HMD

Strategy & Export Co., Ltd

Woven Home Décor

Water hyacinth, seagrass and rattan

23 SKUs across rugs, trays, baskets and table décor

Hand woven in Vietnam, HS 4602

FOB Ho Chi Minh City

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HMD

Who we are

HMD Strategy & Export is a Vietnamese export company. We are not a factory. We connect with weaving workshops and cooperatives, and we carry the order from first sample through to the container.

Our head office is in Đồng Nai province in southern Vietnam. Our main weaving network sits in Đồng Tháp province in the Mekong Delta, where water hyacinth and seagrass grow and where the weaving skill has been passed down for generations.

For the buyer this means one contract, one invoice, one point of contact, and one party accountable for quality and delivery.

HEAD OFFICE

Đồng Nai province, southern Vietnam

WEAVING NETWORK

Đồng Tháp province, Mekong Delta

SOCIAL COMPLIANCE

BSCI certified workshop partner

SHIPPING TERMS

FOB Ho Chi Minh City, Cát Lái port

CUSTOMS

HS 4602, C/O form available

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The three fibres



Water hyacinth

A fast growing river plant. Stems are sun dried, then braided into thick rope. Warm honey tone, soft to the touch, the right fibre for rugs and larger pieces.



Seagrass

Grown in coastal fields, twisted into fine cord. Finer and firmer than hyacinth, so it holds crisp geometry such as spirals and panel joins.



Rattan

A climbing palm. The core is woven and the skin binds the rim. Strong enough for trays, bowls and lidded boxes that keep their shape.

04

Rugs & Floor Mats

Water hyacinth and seagrass, woven flat and finished by hand.
Round as standard, rectangular on request.



HMD-RUG-01

Round Water Hyacinth Rug

Thảm lục bình tròn

MATERIAL	Water hyacinth, braided rope weave
WEAVE	Coiled braid, hand stitched in a spiral
SIZE	Diameter 120 cm standard, other diameters made to order
COLOUR	Natural water hyacinth, no dye
APPLICATION	Living room, bedroom, under a low table
HS CODE	4601.94
PACKING	Rolled, poly wrapped, master carton
MOQ	On request by size

Thick braid gives a soft underfoot feel. Indoor use only.



HMD-RUG-02

Scalloped Seagrass Rug

Thảm cói viền hoa

MATERIAL	Seagrass, cotton binding thread
WEAVE	Solid centre panel with open crochet scallop border
SIZE	Diameter 120 cm standard, other diameters made to order
COLOUR	Natural seagrass with off white thread
APPLICATION	Bedroom, nursery, dressing area
HS CODE	4601.94
PACKING	Rolled, poly wrapped, master carton
MOQ	On request by size

Flower outline makes it the strongest visual piece in the rug range.



HMD-RUG-03

Spiral Seagrass Rug

Thảm cói dệt xoắn ốc

MATERIAL	Seagrass, twisted cord
WEAVE	Continuous spiral from the centre outward
SIZE	Diameter 120 cm standard, other diameters made to order
COLOUR	Natural seagrass, tonal variation across the coil
APPLICATION	Living room, entrance, studio
HS CODE	4601.94
PACKING	Rolled, poly wrapped, master carton
MOQ	On request by size

Densest weave in the range. Holds shape well under furniture.



HMD-RUG-04

Eight-Panel Seagrass Rug

Thảm cói dệt 8 múi

MATERIAL	Seagrass, cotton binding thread
WEAVE	Eight woven segments joined into a star from the centre
SIZE	Diameter 120 cm standard, other diameters made to order
COLOUR	Natural seagrass, light honey tone
APPLICATION	Living room, bedroom, hospitality
HS CODE	4601.94
PACKING	Rolled, poly wrapped, master carton
MOQ	On request by size

Flat profile. Sits well under a door or a rug pad.

