grass Products.

### 4. Jahanara Cottage Ind.

7, Aziz Super Market  
Shahbagh Avenue, Dhaka - 1000  
Phone : 88-02-8612036  
Fax : 88-02-8612036  
Products : Cane and Bamboo Products.

### 5. Bangladesh Exports Ltd.

Ellal Chamber (6th Floor)  
11, Motijheel C/A, Dhaka-1000  
Phone : 88-02-832826  
Fax : 88-02-9551122  
Products : Cane and Bamboo Products.

### 6. Conexpo

16, DIT Extension Road, Dhaka.  
G.P.O. Box No. 2503  
Phone : 88-02-832826  
Products: Cane and Bamboo Products.

### 7. Kumudini Welfare Trust of Bengal

Hotel Sonargaon, Dhaka-1000  
Phone : 88-02-884284  
Fax : 88-02-832192  
Products : Cane and Bamboo Products.

### 8. Oasis International

4.1-c, Hare Street, Wari, Dhaka-1203  
Phone : 88-02-232759  
Fax : 88-02-9560137  
Product: leather Jackets, Belt, Hand bag, Pilot  
bag, Wallet, Card Holder, Waist bag, Purse, Key case etc.

### 9. Island Trading Corporation

5/13, Humayun Road  
Mohammadpur Dhaka.  
Tel: 88-02-9119462, 9113191  
Fax : 88-02-816561  
Product: Cane & Bamboo Products.

### 10. Skyland & Fam Ltd.

Kazi Market (Agrani Bank Building)  
Tongi, Gazipur  
Phone: 88-02-9801720  
Fax : 88-02-9800194  
Products: Leather hand gloves, basket ware, Jute Handicrafts.

### 11. Absolute Leather Products Ind.

14, Rajuk Avenue (4th Floor)  
Motijheel C/A, Dhaka-1000  
Phone : 88-02-9568647  
Product: Wallet, Pocket holder, Card holder,  
Key Case, Handbag, Belt etc.

### 13. A.B. Cane Centre

70, Green Road,  
Dhaka-1205  
Phone: 88-02-864287  
Fax: 88-02-86360  
Product: Cane Furniture.

### 14. Usha Handicrafts

36/9, Block-F, Zohur Mahalla  
Mohammadpur, Dhaka  
Phone : 88-02-812759  
Fax : 88-02-81279  
Product: Cane, Bamboo, Jute & Clay Products.

### 15. Nipun Pvt. Ltd.

38, Free School Street  
kathalbagan, Dhaka-1205  
Phone : 88-02-9661569, 9665121  
Fax : 88-02-864184  
Product : Pillow & Pillow Cover, Dust Ruffle, Handloom  
Garments, Kitchen Cloth, Shopping bag, Handmade  
Patchwork Quilt.

### 16. Banaj Barnali Ltd.

Road No. 3/A, House, Dhaka  
Dhanmondi R/A, Dhaka.  
Phone : 88-02-813661  
Fax : 88-02-813661  
Product : Nakshi Kantha, Needle Works, Silk & Cotton  
Fabrics, Jamdani products.

## SOME EXPORTERS OF HANDICRAFT

### 17. Joya Ltd.

Dhaka Sheraton Hotel, Dhaka  
G.P.O. Box No. 439  
Phone : 88-02-9118470  
Product: Silk & Jamadani Products,  
Silver, Jewellery & Pink Pearl.

### 18. Ubinig (Pvt) Ltd.

5/3, Barabo Mahanpur  
Ring Road, Shamali, Dhaka-1207  
Phone : 88-02-813065  
Fax : 88-02-813065  
Product : Handloom Fabric, Hand Made Paper etc.

### 19. Tangail Saree Kutir & Reshmi

143/1, New Baily Road, Dhaka-1000  
Phone : 88-02-8314567  
Fax : 88-02-832928  
Product : Saree & Handloom Products.

