



An entrepreneurial exploration of dhaka fabric
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Abstract

This report started out seeking answers to the following questions: a) what are some basic things a potential dhaka entrepreneur needs to know before he/she enters this market? b) Given that so much has already been done with dhaka fabric, what market potential does this fabric still hold? What market segment has yet to be targeted? And last but not least, c) how much do dhaka fabric producers make? To answer the above mentioned questions, I conducted interviews with NGOs working with dhaka fabric and dhaka producers. I went on site visits to SABAH Nepal, a local store producing fashionable clothing with dhaka fabric, and to a power loom in Bhaktapur. In addition, I also conducted desk research on dhaka fabric to understand where it is made and to find out how dhaka fabric has been marketed abroad.

As a result of conducting activities mentioned in the last paragraph, I found that often, the general business thought in Nepal is that, it is better to export than to produce for the local market. For this reason, there is much space still available to target the average Nepali consumer with dhaka fabric products. Such products can be all dhaka or just contain borders or portions of dhaka fabric. Such products can use either power loom or handloom dhaka, though the cheaper input is the power loom fabric. These findings imply that if you are an entrepreneur, produce for your local market. If you are a government member, pass policy making it easier for locals to produce competitive advantaged products such those utilizing dhaka patterns. If you are a consumer, then demand more Nepali products.

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7. Sudarshan Basnet, Member of Nepal Young Entrepreneurs' Forum and Organizer of Made in Nepal Exhibition 2015
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Executive Summary

Background

Last year when I went to Canada, I took a tailor made dhaka fabric dress and a dhaka fabric coat with me. Having rarely if ever seen the prints I wore, my clothing drew lots of admiration in Canada. It then led me to see value in dhaka fabric. I had also always wanted to contribute to Nepal's progress and when I saw that Daayitwa was looking for a fellow in Palpa, one of the places most known in Nepal for dhaka fabric production, I knew I had to apply. In Daayitwa, I saw both a platform to give back to Nepal and to study the entrepreneurial potential of dhaka fabric.

Methodology

To conduct my research, I will conduct interviews with NGOs working with dhaka fabric and dhaka entrepreneurs/producers. The point of these interviews will be to gather information relevant for dhaka entrepreneurship. What does the market look like now and what space still exists to make money with dhaka fabric? Desk research will also be conducted to better understand what products are being sold in the international market so as to gain a clearer picture of current market status both locally and internationally.

Key Findings

1. Nepalese are not mass producing clothes for our local market. There is, however, a market for Nepalese to mass produce fashionable clothing and accessories.
2. The businesses that are promoting handloom dhaka fabric clothing locally are targeted more towards wealthier Nepalese or to consumers headed abroad.
3. Much more can be done to promote dhaka fabric clothing. For instance, entrepreneurs can use dhaka fabric from power looms to create fashionable clothing for the average working class to middle class Nepali market.
4. Foreigners have successfully utilized dhaka fabric to make/promote their own products.
5. The difference between dhaka fabric from Terhathum and Palpa is that:
 - a. Palpali dhaka came first and is thinner
 - b. The color most utilized in Palpali dhaka is white, red, blue, black and yellow
 - c. Therathum dhaka has lots of contrast colors and is more intricate in design
 - d. Therathum/Bhojpur/Dhankuta dhaka fabric is relatively the same. The difference is that it is produced in those distinct places.

Key Recommendations

1. If you are an entrepreneur, produce for your local market.
2. If you are a government member, pass policy making it easier for locals to produce competitive advantaged products such those utilizing dhaka patterns.
3. If you are a consumer, demand more Nepali products.

1 Introduction

1.1 Background

An entrepreneur needs to know the market before he/she goes into business (Foreman). An entrepreneur who does full research of the market prior to engaging in that business is more successful than one who doesn't do so. As such, what does an entrepreneur who wants to engage with dhaka fabric need to know? What already exists? What remains to be done? Of what already exists, is there still room for entry or is this market saturated?

