



**BINH PHU SHOWROOM**  
68/18 BINH PHU QUARTER, BINH CHUAN  
WARD, THUAN AN TOWN, BINH DUONG  
PROVINCE, VIET NAM

**BINH PHU Office**  
68/18 BINH PHU QUARTER, BINH CHUAN  
WARD, THUAN AN TOWN, BINH DUONG  
PROVINCE, VIETNAM

PHONE: +84-274-3659248/3659116

FAX: +84-274-3659103

EMAIL: binhphucoltd1@gmail.com /  
binhphucoltd@netzero.net

Date: MAY 25, 2017

### General Information

**Vendor Nam** BINH PHU PRODUCTION AND TRADING CO.LTD \_\_\_\_\_

**Street Address** 68/18 Binh Phu Quarter \_ Binh Chuan Ward, Thuan An Town

**City** \_\_\_\_\_ Binh Duong \_\_\_\_\_

**Physical Location** \_\_\_\_\_ Binh Duong \_\_\_\_\_

**Phone Number** 84-274-3659116/ 3659248 \_\_\_\_\_

**Fax Number** \_\_\_\_\_ +84\_274-3659103 \_\_\_\_\_

**Website** www.binhphufurniture.com.vn \_\_\_\_\_

**Key Personnel** (name) **1)** Nguyen Thuy Trang \_\_\_\_\_

**Cell** **1)** +84- 0913951609 \_\_\_\_\_

**E-mail address:** **1)** binhphucoltd1@gmail.com \_\_\_\_\_  
binhphucoltd@netzero.net

**Business Type(s)**  Furniture  Upholstery  Metal **Others** \_\_\_\_\_

**Year Established** \_\_\_\_\_ 2002 \_\_\_\_\_

**Total Land Aream<sup>2</sup>** \_\_\_\_\_ 20,000 \_\_\_\_\_ **Production Aream<sup>2</sup>** \_\_\_\_\_ 15,000 \_\_\_\_\_ **Warehouse Aream<sup>2</sup>** \_\_\_\_\_ 5,000 \_\_\_\_\_

**Number of worker** \_\_\_\_\_ 200 \_\_\_\_\_ **Capacity** (Cnt. per month) \_\_\_\_\_ 20 \_\_\_\_\_ **Number of QC** \_\_\_\_\_ 5 \_\_\_\_\_

### Marketing

**OEM**  Yes  No **Direct to Retail**  Yes  No

**Trade Show Attendance**  Yes  No

**Trade Show Names** \_\_\_\_\_



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**Markets**

**OEM** \_\_\_\_\_ 90 \_\_\_\_\_ %

**Direct to Retails** \_\_\_\_\_ 0 \_\_\_\_\_ %

**Current Sales** (Annual)  USD  RMB \_\_\_\_\_

**Plan for Expansion**  Yes  No  Short  Long

**Top 5 Customers**\_Theodore Alexander, Woodbridge , Lily Jack, The Classic Chair, John Richard, Dasung International

**Main Products**

- |   |   |   |
|---|---|---|
| <input type="checkbox"/> Bathroom               | <input checked="" type="checkbox"/> Bedroom     |   |
| <input checked="" type="checkbox"/> Chairs      | <input checked="" type="checkbox"/> Dining Room | <input checked="" type="checkbox"/> Beds                    |
| <input type="checkbox"/> Home Office            | <input type="checkbox"/> Kitchen                | <b>Upholstery</b> <input checked="" type="checkbox"/> Sofas |
| <input checked="" type="checkbox"/> Living Room | <input type="checkbox"/> Media Room             | <input checked="" type="checkbox"/> Chairs                  |
| <input checked="" type="checkbox"/> Metal       | <input type="checkbox"/> Zinc                   |   |

**Product Complexity**

**Product Quality**  High  Average  Low

**Product Prices**  High  Average  Low





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**Special Capabilities**

**Design Department**

**Sample Area**      **Workers** \_200\_\_\_\_\_      **m<sup>2</sup>**    20,000

**Laboratory Tests** \_\_\_\_\_

**Technical Details**

**Substrates**

**Solid Wood**       **Veneer/Plywood**       **MDF/Plywood**

**Wood Species**

**Chinese Oak**       **Russia Pine**       **Spuce**

**Birch**       **Elm**       **Beech**

**Rubber Wood**       **Yellow Poplar (USA)**       **Chinese Poplar**

**Alder**       **Ash**       **Chinese Ash**

**Lotus Wood**       **Acacia**       **Eucalyptus**

**Lumber Warehouse**

**Covered**       **Uncovered**

**Lumber Drying**

**Yes**     **No**

**Conditioned Room**

**Machinery Line**       **Assembly Line**       **Pre-finishing Line**

**Finish Line**

**Pallet Line**      **Mt.** \_\_\_\_\_       **Handing Line**      **Mt.** \_\_\_\_\_

**Lighting Conditions**

**Good**       **Fair**       **Poor**

**Packaging Line**

**Good**       **Fair**       **Poor**

**QC Materials**       **Yes**     **No**

**Warehouse**

**Good**       **Fair**       **Poor**      **m<sup>2</sup>**\_5,000\_\_\_\_\_

**Prepared by** (Vendor) \_\_\_\_\_Thuy Nguyen\_\_\_\_\_

**Signature**

**Title:** \_\_\_\_\_Sales manager\_\_\_\_\_

\_\_\_\_\_

