

# NEPAL BRITAIN

## Calling

Vol. 8

March 2003

## 7th AGM of the NBCCI Held



The seventh Annual General Meeting of Nepal-Britain Chamber of Commerce & Industry was held on October 4, 2002 at Durbar hall, Hotel Yak & Yeti, in Kathmandu. Representatives of 53 member organisations were present at the AGM.

### Business Session

Business session commenced at 4.00 PM. On behalf of General Secretary, Mr. Charan Gupta confirmed that necessary

quorum had been fulfilled. With this, NBCCI President Mr. R. K. Khetan commenced the meeting under his chairmanship. In his welcome speech, Mr. Khetan, welcomed Mr. David Ward, deputy Head of Mission, British Embassy and all the members of NBCCI. He informed them about the various activities of the Chamber held during the year 2058-59 B. S. He observed that previous year was a difficult time for the business

community in Nepal due to uncertainty, political unrest, Maoist insurgency and frequent "bandhs" (shutdown strikes). He announced that the chamber's membership had crossed over the 100 mark and hoped that more members would join in the organisation in coming years. Mr. Khetan said besides the frequent meetings of the Executive Committee & the office bearers, meetings along-with other bi-national chambers were held on issues ranging from security, political situation as well as revenue and administrative under the umbrella of Industrial Security Group.

Mr. M. K. Shrestha, Vice President, NBCCI presented the annual report for the year 2058-59 B. S. prepared by General Secretary Mr. A. K. Sengupta on behalf of the Executive Committee and proposed for its endorsement. After discussions, the annual report was endorsed unanimously.

Mr. Ramesh Shrestha, Treasurer of the NBCCI, presented the annual accounts of the Chamber for the year 2058-59 B.S.

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# THE BRITISH PAVILION AT THE 12<sup>TH</sup> HIMALAYAN EXPO 2002 (21-24 AUGUST 2002)

The 12<sup>th</sup> Himalayan Expo was organized by the House of Rajkarnikar from August 21-24, 2002. It ended with a closing ceremony on 25 August. The British Pavilion at the Expo this year was the largest so far in terms of numbers of stalls (32) and exhibitors (23). The Pavilion featured a range of products and services including security equipment and services, education, consumer products, information technology etc. Trade Partners UK and the Embassy's Command Programme Budget supported the British Pavilion. The Pavilion was jointly managed by the Nepal Britain Chamber of Commerce and Industry and the British Embassy.

Overall the Expo featured 125 exhibitors, from Nepal, India, Malaysia, Singapore, the USA, the UK, Germany and France. The American Embassy and Nepal-USA Chamber of Commerce and Industry hosted the USA Pavilion and the German Embassy and the Nepal German Chamber of Commerce and Industry arranged a catalogue show. The Expo hosted successful four days of exhibition, despite the present economic malaise and prevalent sluggish market conditions. The organizers estimated that it attracted



60,000 visitors, of whom approximately 40,000 were business visitors.

The US and German Ambassadors and UK Charge d' Affaires jointly inaugurated the Expo.

The British Pavilion was well designed and received wide coverage in the local media. A number of press releases in both the Nepalese and English language press were placed.

This year there were 22 exhibitors at the British Pavilion. The profiles of exhibitors varied from those representing airlines,

shipping companies, captive power generator manufacturers, fast moving consumer products like cosmetics and personal health care, lubricants, alcoholic beverages, banking, hotel and tourism, freight forwarding, security, education, information technology, insurance, footwear, industrial components etc.

One of the British exhibitors - SkyNet Worldwide Express - was awarded the "Best Promotion Award" for taking the initiative to promote the Expo through advertisements.

Mr. Garry Crowley, Deputy Manager, South Asia Unit (IG2e), Trade Partners UK visited Kathmandu from August 18-23 and was present during the Expo inauguration. He also met with some exhibitors at the British Pavilion.

