



IMPROVE THE VALUE CHAIN OF HANDICRAFT IN CAO BANG

ACHIEVEMENT AND LESSONS LEARNT



LIVE project

“Improved livelihood of ethnic minorities through better access to water sanitation and market for the handicraft value chain”

Donor: HELVETAS Swiss Interco-operation

Implementer: DECEN – Cao Bang Community Development Centre

Period: 2011 – 2014

This booklet aims to review four years of implementing the handicraft component of LIVE project, systematize the main activities, draw and share the valuable lessons learned in the development of handicraft value chain in Cao Bang. *HELVETAS Swiss Interco-operation and DECEN hope this will be useful information to donors, organizations, individuals and projects with similar objectives and interest.*



Foreword

More than 90% of Cao Bang's population are ethnic minorities and its poverty rate is over 20%. The ethnic minorities in this province have very special cultures and costumes. Experiences from the previous related projects in Cao Bang have shown handicraft of ethnic minorities in Cao Bang preferred by many customers. Before LIVE project, the idea to produce handicraft to meet the market demand was still very unfamiliar with the ethnic minority women here. Since 2011, LIVE project has been implemented with the aim to improve handicraft value chain in Cao Bang, improving their livelihoods, protect and promote traditional handicraft culture of ethnic minorities.

After 4 years, many activities have been implemented, the project has overcome many challenges, draw valuable lessons and achieve considerable results in developing handicraft value chain. These results were achieved due to the tireless efforts of the women ethnic minority handicraft groups and positive supports of the government at all levels, related companies and individuals.

HELVETAS Swiss Interco-operation and DECEN would like to sincerely thank the agencies, companies, individuals and handicraft groups for their collaboration with the project in developing handicraft value chain in Cao Bang.

Tran Van Tri

Director

DECEN – Cao Bang community development centre

Nguyen Lam Giang

Country Director

HELVETAS Swiss Intercooperation Vietnam

An Overview of handicraft component

Objectives

To enhance livelihood of ethnic minorities in the remote areas of Cao Bang province through improvement and development of handicraft value chain

Partners

Government: Cao Bang Provincial People's Committee, Department of Culture, Sport and Tourism, Commune People's Committee, Commune Women Union at the project areas

Private partners: Mystère shop, Indigo store, Km 109, Module 7

Beneficiaries

Nung Ethnic Minority Women Group in Quang Uyen district

Lo Lo Ethnic Minority Women Group in Bao Lac district

Dao Ethnic Minority Women Group in Nguyen Binh district

H'mong Ethnic Minority Women Group in Bao Lac and Bao Lam district

IMPLEMENTATION PROCESS



Established and enhanced the community organizations and partner agencies which supports handicraft groups

Improved the production capacities of handicraft groups

Improved the market knowledge and market access of production groups





STEP I: ESTABLISHMENT OF WOMEN HANDICRAFT GROUPS



STEP I: ESTABLISHMENT WOMEN HANDICRAFT GROUPS

Limitations of Cao Bang's handicraft before the project:

- Cao Bang province did not have a handicraft market. Most of ethnic minority women were unfamiliar with the idea to produce handicraft as goods.
- Limited production capacity made them impossible to meet market demands
- Lack of space for group work, collaboration and experience sharing
- The products were still monotonous and unattractive in terms of shapes and types
- Lack of market access knowledge & skills



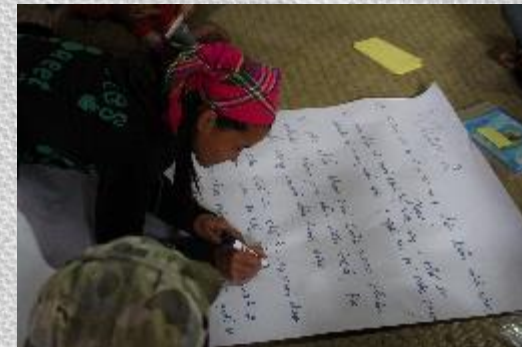
STEP I: ESTABLISHMENT WOMEN HANDICRAFT GROUPS

Main activities

Selected women to participate in common interest groups (CIGs)