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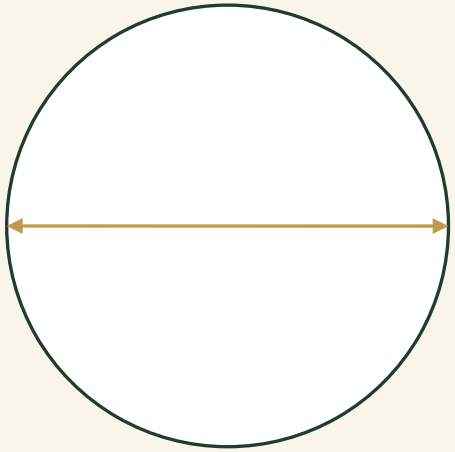
Rug sizing

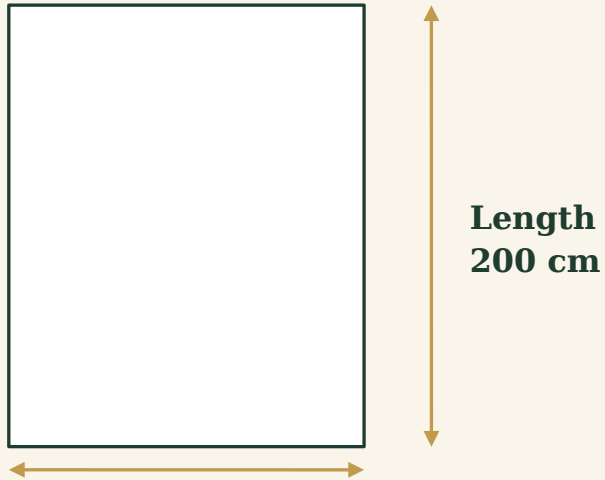
Round rugs are measured across the diameter. Rectangular rugs are measured width by length. The sizes below are our standard. Any other size can be woven to order.

ROUND



Ø 120 cm standard

RECTANGULAR



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Trays & Serveware

Rattan trays, bowls and serving pieces. Round, rectangular, handled and lidded. Every item is woven over a rattan frame.



HMD-TRY-01

Nesting Rattan Tray Set of Three

Bộ 3 khay mây chữ nhật

MATERIAL	Rattan core over rattan frame
WEAVE	Tight plain weave, rolled and bound rim
SIZE	Three graduated sizes, dimensions on request
COLOUR	Natural honey rattan
APPLICATION	Pantry, bathroom, retail display
HS CODE	4602.12
PACKING	Nested or stacked, master carton
MOQ	On request by size

Nests for shipping, which cuts volume in the master carton.



HMD-TRY-02

Small Rectangular Rattan Tray

Khay mây chữ nhật nhỏ

MATERIAL	Rattan core over rattan frame
WEAVE	Vertical rib weave, rolled rim
SIZE	Dimensions on request
COLOUR	Pale natural rattan
APPLICATION	Vanity, desk, bedside
HS CODE	4602.12
PACKING	Nested or stacked, master carton
MOQ	On request by size

Entry price point. Works well as an add-on item at checkout.



HMD-TRY-03

Rectangular Serving Tray with Handles

Khay mây chữ nhật có quai

MATERIAL	Rattan core, cut-in side handles
WEAVE	Tight plain weave, reinforced corners
SIZE	Dimensions on request
COLOUR	Natural honey rattan
APPLICATION	Breakfast service, hotel room tray
HS CODE	4602.12
PACKING	Nested or stacked, master carton
MOQ	On request by size

Handles are woven into the wall, not applied afterwards.



HMD-TRY-04

Round Tray with Mother of Pearl Inlay

Khay mây tròn khảm trai

MATERIAL	Rattan rim with shell inlay base
WEAVE	Coiled rattan rim, hand laid shell panel
SIZE	Dimensions on request
COLOUR	Natural rattan with painted shell motif
APPLICATION	Gift, wall display, hotel amenity tray
HS CODE	4602.12
PACKING	Nested or stacked, master carton
MOQ	On request by size

Highest value item here. Motif can be redrawn to buyer artwork.