We received feedback from the exhibitors. All of them were satisfied and several were interested in participating next year as well. The Pavilion can be viewed at our website [www.nbcci.org](http://www.nbcci.org)



# NBCCI Delegation Visits London

To mark the successful organization of the Nepal Tea Party in London in August, 2002, Mayor of London Borough of Ealing, Councilor decided to present award to NBCCI and Nepal Pavilion Company, member of NBCCI who participated in the said event from Nepal. Mr. Charan Gupta, Manager, NBCCI and Mr. Naresh Shrestha, MD, Nepal Pavilion Company visited UK between November 16- 21, 2002. Major events, meetings and discussions held during their visit are as follows:

1. Discussions with Ealing Kathmandu Friendship Association : Ealing Kathmandu Friendship Association (EKFA) is actively involved in promoting cultural and business relations between UK in general and Ealing in particular and Nepal. During a meeting with office bearers of EKFA, Mr. Gupta presented a set of documents including brochures, pamphlets and book containing major activities of NBCCI.
2. Discussions with Ealing Chamber of Commerce : The Nepalese delegates also held discussions with President, Mr. Pat Kennedy, and Vice-President, Mr. Mahanta B. Shrestha, of Ealing Chamber of Commerce. The Chamber has also signed an MOU with Nepal Chamber of Commerce some four years back. After discussions, the chamber showed willingness to enter into an MOU with NBCCI to promote trade and economic relations between the two countries.
3. Award Ceremony – The Award Ceremony took place on the evening of November 19, 2002 at the Mayo's Parlour, Town Hall, Ealing Broadway, London W5 and was attended by over 30 people from a cross section of the business community. Mr. Mayor and President of Ealing Chamber of Commerce welcomed all present. Hon. Mayor gave away awards to Mr. Gupta and Mr. Shrestha. Addressing the function, Mr. Gupta highlighted the activities of NBCCI and the close



coordination and support of the British Embassy.

Mr. Naresh Shrestha extended sincere thanks to the host for awarding the NBCCI. Mr. Barry James, Secretary of BNCC expressed satisfaction and praised the efforts of NBCCI. Mr. Mahanta B. Shrestha delivered the vote of

thanks and also hosted cocktails and dinner for the participants at his restaurant. Nepalese Thankas were presented to the Mayor and Mr. Mahanta B. Shrestha as a token of love and appreciation.

4. Meeting with Mr. Richard Smith – A meeting was held with Mr. Richard Smith of The Kent Tea & Trading Company who are one of the big dealers in Tea and Coffee. Possibilities of exports of Nepalese tea as a commodity (in bulk packing) as well as a branded product (in tea bags form ) were discussed. Mr. Naresh Shrestha & Mr. Mahanta B. Shrestha were also present in the meeting.

5. Meeting with London Chamber of Commerce – A meeting was held with CEO and Deputy CEO of London Chamber of Commerce along with Mr. Naresh Shrestha and Mr. Mahanta B. Shrestha. During the meeting, they were informed about the activities of NBCCI and a set of documents were provided. Mr. Peter Bishop, Deputy CEO assured that they would consider Nepal in their programs for 2004 as the calendar for the year 2003 has already been finalized.

6. Meeting with Mr. Garry Crowley – During a separate meeting, Mr. Garry Crowley of the Trade Partner's UK, was apprised of the current political and economic situation in Nepal. Mr. Crowley assured discussed the issue of developing partnership with the NBCCI including taking part in the Himalayan Expo.

7. Meeting with Col. J. Evans – A luncheon meeting was organised with Col. Jimmy Evans, Chairman, Britain-Nepal Chamber of Commerce (BNCC). Col. Evans was informed about the



various activities of NBCCI as well as requested to lead the British delegation in the forthcoming Himalayan Expo – 2003. Col. Evans informed that they were holding talks with Trade Partner's UK to provide some financial support to the British delegation to take part in the Expo. Discussions were also held on the issue of bringing both the chambers closer in the future.