[Anthropological perspectives of dhaka fabric](#)

If you are more interested in an anthropological perspective of dhaka fabric, ECS has written some awesome articles. Below is a list of them:

[Dented Pride: The Story of Daura Suruwal and Dhaka Topi](#)

By Amendra Pokharel July 11, 2010

[Dhaka: The Woven Intricacy](#)

By Eva Manandhar August 18, 2010

[Fabric of Society](#)

By Niraj Karki Jan 5, 2012

Figure 1 Anthropological perspectives of dhaka fabric

1.2 Objectives

The objectives of this study are to:

- To explore the market potential of dhaka fabric, including whether it can be mass produced
- To come up with differences in dhaka fabric from Palpa, Dhankuta, Bhojpur, Therathum
- To differentiate between a hand loom, power loom and a jacquard loom
- To provide some insights into the potential of dhaka fabric for entrepreneurship

2 Methodology

2.1 Research Questions

The research questions to be answered by this report are:

1. What are some basic things a potential dhaka entrepreneur needs to know before he/she enters this market?
 - What is the difference between dhaka fabric from Palpa, Tehrathum, Dhankuta?
 - What is the difference between a hand loom, power loom and a Jacquard loom?
 - How much do dhaka fabric producers make?
2. Given that so much has already been done with dhaka fabric, what market potential does this fabric still hold?
3. What market segment has yet to be targeted with dhaka fabric products?
4. Can dhaka fabric be mass produced in Nepal?

2.2 Research Design

1. Conducted interviews with NGOs working with dhaka fabric, dhaka entrepreneurs and dhaka producers
2. Went on site visits to SABAH Nepal and to a power loom in Bhaktapur
3. Conducted desk research on dhaka fabric to understand where it is made and to find out how dhaka fabric has been marketed abroad
4. Constructed a wages chart to deduct if it is profitable to produce handloom dhaka fabric

2.3 Data Collection

The dhaka fabric entrepreneurs were chosen randomly. When I was in Gulmi, I had mentioned that I was doing a study on dhaka entrepreneurship. This led someone to say you should talk to Jhupa Bagale, a top 40 entrepreneur in Gulmi's Innovation Challenge. I had gone to Saugat Griha and someone there referred me to Rekha Sunar. I went to SABAH Nepal because they are a well-known fashion enterprise working with dhaka fabric. Other interviewees were also a result of referrals. The data was collected based on interviews. I transcribed in my notebook as the subjects answered my questions.

2.4 Limitations

First, for the wages chart it is possible that my subjects might have not given me accurate information about wages and costs as this is a sensitive subject. Some people I interviewed never released this information to me. Second, the perspective of this report is entirely based on the responses of the people I interviewed. Experiences are subjective and for that reason this report does not contain all the perspectives out there on this topic.

3 Results

3.1 What is the difference between dhaka fabric from Palpa, Tehrathum, Dhankuta, Bhojpur?

According to an interview with Nilam Tamrakar, Co-Executive Director of Cottage and Small Industries Development Board, the main differences in dhaka fabric from Palpa and Tehrathum/Dhankuta/Bhojpur is as follows:

- a. Palpali dhaka came first and is thinner/softer
- b. The color most utilized in Palpali dhaka is white, red, blue, black and yellow
- c. Therathum/Dhankuta dhaka has lots of contrast colors and is more intricate in design
- d. Traditionally, fabrics from all locations use 100% cotton
- e. Tehrathum, Dhankuta, Bhojpur dhaka are relatively similar, the main difference is that they are produced in those particular locations

3.2 What is the difference between a handloom, power loom and a Jacquard loom?

The loom came first, followed by the power loom and then the jacquard loom. Jacquard loom is the most complex of them all.

Loom is a machine that transfers yarn into textile (Loom, n.d.).

Handloom is the most labor intensive method of producing fabric. A handloom worker requires three months of training in order to begin this craft and many months to years to become an expert to produce all the various products including sari.

Power loom is a mechanized loom. It is operated by electrical power. Workers learn how to operate a power loom in about a week to a month according to Deepak Joshi, Managing Director (MD) of Ishan Import and Export.

