

VINH OANH & MINH TAM Overview

Duration: 15 minutes



Agenda

- Who we are
- Overview
- Customers
- History
- Revenue
- Capital
- Factories
- Equipments
- Organization
- Process
- Quality
- Products

Vinh Oanh & Minh Tam – Who we are

- We are the leading manufacturer of workwear & uniforms in Vietnam since 2007



Overview

- Year of establishment : **1980**
- Established As : **Manufacturer**
- Headquarter: **Nam Dinh province**
- Revenue 2011 : **25M US\$**
- Number of employees : **2,500**
- Number of factories : **18**
- Factory size : **20,000 m2**
- Total land size : **50,000 m2**
- Office building (in Hanoi): **700m2**
- Main categories : **Workwear, Uniform, Women Fashion**
- Product capacity : **650,000 pcs/month**
- Major market : **EU, US, Domestic Vietnam**

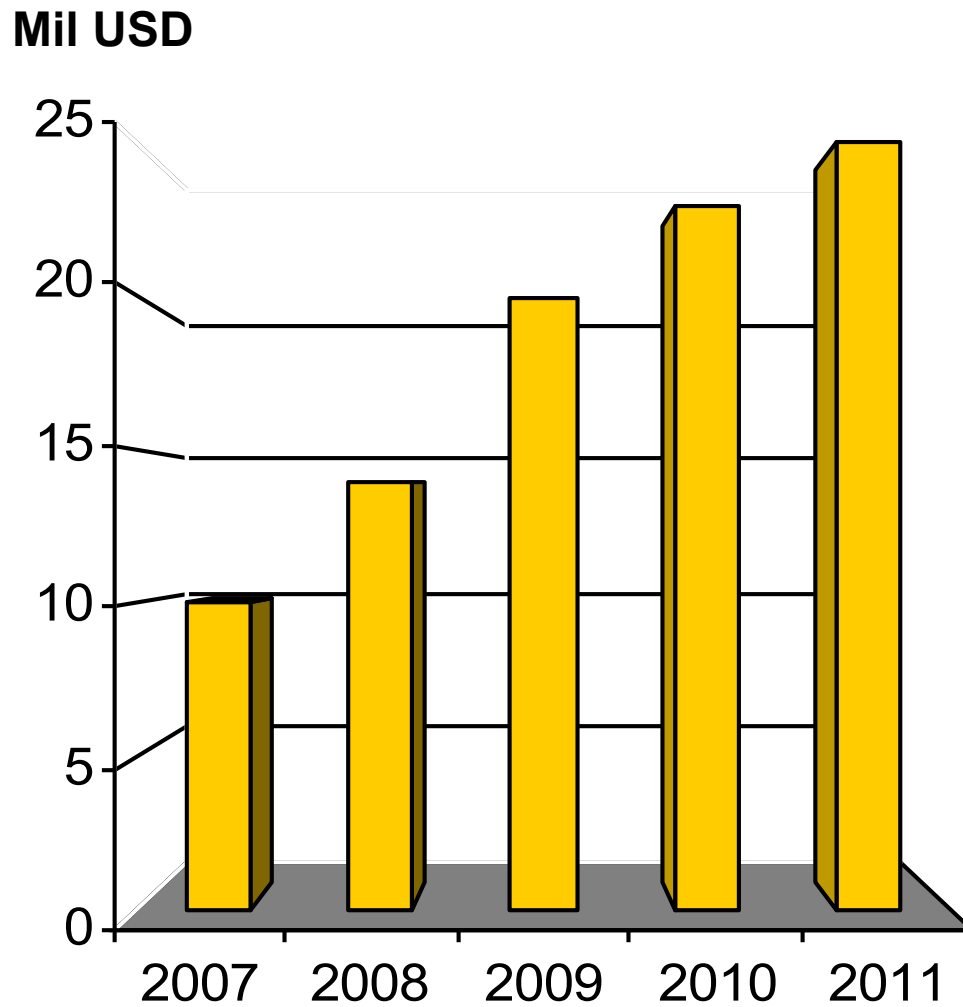
Global Customers



History

- **1980:** The company begins manufacturing clothing with 3 staffs and 10 workers with the target to supply the best quality and best price clothing for the local market.
- **1990:** The company builds the first factory for manufacturing, exporting workwear & uniforms to the oversea market including Poland, US.
- **2000:** The company builds the office building in Hanoi
- **2001-2011:** The company builds 17 next factories and expands the market in EU.