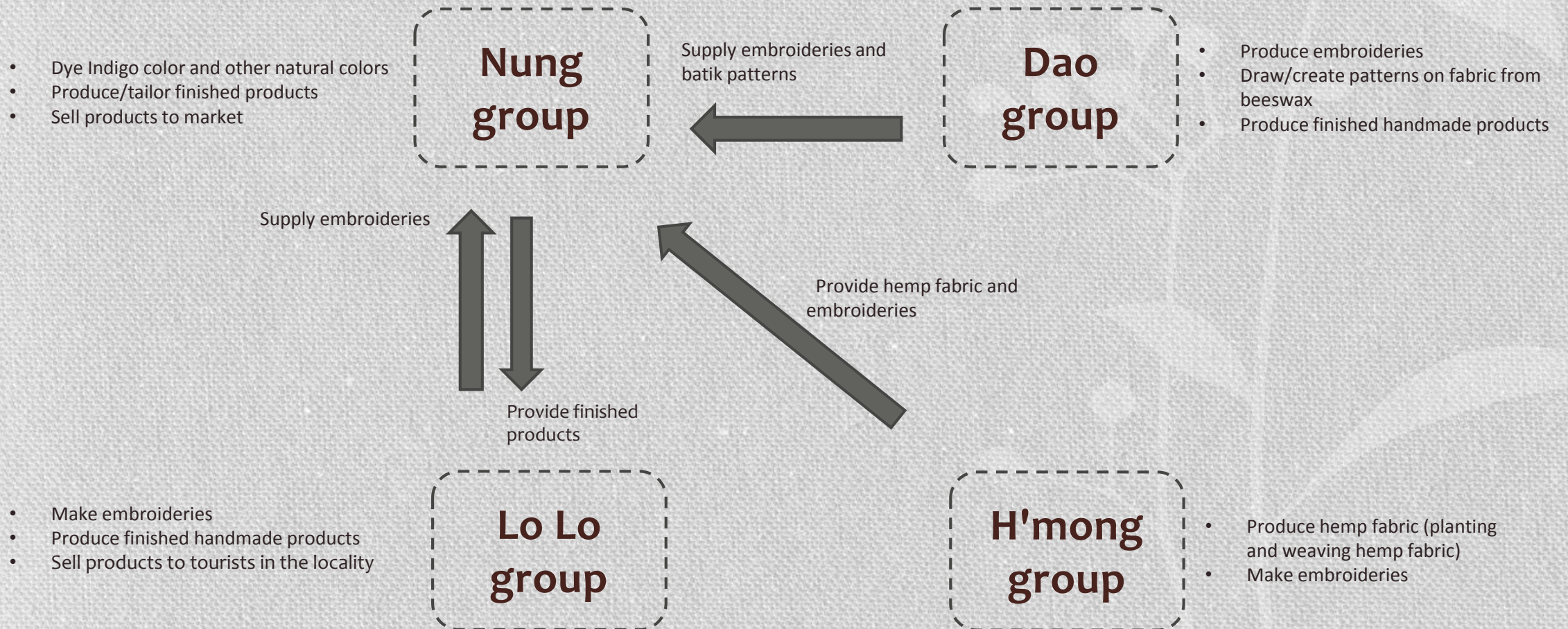
Developed regulations of CIGs

Equipped basic knowledge for ethnic minority women to take part effectively in CIGs



STEP I: ESTABLISHMENT WOMEN HANDICRAFT GROUPS

Developing an effective operating mechanism between different CIGs



STEP I: ESTABLISHMENT WOMEN HANDICRAFT GROUPS

Nung group



TECHNICAL STRENGTH

- Skillful in fabric-natural-dyeing
- Skillful in fabric weaving
- Skillful in making embroidery
- Skillful in tailoring

ADVANTAGES OF THE GROUP

- The Nung group Inherits a special traditional natural dyeing from their ancient. Nice natural dyed fabric. They has relatively standardized dyeing processes. They also have their own know-how of dyeing .
- Living near by national highway and markets, the Nung group proves that they are suitable to doing small business. They learn quickly and like doing business in groups.
- Before the project, some members of the group knew basic sewing/tailoring.
- The Nung group has the best production capacity aH'mong the project handicraft groups.