Jacquard loom: simplifies making of complex patterns. Jacquard loom allows interchangeable punch cards to control weaving of cloth so that any pattern can be obtained (Jacquard Loom, n.d.).

Dhaka fabric produced by handloom is sought by tourists as it is handmade. In terms of looks, there is one major difference between a power loom and a handloom fabric. This variation is pointed out in the next page. Power loom fabric is also cheaper compared to handloom dhaka fabric.

There are power loom and jacquard loom factories in Nepal as well. However, when you look at a power loom dhaka fabric, you can't tell if it was produced in Nepal or came from a power loom or a jacquard loom factory in Nepal, India, China or somewhere else. But perhaps, if someone is interested in using the "Made in Nepal" tag, according to Sudarashan Basnet, member of Nepal Young Entrepreneurs' Forum and organizer of the Made in Nepal 2015 exhibition, 30% value addition to the making of a product/service qualifies as "Made in Nepal" regardless of where the fabric comes from.

Power loom vs. Handloom fabric

When you have handloom dhaka fabric, both sides look the same. When you have power loom dhaka fabric, if you turn to the other side of the fabric, you will see yarn coming out or an unevenness (it definitely won't look like the other side, as shown below).



Front side of power loom dhaka fabric

Front side of handloom dhaka fabric



Figure 2 Power loom versus handloom fabric

3.3 How much do dhaka producers make?

It takes anywhere from 3-4 days for an expert dhaka weaver to construct 2 meters of fabric. The minimum wage per the government of Nepal is 8,000 rupees/monthly or 266.66 rupees/daily. Generally speaking, handloom dhaka weavers as well as power loom workers have the potential to earn more than the government mandated monthly minimum wage (see figure below).

Source	Minimum Wage
Gulmi entrepreneur	<ul style="list-style-type: none"> *Sells 2 meter of dhaka fabric for 1700 NRS *Wants to hire staff, looking for good workers *Would pay employees 400 NRS for 2 meters of dhaka fabric *Would supply the dhago & the machine to her employees *Costs her 500 NRS in dhago to produce 2 meters of fabric
Jorpati entrepreneur associated with MEDEP (Micro Enterprise Development Program)	<ul style="list-style-type: none"> *Earns anywhere between 500-800 NRS for one meter of dhaka fabric from MEDEP *When she sells through her own channels, she sells simple shawls for 500 NRS (1 day to make) and complex shawls (taking 2 to 2 ½ days) for 1000-1200 NRS *Cost of dhago is 200 NRS for one meter of plain design; 250-350 NRS for more intense designs
Power loom factory owner in Bhaktapur talking about his workers	<p>20,000 NRS monthly for a 12 hour working day No work on Saturdays</p>
Sabah	Minimum. 700 NRS for one meter of dhaka fabric
Gharelu Office	A dhaka fabric producer has the capacity to earn up to 1,500 NRS daily

Figure 3 Wage of dhaka fabric producers

Good workers are hard to find

When employees turn over, it is a loss to business. The business loses experience in the person that moves away. There are also costs associated with hiring, training and keeping staff. For this reason, it is important to have good workers. But, given my interviews across the board, the sentiment is that there are not enough good workers in Nepal.

When I first learned this I was perplexed. It is often contended that a developing country like Nepal needs jobs for its people. So, where are the people?

In every household in Nepal, there is a family member who lives abroad. For this reason, there is remittance money coming into Nepal. This makes the people here richer, as it gives them a means to buy stuff and perhaps this also contributes to a shortage of good workers. As Deepak Joshi, Managing Director of Ishan Imports puts it, “people have houses here, they are not really in need of money. I have a hard time finding good workers.”

Figure 4 Good workers are hard to find

3.4 Given that so much has already been done with this fabric, what market potential does this fabric still have?

In business literature, it is stated that a business should produce goods for which it has a competitive or differential advantage. When a company has a competitive advantage in dhaka fabric, it produces the fabric at a lower cost than other businesses that supply the same thing. Differential advantage allows a company to produce the same product as another business, but consumers still prefer the fabric produced by the differential advantaged company. (Competitive Advantage, n.d.) For instance, consider that consumers will pay more for a Michael Kors purse or for a Lamborghini car. While there are other purses and cars in the market, consumers still prefer to buy these brands, making them a profitable business with differential advantages in the purse and car markets.

