

Toi's story

Working at the Thuy Kinh ceramics group is like being part of a family, according to Toi, who makes ceramics which are sold in the Traidcraft catalogue.



"The relationship between the leader and the workers is very close," he said. "It is more like being a member of the family."

Toi is one of 80 employees in the group, which is based in the traditional ceramics village of Bat Trang, near Hanoi. The ceramics group works closely with Traidcraft supplier, Craft Link, which provides the group with advance payments and helps with design.

"Before I joined here I worked in another ceramics company," he said. "I like the work here. I can do quite a lot of the steps in the ceramic process but I specialise in fitting different pieces together."

"I feel the work here is very stable and I am getting a higher salary here than in my other job."

Toi and his wife have two children, aged four and one. Like many people in the area, the couple also farm to provide rice and other food for their family. Toi has been able to buy a motorbike to travel the 10kms between his home and work.

"I want to say thank you to Traidcraft customers who are buying and to say we would like to get more orders so we can have work. That way we can support ourselves and our families."

About Craft Link

Craft Link was formed in 1996 and is both a development and a business enterprise. Craft Link Development is a Vietnamese NGO that helps craft producer groups improve their livelihoods through craft, by providing training in management, costing and pricing, accounting, design, product development and marketing.

Craft Link Business is a not-for-profit craft business that assists Craft Link Development by finding new markets for craft producer groups, educating the public about the producers and their products and providing financial support for the activities of Craft Link Development.

Craft Link has set up a Humanitarian Centre and School in Hanoi which works with street kids.

Craft Link is involved in the production of crafts in a range of materials including textile, ceramic, stoneware, wood, horn, silver, mother of pearl/shell and paper.

Buy fair trade ceramics

Help people like Toi by [buying fair trade ceramics on our webstore](#).

Want to visit this producer group?

- [Take our Meet the People tour to Vietnam and see the benefits of fair trade firsthand.](#)