Ms. Luong Thi Kim

Member of Nung handicraft group

"The project has given me opportunities to progress. I've already known how to calculate the cost of materials for production and used skillfully the tools like sewing machines and overlock machines for handicraft production"



Ms. Luong Thi Nhat

Leader Nung handicraft group

"After 4 years participating in the project, I've known how to produce nice products and sell to customers. My group, each person earns about 500,000 / month from the handicraft. I was also awarded the certificate of merit for women who are successful in economic activities by the provincial Women Union"

STEP I: ESTABLISHMENT WOMEN HANDICRAFT GROUPS

Dao group (Red Dao and Money Dao)



TECHNICAL STRENGTHS

- Skillful in producing batik
- Skillful in producing embroideries

ADVANTAGES OF THE GROUP

- This group includes two small groups (Red Dao and Money Dao) therefore this group have plentiful of traditional embroidery patterns. Their embroideries are very diversified and unique
- Money Dao is one of the few Dao ethnic groups in Vietnam, who still maintains indigo dyeing and batik technique.
- Making Dao's embroidery and batik patterns require skillfulness and meticulousness. Therefore, Dao women are very skillful and careful.



Ms. Ban Mui Phay

Member of Dao handicraft group

"I'm very happy! Now we have the community house to do embroideries and sew together. In the community house, we have electricity, sewing machines and iron. Making handicraft is easier and faster now"



Ms. Ban Thi Hoa

Leader of Dao handicraft group

"Through the project I also had the chance to visit and learn experience from other handicraft groups in the other provinces. This exchange was a great motivation factor for me. Others can do it successfully, we know there's no reason why we couldn't".

STEP I: ESTABLISHMENT WOMEN HANDICRAFT GROUPS

Lo Lo handicraft group



TECHNICAL STRENGTH

- Skillful in making embroideries
- Skillful in weaving

ADVANTAGES OF THE GROUP

- The Lo Lo group has nice embroidery patterns and eye-catching color combination.
- The Lo Lo village is a famous place for tourism in Cao Bang. Having chance to meet the tourists often, the Lolo group have chance to learnt about the taste of foreigners.
- The Lo lo community in Cao Bang has high sense of solidarity and responsibility. The women are very closely and often do all things with each other.



Ms. Chi Thi Nguyet

Member of Lo Lo handicraft group

“Since joining the handicraft group, I’ve learnt calculation skills. Before I was bad at reading, writing and doing math. Now I am quite good at bookkeeping and material management”



Ms. Chi Thi Rien

Leader of Lo Lo handicraft group

“After four years participating in the project, I’ve learnt a lot, from the operation and management of a small business group to cooperation with other handicraft groups”

STEP I: ESTABLISHMENT WOMEN HANDICRAFT GROUPS

H'mong handicraft group (White H'mong and Flower



TECHNICAL STRENGTH

- Skillful in making batik
- Skillful in making embroideries
- Skillful in producing hemp fabric

ADVANTAGES OF THE GROUP

- The H'mong group has the most plentiful traditional embroideries in Cao Bang
- H'mong's fabric cutting techniques to create exquisite patterns and apply on the embroidery pieces does not duplicate with any other ethnic groups
- The H'mong group supplies the most important material to Cao Bang handicraft value chain: hemp fabric.



Ms. Duong Thi Xuan

Member of H'mong handicraft group

“Learning to do handicraft is not difficult at all, making embroideries is a thing that H'mong has done for a very long time. However, the project designers and teachers helped to improve the embroideries into different patterns and with new good techniques. I like it very much because doing embroidery is the

“intersect of the H'mong women”



Ms. Hau Thi My

Member of H'mong handicraft group

“Before, I had to sell rice and corns when we needed money. But since I participated in the handicraft group I have money from selling handicraft products. I use money or save to buy pigs or clothes, school materials for my children”.



STEP I: ESTABLISHMENT WOMEN HANDICRAFT GROUPS

Difficulties and challenges during building the groups

- The group members were not familiar with working in group and obeyed the group's regulations, so that at first period they did not know how to arrange their individual work to work together.
- Some of them live quite far, they have to walk kilometers to reach the handicraft workshop and training place.
- Some women were not fluent in reading and writing Vietnamese, this negatively affected their participation in group activities.
- Each handicraft group lived in a different location, so the exchange, coordination, supplying and receiving material or payments to each other was difficult.
- Language barriers among the groups and not all the groups understand Vietnamese language



STEP I: ESTABLISHMENT WOMEN HANDICRAFT GROUPS

Achievements

- 4 handicraft groups were officially established with the support of the project and local government, including Nung, Lo Lo, H'mong (White H'mong and Flower H'mong) and Dao (Red Dao and Money Dao)
- 3 handicraft houses were built for H'mong, Dao and Nung groups, so that these groups can use the houses as a production place that they can go there and work together.
- Handicraft members who were illiterate or having difficulties in reading and writing now can read and write Vietnamese due to the literacy classes for adults. Now they are good at calculating, book keeping, managing materials and finance for small business groups