Revenue Growth



Working Capital

- Total amount of credit around 5.5 M US\$ from our banks:
 - **BIDV Bank:** 1.5 M USD
 - **ACB Bank:** 1 M USD
 - **PVFC Bank:** 1.5 M USD
 - **TECHCOMBANK:** 1 M USD



Main Factory



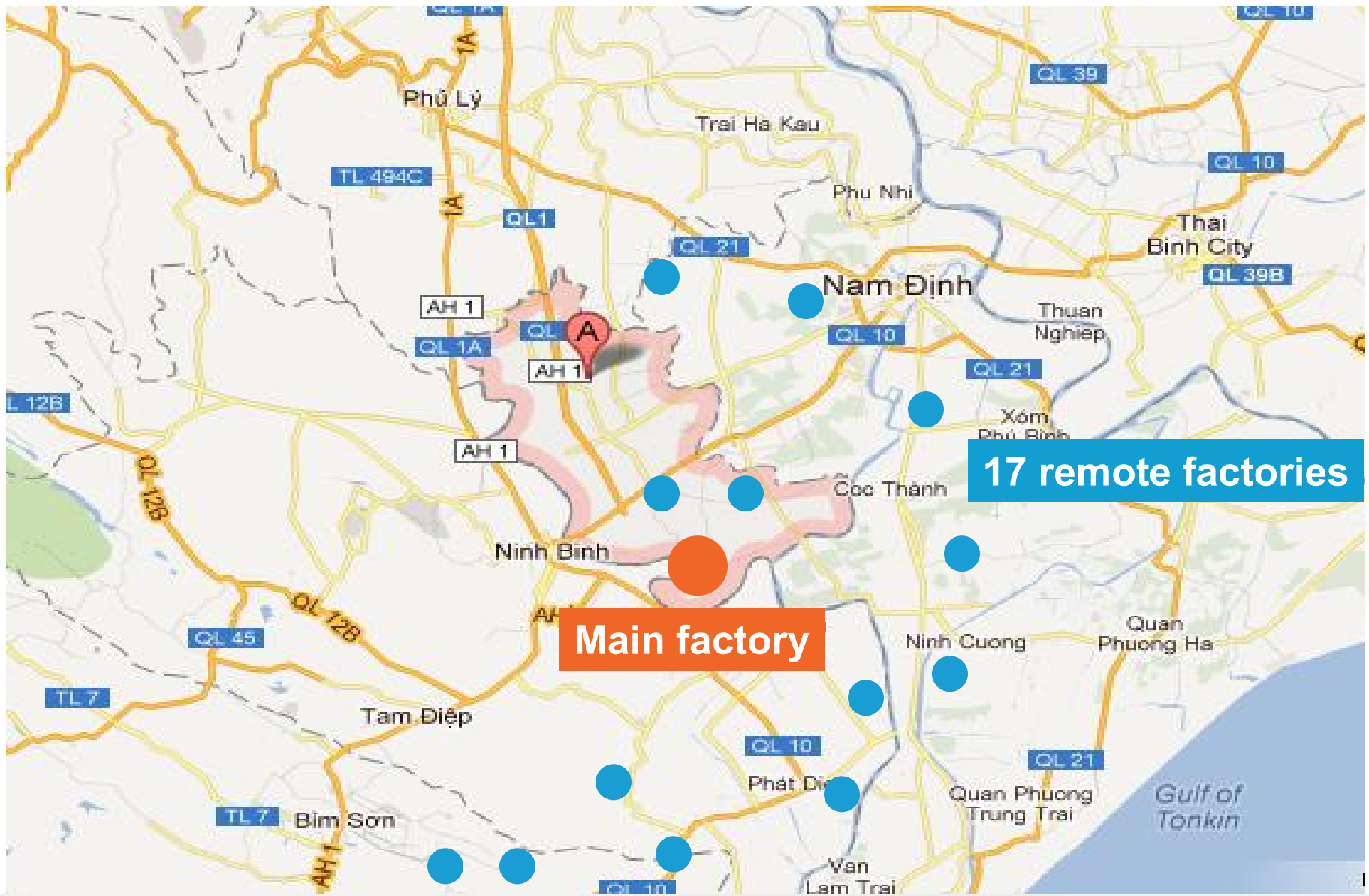
Main Factory



Main Factory



17 Remote Production Facilities

