



Mary and Martha Mongolia LLC

Export Products: **Catalogue 4**

2018

JEWELLERY

Including:

Primarily earrings in felt or metal, necklaces and bracelets in felt or metal plus our famous earring books in felt and silk.

To order products, please use our ORDER SPREADSHEET in conjunction with this catalogue.

Please add your own comments in the ORDER SPREADSHEET if the catalogue and order spreadsheet are not clear.

Other Available Catalogues:

Catalogue 1: Bags, Bags and more Bags for every occasion

Catalogue 2: Home Décor

Catalogue 3: Accessories

Catalogue 5: Seasonal and Quirky

Terms and Conditions 2018

Payments and Advances for Wholesale Buyers

For orders under 1,000 USD, payment must be in full, based on our Invoice (including export papers and shipping costs) which we will send to you by email – once payment is received, the order will be shipped. Shipping may not be immediate if products must be made after the order and payment is received. Our quote will be very clear about products in stock / time to make products and time of payment, so the buyer can decide whether or not to go ahead with the order before making any payment.

For orders over 1,000 USD, the buyer must pay a minimum of 75% of invoice value (including export papers and shipping costs) before shipment is made. Shipping may not be immediate if products must be made after the order and payment is received.

Payment Methods

1. By Card – not available currently – hopefully through our E-Shop later this year
2. By Bank Transfer to our Mongolian bank accounts based on your USD Invoice
3. Buyers **agree to pay all bank transfer costs** charged by their own bank and any intermediary / correspondent bank involved in the transfer. We pay in-country fees.
4. We supply the details relating to our bank in Mongolia, and the links to their site relating to which countries they have intermediary banks in. If there is no intermediary in your country, your bank will know how to proceed.

Returns Policy and Refunds

Before products are shipped they will have been through both the Artisan's and Mary & Martha's Goods-In QC processes and a QC check before packaging. Mary & Martha package to avoid breakages under normal handling conditions and all boxes are protected with Scotch tape (sticky tape) to minimise chances of water damage. The only reasons for a return of products is if a manufacturing problem is found by the buyer or there has been a breakage in transit, due to inappropriate packaging by Mary & Martha. In these situations, Mary & Martha will replace the faulty item and pay postage back to the customer. However, we prefer to receive the product back to check the fault or at minimum photos that show the manufacturing fault clearly or the broken condition when a product has been damaged, before we replace the product.

Insurance Cover during Shipment

We do not insure goods. The buyer agrees to accept shipments without insurance cover and agrees not to seek compensation for non-delivery. **The Good News** is that in some 600 shipments world-wide over 10 years, every shipment (100%) has been delivered and damage / breakages have been insignificant. Many buyers, who also arrange their own shipping, carry their own insurance.

FAQs

Do you have a minimum order quantity?

No, we will sell you whatever you order based on our pricing schedule.

What is the minimum value for an order?

There is no minimum order value

Why do you have the full or part payment up front terms?

Mary and Martha trade ethically and fairly with all our suppliers, often supplying up to 50% of the cost of goods in advance with full payment on delivery to us. For our export trade to be viable, we need buyers to commit to this part of the FairTrade chain thus we are requesting advance payment.

What are the different costs on a Mary & Martha Invoice?

1. Cost of Products
2. Cost of Shipping
3. Cost of Export Papers, Customs declarations and Origin Certificates
 - a. Mongolian Authorities insist on all these documents when exporting commercially
 - b. As part of the General System of Preferences (GSP) for developing countries, the Mongolian papers (GSP Origin) minimise or zero out possible duties the buyer may have to pay.
 - c. Most countries still charge a Value Added Tax to the buyer based on total shipment value – not just product value.

Sometimes it is beneficial to the buyer to receive shipments below certain customs declaration values, but we still must process all the papers, one set for each shipment or part shipment. There is no way of avoiding the paperwork costs.

Do you have an export pricing structure?

Yes, we do. This can be seen in our price list and order sheet

1. For orders of product value less than USD 1,000 discount from Mongolian Retail prices is approximately 10%.
2. For orders of product value between USD 1,000 and 7,500 the discounts from Mongolian Retail prices are approximately 15%.
3. For orders of product value between USD 7,500 and 15,000 the discounts from Mongolian Retail prices are approximately 20%.
4. For orders over USD 15,000 the discounts from Mongolian Retail prices are approximately 25%.

