



Women for Women Foundation



Sentosa Silk



Khmer Silk Processing Association



Cambodian Sedge Mats Business Association

Cambodia

Lao PDR

Participation in INACRAFT 2012

The 14th Jakarta International Handicraft Trade Fair

25-29 April 2012

Myanmar

Vietnam

ASEAN - JAPAN CENTRE



Thazin Pan Co., Ltd.



Gems Kingdom



Ever Stand Lacquerware Work Shop



Bella Interiors Co., Ltd.

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Cambodia

Cambodian Sedge Mats Business Association

Products Sedge Mats (Carpet, Floor Mat, Place Mat, Table Runner), Sedge Bags

Main factory is located along the Mekong river about 1 hour from Phnom Penh. Sedges are dyed at the outdoor studio and handwoven in the factory. Sedges can be dyed and weaved to customer's order.



Address House #13B, Street 240, Sangkat Chaktomouk Khan Daun Penh, Phnom Penh

TEL +855 92 708 375

E-MAIL info@csma-kh.com

URL www.csma-kh.com

Contact Person Ms. Sokkim Ngoun
(Sales Manager)

Year of Establishment 2007

Number of Employees 80

Annual Sales USD200,000

Export to (Countries) Europe (Sweden, France, Germany)

Khmer Silk Processing Association

Products Silk Products (Bag, Scarf, Cushion Cover)

The company takes charge of more than 200 orphans and gives them education and job training. Main products are Silk and Banana Textiles. Besides developing new materials actively, the company has high sewing skills and won a number of awards. Although current designs target rather older age group, developing products for younger age group (ex. 30s) would have potential.



Address Prey Lovear District, Chom Chao Commune, Angkor village, Phnom Penh

TEL +855 16 485 857/ 23 219 803

E-MAIL nphaly@online.com.kh

URL www.phalycraft.org

Contact Person Ms. Nuon Phaly
(Executive Director)

Year of Establishment 1987

Number of Employees 23

Annual Sales USD40,000

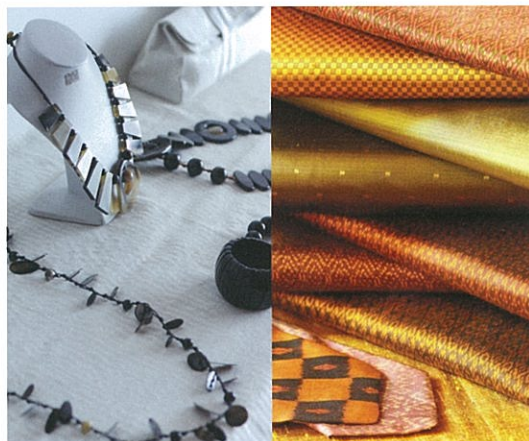
Export to (Countries) France, Japan, USA

Cambodia

Sentosa Silk

Products Silk Products (Fabric, Tailor Made, Accessories)

Silk textile and sewing maker with high quality and credibility. Among the products, the quality of silk textiles is especially high. The elegant product designs reflect a owner's sophistication and high style. Those attract European customers. The company also develops strong business experiences through exports and supplies an Airline uniform.



Address #33, Sothearos corner of street 178, Phnom Penh
TEL +855 12 962 911/ 10 922 911
+855 23 222 974
FAX N/A
E-MAIL sentosa@online.com.kh
showroom@sentosasilk.com
URL www.sentosasilk.com
Contact Person Ms. Seng Takakneary (Managing Director)
Year of Establishment 2004
Number of Employees 30
Annual Sales USD500,000
Export to (Countries) Australia, USA, Germany, Europe

Women for Women Foundation

Products Handicrafts

The foundation was established to support single mothers by offering silk manufacturing. The shop cum studio is located near the area where many tourists visits in Phnom Penh. The foundation has skills in making detailed prodcuts with special care. Although the size of business is still small, products themselves have originality and uniqueness.



Address #55, National Road 2, Krapeuhar, Takhmao District Kandal Province
TEL +855-012-650-655/ 77-777-956
E-MAIL womanforwoman.kh@gmail.com
URL www.womanforwoman.net
Contact Person Ms. Nhean Chan Veasna
Year of Establishment 2006
Number of Employees 30
Annual Sales USD30,000 - 40,000
Export to (Countries) USA, Japan, Switzerland

Lao PDR

Fawatthana Co., Ltd.