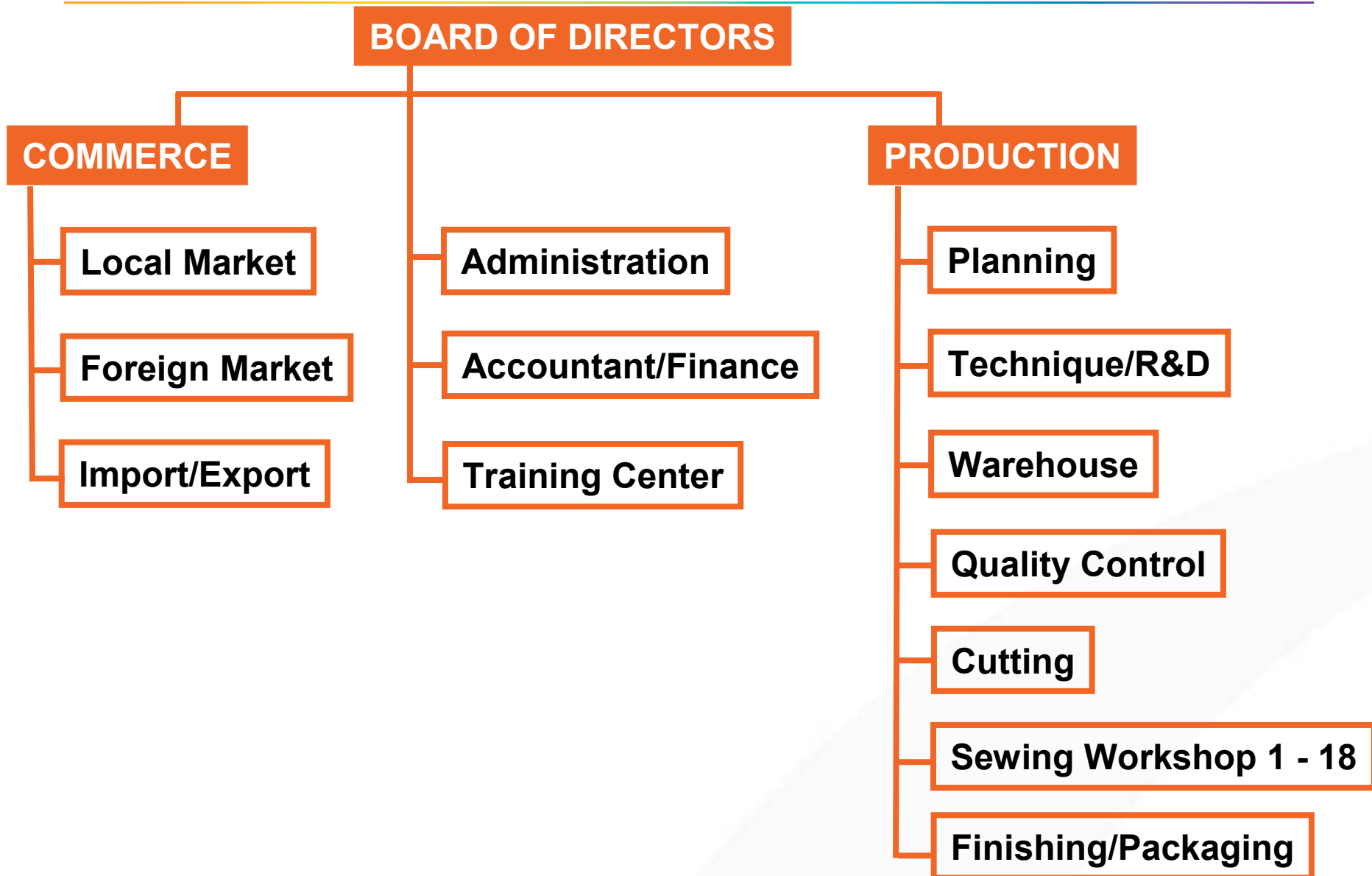


Equipments

- Design, Cutting: GERBER CAD/CAM system
- Sewing:
 - 1/2/3/4/5-needle sewing machine: 2400 pcs
 - Bartacking machine: 60
 - Overlock machine: 70
 - ...
- Fabric color checker: Colorimeter
- ERP Software system
- Transport: 10 trucks, cars