HMD-TRY-05

Flared Rattan Storage Tray

Khay mây loe

MATERIAL	Rattan core over rattan frame
WEAVE	Plain weave with outward flared wall
SIZE	Dimensions on request
COLOUR	Natural honey rattan
APPLICATION	Desk tidy, entryway catch-all
HS CODE	4602.12
PACKING	Nested or stacked, master carton
MOQ	On request by size

Flared wall makes contents easy to reach and easy to photograph.



HMD-TRY-06

Open-Weave Round Bowl

Khay mây tròn đan thưa

MATERIAL	Rattan core
WEAVE	Open lattice wall over a tight woven base
SIZE	Dimensions on request
COLOUR	Pale natural rattan
APPLICATION	Bread, fruit, dry goods
HS CODE	4602.12
PACKING	Nested or stacked, master carton
MOQ	On request by size

Open wall lets air through. Suited to bakery and produce use.



HMD-TRY-07

Round Tray with Wooden Handles

Khay mây tròn quai gỗ

MATERIAL	Rattan body, turned wood handles
WEAVE	Coiled weave, handles bound to the rim
SIZE	Dimensions on request
COLOUR	Natural rattan with light wood handles
APPLICATION	Coffee table, serving, styling
HS CODE	4602.12
PACKING	Nested or stacked, master carton
MOQ	On request by size

The two material contrast photographs well for e-commerce.



HMD-TRY-08

Round Tray with Cut-In Handles

Khay mây tròn tay móc

MATERIAL	Rattan core over rattan frame
WEAVE	Coiled weave with recessed grips
SIZE	Dimensions on request
COLOUR	Natural honey rattan
APPLICATION	Bathroom amenity, spa, guest room
HS CODE	4602.12
PACKING	Nested or stacked, master carton
MOQ	On request by size

No protruding handles, so it stacks flat in the carton.



HMD-TRY-09

Round Fruit Bowl with Shaped Rim

Khay mây tròn viền sóng

MATERIAL	Rattan core over rattan frame
WEAVE	Deep coiled weave, curved rim profile
SIZE	Dimensions on request
COLOUR	Natural honey rattan
APPLICATION	Fruit bowl, table centrepiece
HS CODE	4602.12
PACKING	Nested or stacked, master carton
MOQ	On request by size

Deeper wall than the other round items. Holds larger produce.



HMD-TRY-10

Round Tray with Woven Handles

Khay mây tròn quai đan

MATERIAL	Rattan core, braided rim
WEAVE	Herringbone base with a plaited scalloped rim
SIZE	Dimensions on request
COLOUR	Pale natural rattan
APPLICATION	Breakfast tray, cafe service, styling
HS CODE	4602.12
PACKING	Nested or stacked, master carton
MOQ	On request by size

Confirm with the workshop whether this is natural cane or polyrattan.



HMD-TRY-11

Medium Square Rattan Tray

Khay mây vuông cỡ vừa

MATERIAL	Rattan core over rattan frame
WEAVE	Radiating star base, tight woven wall
SIZE	Dimensions on request
COLOUR	Mid honey rattan
APPLICATION	Coffee table, bathroom, retail display
HS CODE	4602.12
PACKING	Nested or stacked, master carton
MOQ	On request by size

Low wall and flat base. Stacks tightly for shipping.

04

Baskets & Lidded Boxes

Rattan bodies woven over a frame, with fitted lids and bound handles.
The gifting end of the range.



HMD-BOX-01

Rattan Picnic Basket with Lid

Giỏ mây nắp đôi có quai

MATERIAL	Rattan core over a rattan frame, bound handle
WEAVE	Tight plain weave body, twin hinged lids, arched carry handle
SIZE	Dimensions on request
COLOUR	Warm honey rattan
APPLICATION	Picnic, gift hamper, retail packaging
HS CODE	4602.12
PACKING	Nested where possible, master carton
MOQ	On request by size

Strongest gifting piece in the range. Sells well as a filled hamper.