### 20. Utama Limited

Road No. SW-1, House No. 8,  
Gulshan Avenue  
Gulshan-1, Dhaka-1212  
Phone : 88-02-9880799, 9886144-6  
Fax : 88-02-884170a  
E-mail : Matthew @citechco.net  
Product : Saloar Kamiz, Pillow Cover, Leather Products,  
Punjabi, Toiletries, Jute Products.

### 21. Shilleikon

136/B, Jahanara Garden  
Green Road, Dhaka-5  
G.P.O. Box No: 3441  
Phone : 88-02-8117889  
Fax : 88-02-8113466  
Product: Cotton, Silk Wood & Leather Products.

### 22. Aranya Crafts Ltd.

House No-135, Road No-15  
Block - E, Banani  
Dhaka-1213  
Phone : 88-02-8913174  
Fax : 88-02-8823174  
Product : Hand Embroidery,  
Leather Products, Brass Products.

### 23. TDK

44, Al-Amin Road, Green Road  
Dhaka-1205  
Phone : (88-02) 8611475  
Products : Hand Embroidery,  
Leather Products, Brass Products.

### 24. Bibi Productions

12-13, Motijheel C/A, Dhaka -1000  
Phone : (88-02-9552106  
Fax : 88-02-9565358  
E-mail : Bibi Prd @ Citechco.net.

Product : All kinds of Handloom, Fabric, Handicrafts,  
Handmade Paper & Jute Products.

### 25. Gup Batik and Handicrafts

13 B/10B, Babar Road  
Muhammapur, Dhaka  
Phone : 88-02-813216,324925  
Fax : 88-02-9120041  
Product : Batik items, Fatua, Shirt, Tops etc.

### 26. S.M.H. Export Corporation

52, New Eskaton Road  
TMC Building (7th Floor) Dhaka-1000  
Phone : 88-02-9344549, 838642  
Fax : 88-02-8318136  
Product : Leather gift items.

### 27. Tarango

282/5, First Colony, Mazar Road  
Mirpur-1, Dhaka-1218  
Phone : 88-02-8014341  
Fax : 88-02-8015314  
Product: Jute Handicrafts, Wheat Straw Card,  
Handloom, Block & Batik Print, Nakshi Kantha.

### 28. Karika

27, Paribag Super Market (1st Floor)  
Mymensingh Road, Dhaka-1000  
Phone : 88-02-504362  
Fax : 88-02-8113095  
Product: Jute, Pottery, Cane & Bamboo, Grass, Clay,  
Leather, Wood, Muslin, Brass products etc.

### 29. Nalita & Co. Ltd.

Nitol Centre  
71, Mohakhali C/A, Dhaka  
Phone : (88-02)-9887074, 885290  
Fax : 88-02-9883121  
Product : Artificial Silk Flower & Plants.

### 30. Shell Crafts

Shamsuzzoha Market (1st Floor)  
25, Bangla Motor, Dhaka-1000  
Phone : 88-02-9661364  
Fax : 88-02-892415  
Product: Shell, Brass, Wood & Wrought Iron Products.

### 31. Bangladesh Trade

House No. 8, Road No.3, Section-6  
Uttara Model Town, Dhaka  
Phone : 88-02-8915004  
Fax : 88-02-8915004  
Product: All kinds of Handicrafts.

### 32. Shell Design-2000

9/C, Motijheel C/A, Dhaka-1000  
Phone : 88-02-9569214  
Fax : 88-02-8613794  
Product: Shell & Pearl Jewellery

**Export Promotion Bureau**  
 Policy and Planning Division  
 Human Resource Development Cell  
 122-124, Motijheel Commercial Area, Dhaka

