



ON THE SPOT... Chai Kung Fee

Chai Kung Fee is Plant Manager at O-I BJC Glass Malaysia and Chairman of the Organising Committee of the 38th Asean Glass Conference of the Asean Federation of Glass Manufacturers.

GW: What can visitors expect from the 38th Asean Glass Conference in Penang, Malaysia this September?

The conference objective is to provide a platform of events that allow visitors from leading glass manufacturers, suppliers and service providers to realise enhanced interaction, networking and collaboration opportunities.

GW: What was the motivation to adopt the theme 'Go Green with Glass' for the conference?

The theme was selected to reflect the glass industry's ongoing effort to promote a 'go green' concept, which is catching on with consumers throughout the world. To be sustainable and competitive, the industry needs to follow the 'go green' route. We hope this year's conference will raise the next level of collaboration and understanding among all parties to focus on issues that enhance the efficient use of energy and its recovery; the design and use of more efficient equipment and machinery; and awareness of how the glass industry can mitigate its environmental impact etc.

GW: How beneficial will the technical conference presentations be to attendees?

The technical conference session will allow attendees to discover the latest technologies and information available from suppliers, as well as solutions available from the market. The session provides a platform to gain a clearer understanding of everyone's needs, concerns and expectations. In essence, it provides suppliers with a chance to present their latest technical solutions/inventions, while allowing glass manufacturers options to update their knowledge.

GW: How important are the networking opportunities during the event?

We are looking forward to this year's networking events, which enhance better collaboration and interdependency in the industry. Today, every organisation faces a fast changing business environment, with key individuals constantly joining or leaving organisations with high mobility. Every year, we meet different people, often with different roles and responsibilities. Hopefully, this event will help everyone to stay abreast of these changes and maintain their business network.

GW: Will the event appeal to visitors from the flat and hollow sectors?

We encourage visitors from all glass sectors.

GW: What will the location of Penang bring to the conference?

Penang is a fascinating fusion of the East and West, embracing modernity, while retaining its traditions and old world charm. These values are reflected in its harmonious multi-racial population and well-preserved

heritage. We were looking for a venue that offers everyone variety and choice. In terms of food, Penang has long been regarded as the food capital of Malaysia, offering visitors a beautiful coastline and great cuisine. In term of lifestyle, Penang is a melting pot of cultures, religions and races. However the fascinating culture is also complemented by golden beaches and tranquil seas. It is an island blessed with so many natural attractions, a tropical paradise that offers something for everyone. Penang's alluring charms and attributes, together with its multi-faceted cultures make it a favourite for many as a meetings, incentives, conventions and exhibitions destination.

GW: How do you feel personally about being Chairman of the Organising Committee?

This is my first time as Chairman, organising such a big event. Not only am I new to the role but so is the entire organising team. It is a challenge for everyone, >



ASEAN FEDERATION OF GLASS MANUFACTURERS

38TH ASEAN GLASS CONFERENCE

PENANG, MALAYSIA
8-11 SEPTEMBER 2014

Full programme and registration open at www.38afgm.com



Komtar, the tallest building in Penang: The Asean Glass Conference will attract delegates from all sectors.



A diverse range of glass packaging is produced by O-I BJC Glass Malaysia.

In recent times, the Malaysian Government has increased petrol prices (+10.5%) and sugar prices (+13.6%), cigarette excise duty (+14.0%) and electricity tariffs (from +10.6% to +16.9%). The electricity tariff hike and subsidy reductions on sugar and petrol have unavoidably pushed up the price of goods and services. This level of inflation has placed major challenges on the glass container market in Malaysia. Despite some short-term fiscal pain, however, demand for food containers remains unaffected, as a result of Malaysia having recently positioned itself as the global Halal Hub for promoting, distributing and producing Halal products and services to Muslim countries throughout the world. This has stimulated demand for bottles from the food sector. Elsewhere, demand for alcohol containers is limited because 67% of the local population is Muslim. Having said that, we believe this June's soccer World Cup competition will stimulate glass packaging demand to levels experienced in the past.

alongside our day-to-day business commitments. To avoid affecting our daily work, the team has sacrificed personal time to attend meetings. Everyone is energetic and committed to delivering their best and making this event a successful and memorable one.

the AFGM's official journal. AFGM members benefit from receiving every issue of the magazine, containing the latest glass industry-related information and knowledge. With regard specifically to the AFGM Glass Conference, *Glass Worldwide* always provides support to promote future events and keeps potential delegates informed of developments. This really adds value to all AFGM members.