Dhaka fabric is part of Nepal’s cultural heritage and Nepal has a history of producing this unique patterned fabric, especially with handloom. It is, therefore fair to say that businesses can create competitive and differential advantaged product with this fabric. For instance, there is still a market available to target the average Nepali consumer with Western style dhaka fabric dresses and blouses. Such products can be all dhaka or just contain borders or portions of dhaka fabric. Such products can use either power loom or handloom fabric.

However, the general business thought in Nepal is that it is better to export than to produce for the local market. According to Sudarshan Basnet, member of Nepal Young

Entrepreneurs' Forum and organizer of Made in Nepal 2015 exhibition, the focus of Nepalese entrepreneurs is still on producing to export. As such, there is a market for dhaka fabric products in Nepal, particularly in Western women fashion products.

Lack of entrepreneurial spirit

We need to have a see, fix, and solve mentality in business says Sudharshan Basnet, organizer of Made in Nepal 2015 exhibition and member of Nepal Young Entrepreneur's Forum. Mr. Basnet states, there were people who complained about load shedding. Then there were those who benefited from it by making candles or by going into the generator business. There are people who complain about dirt, and there are people who make trashcans and benefit from it.

Continuing to speak on the lack of entrepreneurial spirit in Nepal, Mr. Basnet states that our Nepali culture says "ramro jagir garnus, not ramro udhyami bannus". Sudarshan Basnet is a doctor by trade and he opened his own clinic. When he told this to people, they replied, "what hospital do you work for?" The idea that he could be on his own as a businessman did not really register with people. Another example is of a man who had come from village and became a successful udhyami with a house and car in Kathmandu. His mom still asks, "jagir kailey garney babu?"

Part of the problem is our educational system as well which doesn't encourage entrepreneurship. According to Mr. Basnet, in India, at a certain business school, the students were asked what they would like to do after business school. They replied that they wanted to become entrepreneurs. A similar study was done with Nepali MBA students. 80% of Nepali MBA students stated that they want to work in a bank.

Figure 5 Lack of entrepreneurial spirit

3.5 What market segment has yet to be targeted with dhaka fabric?

Locally, women buy shawls and saris with dhaka print, with Rai/Limbu culture requiring dhaka fabric for events relating from birth to death. Nepali men wear dhaka topi (dhaka topi is in fact the most purchased item by locals according to interviewees) and Nepali men also wear wedding attire made out of dhaka fabric. In the local market, SABAH Nepal produces beautiful Western clothing with handloom dhaka fabric at high end prices. Alongside SABAH, Dhukuti also produces dhaka fabric home furnishings. Some other things being done in the Nepali market includes the t-shirt below which retails for NRS 950. But, much more can and should be done!



URL: <https://www.sastodeal.com/nepali-dhaka-pocket-tees-black>

Moving forward, if an entrepreneur can mass produce fashionable Western clothing and home furnishings for the Nepali market at reasonable prices, chances of success are great. In Kathmandu shopping malls, the prices for women's tops range from 500 NRS to 1500+ NRS. If a Nepali fashion designer can produce fashionable Western clothing using handloom or power loom dhaka fabric for the local market, the entrepreneur can make money.

In the international market much has been done with dhaka fabric (see Appendix for a list of international companies and their products). Everything from blouses, tops, bags and handbags are being sold. International businesses using dhaka fabric contend that their business is good because it provides employment to Nepali women and preserves the tradition of handloom fabric which is at risk of becoming extinct.¹

Even in the international market, the companies that are using dhaka fabric are boutiques

¹ Just browse the company lingo of any of the following sites: "Here today, Here tomorrow", "Auraque"

and not big name retail brands like Target, Wal-Mart, Nordstrom and Old Navy. Prabal Gurung, a well-known and renowned fashion designer of Nepali origin, has recently obtained a contract to design for Target. If anyone can link Nepali dhaka fabric to the international clothing fashion market at a mass level, it would be him. Much like in the Nepali market, even in the international market, dhaka fabric and dhaka fabric patterns have yet to take over on a mass scale and the market is open for either a Nepali producer or a foreigner to mass produce Western fashion clothing using dhaka fabric at cheap prices.