**National Export Training Programme for the year 2000- 2001**

SL. No	Subject	Place	Date
01.	(a) Export Procedures and Strategy	Jhenaidah	June 14, 2001
	(b) "	Barguna	Nov. 13, 2000
	(c) "	Sirajgonj	January 28, 2001
	(d) "	Comilla	April 04, 2001
02.	(a) Generalised System of Preferences, South Asian Preferential Trading Arrangement and Korean Preferential Tariff for LDC ( GSP, SAPTA & KPT for LDC)	Dhaka	19-20 Feb. 2001
	(b) "	Chittagong	May 23, 2001
	(c) "	Khulna	Feb. 12, 2001
	(d) "	Sylhet	May 30, 2001
03.	(a) Export Potential of Agricultural Products	Gaibandha	Sept. 19, 2000
	(b) "	Comilla	June 11 2001
	(c) (Pineapple, Lemon and Jackfruit Processing)	Srimangal	Nov. 20, 2000
	(d) (Preservation, Packing & Shipment)	Bogra	April 10 2001
04	(a) Introduction to Export Trade, Correspondence and Formalities	Pabna	November 08, 2000
	(b) "	Natore	January 09, 2001
	(c) "	Dinajpur	October 18, 2000
05	(a) Access to Export, Trade	Chuadanga	April 23, 2001
	(b) "	Habigonj	February 18, 2001
	(c) "	Naogaon	May 13, 2001
06.	(a) Quality Control of Fishery Products	Satkhira	January 16 2001
	(b) "	Kalapara	October 05, 2001
	(c) "	(Patuakhali) Chandpur	October 11, 2000
07.	(a) Export Potential of Non-traditional Products	Bagerhat	November 15, 2000
	(b) "	Jhalkathi	June 05, 2001
	(c) "	B.Barua	February 14 ,2001

08.	(a) Export Market Planning and Strategy	Sunamgonj	March 06,2001
	(b) " (Silk Products)	Rajshahi	October 10 ,2000
09.	(a) Production, Procurement , Preservation and Packing of Fruits for Export	Chapainawabgong	May 16 ,2001
	(b) "	Sylhet	April 17,2001
10.	(a) ISO-9000 and ISO-14000	Dhaka	November 06,2000
	(b) "	Chittagong	June 25 2001
11.	(a) Information Technology & Electronic Commerce	Dhaka	April 19 2001
	(b) "	Chittagong	November 06, 2000
12.	General Agreement on Trade in Services (GATS)	Dhaka	March 18-19, 2001
13.	Export Potential of thrust Sector and Crash Programme Items	Dhaka	February 22,2001
14.	Export Credit Guarantee Scheme & Long Term Trade Financing Scheme (ECGS & LTFFS)	Dhaka	October 24-25,2000
15.	Agreement on Textile and Clothing	Dhaka	September 25, 2000
16.	Agreement on Agriculture	Dhaka	June 20,2001
17.	How to Export to European Union	Chittagong	March 21,2001
18.	Quality Control and Upgradation of Sea Food	Cox's Bazar	January 30, 2001
19.	Costing & Pricing for Export and Incoterms	Chittagong	February 27, 2001
20.	Strategy for Export Market Development	Khulna	September 27, 2000
21.	Export Market Potential for Fine and Aromatic rice	Rajshahi	March 12,2001
22.	Participation Procedures in International Trade Fairs	Barisal	May 07,2001
23.	Export Incentives and Facilities	Barisal	March 08, 2001
24.	Export Potential of Cottage Industry Products	Rangpur	March 28, 2001
25.	Product Development, Adaptation and Diversification	Jaypurhat	June 17, 2001
26.	Export Potential of Handloom Fabrics	Comilla	November 19,2000

## WISH TO EXPORT FROM BANGLADESH

### GARMENTS

#### SAVAR GARMENTS LTD.

HOUSE # 4,(3RD FLOOR)  
ROAD # 11/1 BLOCK #B SECTIN 10  
TEL. 8013240 MIRPUR, DHAKA 1216,  
BANGLADESH FAX. 880-2-8013523, MOBIAL. 017-  
524266  
E-MAIL. chanchal@agi.com

#### A.H. TEXTILE LTD

24, NABWAB SIRGAJUDOWLLAH ROAD  
ANDERKILLA, CHITTAGONG BANGLADESH  
TEL. 880-31-623052  
FAX. 880-31-639018  
E-MAIL. ahtext@spnetctg.com

#### RAJMONI TEXTILE GROUP OF COMPANIES

HOUSE NO NAME-MARINA GR FLOOR  
14/B (OLD) 49, NEW ROAD NO-5  
HOUSING SOCITY, NASIRABAD  
CHITTAGONG, BANGLADESH  
TEL: 653122  
FAX: 880-2-654763  
E-mail: rajmoni@spnetctg.com