8. Meeting at Trade Partner's UK – A meeting was held with Mr. Ivan G. Youd of Trade Partner's UK who looks after power projects. Mr. Sashank Kansal, member NBCCI and Mr. David Williams, Export Promoter – Hydropower also took part in the meeting. Potential of developing hydropower projects in Nepal were discussed during the meeting. It was also brought to their notice that apart from production, developing infrastructure for the distribution of power contains excellent business opportunities in Nepal. As most of such projects are funded with FII loans/ aids, payments are reasonably secured which is one of the main concern of developers.

9. Meeting at the Royal Nepalese Embassy – The NBCCI delegates paid a courtesy call on H. K. Shrestha, Minister Counselor, Royal Nepalese Embassy, London as H. E. the ambassador was away. During the discussions, Mr. Shrestha said that he had knowledge of activities of NBCCI

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# CEREMONIAL SESSION

The ceremonial session of the seventh AGM was held at 5.30 p. m. on October 4, 2002 at Hotel Yak & Yeti, Kathmandu. Leaders of political parties, ambassadors, senior officials of HMG/Nepal, journalists, representatives of FNCCI and other bi-

After the welcome speech, British ambassador H. E. Keith G. Bloomfield formally inaugurated the session by lighting an oil-fed lamp. In his inaugural address, Mr. Bloomfield touched upon the British-Nepal historical and present

consensus and dwelt in length about the political situation in the country. He also urged the business community to work proactively and always keep the national interest in mind.

General Secretary of Nepali Congress, Sushil Koirala, highlighted the role played by his party in the on-going political deadlock. He thanked the British government for the assistance provided for the economic upliftment of the Nepalese people. Another speaker, Dr. Prakash Sharan Mahat of Nepali Congress (Democratic) said that there were enough resources available in Nepal for economic development and that there was the need to explore them to maximum extent.

After formal speeches, Chief Election Officer Mr. David Ward, deputy head of the mission, British Embassy, announced that following office-bearers were elected to the executive committee of the NBCCI unanimously.

1. Mr. Rajendra K. Khetan Mutual Trading Company, President

## **Executive Committee Members**

1. Mr. Ashish K. Sengupta, Nepalese Agencies Pvt. Ltd.
2. Mr. Mahendra K. Shrestha, Himalayan Gen. Insurance Co. Ltd.
3. Mr. Ramesh K. Shrestha, Shree Distillery Pvt. Ltd.
4. Mr. Anil Seth, Surya Nepal Pvt. Ltd.
5. Mr. Rajeev Kulkarni, Standard Chartered Bank (Nepal) Ltd.
6. Mrs. Sulo Shah, Lotus Holdings Pvt. Ltd.
7. Mr. Ganga R. Shrestha, Fur & Crafts Nepal

After the announcement, Mr. M. K. Shrestha, delivered vote of thanks. Mr. Khetan then declared that the ceremonial session had concluded and invited all for the cocktail reception and dinner.



national chambers of commerce and Industry as well as prominent businessmen were among those present in the session. From the chair, Mr. Rajendra Khetan welcomed all the guests and NBCCI members present in the meeting. He said that the AGM was being held at a time when the country was passing through the most critical point of the Nepalese history. Summing up the impact of Maoist insurgency on the economic and social values, Mr. Khetan said practically no concrete decisions had been taken by HMG/N. He hoped that free and fair elections would pave way for economic development and urged the political parties to give top priority to economic agenda. Highlighting the close and constructive relationship between the chamber and British Embassy, Mr. Khetan thanked H. E. Keith G. Bloomfield, deputy head of mission Mr. David Ward and other staff of the British Embassy for their support to NBCCI and towards promotion of trade and investment between the two countries.

relations and lauded the initiative of the chamber in forming Industrial Security Group and raising pertinent issues at various forum. He also spoke about the role played by the British government in coordinating international efforts to providing security and development in Nepal.

In his address, Mr. Rabi Bhakta Shrestha, President FNCCI, highlighted efforts made by FNCCI towards the economic activities. He praised the active role played by NBCCI and assured close relationship between the two organisations.

Another speaker, Dr. Narayan Khadka, Vice Chairman of the National Planning Commission, said the private sector had a major role to play in the economic development of the country. He said that bilateral chambers like NBCCI could play a significant role in promoting trade and investment into the country.