Products Silver and Gold jewelry

Wealthy Lao customers visit the shop. Various unique products beyond jewellery create a high class looking and arouse customer interest. The shop seems to take any requests related to precious metals. Currently, luxury products for Buddhist rituals are popular. Developing luxury interior products also have high potential.



Address 209 Chao Anou Rd., Thonkhankham Vill.,
Chanthabouly Dist., Vientiane

TEL +856 21 212266

FAX +856 21 261978

E-MAIL fawatthana@hotmail.com

Contact Person Ms. Amone Phoummasak
(Managing Director)

Year of Establishment 1992

Number of Employees 30

Annual Sales USD500,000 - 700,000 /average

Lao Cotton State Enterprise

Products Cotton Home Textiles, Lap Blanket, Scarf

The company has studio for both hand and machine weaving as well as a spacious retail space. Products from Women's Union are beautiful and attractive but their display can be improved more. The company can approach more interesting business with its large premises and facilities.



Address Khounta Thong Village, Souphanouvong Rd.,
PO Box 3146, Vientiane

TEL +856 21 215840

FAX +856 21 222443

E-MAIL info@laocotton.com

URL www.laocotton.com

Contact Person Mr. Chanhom Souvanthone
(Textile Engineer)

Year of Establishment 1984

Number of Employees 86

Annual Sales USD59,0946 (2010)

Export to (Countries) England

Lao PDR

Nikone Handicraft

Products Textile

The atmosphere of a showroom is warm the same as its owner's character. Developing textiles for Japanese Kimono proves its high skills and excellent design. The company can create products including label ware and beddings to customer's request.



Address N 1, Unit 1, Dongmieng Village, Chanthabuly District, Box 4437, Vientiane

TEL +856 21 212191

FAX +856 21 240325

E-MAIL nikone@laotel.com
nikone29@yahoo.com

Contact Person Ms. Rassanikone Nanong
(Managing Director)

Year of Establishment 1992

Number of Employees 45 at the center workshop and
60 working at home in the villages

Annual Sales USD165,000 (2011)

Export to (Countries) Germany, France, USA, Japan

Phouvong Jewelry

Products Gold & Silver Jewelry

The company is one of the biggest Lao jewelry makers and operates many shops. The products are gorgeous-oriented. The company also put much effort in PR activities, for example, making original calendar of models with its jewelry. The impressive thing was that the products were made by young and fashionable craftsmen by hands.



Address Morning Market, Room No. 6/27-28,
2nd Floor, Vientiane

TEL +856 21 213546

FAX +856 21 263869

E-MAIL phouvong-jewelry@hotmail.com

Contact Person Mr. Phouvong Phamisith

Year of Establishment 1983

Number of Employees 80

Myanmar

Bella Interiors Co., Ltd.

Products Rattan Products

The company uses wild rattan near the boarder as a material. 30% of the products are furniture and 70% are small goods. The company exports to Korea (30%), USA, Holland, Australia and Brazil. All exports except to Korea are mediated through Thailand and Vietnam. Following the order from customer, the company orders the production to neigboring villages. The final products are inspected at its own factory and shipped to the customer. Tray and flower pot are popular.



Address 2730-31, Thanlwin Street, Industrial Zone(2)

63 Ward Yangon

TEL +95 1 591266/ 590213/ 594242

FAX +95 1 591266

E-MAIL bi@mptmail.net.mm

URL www.myanmarrattanexporter.com

Contact Person Ms. Ei Ei Htwe
(Director)

Year of Establishment 2010

Number of Employees 80 - 90

Annual Sales USD800,000 (2010)

Export to (Countries) East Europe, Middle East, Brazil
EU (Greece)

Ever Stand Lacquerware Work Shop

Products Lacquerware

Many lacquerware companies make products targeted tourists in Bagan. Among them, Ever Stand is one of the companies that can create unique and original designed products. Modern wooden or bamboo containers are especially popular among Europeans. The founder/ owner had a training in Japan. The factory has 3 drying rooms and the facilities are well managed.