3.6 Can dhaka fabric be mass produced?

There does exist a market for dhaka fabric, but can Nepali entrepreneurs mass produce it? Dhaka fabric made by handloom is rather difficult to produce on a mass scale. It is labor intensive and according to the research I conducted, there are fewer women interested in working in this industry.

When I spoke to Mukta Shrestha, Head Designer of SABAH Nepal and Aashma Bhatta Member Services Manager also for SABAH Nepal, they spoke about the challenges of finding enough workers to produce for them. The workers they do have are not interested in producing newer patterned designs as instructed by SABAH. SABAH has great demand but is unable to meet all of it because it is labor intensive to obtain top quality handloom fabric. Long term, SABAH is planning to target women outside of Kathmandu valley to produce for them. The women that produce dhaka fabric within Kathmandu are getting older and not necessarily passing on their knowledge and skills to their daughters and they are also not interested in doing newer things. As Aashma Bhatta explained women are producing dhaka fabric because it provides them with a means to livelihood, not because they see it as a career.

The power loom factory in Bhaktapur owned by Deepak Joshi employs 11 workers, 4 male and 7 females. One power loom in his factory can produce 25 meters in one day. His machines can work with up to 5 color combinations. He charges \$220-245 for 1 meter of 45 inches wide fabric, and 130 NRS for 1 meter of 28 inches wide of fabric.

Power Looms and jacquard looms which are available in Nepal do provide cheaper alternatives to handloom dhaka. Handloom dhaka will always exist and perhaps if current trends continue where people lose interest in producing it, handloom dhaka fabric will become even more of a luxury product for wealthy members of society. Much can still be done and should be done with the mass production of dhaka fabric through power looms.

The future of dhaka fabric

One of the current drawbacks of dhaka fabric is that it requires a fabric underneath it, also known as “bheetri kapada” when it is used in dresses and blouses. It is also not a desirable fabric to wear during the summer months. If entrepreneurs could invest some money on this textile to make it better for summer and less prone to tearing without inside fabric sown into it, it would be an excellent achievement.

Dhaka fabric is essentially a pattern and it doesn't have to be produced with cotton only. It can also be produced with bamboo and allo as well. Deepak Joshi for one is experimenting with allo and bamboo. The future of dhaka fabric is unlimited.

Figure 6 The future of dhaka fabric

4 Recommendations

The following recommendations are made:

Government

1. Protect Nepali businesses. According to Sudarshan Basnet, member of Nepal Young Entrepreneurs' Forum, the government is now saying that it is willing to pay up to 15% more for Nepali products/service than for a comparative product or service offered from abroad, holding other things constant during the bidding process. Yet, according to ECS report, 'If the government wants our industry to survive, the traders say, it should impose high tax on the import of Dhaka cloth from India and, at the same time, remove the tax on the import of thread to Nepal (Pokharel, 2010).'' In conclusion, the government needs to take the initiative of protecting/promoting local business one step further by not charging tax on thread when it enters the Nepali market.
2. Another thing the government can do is to mandate its employees to wear dhaka fabric products. For instance, Nilam Tamrkar, Co-Executive Director of Gharelu Office Development Board, states that she has already asked for a mandate to have government officials wear dhaka fabric. She states that this does not need to be all dhaka fabric attire. Men can start by adding a dhaka fabric tie. Women can wear clothing with dhaka borders or patches.
3. When I started on this project, my goal was to become a dhaka entrepreneur. The amount of effort and time it took to gather elementary data was exhausting. There should be an office that has data (current market trends, SWOT analysis) available for industries for which Nepal has a competitive advantage. If such a government office existed, it would be of tremendous help to entrepreneurs. Along with helping them to make informed, smart decisions, such an office could lead to a more prosperous Nepal.

