

Indonesian glassmaker with a regional focus

Recently named as Chairman of the ASEAN Federation of Glass Manufacturers, Henry T Susanto has been a prominent personality in the Indonesian glass industry for more than two decades. As exclusive official journal of the AFGM, Glass Worldwide considers his career history and current priorities.

Henry Susanto is Chief of Production at Jakarta-based PT The First National Glassware Ltd. He has worked for the specialist glass tableware manufacturer since 1990 and is now responsible for all production and technical matters.

Having grown up in Indonesia, Henry completed his final year of high school in Australia, before attending the University of New South Wales in Sydney, graduating in 1989. In total, he was in Australia for six years and retains fond memories of the experience. "It's like my second home... a very enjoyable experience and somewhere I still visit for holidays."

Although a passion for family-centred international travel remains, Henry admits that work priorities govern his daily schedule and limit

the amount of family time available. He likes to keep fit by swimming, employing exercise as a means of relaxation after a busy day at the factory.

INTERNATIONAL SUCCESS

Despite the pressures encountered, Henry clearly enjoys his work, as well as the opportunities it provides to meet people from around the world. PT The First National Glassware Ltd (FNG) has been extremely successful in international markets since the company's establishment in 1971, currently exporting approximately 60% of production throughout North America, Europe, the Middle East, South Africa and Asia. The company melts flint, amber and blue soda lime compositions, its diversified tableware product range including plates, bowls and tumblers.

Henry Susanto joined FNG in 1990 as head of the glassmaker's electrical department. He rose through the management ranks to become Plant Manager at the Mulia Group subsidiary and was >



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Participating at the opening ceremony for the 36th ASEAN Glass Conference in Hanoi.



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PERSONALITY PROFILE

appointed a director in 2000. FNG was an affiliate company of Mulia Group but this is no longer the case.

Approximately 1700 people are employed at two locations in Jakarta, separated by a distance of less than one mile. FNG's primary glass manufacturing facility houses three furnaces, melting some 325 tonnes/day and 16 production lines. A separate factory houses the company's warehousing and secondary processing operations, including printing and decoration facilities. Printing machines have been acquired from Fermac and Tecno5, with both organic and inorganic inks sourced from WB, Johnson Matthey and Colorobbia.

Operating KTG melting furnaces and PSR forehearths, the company is considered Indonesia's second largest glass tableware manufacturer in terms of capacity and market share. A close working relationship has been established with Olivotto subsidiary Antas over the years, 11 of the Italian company's forming machines working alongside four machines from Emhart and one from Fuso Japan.

The wide variety of tableware items made justifies the continued use of manual palletising methods and the high labour content required for sorting and packing.

AFGM ROLE

At the 36th AFGM Conference in Vietnam last September, Henry Susanto was named Chairman of the ASEAN Federation of Glass Manufacturers. Chairmen of the five national glass industry associations for Indonesia, Malaysia, The Philippines, Thailand and Vietnam assume this role on a rotational basis and as current Chairman of the Indonesian Glass Manufacturers' Association, this is another opportunity for Henry to take up the AFGM reins for the first time since 2008.

"It is an honour to be Chairman of the AFGM, which has been



Henry Susanto would like the AFGM to stimulate the region's glassmakers to work more closely together.

growing and developing since the association's creation in 1977" he confirms. "I am proud to be part of the AFGM and to know everyone involved in glass in this region, as well as the many suppliers who support the ASEAN Glass Conference."

Henry Susanto considers networking to be one of the organisation's most important strengths. "I have also learnt a lot from the conference's technical sessions over the years and confirm they will delve more deeply and focus more on new developments and technologies in the future; they will benefit many people."

Ideally, Mr Susanto would like the AFGM to stimulate the region's glassmakers to work more closely together to identify technical solutions to existing problems, as well as sharing information and data. "We want to be useful for the industry, as well as continuing to provide a valuable platform for the industry to meet and importantly, provide an opportunity to meet friends... it's about developing relationships."

Similarly, the appointment of *Glass Worldwide* as the exclusive official journal of the AFGM is considered a positive move. "We believe we can work together in the future for a long time... *Glass Worldwide* is a good magazine and I like to read it."

Dates and location for the 37th ASEAN Glass Conference in Indonesia will be announced in a future issue of *Glass Worldwide*. ■



Henry meets up with Zedtec's David Senior at the 35th ASEAN Glass Conference in Phuket, Thailand.

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