



DESIGN BY ASIA  
Artisans of Fine Asian Gifts & Home Decor

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Dear Vendor.

Many of you asked that I type out the speech that I say at the show in order for you to explain the process to your customers in a better way that educates them.

Below pretty much what I tell you when you ask me about the product.

If you have any questions please let me know and I can respond rather quickly.

The Spiel:

**“Our lacquer is hand painted and hand made in Vietnam. It takes between 3-7 months to make one piece of our lacquer. There are a minimum of 16 layers and up to 29 layers of lacquer. Lacquer comes from a tree called a varnish tree. How we tap a tree to get sap for maple syrup is very similar to how they tap a tree to get lacquer. Each piece is unique and they are hand painted by true Artists in Vietnam and no 2 are ever alike. We use local artists in Vietnam to make our lacquer. We do what is called ethical purchasing. We do not go to factories that give tourist quality and don't pay their people much money. We pay our artists a lot more money and we get much better quality. Most of them work out of their own studios with their family. If you've ever tried to paint on a flat surface that is hard enough. But try painting on a right angle and keeping the lines exact. That is why we use true artisans. The lamps take between 6-7 months to make each one, our plates are 4-5 months and our smaller items are 3-5 months depending on the size and design.”**