Addressing the function, senior UML leader and former Minister K. P. Sharma Oli highlighted the need of political



## Newly Elected Executive Committee of Nepal-Britain Chamber of Commerce & Industry



**HE Keith G. Bloomfield**  
Patron



**Rajendra K. Khetan**  
President



**David Ward**  
Permanent Observer



**Hulas Chand Golchha**  
Immediate Past President



**Mahendra K. Shrestha**  
Sr. Vice President



**Ashish K. Sengupta**  
Vice President - Secretariat



**Ramesh Shrestha**  
Vice President - Finance



**Anil Seth**  
Exec. Member



**Ganga Ram Shrestha**  
Exec. Member



**Rakesh Mohan**  
Exec. Member



**Rohini Thapaliya**  
Exec. Member



**Sujit Mundul**  
Exec. Member



**Sulo Shrestha Shah**  
Exec. Member

## TALK PROGRAMME ON KIDNAPPING AWARENESS

In coordination with the British Embassy, NBCCI organized a talk programme on "Kidnapping awareness" by Mr. Mike Dixon at the British Embassy Hall, Lainchour, Kathmandu on 19<sup>th</sup> Dec. 2002. Mr. Dixon had served for 30 years as a detective and was appointed operational commander of the organized crime group, specialist operations, New Scotland yard. He was awarded with Queen's police medal for distinguished services. He has co-authored strategic security reviews of the office of UN Security Coordinator, the Department of

Peace Keeping Operations (DPKO), ILO and DFID.

During discussions, private sector was very vocal and it was felt generally that the threats of kidnapping and extortion needs to be countered with unity and close communication. Mr. Dixon shared his international experience and strategies to deter and tackle kidnapping and extortion. From the chair, President of NBCCI, Mr. Rajendra K. Khetan, reaffirmed the private sector's commitment to strive to counter these threats. The British envoy in Kathmandu, H. E. Keith

G. Bloomfield opined that such interactions bring the business community closer and united to build upon strengths to prevent such activities. The presentation was followed by reception and informal discussions amongst the participants and Mr. Dixon.





# *New Products from Britain*

## **WATER VALVES AND FITTINGS FOR CRITICAL INSTALLATIONS**

Water companies that work at special pressures can save time and money on installation and maintenance work by making use of a range of valves and fittings developed for use on mains systems. The *DSV* (double spade valve) allows new works to be connected, pressure tested and chlorinated without having to expose the sterilized main to the environment when the spade and temporary fittings are

removed. Extra-thin *Sandwich valves* can be fitted with the fire hydrants or air valves to facilitate cleaning, charging and removal while the main is pressurized. The *Hi-Flow* system allows fire hydrants to be installed on mains without shutting down and recharging.

(Hy-Ram Engineering Co Ltd)

BL Nottinghamshire. Contact: Linda Brooks. Fax: +44 115 977 7399.

## **METAL - FREE DENTAL CROWNS HAVE A NATURAL LOOK**

Dentists and dental laboratories no longer have to use metals in producing dental crowns. With the development of new press-able ceramic system for making metal-free crowns, inlays, on-lays and veneers, the users can now enjoy dental crowns that are truer to life than those made out of conventional materials. *Matchpress* press-able ceramic, available in 31 shades, allows strong and metal-free restorations that are created with "none

of the greyness often found in metal ceramics". Restorations are softer than those made with traditional porcelains and are, therefore, less abrasive on the real teeth still present in the mouth. Dentists use existing procedures when working with the new material. (Davis Schottlander & Davis Ltd)

BL Hertfordshire. Contact: Bridget Lindsay. Fax: +44 1727 813757

## **PORTABLE PROTECTION RELAY TESTER OFFERS HIGH OUTPUT POWER**

A multi-purpose, single-phase field-portable relay test set is capable of automatically testing a wide range of relays. The latest version of the *ORTS* relay tester is smaller and lighter than before. But it offers higher output power. The test is said to be ideal for the railway maintenance, electricity distribution, electrical contracting, and industrial/petrochemical industries. Controlled as a virtual instrument from a laptop

computer, the unit uses digital signal processing technology to generate 2000 VA of precision current and voltage outputs, with finely variable amplitude, frequency and phase angle. The software also provides manual control, test customization, results archiving, and error and trend analysis features. (Relay Engineering Services Ltd)

