Duc Phong Company Limited

Contact name for Sales and Marketing
Mr. Dang Cong Thang
Pham Hong Phuc

Address
Lot 15 Nghi Phu Small Industrial Zone - Vinh city – Nghe An province

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ducphongcom@hn.vnn.vn

Website URL
www.ducphong.com.vn

Town/City
Vinh

Province/State
Nghe An

Country
Vietnam

Foreign Language
English ☑ French ☐

Established in
2003

Number of employees
60 (exclude 2000 people at village level)

Member of (Networks, Associations, etc.)
VCCI; Small and medium size enterprise association of Nghe An province

Business type (Manufacturer, Trade, etc)
Production and business of rattan and bamboo fine art & handicraft items for export

Total annual sales volume (in US$)
10 million

Legal status of the company
Limited company

Closest port to the company
Cua Lo and Hai phong

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

Cleaner Production: Does your company apply CP techniques?
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
Please tick the applicable box

<table>
<thead>
<tr>
<th>Type of certification</th>
<th>Status of certification</th>
<th>Targeted date for certification</th>
</tr>
</thead>
<tbody>
<tr>
<td>FSC-CoC ☐</td>
<td>Holder ☑</td>
<td>ISO9001 certification by the beginning of 2011</td>
</tr>
<tr>
<td>Fair Trade ☐</td>
<td>Applicant ☑</td>
<td></td>
</tr>
<tr>
<td>Other ☐</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Brief description of activities and scope of business:
To plant trees for materials ==> processing ==> supplying materials to trade villages ==> collecting products ==> completing products for export
Besides company has a vocational training center for regularly training of vocations for labors at localities. After that these labors are supplied with materials for production. Their products are collected by our company. Our company uses all labors trained.
<table>
<thead>
<tr>
<th>Products</th>
<th>Rattan species</th>
<th>Origin/Area of rattan (province, district)</th>
<th>Quantities (tons/m³/canes)</th>
<th>Delivery time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rattan trays of various kinds</td>
<td><em>Daemonoroph polanei</em></td>
<td>In Nghe An province</td>
<td>300 tons</td>
<td>Regularly</td>
</tr>
<tr>
<td></td>
<td><em>Calamus tetradactylus</em></td>
<td>In Nghe An province</td>
<td>100 tons</td>
<td>Around the year</td>
</tr>
</tbody>
</table>

**List references:**
Japanese and European customers