STEP I: ESTABLISHMENT WOMEN HANDICRAFT GROUPS

Achievements

- Women's skills on managing small business groups were constructed and improved gradually in groups' operation processes.
- The women after having participated in activities of handicraft groups, have become more confident, more professional and responsible.
- The role and status of women in their families have been improved





STEP II:
DEVELOPING &
STRENGTHENING
PRODUCTION CAPACITY



STEP II: DEVELOPING AND STRENGTHENING PRODUCTION CAPACITY

Equipping and developing professional knowledge

Trainings on making embroideries:

- Developed new embroidery patterns from the available traditional embroidery patterns.
- Improved embroidery-making techniques.
- Supported on how to combine and mix colors on embroidery pattern that are matching customers' tastes.
- Shortened embroidery-making time and improve quality of embroidery pieces.

Trainings on tailoring:

- Coached basic tailoring techniques. Created opportunities to practice regularly.
- Coached special tailoring techniques for handicraft products. Commented directly on the products.
- Coached advanced tailoring techniques. Sent products sewed by the groups to experienced customers for their direct suggestions. Maintained regular practice.

Trainings on dyeing:

- Standardized the existing dyeing processes.
 - Overcame the previous weakness such as color losing, uneven color on the fabric after being dyed.
- Learnt new techniques of natural dyeing.



Ms. Dang Thi Xuan

Member of Dao handicraft group

"Before, we thought that our products were already beautiful and perfect. But now I know the customers may have different taste compared to ours. Joining the project, I know that it is important to understand the customers' taste and requirements "



Ms Chu Thi Duyen

Member of Dao handicraft group

"I've sew beautiful handicraft bags and sold to customers for additional income. Since I've had such improvement, my family is very happy and encourages me to do handicraft. My family helps me to take care of my child, and do housework so I have more time on handicraft production"



STEP II: DEVELOPING AND STRENGTHENING PRODUCTION CAPACITY

Improve Handicraft procedures and production methods

Hemp fabric production of the H'mong was standardized with the support of the Project

Step 1: Soil preparation

Step 2. Hemp seed sowing, tending

Step 3. Harvesting & drying of hemp stalks

Step 4. Stripping off the outer skin & stamping hemp fiber

Step 5. Tie hemp fibers

Step 6. Twisting hemp thread

Step 7. Bunching hemp thread

Step 8. Softening & whitening hemp thread

Step 9. Smoothing & shining hemp thread Step 10.

Weaving hemp

Step 11. Softening & whitening hemp cloth

Step 12. Smoothing & shining hemp cloth



Ms. Duong Thi Xia

Member of H'mong handicraft group

"So precious! The project helped to improve the hemp production, also provided the improved weaving combs. Since we use these combs, hemp threads become small, smooth, and width becomes larger. Now we can produce more beautiful fabric that can be sold with better price!"



Ms Ban Mui Chuong

Member of Dao handicraft group

"I participated in the event Cao Bang handicraft Bazaar Day in Ho Chi Minh city, and also traveled by plane. I had the chance to meet our clients. They said our products are beautiful but we have to try more and should not let them wait for too long"

STEP II: DEVELOPING AND STRENGTHENING PRODUCTION CAPACITY

Hemp fabric production process



Step 1: Soil preparation



Step 2: Hemp seed sowing, tending



Step 3: Harvesting and drying of hemp stalks



Step 4: Stripping off the outer skin and stamping hemp fiber



Step 5: Tie hemp fibers



Step 6: Twisting hemp thread

STEP II: DEVELOPING AND STRENGTHENING PRODUCTION CAPACITY

Hemp fabric production process



Step 7. Bunching hemp thread



Step 8. Softening and whitening hemp thread



Step 9. Smoothing and shining hemp thread



Step 10. Weaving hemp



Step 11. Softening and whitening hemp cloth



Step 12. Smoothing and shining hemp cloth



STEP II: DEVELOPING AND STRENGTHENING PRODUCTION CAPACITY

Improving handicraft production procedures and methods

Natural dyeing procedures of the Nung group were improved with the support from the project

- Standardized the steps of color fixing in indigo dyeing. Successfully tested and applied a number of natural ingredients to help fixing colors better. Overcame the weakness of unstable colors and poor color fastness.
- Successfully developed and introduced more than 10 natural dyeing formulations,
- The strengths of the Nung group were promoted accordingly. From this, the natural dyeing potential of the group was exploited and brought a number of stable customers and long-term income.