### KNITWEAR

#### EDEG TRADING

90 MONIPURI PARA  
TAJGON, DHAKA 1215  
BANGLADESH  
TEL: 9127002  
FAX: 880-2-9127002  
E-mail: cdgebdl@bdfast.com

#### MEXITEX FASHION DEVELOPMENT

186/1 INNER CIRCULAR ROAD  
2ND FLOOR ARAMBAGH  
MOTIJHEEL CA  
DHAKA 1000  
TEL: 7100674  
FAX: 880-2-710110  
E-mail: mexitex@spaninn.com

### HANDICRAFTS

#### MOON LIGHT ENTERPRISE

SEBOK-53  
AGPARA, SYLHET 3100  
BANGLADESH  
TEL: 719233  
FAX: 880-2-721091

### CORR-THE JUTE WORKS

30, SENPARA PARBATA, MIRPUR  
DHAKA, BANGLADESH  
PHONE : 8012589, 8015019, 8011470  
FAX : 880-2-8013536  
EMAIL : jutework@citechco.net

### FORZEN FOODS

#### KHULNA FROZEN FOODS EXP. LTD.

31, MIRAZAPUR ROAD, KHULNA  
TEL. 725659, 725267  
FAX. 880-41-720144

#### DELTA FISH LTD.

14, CLAY ROAD, KHULNA  
TEL. 720406, 722160, 722164  
FAX. 880-41-731239

#### SEA FOOD CORPORATION LTD

BADADI ROAD, CHANDPUR-3600  
TEL. 3372,3665  
FAX. 880-841-3372

#### GEMINI SEA FOOD LTD.

HOUSE # 50, ROAD # 2/A  
DHANMONDI R/A  
DHAKA-1209  
TEL : 507497, 509741, 502404  
FAX : 880-02-863044

### LEATHER & LEATHER GOODS

#### OASIS INTERNATIONAL

4/1-C, HARE STREET, WARI  
DHAKA, BANGLADESH  
TEL : 880-2-8111445  
FAX : 880-2-8113581

### FRESH FRUITS & VEGETABLES

M H GULZAR  
GULISTAN COMPLEX  
LALDIGHIR PAR  
SYLHET, BANGLADESH  
PHONE : 0821-717920, 717538, 9337945  
FAX : 880-821-715204, 880-2-9337945

#### ALISONS COMPANY (PVT) LTD

283/KA, NAYATOLA, MOGHBAZAR  
DHAKA-1217, BANGLADESH  
PHONE : 88-02-9331243  
FAX : 88-02-9331243  
EMAIL : alisonss@bdcom.com

**WISH TO IMPORT FROM BANGLADESH**

**HONG KONG**

SHAKOOR ANDERSON  
TIME CONCEPT ENTERPRISES  
3/FL, ROOM 5, WINSUM IND BLDG.,  
588-592 CASTLE PEAK RD,  
CHEUNG SHA WAN ROAD, KOWLOON.  
000  
HONG KONG  
PHONE: (852) 2959 2546  
FAX: (852) 29592052  
Email: tce@netvigator.com  
**ITEMS: LEATHER GARMENTS**

**KOREA**

JK. PARK  
EUPHORIA CORPORATION  
9-51, YANGJAE-DONG, SEOCHO-GU  
SEOUL,  
137-130, KOREA  
TEL: 82-2-574-6667  
FAX: 82-2-3461-4397  
E-mail: jkpark0212@hanmail.net  
**ITEMS: LIVE CRABS**

**RUSSIA**

CORNER LIMITED  
RUSSIA 195299  
SAINT-PETERSBURG  
2 KIRISKAIA  
PHONE : 7-812-5369859  
E-mail: hookup@imail.ru  
**ITEMS: NATURAL RUBBER**

