



Top Hospitality Furniture Manufacturer In Vietnam
*Your trusted partner for indoor and
outdoor furniture*





OVERVIEW

Established in 2006, **ALLIANCE CONSTRUCTION & TRADING COMPANY LIMITED** has been specialized in exporting luxury hotel furniture which is located in Long An province and taken one and a half hours drive from Ho Chi Minh airport / downtown. In the present, ALLIANCE FURNITURE FACTORY becomes “One Stop Solutions” for hospitality furniture industry in house facilities consisting of Wooden factory, Upholstery factory and Metal factory.

The combination of cutting-edge technology and over 500 well-qualified craftsmen, our factories have made an effort to satisfy worldwide clients' requirements, that brings ALLIANCE FURNITURE FACTORY the leading position in the industry of hospitality furnishing manufactures in Vietnam.

The capacity of our production has reached at 200 containers per month and exported more than 300 luxury hotel guest rooms every week. We take pride in building long-term relationships with most of hospitality brands such as Hyatt, Hilton, Marriott, Sheraton, Doubletree and so on.

Our business guideline based on quality, schedule and client's satisfaction.





MILESTONES

With hard work, Alliance has achieved great milestones



2006

Established with headquarter in the center and a 1-hecta factory in Thu Duc District, HCMC.

2012

Placed first step into 5* and above hotel & resort sector with the Sofitel Saigon Hotel project.

2017

Proudly involved in the Sheraton Grand Da Nang project for its readiness to host the APEC Meeting.

2019

Moved to 5-hecta production plant in Long An equipped with modern machinery system from Europe.



SERVICE

- Execute all interior decoration projects *both local & global including:*
 - 4-5 and 6 star hotels, resorts
 - High class restaurants
 - Commercial – convention – wedding centers
 - High class apartments
- Manufacture indoor & outdoor furniture for export





PROFILE & CONTACT

Factory Name:	ALLIANCE CONSTRUCTION AND TRADING COMPANY LIMITED				Date:	01-Thg7-22	
Factory Address:	Lot 21-23, Road 15B, Tan Duc Industrial Park, Huu Thanh Commune, Duc Hoa Ward, Long An Province						
Telephone/Fax:	(+84) (27) 2249-6755 / (+84) (27) 2249-6758						
Year of The Factory:	2006						
Factory Contact :	Mr. Jack (Thai Anh VU) - Vietnam Contact				Title:	Sales & Marketing Manager	
	Email: vu.thai@alliancevn.com				Mobile: (+84) 937.474.613 / (+84) 986.796.725 Whatsapp/Wechat/Zalo: 0937.474.613		
	Mr. Loc - US Contact						
	Email: loc.nguyentan@alliancevn.com				Phone: (832)818 7089		
Factory Facilities	Employees	Total Building m ²		Production Area m ²		Warehouse m ²	
	500	50,000		26,000		2,000	
Production Info:	Capacity per Month CONTAINERS		Present Year Sales US\$			Previous Year Sales US\$	
	Average:	150	25 millions			30 millions	
	Max. Capacity:	200					
Audit	Smeta	x	BSCI		Other	FSC	
List all product categories & (%) of total business:	Bedroom set (50%), Living room (20%), Casegoods (20%), Others (10%)						
Major Customers	1/ Export Hospitality Clients: The Living (University Furnishings), INDON international, Creation Hospitality, Bludot... 2/ Export Retail/Wholesale Clients: Mitchell Gold + Bob Williams, Otipoti, Sonder, Modloft, Parachute, Urban, Allingham, Made.com, MFC, TOVFurniture, Article, Living Style...						
Main Markets	US, EU, UK, AUSTRALIA & JAPAN.....						



PROFILE & CONTACT

FOB Port(s) Available:	Cat Lai - HCM, Cai Mep - Vung Tau			
Payment term	TT at sight (30% deposit and 70% balance against copy of shipping documents)			
Sample Cost	The samples will be charged FOBx2 but we will refund FOB when the customer places an order.			
Sample Lead Time:	15-20 days			
Costing Lead Time:	7-10 days			
Production Lead Time for Initial Order/ New Item:	60 days			
Production Lead Time for Re-orders/Repeat Item:	45 days			
MOQ:	MOQ: 100pcs/item for ranges' mixed items, if range only has 1 or 2 items, MOQ: 1 container/item. - First order: Can be accepted 1-3 containers. - Repeated order: Minimum 5 containers/order (can be mixed 4-5 items). As discussed, we hope that repeated order will be regular, no meaning that there force to have an order every month but there will be within a short time as 1-2 months, if too long time, price will be affected.			
Packing experience	Drop test <input checked="" type="checkbox"/>	ISTA 1A <input checked="" type="checkbox"/>	ISTA3A <input checked="" type="checkbox"/>	Other : ECO packaging
Reach experience	<input checked="" type="checkbox"/>			
EUTR	<input checked="" type="checkbox"/>			
Construction	FA <input checked="" type="checkbox"/>	Semi KD <input checked="" type="checkbox"/>	Fully KD - flat pack	<input checked="" type="checkbox"/>
List materials used & Source	Solid wood Species: White oak, ash, walnut, teak, poplar, acacia, mahogany...			
	Used: MDF, Plywood, Laminate, Melamine...			
	Finishing: PU, MPU, N/C, Waterbase, Oiling...			



STAFFS

- **200** professional office staff.
- **2,000** workers, including **500 people at Factory & 1,500 people at Construction Sites.**
- **Headquarter** in HCMC with **2 representative offices** in Da Nang & Phu Quoc.



FIGURES at a GLANCE

- Revenues for Export in the latest 3 years shown in charts:



LOCAL HOSPITALITY MARKET

Alliance becomes one of the leading hospitality furnishing providers/manufacturers in Vietnam



Movenpick Phu Quoc



Sofitel Saigon Plaza





- ❖ *SHERATON GRAND DANANG*
- ❖ *SOFITEL SAIGON PLAZA*
- ❖ *MOVENPICK PHU QUOC*
- ❖ *REGENT PHU QUOC*
- ❖ *INTERCONTINENTAL HA LONG*
- ❖ *PARK HAYATT PHU QUOC*
- ❖ *PART HAYATT SAI GON*





HOTELS AND RESORT PROJECTS GLOBALLY: HYATT, HILTON, MARRIOTT, SHERATON, DOUBLETREE AND SO ON.





EXPORT FURNITURE PRODUCTS



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ALLIANCE FACTORY OVERVIEW



SHOWROOM



RAW MATERIAL AND PRODUCTS WAREHOUSER



PRODUCTION AREA

1/ CUTTING AREA



2/ SHARPING AREA



3/ ASSEMBLY AREA



4/ FINISHING LINE AREA



5/ QC FINAL INSPECTION AREA



6/ PACKAGING AREA





7/LOADING AREA



FACTORY AUDIT



- ❖ FSC - CoC: Certificated by August 2022
- ❖ SEDEX-SMETA: Certificated by September 2022





Head Office:

No 56-58 Vo Oanh St., Ward 25, Binh Thanh District, Ho Chi Minh City
 Tel: 028 3899 2759
 Email: alliance@alliancevn.com - vu.thai@alliancevn.com
 Phone: 0937 474 613

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Lot 21-23, Road 15B, Tan Duc Industrial Park, Huu Thanh Commune, Long An Province
 Tel: 027 2249 6755