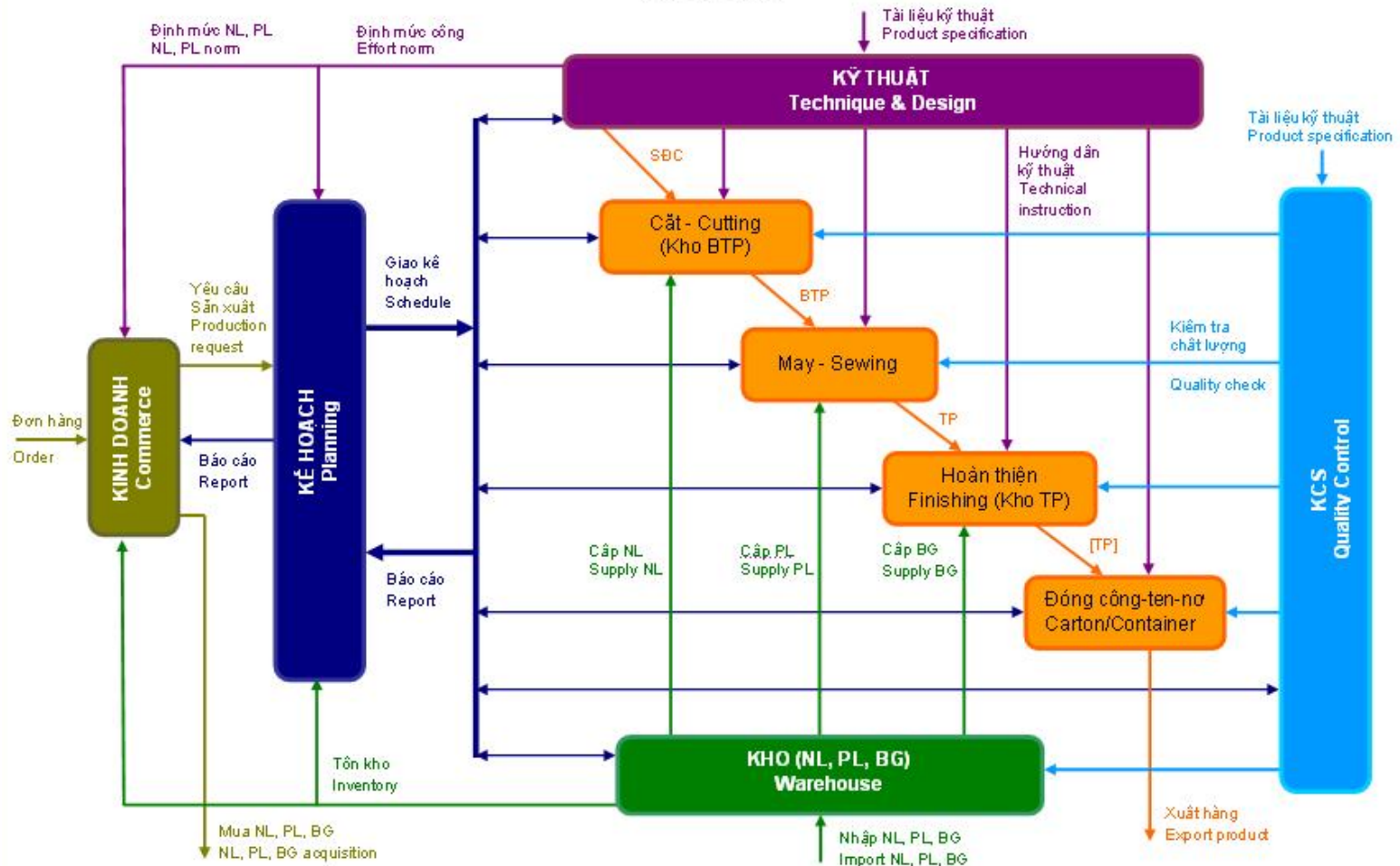
Organization



Production Process

QUY TRÌNH SẢN XUẤT CÔNG TY VINH OANH Production Process Diagram

QUY TRÌNH SẢN XUẤT CÔNG TY VINH OANH



Ký hiệu - Abbreviation: NL - Nguyên liệu vải - Fabric, PL - Phụ liệu - Accessory, BG - Bao gói - Package, BTP - Bán thành phẩm - Semi product, TP - Thành phẩm - Final product, [TP] - Thành phẩm đã bao gói - Packaged final product, SBC - Sơ đồ cắt - Cutting pattern.

Quality Certificate



C E R T I F I C A T E
EC Type-Examination Certificate
EEC Directive 89/686/EEC Article 10
as last amended by EEC Directive 96/58/EEC
Personal Protective Equipment

Registration No.: BP 60021365 0001

Report No.: 21132868 004

Holder: Minh Tam Export Jsc.
22 Alley 41, Vong road, Pho Vong
Ha Noi
Vietnam

Product: Protective clothing
High visibility warning clothing

Identification: Vision Set: Jacket and Bib Trousers
class 2 (material area) level 2 (retroreflection)
Material: 86%PES/14%CO Orange MT-003, 300g/m², woven twill
86%PES/14%CO blue, 300g/m², woven twill
Reflectiv tape: 65%PES/35%CO, MT-7, woven tape
Size: Height 172-176, Breast 92-96, Waist 82-86

Quality Management



- **ISO 9001:2008** (ID: HT3152.14.04)
- **PDCA** cycle:
- **Plan:** Plan quality metric for each production stage, for example defect rate
- **Do:** Perform quality check and measure quality metric
- **Check-Action:** If there are any deviation between actual result and standard value we will analysis the root cause and take corrective action if needed
- Based on customer's product specification we will create the check list for each production stage