**GERMANY**

MAVEG GMBH  
ALTE BERGSTR. 4, D-4554 SPROCKHOV-  
EL  
WOLFGANG BURKLE  
GERMANY  
TEL : 02324-9788-0  
FAX : 02324/9788-20  
**ITEMS: TEXTILE FABRICS**

**GREAT BRITAIN**

EMMA FAIRCLOUGH  
TRY & LILLY LTD  
MANUFACTURER OR PRODUCER (MPR)  
63 KEMPSTON STREET LIVERPOOL  
GREAT BRITAIN  
FAX : 00 44 151 207  
EMAIL :  
SALES@TRYANDLILLY.DEMON.CO.UK  
**ITEMS: MILITARY PULLOVERS WANTED**

**PHILIPPINES**

ALEXANDER PESTANA  
F T P ENTERPRISE (PHILS)  
3064 APPLE STREET, UNITED HILLS VIL-  
LAGE  
PARANAQUE  
METRO MANILA, N/A 1713, PHILIP-  
PINES  
PHONE : (63-2) 823-1503/823-  
FAX : (63-2) 824-3429  
Email : ftpphil@mn1.sequel.net  
**ITEMS : TOILET TISSUE/PAPER-URGENT**

**SPAIN**

Jose Pintor  
SPAIN  
Phone : 34917866115  
Fax : 3491786616  
Email : plombardi@teleline.es  
**ITEMS : FRESH COD, GROUPE, HAKE,  
MONKFISH**

**TAIWAN**

CINDY LEE  
NIKENNY INTL CO., LTD  
11-D 108-6, TAICHUNG KUNG RD.  
TAICHUNG,  
TAIWAN 407  
TEL : 886-4-463-5066  
FAX : 886-4-463-5065  
E-mail : nikenney@ms38.hinet.net  
Homeurl : http://www.ec21.net/nikenney  
**ITEMS : TOILET COVER SEATS**

**USA**

MR NOEL SLATER  
VANDIORA  
VAN DIOR, S.A. DE. C.V. PRESA  
SALINILAS NO. 370-201 COL  
LOMA HERMOSA, C.P. 11200 MEXICO,  
D.F. USA  
TEL : 525-395-5966  
FAX : 525-557-0718  
**ITEMS : LADIES UNDERWEAR AND  
PANTIES**

MR MATHEW A. HUXLEY  
MANAGER, TRADE SERVICES  
WORLD TRADE CENTER INSTITUTE  
401 EAST PRATT STREET  
SUITE 232  
BALTIMORE, MD 21202  
**ITEMS : SOFTWARE INDUSTRY**

NOVA FISHERIES, INC  
5309 SHILSHOLE AVE NORTHWEST  
WASHINGTON 98107, USA  
FAX : 206-781-9011  
TEL : 206-781-2000  
**ITEMS : GREEN TICKETED SHRIMP PACK-  
ERS**

**USA**

MR BOBBY BLANCE  
WIESNER PRODUCT INC./FOOTGEAR  
INC,  
3 WEST 35TH STREET  
New York, NY 10018, USA  
Tel : 212-279-2466 EXT 231  
FAX : 212-279-0774  
**ITEMS : READYMADE GARMENTS**

MR RICK BOGUSKY  
USA  
FAX : 703-525-7541  
**ITEMS : CAPS & HATS**

ANTHONY DOMINICK  
WEST AVE INTERNATIONAL  
P.O.B. 10441  
OAKLAND, CA 94610  
UNITED STATES  
FAX : 9783830768  
E-mail : kfi@westave.com  
**ITEMS : LEATHER SHOES, HAND BAGS**

TERJE GRONLIE  
MANAGER SALES & MARKETING  
HYDRO  
100 N. TAMPA ST  
USA  
TELEPHONE : 813-22-5745  
FAX : 813-222-3855  
Email : terje.gronlie@hydro.com  
**ITEMS : OUTDOOR RUGS/MATS**

ROLLAND HOFFMAN  
COAST TO COAST SHOPPERS  
P.O. BOX 1059  
SAN MARCOS, CA 92079, UNITED  
STATES  
PHONE : 760-591-9057  
E-mail : rhdirect@earthlink.net  
**ITEMS : BASEBALL CAPS**