HMD-BOX-02

Round Lidded Rattan Basket

Khay mây tròn có nắp

MATERIAL	Rattan core over rattan frame
WEAVE	Coiled weave body, spiral woven lid with a knotted grip
SIZE	Dimensions on request
COLOUR	Warm honey rattan
APPLICATION	Fruit, bread, tea service, dry storage
HS CODE	4602.12
PACKING	Nested where possible, master carton
MOQ	On request by size

Lid keeps contents covered, which suits cafe and hotel service.



HMD-BOX-03

Rattan Tissue Box Cover

Hộp giấy mây chữ nhật

MATERIAL	Rattan core over rattan frame
WEAVE	Tight plain weave, lidded, woven toggle catch
SIZE	Dimensions on request
COLOUR	Natural honey rattan
APPLICATION	Bathroom, bedside, hotel room, car
HS CODE	4602.12
PACKING	Nested where possible, master carton
MOQ	On request by size

Fits a standard rectangular tissue box. Confirm the buyer's box size.



HMD-BOX-04

Lidded Storage Box Set

Bộ hộp mây có nắp

MATERIAL	Rattan core over rattan frame
WEAVE	Tight plain weave, fitted lids with woven toggle ties
SIZE	Round and rectangular, three sizes, dimensions on request
COLOUR	Warm honey rattan
APPLICATION	Bathroom, dressing table, hotel amenity
HS CODE	4602.12
PACKING	Nested where possible, master carton
MOQ	On request by size

Sold as a set or split into singles. Confirm which the buyer wants.

04

Table & Small Décor

Coasters, placemats, tissue box covers and mirrors. Low freight cost per unit and strong candidates for gift sets.



HMD-DEC-01

Rattan Coaster Set with Holder

Bộ lót ly mây kèm hộp đựng

MATERIAL	Rattan core
WEAVE	Woven disc with spoke pattern, matching woven holder
SIZE	Set of six with holder, dimensions on request
COLOUR	Natural honey rattan
APPLICATION	Dining, cafe, corporate gift
HS CODE	4602.12
PACKING	Poly bag, inner box, master carton
MOQ	On request by size

Sells as a boxed gift set. Good candidate for buyer branded sleeve.