Consumers

1. If you live in Nepal, then it follows that you want Nepal to be prosperous. One way to achieve this is through the promotion of local industry. Nepalese can help each other by demanding and buying fashionable Nepali products made in Nepal. For instance, if only 30% is needed to obtain the "made in Nepal" designation, then local Nepali fashion entrepreneurs can produce beautiful clothing, even if it includes inputs made elsewhere- dhaka fabric or not.

5 References

1. Competitive Advantage. (n.d.). In Investopedia. Retrieved August 24, 2015 from http://www.investopedia.com/terms/c/competitive_advantage.asp
2. Foreman, L. Why Entrepreneurs Must Research Market Size. Entrepreneur. Retrieved from <http://www.entrepreneur.com/article/243498>
3. Jacquard Loom. (n.d.). In Britannica. Retrieved August 24, 2015 from <http://www.britannica.com/technology/Jacquard-loom>
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6 Appendices

The following companies have sold dhaka fabric and/or dhaka fabric print products in the international market:

- Aldo
- Auraque
- EST WST Collective
- Here Today, Here Tomorrow
- Toms
- Urban Playground

To give you a visual picture of what is being done in the international market, in the pages that follow, I provide some of the products the companies mentioned above have sold and where applicable, the prices at which they have sold those goods. Though not featured on this report, another company that sells dhaka fabric product is Nonday Collection. The list above, of course, is not exhaustive and probably misses many other players in the international market.

Link to the websites of these companies is provided at the very bottom of this section.


6.1 Aldo

Weave wedges from the Julian Louie X Aldo collaboration for Spring Summer 2011. The wedge shoes retailed for Australian 159.95. Please note that not all the shoes below utilized dhaka fabric pattern. Can you spot the dhaka fabric ones?



6.2 Auraque

Q MAXIMIZE



Bamboo Woven Scarf with Dhaka Print

Lightweight and soft woven Bamboo Scarf made from 100% Bamboo, with hand screen printed Dhaka inspired design - a traditional fabric usually for Nepalese Topi hats.
Size: 55x200cm

Colour :
Light Grey

£ 25.00

Quantity:
1

BUY

6.3 EST WST Collective

The following bag retails for \$95 USD. More products are available on their website with prices.

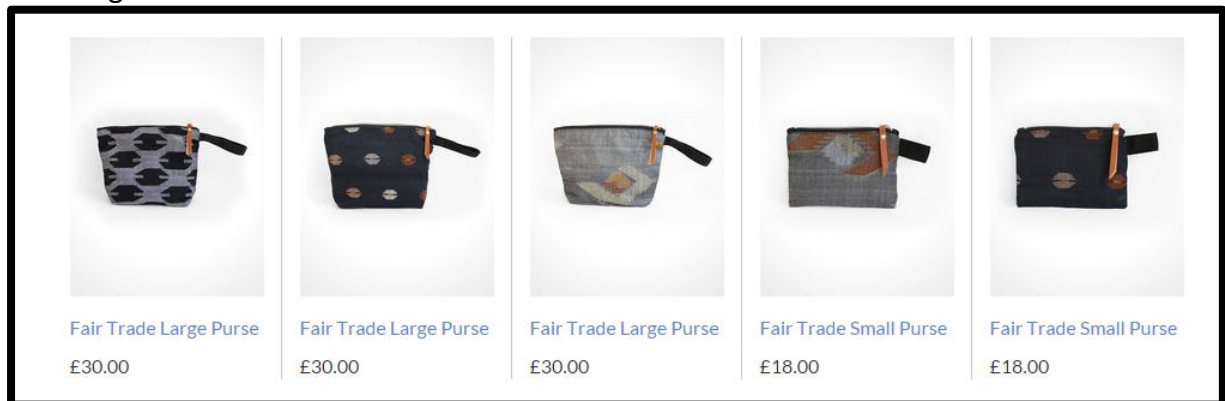


6.4 Here Today, Here Tomorrow

Here Today, Here Tomorrow is a boutique based out of London. This report here (see footnote below)² does an excellent job reporting on this company. As such, I won't go into much detail here.