Address Wet-Kyi-Inn, Nyaung Go, Bagan

TEL +95 61 60214 60645/ 60745

FAX +95 1 544137

E-MAIL everstand@myanmar.com.mm

URL www.everstand.com

Contact Person Mr. Maung Maung
Ms. San San Win

Year of Establishment 1991

Number of Employees 50

Export to (Countries) France, Italy, Germany, Singapore, Japan

Myanmar

Gems Kingdom

Products Jade

Originally, the company produced Jade products for Chinese market. Following the advice by a Japanese expert dispatched by ASEAN-Japan Centre, the company started developing new products targeted Japan Market. For example, they developed mini cushions taking advantage of "cooling effect" of Jade. The company is highly motivated in offering new products such as aromatic candle stand and accessories.



Address No. 358, Tabin Shwehti St., No(1) quarter, Mayangone Township, Yangon
TEL +95 1 682285/ 725256,
+95 1 57918/ 570824/ 721764
FAX +95 96 1 57918
E-MAIL gemskingdom@gmail.com
URL www.gemskingdom-mm.com/
Contact Person Ms. Khin Myo Swe (Director)
Year of Establishment 2005
Number of Employees 25 - 50
Annual Sales USD300,000
Export to (Countries) Japan, Thailand, China (Spot orders)

Thazin Pan Co., Ltd.

Products Gems & Jewelry

The group of 60 jewelers. The products includes Myanmar freshwater pearl, gold, jade, ruby, amber and aquamarine. Although the processing techniques are not much experienced, cost is cheap enough to be able to export to China, Thailand and Vietnam. Jewelers get design ideas from internet. All jade products are for China, most of ruby for India, and most of sapphire for Thailand and Vietnam. Price average is USD 50 to 250.



Address No(4) Mandalay Gems Centre, 103/13 76Rd. 27 x 28 St. Haymazala Word, Chanayetharsan TSP, Mandalay
TEL +95 9 2002209/ 2-66276
FAX N/A
E-MAIL khunthar@gmail.com
Contact Person Ms. Khin Lay Myint (Owner)
Mr. Zaw Phe, Ms. Su Mon Toe (Manager)
Year of Establishment 1982
Number of Employees 10
Annual Sales USD2,000,000
Export to (Countries) Sri Lanka, China, Japan etc.

Vietnam

Artex D&T Co., Ltd.

Products Bamboo products, Rattan interior deco

The company has various products. Main products are made from bamboo and rattan. Most of products are small lifestyle goods but the company also manufactures large products for EU and USA. Vast experience with export, solid quality control and clear rules make the company high-level.



Address 400/1B Nguyen Kiem Str., Ward 3,
Phu Nhuan Dist, Ho Chi Minh City
TEL +84 8 39954968/ 39955531
FAX +84 8 39952857
E-MAIL duythanh@artexdandt.com
URL www.artexDandT.com.vn
Contact Person Mr. Lam Quang Linh
(Sales Executive)
Year of Establishment 2002
Number of Employees 38
Annual Sales USD3,300,000
Export to (Countries) Asia, EU, USA, Australia, Africa

Saigon Embroidered Carpets & Handicrafts

Products Handwoven woolen carpets, Handmade embroideries

Embroidery skills are very high and patterns of wool carpets are also beautiful. Size and style come in large variety. The market of cotton carpets might be limited. The good character of the owner can help the smooth business with the company.



Address 64A Nguen Thi Minh Khai St., Da Kao Ward,
Dist. 1, Ho Chi Minh City
TEL +84 8 3894727
FAX +84 8 38244803
E-MAIL sagoca@saigoncarpet.com
URL www.saigoncarpet.com.vn
Contact Person Mr. Mai Dinh Kiem
(Director)
Year of Establishment 2002
Number of Employees 30
Annual Sales USD200,000
Export to (Countries) Japan, Hungary, Russia

Vietnam

Thang Loi International Garment Joint Stock Company

Products Bedding sheets, Pillows

Main products are bedding sheets and linen. The company can respond to the market in terms of design and pattern. Mass production is also possible so the low price can be realizable. At the same time, the company has potential to go into high-price market with high quality products.



