Association Profile & Discussion Summary

Lao Furniture Association (LFA)

Field Visit Report | Date: 29 April 2026

Quick Reference		
Full Name	Lao Furniture Association (LFA)	
Established	2003	
Member of	Lao National Chamber of Commerce and Industry (LNCCI)	
Website	www.laowoodproducts.la	
Email	lao.furniture.assn@gmail.com	
Phone	+856 (021) 720454, (030) 9930886	
Location	LNCCI Building, Kayson Phomvihane Ave., Phonphahane Village, Saysettha District, Vientiane, Lao PDR	



Responses to Key Questions

Q1. Who is the Lao Furniture Association (LFA)?

The Lao Furniture Association (LFA) is a business membership organization with nearly one hundred member companies throughout Laos. It was established in 2003 and is a member of the Lao National Chamber of Commerce and Industry (LNCCI).

The association serves as a representative and advocacy body for its member companies in the furniture and wood products sector, working to promote their interests both domestically and in international markets.

Q2 & Q3. Who Are Their Members and How Many?

LFA's membership is comprised of furniture manufacturers, wood processors, and related businesses operating across Laos. The brochure indicates the association has almost one hundred member companies nationwide.

Note: The exact current number of members and a full membership list were not available from the brochure alone. This should be followed up directly with LFA for precise figures.

Q4. What Is the Aim of the Association?

LFA's main objective is to represent and promote the interests of its member companies. This is structured around the following Vision and Mission:

Vision:

- Develop into a modern industrial standards body in alignment with the government's policy
- Enhance the capability of members to integrate with ASEAN standards
- Provide members with access to international markets

Mission:

- Serve members in protecting their business rights
- Support quality product development to help members cope with business competition
- Encourage members to add value to raw materials by producing high-quality and premium products
- Contribute to the government's policy on forest conservation and sustainable raw material supply
- Promote the marketing of Lao wood species furniture in both domestic and international markets

Q5. What Is Their History?

- Founded in 2003
- Affiliated with the LNCCI since establishment
- Received support from the German Federal Republic through Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, which has assisted in strengthening LFA's human resource capacity, training systems, and addressing the training needs of furniture companies
- Published a Lao Wood Products website (www.laowoodproducts.la) as a product and member directory platform

Q6 & Q7. Current and Previous Projects

Based on the brochure collected during the office visit on 29 April 2025, the following activities and services are ongoing or have been conducted:

Ongoing Services / Activities:

- Training programmes on management, administrative skills, technical skills, and knowledge
- Technical and Business Consultancy for members
- Providing industry-specific information including new technologies, trade fair news, and important events
- Listing member companies and products on the Member Directory at www.laowoodproducts.la
- Creating new business opportunities through exhibitions and showrooms

Previous / Background Projects:

- Capacity-building collaboration with GIZ (Germany) — focused on human resource development and training for furniture companies

Note: More details on specific completed project timelines should be requested directly from LFA.

Q8. What Are Their Interests?

- Sustainable raw material supply and forest conservation
- Expanding market access for Lao wood furniture — both domestic and international
- Improving technical skills and production quality of member companies
- Promoting Lao wood species as a unique and modern market product
- Strengthening ASEAN-level integration and international business partnerships
- Product development and value-adding in wood processing

Q9. Is There Any Benefit for VALTIP4 to Collaborate with LFA?

Yes — there are several strong alignment points between VALTIP4's objectives and LFA's mandate:

VALTIP4 Focus Area	LFA Alignment
Sustainable forestry & wood processing	LFA promotes sustainable raw material supply and forest conservation
Capacity building for wood sector	LFA runs training programmes in technical, management, and business skills
Market access and value chain	LFA actively promotes Lao furniture in domestic and international markets
Linking research to industry	LFA represents ~100 member companies — a ready network for outreach and pilot activities
Policy and standards	LFA's vision aligns with government policy on industrial standards and ASEAN integration

Q10. Are They Currently Collaborating with Foreign Donors (e.g. GIZ)?

Yes. Based on the LFA brochure, the association has an established collaboration with GIZ (Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH) from Germany. The GIZ partnership has focused on:

- Strengthening the human resource capacity of the LFA Training Center
- Supporting the management and staff of furniture companies
- Addressing training needs across the furniture and wood processing sector

The brochure is dated 12 May 2014, indicating this GIZ collaboration has been long-running. The current status of this partnership (active or concluded) should be confirmed with LFA directly during follow-up.

Recommended Follow-Up Actions

- Request an updated membership list and exact member count from LFA secretariat
- Confirm current status of GIZ collaboration and whether there are any ongoing foreign-funded projects
- Explore potential MOU or collaboration framework between VALTIP4 and LFA
- Share VALTIP4 project overview/website with LFA for their awareness