Can we buy Wholesale if we are in Mongolia?

Yes. The sale is considered a domestic sale by the tax authorities, so the buyer pays Value Added Tax (currently 10% which cannot be reclaimed at the point of exit). The tag price in the Mary & Martha shop includes VAT. Domestic discounts, which all customers can avail themselves of are published in the Retail Shop. Domestic sales which are all made in local currency, can be paid for in cash or by card. Wholesale domestic discounts range from 5 to 10% based on the published sales value.

If Mary & Martha ship, and payment is by international card, the buyer can buy under the export pricing structure, with the buying exchange rate of the day used to convert USD to MNT – all card sales in Mongolia are in local currency. Locally issued cards cannot be used to buy products as exports.

Why don't you take cards for export payment?

We have no direct way of processing cards through the internet or by using the customer's card number in Mongolia EXCEPT in our Retail Shop - so you can order and pay by credit card if you are in country - not useful for most of our buyers! A website is under development to try and deal with payment by card for internet shoppers.

Are there Customs Import Duty / VAT costs?

You must know the rules of your country and how the rules are applied. We will give you our experiences BUT at the end of the day it is your responsibility to know the rules of your country. The Export & Origin papers we must supply will minimise your Duties based on how your country is signed up to the General System of Preferences.

How do you ship our orders?

Our primary shipping method is by Mongolian Post / international postal service which normally takes 2-3 weeks. For 5-7-day deliveries we can use Express Mail Service (EMS) to several countries and we can also use a Buyer designated service if it is available in Mongolia. The Buyer is responsible for payment to the designated service, usually under their own agreement in their own country – many Wholesale buyers have agreements with Courier Services that can be much cheaper than the Courier Service prices charged from Mongolia. For large shipments we can quote for consolidated shipments by air, by road to Europe or through freighting agents to other parts of the world. Except for large volumes of Coal and Copper, (and maybe Cashmere) Mongolia does not export in volume so consolidation means waiting for the volume to reach full container or truck volumes before shipment takes place.

What is the cost of shipping like?

It's all about volume and weight BUT containers are by far the cheapest way to ship – we have not reached those dizzy heights yet. Consolidated trucks and containers are the next cheapest. After that it is regular mail followed by EMS and courier services. As a guide, shipping by regular post can add 30-35% onto the cost of the products – it appears more as your discounts go up, but that is all in the maths.

Do you have other buyers near to us?

Once we know where you are we can let you know who else we ship to in your area and in your country. We're not major exporters like some other FairTrade groups so overlap of sales coverage is usually unlikely.

Do you have information about your artisans?

We can supply information about our artisans as most have partnered with us for more than 6 years. Usually we will supply a pdf file that covers all our artisans, one page each artisan – the write up shows their location in Mongolia, what their main products are, something about the supply chain and some "good to know" information about the artisan or group. We may be able to supply some photographs BUT in general the artisans prefer formal photos in their celebration clothes rather than pictures of them at work. They all have great skills and love the fact that their products can be found in homes and offices all over the world. We love receiving comments (especially the positive ones) from buyers and customers which we feed back to our artisans - it is amazing what a few kind words of encouragement can do.

Very few of our customers at retail and wholesale levels only buy once - most have been buying for over 5 years and more are added each year. We like to develop a relationship and we love buyer feedback.

Bill & Irene – Owners

Colour Abbreviations for some items in this catalogue - the abbreviations are used in the Price List

BLK	Black
BLU	Blue
BLU1	Light Blue
BLU2	Dark Blue
BLU3	Dark Navy Blue
BRN	Brown
FSC	Fuchsia
GLD	Gold
GRN	Mid Green
GRN1	Lime Green
GRN2	Dark Green
GRN3	Dark Turquoise
GRY	Grey
MLT	Multi
MRN	Maroon
NAT	Natural White
ORA	Orange
PNK	Pink
PNK2	Dark Pink
PRN	Prune / Maroon
PUR	Purple
RED	Red
TRQ	Turquoise
YEL	Yellow
WHT	White



Product Name: Earrings, Saturn

Descriptive Code: JW.ART.4001

Code: 4001 Series

Product Description:

Our best selling earrings, these 21 mm wire cages hold hand made felt balls. The colours are terrific and the light weight means they are comfortable to wear all day. You can make a statement without breaking the bank.