Ms Luong Thi Bai

Member of Nung handicraft group

Nung people have been well-known of indigo dyeing occupation for a very long time. We were supported improve natural dyeing process and to test successfully new natural dyeing ingredients and colors. We were very happy! Customers in Hanoi like our natural dyed fabric. Indigo fabric dyed by our group now is not spotted and the colors become very stable. Fabric dyeing occupation of the Nung women now more improved and expanding.



STEP II: DEVELOPING AND STRENGTHENING PRODUCTION CAPACITY

Participation of partners outside the project

- Trainings on natural dyeing and designed new products: Ms Duong Thi Thanh – Indigo Store
- Study tour to other handicraft groups in Hoa Binh, Ha Giang province
- Consultation and advice on the standardization of natural color dyeing process: Ms Thao Vu - designer of Kilomet 109 fashion brand.
- Consultation on the design and products: Mr. Dirk Salewski - Mystère Shop



Mr. Dirk Salewski

Mystère Shop Saigon

We helped Cao Bang ethnic handicraft groups developed the brand name “Craft Belt”. We also contributed to build Craft Belt Houses”. We linked them to business partners in Hanoi and Saigon. Joining LIVE project was the emotional ride of a roller coaster"

STEP II: DEVELOPING AND STRENGTHENING PRODUCTION CAPACITY

Difficulties and challenges

- Crop seasons keep women on the field and they can spend very little time the project activities. When the crop seasons come, the women were very difficult to allocate their time to participate in training courses.
- Scarcity of professional designers, consultants, tailoring teachers in handicraft
- Inconvenient conditions of transportation takes a lot of time and directly affects the participation of women in regular trainings and capacity building activities.



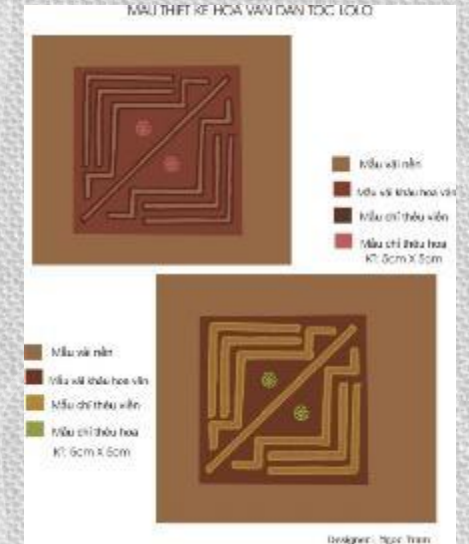
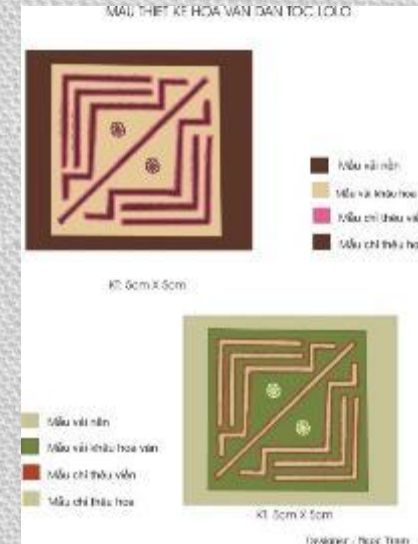
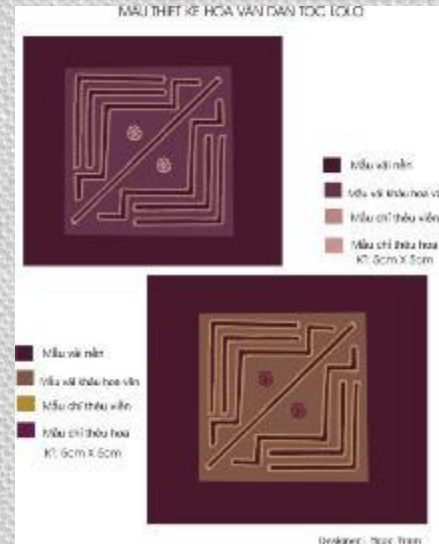
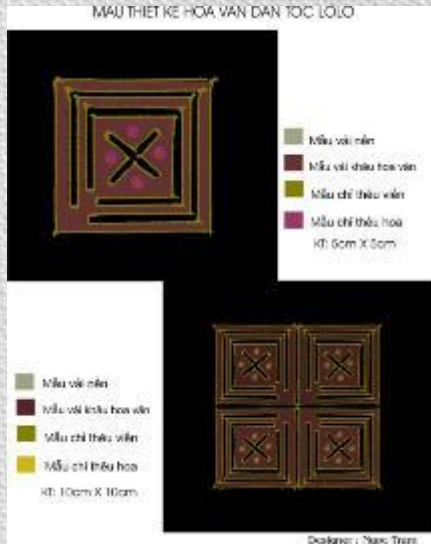
STEP II: DEVELOPING AND STRENGTHENING PRODUCTION CAPACITY