BL Hertfordshire. Contact: Bridget Lindsey. Fax: +44 1727 813757

## **GOLF PRODUCTS TO HELP MASTER THE GAME**

A company has developed an innovative range of golf products, fitting, and TRS measurement mechanisms that will ultimately improve the game, it is claimed. The line has been in development for over five years, and is designed to fully adhere to USGA and R&A rules. The *BGC-Bravehearts Golf Products* range have been tested at various US and European tour events and have been receiving rave reviews. Included is a specialist shaft fitting and refitting procedure that offers golfers a shaft that outperforms its competitors, a club that greatly reduces damage suffered by golfers through vibration, and a stainless steel mid-size driver that produces less backspin to facilitate a more penetrating shot trajectory. (British Golf Components)

BL West Yorkshire. Contact: Andrew Lister. Fax: +44 1924 516724

## **LADDER STABILISER PREVENTS ACCIDENTS (XNP42/02)**

A unique accessory that helps to prevent ladders from slipping is being introduced in the US market. The device will hold ladders steady and will prevent any accidents on job sites, claims the manufacturer. Suitable for wooden, aluminium or fibre-glass ladders, *LADDER-PAL* works by using the principles of applied mathematics rather than friction. Instead of the user's weight creating a potential hazard, it helps to prevent it. The patented two-part unit easily slots together, takes only seconds to attach to a ladder, and can be used on any type of surface. There is no need for nuts, bolts or fixings. (Safety First (Europe) Ltd)

BL West Yorkshire. Contact: Andrew Lister. Fax: +44 1924 516724.

# NBCCI: At a Glance

(Excerpts of the speech by Mr. Charan Gupta at the Award Ceremony in London on November 19, 2002)

NBCCI was formed in 1995 and thus is now running in the 8th year of operation. It is working for the promotion of bilateral trade, investment and cultural relations between Nepal and the UK. From 30 members, it has now grown up to over 124 members from the cross section of Industry, trade and services sectors of Nepal. On 21 April, 2000, Mr. Robin Cook, British Foreign Secretary inaugurated the new office of NBCCI within the British embassy premises. It is the only such office accommodated within the premises throughout the British embassies overseas and we thank the FCO for placing that much confidence in us. The chamber is undertaking all sorts of initiatives to work as a catalyst to promote trade and commerce. The regular activities includes conducting training programmes for the members on commercial and managerial issues, organisation and management of the exhibitions, serving as credit and reference information agency, representing Nepal in high level delegations visiting abroad, among others. Considering the significance of security for the industry due the increase in Maoist insurgency, with the active leadership of then British Ambassador Mr. Ronald P. Nash, NBCCI took initiative to set up an Industrial Security Group comprising of ambassadors of UK, USA, France, Germany and India, Presidents of their respective bi-national Chambers of Commerce in Nepal, President of the Federation of Nepalese Chambers of Commerce and Industry



(FNCCI), Nepal Chamber of Commerce and CEOs of large multinational companies like Nepal Lever Limited, Colgate Nepal and Surya Tobacco-subsidary of the BTC/ITC. The Group had since represented and discussed the issues at the highest political levels including Prime Minister, Minister for Industry, Commerce and Supplies, Finance Minister, Leader of Opposition, chief of Nepal Police, Secretaries for Finance, Foreign Affairs, Industry etc. Thanks to such lobbying, the government agreed to set up the Industrial Security Force and provide special security arrangements for the Nepalese industries.

The Chamber has also taken up other prominent issues like controlling corruption, tourism promotion etc. NBCCI also bagged the Excellence Award as the best bi-national Chamber of Commerce and Industry in the country for the year 2001-02.

