## COMPANY PROFILE

### Ha Linh Rattan & Bamboo Co., Ltd

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

**Address**
- Phu Nghia Industrial Zone, Chuong My Dist, Hanoi

**Phone**
- 84 - 4 33868672

**Fax**
- 84 - 4 33868670

**Email**
- halinh@handmadevn.vn

**Website URL**
- www.handmadevn.vn

**Town/City**
- Chuong My

**Province/State**
- Ha Noi

**Country**
- Vietnam

**Foreign Language**
- English ✓
- French □

**Established in**
- 1995

**Number of employees**
- 50

**Member of (Networks, Associations, etc.)**
- Global Compact

**Business type (Manufacturer, Trade, etc)**
- Manufacturer

**Total annual sales volume (in US$)**
- 411,500 (2009)

**Legal status of the company**
- Limited Liability Company

**Closest port to the company**
- Hai Phong

**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

<table>
<thead>
<tr>
<th>Certification</th>
<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>Applicant</td>
<td>FSC/CoC certification by the end of 2011</td>
</tr>
<tr>
<td>Fair Trade</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Other</td>
<td></td>
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</tr>
</tbody>
</table>

**Brief description of activities and scope of business:**

All products are handmade & made of bamboo, rattan, or combined with metal, wooden and other materials.

House wares, kitchen utensils, bathroom utensils: tray, bread & fruit baskets, bottle holders, laundry hampers, paper napkin holders, bottle coolers etc.

Decoration and souvenir products: picture and mirror frames, flower-pots, vases...

Special ceramic combined with bamboo and rattan: vases, trays, bowls and other items...

Our main markets are Europe, America and Asia.
<table>
<thead>
<tr>
<th>Products</th>
<th>Rattan species</th>
<th>Origin/Area of rattan (province, district)</th>
<th>Quantities (tons/m3/cane)</th>
<th>Delivery time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rattan weaving products</td>
<td><em>Calamus Tetradactylus</em></td>
<td>Vietnam</td>
<td>300 m³</td>
<td>45 days</td>
</tr>
</tbody>
</table>

List references:
- VCCI (Vietnam Chamber Commercial and Industry)
- Global Compact
- Vietcraft

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