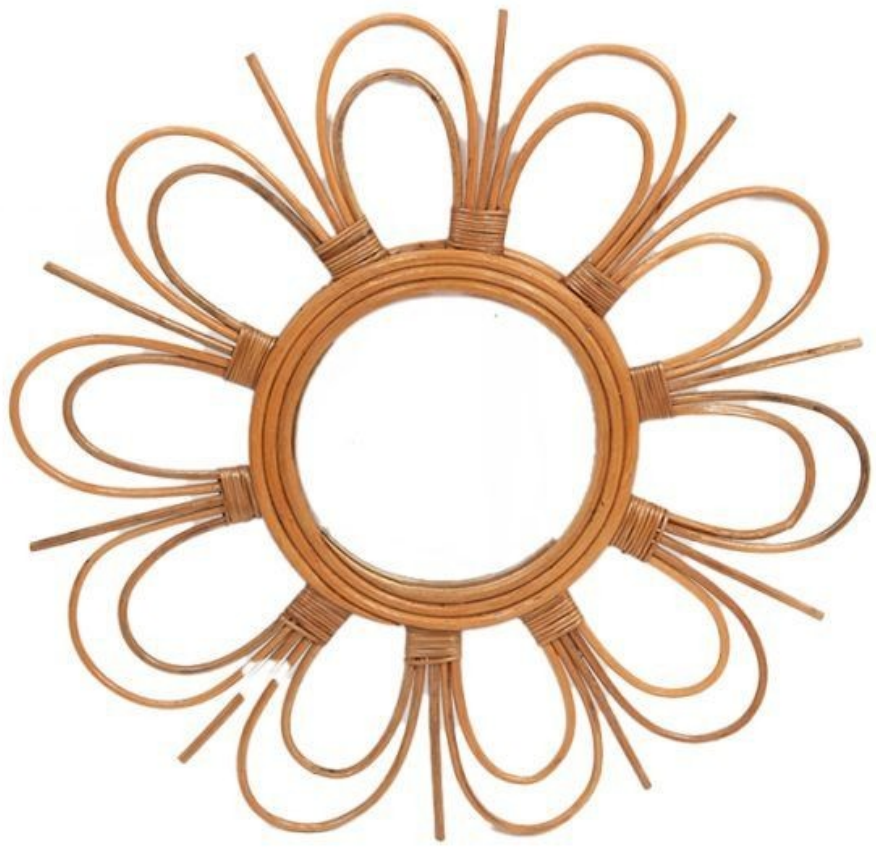
HMD-DEC-02

Round Woven Placemat

Tấm lót tròn dệt thủ công

MATERIAL	Natural fibre cord
WEAVE	Looped openwork over a braided centre
SIZE	Dimensions on request
COLOUR	Cream, natural
APPLICATION	Table setting, vase mat, styling prop
HS CODE	4602.12
PACKING	Poly bag, inner box, master carton
MOQ	On request by size

Light enough for airfreight samples. Very low freight cost per unit.



HMD-DEC-03

Rattan Sunburst Mirror

Gương mây hình mặt trời

MATERIAL	Bent rattan cane, glass mirror
WEAVE	Looped cane rays bound to a coiled frame
SIZE	Dimensions on request
COLOUR	Natural rattan
APPLICATION	Hallway, bedroom, cafe wall
HS CODE	4602.12
PACKING	Poly bag, inner box, master carton
MOQ	On request by size

Glass needs corner protection and a fragile mark on the carton.



HMD-DEC-04

Seagrass Wall Plate

Đĩa cói treo tường

MATERIAL	Seagrass over a coiled frame
WEAVE	Whitewashed spiral coil with dyed fibre laid in as a motif
SIZE	Dimensions on request
COLOUR	Whitewashed seagrass with rust, charcoal and sand accents
APPLICATION	Wall display, restaurant, boutique hotel
HS CODE	4602.12
PACKING	Poly bag, inner box, master carton
MOQ	On request by size

The motif is drawn into the weave, not printed. Any artwork can be woven in.

NEXT

Garden & Terrace

An outdoor line is in development. Rattan seating, low bamboo tables, woven lanterns and terrace shades.



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Garden & terrace, in development

These pieces are made by the same weaving network but sit outside the current price list. Seating frames use rattan pole, tables use bamboo pole, and shades use split bamboo. Tell us which of these you want quoted and we will build the specification with you.



Rattan armchair, garden setting



Armchair pair with round table



Cane top table, terrace seating



Hanging chair with bamboo shades

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What we can change for you

Everything here is a starting point. Most buyers change at least two of the following before their first order.

Size

Rug diameters, tray footprints and bowl depths are all cut to your specification.

Fibre

Water hyacinth, seagrass or rattan. We will advise which one suits the shape.

Weave

Open lattice or tight plain weave. Braid thickness can be changed.

Colour

Natural is standard. Dyed and whitewashed finishes on request.

Shape and motif

Scalloped edges, inlay artwork and rim profiles follow your drawing.

Packaging

Your carton artwork, barcodes, hangtags, gift sleeves and inner boxes.

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How to move forward

01 **Tell us the SKUs**

Send the item codes that interest you, with target sizes and quantities.

02 **Quotation**

We return an FOB Ho Chi Minh City quote within three working days.

03 **Sample**

Samples ship by courier once the specification is agreed.

04 **Production**

Deposit, production, inspection, shipment. Lead time confirmed at order.

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