NBCCI is actively engaged in organising and managing the British Pavilion at the annual Himalayan Expo which is the largest annual business exposition in Nepal. The pavilion provides a showcase for British goods and services in Nepal. The goods and services exhibited include

banking, insurance, money transfer, aviation, software and hardware, freight forwarding, courier, security, education, scotch whisky, tobacco products, lubricants, industrial supplies, floriculture etc. To promote British Wool, NBCCI joined hands with the Central Carpet Industries Association of Nepal and organised Nepal Carpets UK under which Nepalese traditional carpets made up of British Wool were displayed at Harrogate Flooring and Carpet fair.

On the cultural front, NBCCI has been organising the British Film Festival for the last two years which provides an opportunity to screen quality British films to the Nepalese audience. The British Embassy and the British Council have provided their financial and managerial support in all these activities.

NBCCI also supported in the successful organisation of Nepal Tea Festival at London in August 2002 by Nepal Pavilion Company, one of our members. Nepal has a high potential for orthodox and organic tea and coffee. The event was made possible with the co-operation and active support of Mr. Mahanta Shrestha, the Ealing Chamber of Commerce, Hon. Mayor of the London Borough of Ealing and the BNCC.

# The British Film Festival



The British Embassy, The British Council and the Nepal Britain Chamber of Commerce and Industry jointly organized "The British Film Festival" from August, 21-25, 2002. The festival

was organized to promote and highlight the British culture and arts in Nepal. The event was sponsored by Gopi Krishna Movies (P) Ltd. and Qatar Airways. The target audience included young

educated Nepalese interested in British films and culture. The festival was timed to coincide with The Himalayan Expo Trade Fair.

**Five great movies** Lucky Break, High Heels And Low Life, Strictly Sinatra, Last Resort and Gimmy Grumble were screened at Gopi Krishna Cinema Hall, Chabahil. Entrance was free (no tickets) and seats were allocated on the first come first serve basis. Publicity was effective and the festival much talked about. All the shows were house-full each night. The inauguration of the British Film Festival was held on the first day of festival at the Gopi Krishna Hall. Encouraged with the success, organizers plan to hold such event again in 2003.

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Mr. Khetan then requested the members for their suggestions for utilisation of the accumulated fund. He suggested purchase of some premises for the chamber as one option. Mr. B. P. Shrestha suggested that the Chamber should organise programs for promotion of Nepalese exports in the U. K. Mr. H. C. Golchha proposed to award scholarship to some bright students for higher education in UK.

Mr. Anil Seth opined that the surplus is earning interest out of which expenses of the chamber are being met and any major spending will reduce the earnings and cash flow in that proportion and thus any proposal should be evaluated keeping this in mind. After discussions, Mr. Sharad Tibrewala proposed & Mr. Rohini

Thapalia seconded for passing of accounts which were endorsed unanimously by the floor.

President Mr. Khetan then proposed for the appointment of auditors & their remuneration for the year 2059-60 B. S.. The meeting then decided to re-appoint current auditors M/s B. K. Agrawal & CO, Chartered Accountants on existing remuneration of NPR 2000/-.

Mr. R. K. Khetan briefed all present proposed amendments in the constitution, which he said aimed at strengthening the organisational structure in line with the FNCCI model, which was working successfully. He clarified all the changes and after discussions, the meeting passed all the amendments unanimously.

*(cont. from page 3)*

and expressed satisfaction on the initiative taken by the Chamber. He advised that the NBCCI send its newsletter to be sent to the Embassy for their library as well as for local circulation.

10. Meeting with Insurance Brokers – NBCCI delegates also held a meeting with Mr. Shyam Dahal, J. B. Boda UK, one of the main re-insurance brokers. They are already doing business with the Nepalese insurance companies. During the discussions, Mr. Dahal expressed that due to increased Maoist activities and frequent accidents in the aviation sector, arranging re-insurance for Nepalese market is becoming difficult as well as rates and terms and conditions are also becoming tougher. He was most concerned for the aviation sector saying that retention level in Nepal was very low and practically almost whole risk was borne by the reinsurers.

## Editorial Board

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