Achievements

- 60 H'mong embroidery patterns, 90 embroidery Lo Lo patterns, 5 Money Dao embroidery motifs & 20 batik patterns and 5 Red Dao embroideries were designed and developed.
- Handicraft members learned and could produce 40 types of finished products such as bags, hats, cuddly toys, home décor products, etc., that accepted by market.
- Completed the indigo dyeing procedure, overcame the weakness as spotted, color fading and unsustainable color.
- Develop dyeing techniques for more than 10 other natural colors
- Revived hemp growing and fabric weaving occupation of the H'mong ethnic groups in Hong Tri and Quang Lam commune, Bao Lac, Bao Lam district. Hemp production had better quality.
- Preserve and develop traditional embroideries and bee wax patterns of the Lo Lo, H'mong and Dao.



New designed Lo Lo embroideries



New designed H'mong embroiderys



Handicraft products produced by Cao Bang handicraft groups



Handicraft products produced by Cao Bang handicraft groups





STEP III: MARKET LINKAGE STRENGTHENING



STEP III: MARKET LINKAGE STRENGTHENING

Establish partnership with big customers

- **Mystère shop**
- **Indigo store**
- **Thuy Duong Hotel**
- **Kilomet 109**



Ms. Thao Vu

Kilomet 109

"Having seen the devotion and the quality of work produced by Nung women in Phuc Sen first hand, I genuinely believe that Kilomet 109 buyers would love this collaboration. And with the designs I have in mind, the clothes would be something very different from the eco fashion market and may even result in new designers following the eco fashion route"

STEP III: MARKET LINKAGE STRENGTHENING

Cao Bang traditional handicraft Bazaar Day

- The annual event ‘Cao Bang traditional handicraft Bazaar’ was a successful initiative of LIVE project, aimed to advertise Cao Bang culture, people, tourism and handicraft.
- The event was firstly organized since 2012, with the participation of Cao Bang handicraft groups. Lovely Cao Bang handicraft products and mountainous specialities were displayed like an ethnic market in the mountainous areas; This made Cao Bang traditional Handicraft Bazaar Day an expecting event.



Ms. Ban Mui Phay – Member of Dao handicraft group

“I was very happy when I participated in Cao Bang Handicraft Bazaar. I never went out of my village. It was the first time I’ went that far. There were so many things to look at, to remember and to tell. People said that I flew more than 1500km to Ho Chi Minh city. I met our handicraft clients. I knew who they were and how they liked our products.”



STEP III: MARKET LINKAGE STRENGTHENING

Handicraft and community based tourism

Since 2013, DECEN started supporting community based tourism in Cao Bang. Community based tourism, if exploited properly, will help local people increase their income. Tourists often like local products and Cao Bang handicraft is one of those. DECEN's orientation to develop tourism combine with developing handicraft value chain in LIVE project has been considered to be suitable and can creates added value for both components.



STEP III: MARKET LINKAGE STRENGTHENING

Difficulties and challenges

- In some areas near by market, motivation and enthusiasm of the women for handicraft was decreased when they had other better opportunities.
- At the beginning, some women did not adapt to the working way that requires frequent participation. They participated in the activities quite irregularly.
- Clients interested in handicraft often required the products with high exquisite and good taste. To satisfy these clients, the project took a lot of time, effort to coach and train for handicraft members so that they could produce handicraft products with high quality.
- Time of handicraft production is still long because with these women farming is still their main occupation. Some clients lost their interest with Cao Bang handicraft due to long time of delivery.



