Danlao Company Ltd.

Contact name for Sales and Marketing: Mr Xaykham Phetmanyvong
Ms Bounsy Soondara

Address: Ban Phoxay Sisathanak District

Phone: +856 21 314332; +856 20 5551171

Fax: +856 23 431542

Email: danlao_limited@hotmail.com

Website URL: www.edclaos.com/danlao

Town/City: Vientiane Capital

Province/State: Vientiane Capital

Country: Laos

Foreign Language: English ✔️ French ☐

Established in: 1993

Number of employees: 60

Member of (Networks, Associations, etc.): Lao Rattan and Bamboo Sustainable and Processing Group

Business type (Manufacturer, Trade, etc): Factory

Total annual sales volume (in US$): 100,000

Legal status of the company: Private SME

Closest port to the company: Bangkok/Thailand and Da Nang/Vietnam

Does your company have an exportation license? Yes ✔️ No ☐

Cleaner Production: Does your company apply CP techniques? Yes ✔️ No ☐

This company is committed to use the newly developed Cleaner Production techniques (referring to composting, harvesting, boiling, drying, splitting/sizing, bleaching, carbonizing and dyeing) in the production process. This will reduce environmental pollution by waste/water management and mitigate negative impacts on workers and end-consumers health by eliminating chemicals.

Certification: FSC-CoC certi

Type of certification: FSC-CoC ✔️ Fair Trade ☐ Other ☐

Status of certification: Holder ☐ Applicant ✔️

Targeted date for certification: FSC/CoC certification targeted for 2011

Brief description of activities and scope of business:

Chaemchanh Rattan Furniture manufactures handicraft and semi-processing rattan products. The furniture products are sold to private people and offices. 60 percent of the rattan is exported as semi-processing cane.
## Products and Services

<table>
<thead>
<tr>
<th>Products</th>
<th>Rattan species</th>
<th>Origin/Area of rattan (province, district)</th>
<th>Quantities (tonsmps/can)</th>
<th>Delivery time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sofa Set</td>
<td><em>Calamus poilanei</em></td>
<td>Bolikhamxay and Vientiane Provinces</td>
<td>50 tons per year</td>
<td>1 week</td>
</tr>
<tr>
<td></td>
<td><em>Calamus tetradactylus</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Decoration</td>
<td>Idem</td>
<td></td>
<td></td>
<td>1 week</td>
</tr>
<tr>
<td>Table Set</td>
<td>Idem</td>
<td></td>
<td></td>
<td>1 week</td>
</tr>
<tr>
<td>Souvenir</td>
<td>Idem</td>
<td></td>
<td></td>
<td>1 week</td>
</tr>
<tr>
<td>Chair</td>
<td>Idem</td>
<td></td>
<td></td>
<td>1 week</td>
</tr>
</tbody>
</table>

### List references:

Danlao is a subcontractor for Khamchang company which an exporter of chairs in USA.

This company is committed to use the newly developed Cleaner Production techniques (referring to composting, harvesting, boiling, drying, splitting/sizing, bleaching, carbonizing and dyeing) in the production process. This will reduce environmental pollution by waste/water management and mitigate negative impacts on workers and end-consumers health by eliminating chemicals.

Sustainable Rattan Production; EC SWITCH-Asia in cooperation with WWF Austria