The crux of their business is women empowerment on the Nepali side and on providing a unique top, quality product on the London side. They retail purses and clothes at top prices. Small handbags range from 18-30 pounds. Tote Bag costs 85 pounds. Tops and pants cost 80-100 pounds. Why aren't Nepali fashion producers making such products for our local market? Wouldn't Nepalese buy such products here? Does this product have to be sold in bidesh to have appeal?

Handbags:



² Holroyd, Amy T. (2015). Here Today Here Tomorrow Handwoven collection. Design Routes [Case study]. Retrieved from <http://designroutes.org/wp-content/uploads/HTHT-Handwoven-collection-case-study.pdf>

Totebags:



Fair Trade Tote Bag

By [Here Today](#) [Here Tomorrow](#) Handwoven Collection

£85.00

Quantity: - +

[ADD TO BASKET](#)

This beautiful tote bag is part of the new Here Today Here Tomorrow handwoven range.

Made by fair trade artisans in Nepal the bag is made with the traditional Nepalese textile *dhaka*. Taking up to one day to weave just one metre of fabric, *dhaka* combines a unique and intricate weaving technique with striking geometric patterns and colour combinations, creating a distinctive and high quality textile.

Blouse and pants:

~ **pledge £80** ~

EARLY BIRD OFFER
We are offering a special price on our fair trade dhaka fabric top for the first 5 pledgers!



~ **pledge £100** ~

The top in this collection has been carefully designed with a discerning and stylish customer in mind. The turned-up sleeves and asymmetric hem create a modern and contemporary aesthetic, setting off the stunning traditional textile.



~ **pledge £100** ~

EARLY BIRD OFFER
We are offering a special price on our fair trade dhaka fabric trousers for the first 5 pledgers!



6.5 Toms

The top shoes sell for about \$70 USD.



NEW

Cognac Suede Textile
Mix Women's Nepal
Boots
\$115.00



NEW

Grey Suede Fair Isle
Tiny Toms Nepal Boots
\$70.00



NEW

Pink Suede Fair Isle
Tiny Toms Nepal Boots
\$70.00



NEW

Black Suede Textile
Mix Women's Nepal
Boots
\$115.00



NEW

Grey Suede Fair Isle
Youth Nepal Boots
\$80.00



NEW

Taupe Suede with
Metallic Wool Tiny
Toms Nepal Boots
\$70.00

6.6 Urban Playground

The hat below retails for \$38 USD.



UPPER
PLAYGROUND

THE DHAKA TOPI
COLLECTION

THE DHAKA TOPI COLLECTION

These imported fabrics originate from Nepal's 200 year old tradition of using specially patterned fabrics called 'Dhaka' for headwear. UP brings this tradition from the mountains to the street with these **snapbacks and five panel hats**.

6.7 Links

Aldo:

<http://www.lovebrownsugar.com/aldo-elle-launch-party-for-julian-louie-wedges-2/>
<http://fashioninfusion.blogspot.ca/2011/05/wishlist-tribalikat-shoes.html>
<http://www.femail.com.au/aldo-x-julian-louie-runway-collection.htm>

Auraque: <http://auraque.com/scarves/3-bamboo-woven-scarf-with-dhaka-print.html>

EST WST Collective: <http://www.estwstcollective.com/shop/kathmandu-bamboo>

Here Today, Here Tomorrow:

1. Handbags: <http://www.heretoday-heretomorrow.com/collections/vendors?q=Here%20Today%20Here%20Tomorrow%20Handwoven%20Collection>

2. Tote Bag: <http://www.heretoday-heretomorrow.com/products/fair-trade-tote-bag>

3. Pledge Reward Pages:

<http://www.heretoday-heretomorrow.com/pages/kickstarter-pledge-reward-2>
<http://www.heretoday-heretomorrow.com/pages/kickstarter-pledge-reward-3>

Toms: <http://www.toms.ca/search?Ntt=nepal>

Urban Playground: <http://www.upperplayground.com/>