



Le Ba Ngoc
*Vietcraft Vice Chairman
 & General Secretary*

Dear Buyers,

On behalf of the Vietnam Handicraft Exporters Association (Vietcraft) and our members, I would like to thank you for your interest in sourcing from Vietnam.

Global buyers have benefited a great deal by sourcing from Vietnam, because of the range of indigenous materials available, a large pool of skilled workers and competitive prices.

Rapidly improving infrastructure and open-door policies are other significant advantages that attract buyers to source from Vietnam, enabling it to become a major supply hub for handicrafts in the world.

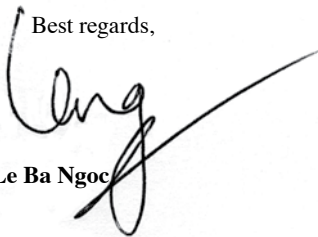
Vietcraft strengthens members' competitiveness and business effectiveness by creating valuable opportunities to help local exporters and global buyers interact more efficiently and profitably. We offer services that contribute to bottom-line success and intensify networking with other handicraft associations.

Our members are export-oriented manufacturers of various products, including furniture, rattanware, lacquerware, ceramics, embroidery and paper crafts. You can find their unique products in our Lifestyle Vietnam trade show organized every April in Ho Chi Minh City.

Vietcraft treasures its cooperation with the Kearny Alliance in helping advance our suppliers' export marketing skills and their efforts to foster the vision of Aid through Trade by sustainable development.

I'd also like to thank Global Sources for offering its powerful Global Sources Online marketplace to enable our members to access quality buyers worldwide.



Best regards,

Le Ba Ngoc

Contact details

Business contact
 NGOC Le Ba
Phone
 (84-4) 3936-9284
Fax
 (84-4) 3936-6759
Email
 vietcraft@fpt.vn
 ngoc_hrpc@yahoo.com
URL
 www.vietcraft.org.vn
 www.lifestyle-vietnam.com
Address
 1F, 20 Ly Thuong Kiet, Hoan Kiem,
 Hanoi, Vietnam

Association facts

Year established 2007
 Number of employees 15
 Number of members 450
 Total Annual export sales \$595 million
 Mission

- To improve our members' competitive capabilities and business effectiveness by enhancing global opportunities between exporters and importers
- To offer services that contribute to exporters' success
- To foster networking within Vietnam's handicrafts industry

Buyer services

- Provide commercially useful information and assistance to members to develop and increase exports through effective workshops and seminars, an online information system, and an in-house library
- Organize training courses on production techniques, appropriate material processing technologies, management skills and successful utilization of e-commerce
- Offer members professional advice and services on technological upgrades, quality and design improvement, establishment and maintenance of standards and specifications, and product development
- Organize international delegation visits to Vietnam and member visits abroad to explore overseas market opportunities, and conduct trade promotion activities that connect competent exporters to overseas buyers and associations
- Organize the Vietnam International Handicraft and Gift Fair
- Participate in specialized international trade fairs for handicrafts and gift items
- Interact between the exporting community and the government at the central and provincial levels
- Operate business forums that allow local exporters to meet foreign buyers, improve sourcing of raw materials, semifinished goods and accessories, and encourage joint ventures through optimized complementary resources and competences

Target industries

Handicrafts, furniture and home decor

Main products

Housewares, kitchenware, home decor, furniture, home textiles, and garden and outdoor products

Exports by market (all members)