Size: 21 mm diameter

Additional Info:

See price list for colours.



Product Name: Earrings, Felt

Descriptive Code: JW.ART.4002

Code: 4002 Series

Product Description:

Two little hand made felt balls with a cute flower in between make lovely earrings. They coordinate with the fleuri necklaces below.

Size: Approximately 3 cm length

Additional Info:

See price list for colours



Product Name: Necklace, Fleuri, Long

Descriptive Code: JW.ART.4250.LG

Code: 4250 Series

Product Description:

Nine felt balls separated by ornamental spacers on wire. These make an elegant addition to any wardrobe. These coordinate with the felt earrings above.

Size: Approximately 60 cm

Additional Info:

See price list for colours



Product Name: Necklace, Fleuri, Short

Descriptive Code: JW.ART.4250.SH

Code: 4250 Series

Product Description:

Seven felt balls separated by ornamental spacers on wire. These make an elegant addition to any wardrobe. These coordinate with the felt earrings above.

Size: Approximately 50 cm

Additional Info:

See price list for colours



Product Name: Necklace, Smarties

Descriptive Code: JW.ART.4253

Code: 4253 Series

Product Description:

A fun necklace made from different coloured bright felt balls. They are threaded onto a nylon string (colours may vary). Please state in comments on the Price List if you would like long or short necklaces or even both!

Size: Approximately 40 cm

Additional Info:

Lovely on young girls and ladies with slim necks.



Product Name: Necklace, Heart From Altai

Descriptive Code: JW.ART.4254

Code: 4254 Series

Product Description:

A long length necklace which you can wear doubled to make a different look. A double strand of ribbon and cord give it an interesting look. Two colours of felt balls make up the necklace, and there is one antique silver coloured heart to give a focus.

Size: Approximately 100 cm

Additional Info:

See Price List for main felt ball colour.



Product Name: Brooch, Flower, Felt

Descriptive Code: JW.ART.4500

Code: 4500 Series

Product Description:

A simple flower brooch, two layers of different coloured petals and a contrasting felt ball centre.

Size: Approximately 6 cm

Additional Info:

On Order, we supply a variety of colours.



Product Name: Earrings, Bell Felt

Descriptive Code: JW.DGI.4000

Code: 4000 Series

Product Description:

Little cylinders of different coloured felt, pulled together with a bead addition. They are great colours and add a swing to your day.

Size: Approximately 3 cm

Additional Info:

On Order, we supply a variety of colours.



Product Name: Earrings, Flower, Felt

Descriptive Code: JW.DGI.4001

Code: 4001 Series

Product Description:

Dainty felt flowers on beads, are bright and fun.

Size: Approximately 2 cm long

Additional Info:

On Order, we supply a variety of colours.



Product Name: Bracelet, Knot, Silk

Descriptive Code: JW.DNM.4270

Code: 4270

Product Description:

Traditional Mongolian silk knots, with beads make great bracelets.

Size: They adjust to fit all sizes.

Additional Info:

On Order, we supply a variety of colours.



Product Name: Sheep, Chubby, Bobble

Descriptive Code: JW.MMM.4500

Code: 4500 Series

Product Description:

Our cute chubby sheep make great hair accessories.

Size: 5 cm diameter sheep

Additional Info:

On Order, we supply a variety of colours. The colour of the stretchy elastic will vary.



Product Name: Sheep, Chubby, Brooch

Descriptive Code: JW.MMM.4501

Code: 4500 Series

Product Description:

Chubby sheep on a small brooch pin can be pinned almost anywhere. A cheeky addition to your wardrobe wherever you put it.

Size: 5 cm diameter sheep

Additional Info:

On Order, we supply a variety of colours.





Product Name: Sheep, Chubby, Hair Slide

Descriptive Code: JW.MMM.4502

Code: 4502 Series

Product Description:

Another chubby sheep hair accessory. Brightly coloured felt makes for a fun hair style.

Size: 5 cm diameter sheep

Additional Info:

On Order, we supply a variety of colours. The colour of the hair slide will vary.



Product Name: Earrings, STR, Drop into Eternity

Descriptive Code: JW.STR.4000

Code: 4000 Series

Product Description:

These earrings have a lovely drop with a small eternal knot and bead. The colour of the wire used in all the earrings on the following pages is silver unless otherwise stated.