Address No.2, Truong Chinh Street, Tay Thanh Ward, Tan Phu District, Ho Chi Minh City
TEL +84 8 22153295/ 62725029
FAX +84 8 38152065/ 38152192
E-MAIL mtl@maythangloi.com.vn
URL www.maythangloi.com.vn
Contact Person Ms. Ngo Le Anh Chi (Marketing officer)
Year of Establishment 2007
Number of Employees 1,200
Annual Sales USD6,600,000
Export to (Countries) EU, USA, Japan, Australia

Thien Dieu Company TD Craft & Decor

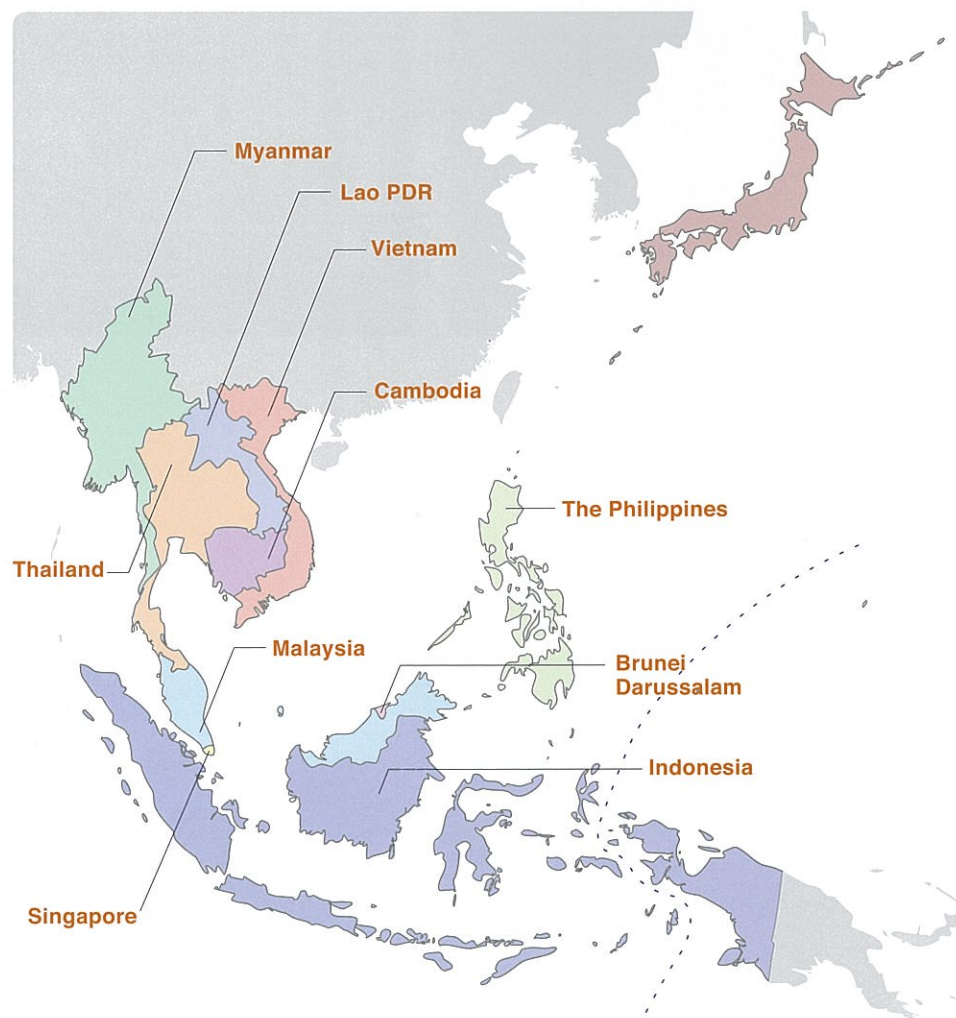
Products Home & Garden Decoration

"Steel" made products are rare in home decoration goods. Most of the products are for decoration but some can be used for gardening. All products are for export, mainly to Europe such as Holland and Sweden. Some of the products can be expanded into Asian market, too.