- Perform quality check in all production stages to catch defect early
- Train our worker about the product requirement before working
- Customer's comments, claims shall be saved to our defect database and then we will analyse common defects and train our workers and we also create corresponding check item to prevent them occurring again

Products

- Local brands:
 - **PUNI** – Professional clothing
 - **COLORADO** – Rain clothing
 - **YOSHINO** – Women fashion



Uniform in office

ĐỒNG PHỤC CÔNG SỞ



Uniform in hotel, restaurant

NHÀ HÀNG KHÁCH SẠN



Uniform in hospital

ĐỒNG PHỤC BỆNH VIỆN, CHẾ BIẾN THỰC PHẨM

PUNI



Wearing like a Pro

www.puni.vn

Uniform in school

ĐỒNG PHỤC TRƯỜNG HỌC

PUNI



www.puni.vn

Wearing like a Pro

PUNI – Workware

BẢO HỘ LAO ĐỘNG

PUNI



Wearing like a Pro

www.puni.vn

BẢO HỘ LAO ĐỘNG PHẢN QUANG

PUNI



www.puni.vn

Wearing like a Pro

COLORADO – Rain Clothes

ÁO MƯA



The advertisement features two models. On the left, a man wears a long, olive-green trench coat with a belt and large pockets. On the right, a man wears a dark blue, shiny rain suit consisting of a jacket and pants. In the top left corner, there is a smaller inset image showing two men in dark blue rain jackets, one from the front and one from the back. The background is a light blue gradient with diagonal lines. The text 'ÁO MƯA' is in the top right, and 'www.puni.vn' and 'Wearing like a Pro' are at the bottom.

www.puni.vn

Wearing like a Pro



YOSHINO

Yoshino



More information

- www.vinhoanh.vn
- www.minhtam.vn
- www.yoshino.vn

Thank You!