## STATEMENT OF MONTHLY EXPORT

Commodities	July-Sept 2000-1	July-Sept 1999-2000	% change of export during July-Sept, 2000-2001 over July-Sept 1999-2000
Frozen Food	132.67	85.81	(+ 54.61
Agricultural Products	7.03	5.26	(+ 33.65
Tea (Incl packet)	7.76	3.79	(+ 104.75
Petroleum by Products	2.56	2.14	(+ 19.63
Chemical Products	33.69	20.07	(+ 67.86
Leather	56.83	53.93	(+ 5.38
Raw jute	14.22	16.17	(-) 12.06
Jute Goods	68.78	71.31	(-) 3.55
Handicrafts	1.44	1.27	(+ 13.39
Knitwear	392.30	299.08	(+ 31.17
Woven Garments	924.59	767.13	(+ 20.53
Engg. Products	0.50	1.92	(-) 60.12
<b>Total</b>	<b>1746.05</b>	<b>1392.63</b>	<b>(+) 25.38</b>

## EXPORT PERFORMANCE DURING JULY-SEPT 2000-2001

Commodities	Export target		Actual Export Performance			% Change of export performance over export target	Actual Export July-Sept. 99-00	% Change of export performance during July- September 2000-2001 over 1999-2000
	2000-2001	July-September 2000-2001	August 2000	September 2000	July-Sept.			
Primary products	500.00	125.00	56.53	48.25	164.05	(+ 31.24	112.42	(+ 45.93
Mfd. products	5814.00	1453.50	549.86	457.18	1582.00	(+ 8.84	1280.21	(+ 23.57
<b>Total :</b>	<b>6314.00</b>	<b>1578.50</b>	<b>606.39</b>	<b>505.43</b>	<b>1746.05</b>	<b>(+) 10.61</b>	<b>1392.63</b>	<b>(+) 25.38</b>
Traditional item	395.00	98.75	28.49	26.95	90.28	(-) 8.58	90.58	(-) 0.33
Non traditional item	5919.00	1479.75	577.90	478.48	1655.77	(+ 11.90	1302.05	(+ 27.17
<b>Total :</b>	<b>6314.00</b>	<b>1578.50</b>	<b>606.39</b>	<b>505.43</b>	<b>1746.05</b>	<b>(+) 10.61</b>	<b>1392.63</b>	<b>(+) 25.38</b>

# OFFICES OF EXPORT PROMOTION BUREAU

## Head Office

### DHAKA

Export Promotion Bureau

122-124, Motijheel C/A, Dhaka, Bangladesh

Tel : 88-02-9560787, 88-02-9552245-9 PBX

Fax : 88-02-9568000

E-mail : [epb.tic@pradeshta.net](mailto:epb.tic@pradeshta.net)

Website : [www.epbbd.com](http://www.epbbd.com)

## Regional Office

### RAJSHAHI

Export Promotion Bureau

Shamabaya Bhavan

Shaheb Bazar

Rajshahi, Bangladesh

Tel : 88-0721-774420

### KHULNA

Export Promotion Bureau

Chamber Mansion

5 No. KDA Commercial Area

Khulna, Bangladesh

Tel : 88-041-720449

### CHITTAGONG

Export Promotion Bureau

Chamber House, Agrabad C/A

Tel : 88-031-710540

Fax : 88-031-710540

## Branch Office

### SYLHET

Export Promotion Bureau

House No. 1/B, Block-C

Road No. 33/A

Shahajalal Upashahore

Sylhet

Tel : 88-0821-71614

### COMILLA

Export Promotion Bureau

BISCIC Gate

Agrani Bank Building (1st Floor)

Ranir Bazar

Comilla, Bangladesh

Tel : 88-081-5019

### BARISAL

Export Promotion Bureau

Rahim Manzil (2nd Floor)

Jordan Road

Barisal, Bangladesh

Tel : 88-0431-3506

### BOGRA

Export Promotion Bureau

Jaleshwaritola

Bogra, Bangladesh

Tel : 88-051-5099