Address 36 ngo Thai Thinh 2, Dong Da, Hanoi
TEL +84 4 35624703
E-MAIL thientieu36@gmail.com
 sales@tdcraft.net
URL www.tdcraft.net
Contact Person Ms. Mai Thi Hong (CEO)
Year of Establishment 2002
Number of Employees 50
Annual Sales USD1,000,000
Export to (Countries) The Netherlands, Sweden, UK, USA, Asia

Introduction of The ASEAN - JAPAN CENTRE



ESTABLISHMENT AND ITS BRIEF HISTORY

The ASEAN-Japan Centre was established on May 25, 1981, based on the Agreement Establishing the ASEAN Promotion Centre on Trade, Investment and Tourism signed by the governments of the Association of the Southeast Asian Nations (ASEAN) member states such as the Republic of Indonesia, Malaysia, the Republic of the Philippines, the Republic of Singapore and the Kingdom of Thailand, and Japan. Later, Brunei Darussalam (June 8, 1990), the Socialist Republic of Vietnam (February 12, 1998), the Kingdom of Cambodia (June 11, 2001), Lao People's Democratic Republic (March 20, 2002) and finally, the Union of Myanmar (April 27, 2006) officially acceded to the Agreement. Now, all the 10 ASEAN countries and Japan are members of the Centre.

Originally, the Secretariat was located on the 6th floor of the World Import Mart Building, Sunshine City in Ikebukuro, Tokyo. In April 1987, the Centre was relocated to the Central Building in Ginza 4-chome. Then, in March 2009, the Centre was relocated to the Shin Onarimon Building in Shimbashi, where it is currently located.

While the Centre is independent from the ASEAN Secretariat in Jakarta, Indonesia, it has developed cooperative relationship in broad areas with the organization. Furthermore, the Centre maintains close contact with the member countries through their capitals, their embassies in Japan as well as related offices in the field of trade, investment and tourism.

MEMBERSHIP

The eleven members of the ASEAN-Japan Centre are: Brunei Darussalam, Kingdom of Cambodia, Republic of Indonesia, Japan, Lao People's Democratic Republic, Malaysia, Republic of the Union of Myanmar, Republic of the Philippines, Republic of Singapore, Kingdom of Thailand and Socialist Republic of Vietnam

OBJECTIVES

The three main objectives of the ASEAN-Japan Centre are:

- to promote export from ASEAN to Japan, particularly semi-processed and manufactured goods;
- to accelerate the inflow of investment between Japan and ASEAN, including the transfer of skills and technology; and
- to vitalize tourist traffic between Japan and ASEAN, and to expand exchanges of persons



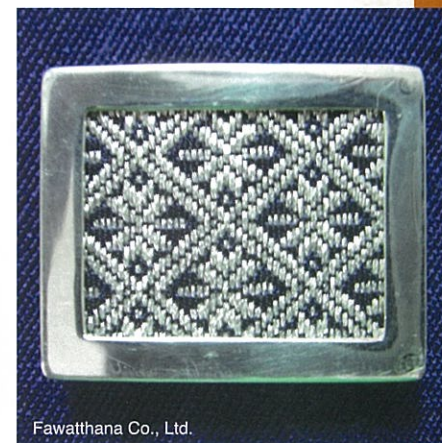
Phouvong Jewelry



Nikone Handicraft



Lao Cotton State Enterprise



Fawatthana Co., Ltd.



ASEAN-JAPAN
CENTRE

Shin Onarimon Bldg., 6-17-19 Shimbashi, Minato-ku, Tokyo 105-0004

Trade and Investment Div.

Tel. 81-(0)3-5402-8004 Fax. 81-(0)3-5402-8005

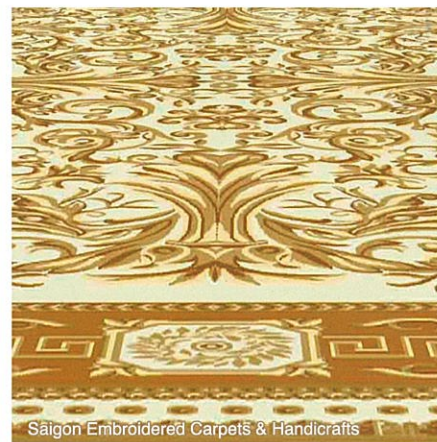
<http://www.asean.or.jp>



Thien Dieu Company TD Craft & Decor



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Artex D&T Co., Ltd.