STEP III: MARKET LINKAGE STRENGTHENING

Achievements

- Market for Cao Bang's handicraft was identified: handicraft companies, shops in big cities of Vietnam, tourists in the locality, agencies of Cao Bang provinces.
- Average income from handicraft: 500.000 dong/person/month. H'mong and Lo Lo group: 300.000 – 400.000 dong/person/month. Dao group: 200.000 dong/ person/month.
- At least 10 magazines, radio stations have news or reported about Cao Bang's handicraft groups and Cao Bang traditional handicraft Bazaar.
- At least 25 clients who are companies, shops and individuals ordered from Cao Bang handicraft groups.
- At least 20 articles and reports about Cao Bang handicraft groups and Cao Bang Bazaar Day.
- At least 4 stable and frequent order clients in Hanoi and Ho Chi Minh city. Each year, each client ordered about 5-7 orders, each order was not under 10 million dong.
- Organized Cao Bang handicraft Bazaar Day in Ho Chi Minh.





STEP III: MARKET LINKAGE STRENGTHENING

Achievements

- At least 15 clients who are companies, shops, individuals; ordered with small medium volumes, 2-3 orders per year.
- Participated in 4 Handicraft Bazaar in Hanoi (2011, 2012, 2013, 2014)
- Participated in Tourism Festival Day in Ho Chi Minh city in 2014
- Built 1 handicraft workshop for Nung handicraft group
- Raised 300 million dong to build 2 community houses for other handicraft groups
- 14 Nung handicraft members could operated the group effectively without the support from the project.
- 30 members of Lo Lo and Dao group have become less dependent on the project and started actively doing the work that used to be implemented by the project staff before.
- Craft Belt Cao Bang brand name supported by the project gradually becomes well – known and accepted by the market.
- Actors and linkage in the handicraft value chain were improved.



LESSONS- LEARNT

- Changing handicraft groups' way of working into a professional and responsible manner requires suitable methods. Sympathy, respect and encouragement is very necessary when the women fail and discouraged
- When the groups deal with the clients, the project plays a very crucial role in protecting the rights and benefits of the groups in case of risks or bad clients.
- When the project ends, the handicraft groups will have to operate and manage their production. Releasing this as a big challenge for the handicraft groups, the project has prepared for the groups to get acquainted with the above tasks.



LESSONS LEARNT

- A project with the aim of preservation and protection of traditional culture should be linked with the market and create income for the local people. This can bring about sustainability for the project
- Attracting active participation of private sector such as companies, shops, individuals who do handicraft business is a important condition for the sustainability of the project.
- Respecting culture of ethnic minorities. Apply anthropology and culture-diverse method.
- Balance benefits among handicraft groups
- Group management and handicraft production need to be considered and handed over gradually to the groups so that they can get acquainted with the work and reduce independence on the project.



RECOMMENDATIONS

- Handicraft groups should be more active in their group operation, business management, buying materials, cooperation with each other and communication with clients.
- Co-operative establishment or becoming a legal entity in handicraft production should be promoted quickly so that the handicraft production and business could go in a methodical and convenient way. This also could make Cao Bang handicraft develop and attract more concerned bodies, donors, companies and related individuals.
- Local authorities and Women Union should encourage and show more concern to the handicraft groups so that they could continue develop and create more income and improve the status of the women in their family.





APPENDIX: CONTACT INFORMATION OF HANIDCRAFT GROUPS



Address: Khao village, Phuc Sen commune,
Quang Uyen District, Cao Bang province

Nung Handicraft Group



Products: Home décor, accessories, natural dyeing fabrics and Nung Ethnic's traditional customs. Nung Group use embroidery pieces from different ethnic groups to make beautiful finished products.



Group leader:
Ms. Luong Thi Nhat
Mobile phone:
0943 072 267



Key member:
Ms. Luong Thi Kim
Mobile phone:
01626 571 599



Money Dao (Coin Yao) Handicraft Group

Address: Na Chan village, Hoa Tham commune, Nguyen Binh District, Cao Bang province



Products: Embroidery pieces, bee wax (batik) products, home décor, accessories and Coin Yao Ethnic's traditional customs.