Size: Approximately 4 cm drop

Additional Info:

Colours of beads will vary. On order we will select a variety of colours. Earring hooks are bought as iron hooks, nickel free, and silver plated.



Product Name: Earrings, STR, Bead Forever

Descriptive Code: JW.STR.4002

Code: 4000 Series

Product Description:

Coloured bead with an eternal knot.

Size: Approximately 2.5 cm drop

Additional Info:

Colours of beads will vary. On order we will select a variety of colours. Earring hooks are bought as iron hooks, nickel free, and silver plated.



Product Name: Earrings, STR, Path to Eternity

Descriptive Code: JW.STR.4004

Code: 4000 Series

Product Description:

An eternal knot on a fine short chain.

Size: Approximately 2.5 cm drop

Additional Info:

Earring hooks are bought as iron hooks, nickel free, and silver plated.



Product Name: Earrings, STR, Eternal Bead

Descriptive Code: JW.STR.4005

Code: 4000 Series

Product Description:

A bead on the bottom of an eternal knot.

Size: Approximately 2.5 cm drop

Additional Info:

Earring hooks are bought as iron hooks, nickel free, and silver plated. Colours of beads will vary. On order we will select a variety of colours.



Product Name: Earrings, STR, Peacock

Descriptive Code: JW.STR.4010

Code: 4000 Series

Product Description:

Tiny little silver coloured beads and coloured glass beads attached to an eternal knot.

Size: Approximately 2cm

Additional Info:

Colours of beads will vary. On order we will select a variety of colours. Earring hooks are bought as iron hooks, nickel free, and silver plated.



Product Name: Earrings, STR, Rain Forever

Descriptive Code: JW.STR.4012

Code: 4000 Series

Product Description:

An eternal knot swinging in a tear shaped loop.

Size: Approximately 3cm

Additional Info:

Earring hooks are bought as iron hooks, nickel free, and silver plated.



Product Name: Earrings, STR, Rain Bead

Descriptive Code: JW.STR.4013

Code: 4000 Series

Product Description:

A short delicate chain with a crystal bead at the end set off with a tear shape loop.

Size: Approximately 3 cm

Additional Info:

Earring hooks are bought as iron hooks, nickel free, and silver plated. Colours of beads will vary. On order we will select a variety of colours.



Product Name: Earrings, STR, Wave

Descriptive Code: JW.STR.4014

Code: 4000 Series

Product Description:

A "coloured pearl bead" on a wave drop. A touch of elegance.

Size: Approximately 4 cm

Additional Info:

Earring hooks are bought as iron hooks, nickel free, and silver plated. Colours of pearl beads will vary. On order we will select a variety of colours.



Product Name: Earrings, STR, Wind

Descriptive Code: FJW.STR.4017

Code: 4000 Series

Product Description:

An earring based on the Mongolian "wind" symbol. Delicate loops in silver colour.

Size: Approximately 3 cm

Additional Info:

Earring hooks are bought as iron hooks, nickel free, and silver plated.



Product Name: Earrings, STR, Gobi Cyclone

Descriptive Code: JW.STR.4020

Code: 4000 Series

Product Description:

A gold coloured swirl in a silver coloured tear drop, symbolising storms in the Gobi.

Size: Approximately 4 cm

Additional Info:

Earring hooks are bought as iron hooks, nickel free, and silver plated.



Product Name: Earrings, STR, Swan

Descriptive Code: JW.STR.4022

Code: 4000 Series

Product Description:

Silver coloured swans with a pearlised bead

Size: Approximately 2.5 cm

Additional Info:

Earring hooks are bought as iron hooks, nickel free, and silver plated. Colours of pearl beads will vary. On order we will select a variety of colours.



Product Name: Earrings, STR, Eternal Moon

Descriptive Code: JW.STR.4023

Code: 4000 Series

Product Description:

An eternal knot in the middle of a circle representing the idea of an eternal moon. Additional interest is in the wrapped gold wire at the bottom of the circle. Matches the Eternal Moon pendant.

Size: Approximately 2.5 cm

Additional Info:

Earring hooks are bought as iron hooks, nickel free, and silver plated.



