

### Peace Handicrafts and Silks

Peace Handicrafts is a privately owned company that offers training and employment opportunities to landmine and polio victims, widows, and the poor. It was established in 2002, and has received the UNESCO-ASEAN Handicraft Promotion and Development Association Seal of Excellence Award.

Eighty-five percent of output is exported to the US and Australia. Other overseas markets are Switzerland, the UK, France, Japan and Singapore. ODM orders take up four-fifths of turnout, with the rest going to OEM contracts.

The company specializes in handbags and scarves. It also makes home decor and gift items for the local market.

Prices range from \$0.55 to \$25. A 40x45cm shopping bag made of recycled plastic is available for \$2.50. A 16x50cm silk scarf in a plain design is offered for \$4. A 100 percent silk handbag measuring 24x36x8cm is priced at \$22.50.

Peace Handicrafts sources silk,

recycled plastic and wood from Phnom Penh.

Thirty-six new models are launched by the designer every year. The sampling department is composed of five members and can finish a prototype within one week.

All production processes, including weaving, sewing, cutting, finishing and packing are performed in-house. Labeling is provided free of charge.

The full-time workforce is composed of 55 staff. The company subcontracts some steps to 14 part-timers during peak months of October and November.

QC is carried out by three inspectors on all production stages.

The monthly capacity is 15,000 pieces.

Cartons are used for packaging.

Peace Handicrafts is a member of Artisans' Association of Cambodia. It attends Tendence and Ambiente shows in Germany, Mekong Exhibition, ASEAN Japan Center and Fukuoka International Show in Japan, and BIG&BIH October in Thailand.

#### Capability

##### Materials used

Silk fabric	Yes
Cotton fabric	Yes
Polyester fabric	Yes
Nylon fabric	No
Metal	Yes
Plastic	Yes

##### Exports by product

Headwear & neckwear	20%
Casual wear	—
Fashion bags, wallets & purses	80%
Jewelry	—

##### Exports by market

United States/Canada	70%
European Union	15%
Europe (non-EU)	—
Asia-Pacific	15%
Middle East	—
Other	—

#### Company facts

Year established	2002
Head office location	Chamkarmon (Phnom Penh)
Ownership	Privately owned
Factory location(s)	Chamkarmon (Phnom Penh)
Full-time employees	55
Part-time employees	14
Total annual sales (all products)	\$500,000

##### Sales & output: Silk fashion accessories

Annual sales	\$500,000
Share of total sales	100%
Annual export sales	\$490,000
Total monthly capacity	15,000 pieces
Average monthly output	6,000 pieces
Capacity utilized	40%
Average monthly exports	5,900 pieces
Export ratio	98%
Major export customers	Global Girlfriend (US); Saffron Winds, Charity (UK); Oxfam (Australia)

#### Contact details

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Popular export models



**Model:** BCPB-WH/RS  
**MOQ:** 5 pieces  
**Packaging:** Cardboard box  
**Delivery:** 10 days  
**Price:** \$21.69  
**Description:** Handbag; 100% handwoven silk; patchwork design; 26x32x15.5cm



**Model:** B24PCPB-WH/RS  
**MOQ:** 5 pieces  
**Packaging:** Cardboard box  
**Delivery:** 10 days  
**Price:** \$22.49  
**Description:** Handbag; 100% handwoven silk; patchwork design; 24x36x8cm



**Model:** BLPB-WH/RS  
**MOQ:** 5 pieces  
**Packaging:** Cardboard box  
**Delivery:** 10 days  
**Price:** \$22.95  
**Description:** Handbag; 100% handwoven silk; patchwork design; 27x43x10.5cm



**Model:** B9PCPB-WH/RS  
**MOQ:** 5 pieces  
**Packaging:** Cardboard box  
**Delivery:** 10 days  
**Price:** \$18.35  
**Description:** Handbag; 100% handwoven silk; patchwork design; 20x34x8cm



**Model:** BECO-TB  
**MOQ:** 10 pieces  
**Packaging:** Cardboard box  
**Delivery:** 10 days  
**Price:** \$9.69  
**Description:** Duffel bag; recycled plastic; 28x50x22cm



**Model:** BECO-TBL  
**MOQ:** 13 pieces  
**Packaging:** Cardboard box  
**Delivery:** 10 days  
**Price:** \$7.39  
**Description:** Duffel bag; recycled plastic; 45.5x21x20cm