Group leader:
Ms. Ban Thi Hoa
Mobile phone:
0984 283 052



Key member:
Ms. Chu Thi
Mobile phone:
01293 933 214



Lo Lo Handicraft Group

Address: Khuoi Khon village, Kim Cuc commune, Bao Lac District, Cao Bang province



Products: Embroidery pieces, accessories and Lo Lo Ethnic's traditional customs. Below pictures are the Lo Lo's embroidery pieces and products with them on.



Group Leader:
Ms. Chi Thi Rien
Mobile phone:
0914 225 780



Group Supporter:
Mr. Chi Van Tuong
Mobile phone:
01234 182 518



Red Dao (Yao) Handicraft Group

Address: Thang Coong village, Hoa Tham commune, Nguyen Binh district, Cao Bang province



Products: Embroidery pieces, Home décor, accessories and Red Yao Ethnic's traditional customs. Below are some pictures products with Red Yao's embroidery pieces on.



Group leader:
Ms. Ban Mui Nhay

Mobile phone:
01682117283

White H'H'mong Handicraft Group

Address: Na Duong village, Bao Lac Town, Cao Bang province



Products: Embroidery pieces, Hemp Fabrics. Their embroidery pieces can be used to decorate finished products such as plate mat, glass coasters, bags and cushion covers like in below pictures.



Group leader:
Mr. Sung Quang Hung

Mobile phone:
01635 497 907



Flower H'H'mong Handicraft Group

Address: Na Kieng village, Quang Lam commune,
Bao Lam district, Cao Bang province



Products: Embroidery pieces, bee wax (batik) products, natural hemp fabrics and Flower H'H'mong Ethnic's traditional customs. Their embroidery pieces can be used to decorate finished products such as plate mat, glass coasters, bags and cushion covers.



Group leader:
Mr. Duong Van Tu

Mobile phone:
01698 989 736





How to work with ethnic handicraft groups in Cao Bang



- **Getting to know more about handicraft groups in Cao Bang**

If you want to know more about handicraft groups in Cao Bang, you can contact with group leaders. Talking with them on the phone will bring you more detail information of the groups, their products and how they work. If it is not enough. Let make an appointment to visit them in Cao Bang and see how the groups work.



- **Ordering products from the groups' catalogues**

You can look at the groups' catalogues and choose the products you want. Talk with the groups leader about the orders and discuss the contract, price and delivery time.

- **Ordering products with buyer's private design**

If you would like the groups to produce products for your own design. You should send the design (sample) to them and they will see what they can do. With order of new and complicated products, the groups prefer to work directly with you so they can discuss things in detail to made sure they understand your orders and requirements clearly



- **Contract form**

The groups also have the contract forms when they agree to produce for your order. Normally, the customers will send them 50% of the total amount when the contract is signed. After the order is delivered, the customers will send the remaining amount to the groups' bank account.

Working with ethnic minorities can take times because they live in mountainous areas where they do not always have mobile phone signal available. Let alone the internet. In the crop time, it is also hard for them to deliver orders because it is their busiest time of the year. However, if you can work with them, the experience you may have will be unique and interesting.



Backstopping persons from DECEN:

Ms. Nguyen Thi Lan
Email: lan.nguyen@decen.org or
lannguyen.ntl@gmail.com

Ms. Dinh Thi Thuy Linh
Email: linh.dinh@decen.org or
prudencedinh@gmail.com

Bank account information of handicraft groups



Nung Handicraft Group

Account owner: Luong Thi Nhat
Account No: 8309 205 020 331
Bank: Agri Bank in Quang Uyen distct, Cao Bang province

Red Dao Handicraft Group

Account owner: Hoang Ton Sao
Account No: 8307 215 004 482
Bank: Agri Bank in Nguyen Binh district, Cao Bang province

Flower H'H'mong Handicraft Group

Account owner: Quang Lam Commune People's Committee
Account No: 8301211000118
Bank: Agri Bank in Bao Lam district, Cao Bang province

Money Dao Handicraft Group

Account owner: Ban Thi Hoa
Account No: 8307 215 004 460
Bank: Agri Bank in Nguyen Binh district, Cao Bang province

Lo Lo Handicraft Group

Account owner: Chi Thi Rien
Account No: 8302 205 026 500
Bank: Agri Bank in Bao Lac district, Cao Bang province

White H'H'mong Handicraft Group

Account owner: Sung Quang Hung
Account No: 8302 205 022 465
Bank: Agri Bank in Bao Lac district, Cao Bang province