Product Name: Earrings, Imperial, Silver

Descriptive Code: JW.STR.4025.SIL

Code: 4025 Series

Product Description:

An intricate frame with a delicate crystal bead in the centre. Matches the Imperial Pendant.

Size: Approximately 3 cm

Additional Info:

Earring hooks are bought as iron hooks, nickel free, and silver plated. Colours of beads will vary. On order we will select a variety of colours.



Product Name: Bracelet, Leather, Bell

Descriptive Code: JW.STR.4250

Code: 4250 Series

Product Description:

Adjustable leather cord with a delicate brass coloured bell and bead decoration. The bell makes a gentle tinkling sound.

Size: Adjustable



Product Name: Bracelet, Leather, Khee

Descriptive Code: JW.STR.4252

Code: 4250 Series

Product Description:

A brass coloured eternal knot centers this adjustable leather bracelet.

Size: Adjustable



Product Name: Bracelet, Hope

Descriptive Code: JW.STR.4253

Code: 4250 Series

Product Description:

An eternal knot centers this nylon cord bracelet. The name is important. The symbol of eternity reminds us there is always hope in life.

Size: Size: Adjustable



Product Name: Bracelet, Leather, Braid

Descriptive Code: JW.STR.4254

Code: 4250 Series

Product Description:

An intricately woven leather and cord braid makes a really attractive bracelet appreciated by men and women.

Size: Size: Adjustable



Product Name: Bracelet, Eternal Khee, L, Bead

Descriptive Code: JW.STR.4255.L

Code: 4255 Series

Product Description:

A delicate bracelet with eternal knots and either pearlised or stone beads.

Size: Approximately 20 cm

Additional Info:

Fastens with a lobster claw catch



Product Name: Necklace, Eternal Khee, L, Bead

Descriptive Code: JW.STR.4260.L

Code: 4260 Series

Product Description:

Delicate eternal knots with beads make a beautiful necklace. Beads come in various colours. We will send a selection on order unless you state the possible preferred colours.

Size: Approximately 60 cm

Additional Info:

Fastens with a lobster claw catch



Product Name: Break the Chains

Descriptive Code: JW.STR.4270

Code: 4270 Series

Product Description:

These bracelets with colourful nylon thread round a cord represents the chains involved in human trafficking. By wearing this you are making a statement, you stand for breaking the chains of human trafficking.

Size: Adjustable

Additional Info:

Choose colours from the price list.



Product Name: Pendant, STR, Eternal, Square

Descriptive Code: JW.STR.4281

Code: 4280 Series

Product Description:

A delicate eternal knot suspended in the center of a square spiral. The pendant is hung on a ball chain approximately 60 cm long

Size: Approximately 5 cm

Additional Info:



Product Name: Pendant, STR, Imperial

Descriptive Code: JW.STR.4283

Code: 4280 Series

Product Description:

An intricate frame with a delicate crystal bead in the centre. Matches the Imperial Earrings. The pendant is hung on a ball chain approximately 60 cm long

Size: Approximately 4 cm

Additional Info:



Product Name: Pendant, STR, Spring Life

Descriptive Code: JW.STR.4284

Code: 4280 Series

Product Description:

Curled wires representing plants bursting into life. The pendant is hung on a ball chain approximately 60 cm long

Size: Approximately 3 cm

Additional Info:

Usually comes in silver colour.



Product Name: Pendant, STR, Eternal Moon

Descriptive Code: JW.STR.4286

Code: 4280 Series

Product Description:

An eternal knot in the middle of a circle representing the idea of an eternal moon. Additional interest is in the wrapped gold wire at the bottom of the circle. Matches Eternal Moon earrings.

The pendant is hung on a ball chain approximately 60 cm long

Size: Approximately 2 cm

Additional Info:



Product Name: Earring Book, SK

Descriptive Code: AA.MMM.3770.SK

Code: 3770 Series

Product Description:

An all time favourite. The perfect way to keep a number of earrings safe as you travel. Each book is made from hand made felt with a net to hook your earrings on to. The outside is covered in silks (and polyester silk) Mongolians use for making their traditional dresses (deels).

Size: 9 x 6 cm closed

Additional Info:

See price list an order by felt colour. The outside material varies and we will send you a selection. The silk is bought in a local market and we cannot guarantee if it is 100%. The books have 3 pages for earrings.