GW: Glass Worldwide is exclusive official journal of the AFGM. How does this benefit proceedings?

Personally, I am very thankful to *Glass Worldwide* for being

GW: In general, what are the prevailing market conditions for the Malaysian glass container industry?

GW: Are any markets performing better than others and if so, what is the driving force?

The ongoing programme of subsidy rationalisation has contributed to domestic inflation since September 2013. Taking into account the weakening of domestic economic conditions, the Malaysian economy still advanced by a seasonally adjusted 0.8% quarter-on-quarter in the first three months of 2014, decelerating from a 1.9% expansion in the previous quarter. The oil and gas sector across South East Asia has been expanding rapidly. Malaysian companies are among the region's leading players in this sector and have been performing exceptionally well, benefitting from >



A LEADING PROVIDER OF END-TO-END SOLUTIONS FOR GLASS MANUFACTURING INDUSTRY



Services We offer

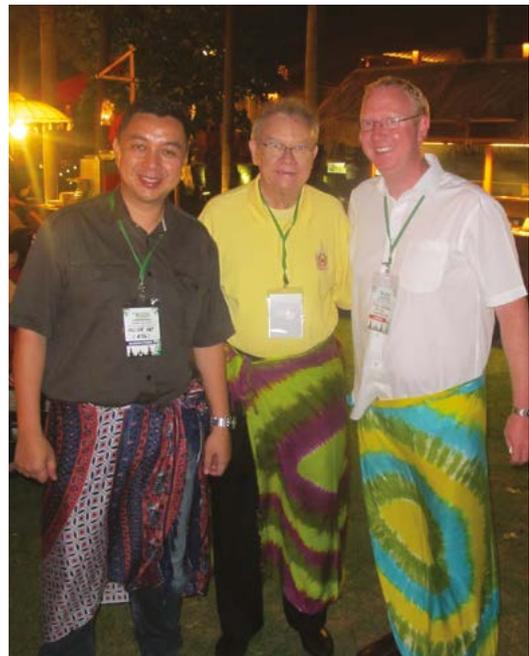
- Turnkey projects
- Furnace Design, Construction and Consulting Services
- Furnace equipments and Control Systems
- Hot and cold repairs, Steel Fabrication and Erection
- Design, Audit and Training in operations of Forehearths
- All types of Bonded Refractories: Silica, Mullite, and basic bricks including Chimney Blocks, Silica Crown Insulations
- Hollow Glass Thickness Sensor, Flat Glass Thickness Sensor, Pattern Glass Thickness Sensor, Tube Control System

Ready stock of Fused Silica Bricks and LUBISOL Si-Seal kit for urgent requirements

OUR WORLDWIDE BUSINESS PARTNERS



Lubitech Enterprises
233, Mastermind IV, Royal Palms, Aarey Colony, Goregaon (E), Mumbai 400 065.
T/F: +91 22 28790325, E: lubitechservices@yahoo.co.in
Website: www.lubitechenterprises.com



In recognition of its good standing in Asia, *Glass Worldwide* is exclusive official journal of the AFGM. Shown above is *Glass Worldwide's* Dave Fordham with Leslie Struys and Nelson Hui Yuen Kin of the Glass Manufacturers' Association of Malaysia, hosts of this year's Asean Glass Conference.

web: www.o-i.com / www.bjc.co.th



This year's Asean Glass Conference takes place on 8-11 September.

its accumulated expertise and technology. In addition, telecommunications companies enjoyed a strong quarter among KLCI component stocks.

GW: How significant is Malaysia to the overall glass industry in South East Asia?

Potential glass market growth in Malaysia is quite limited if the country's population (close to 30 million) is considered. However, local manufacturers have exported aggressively to emerging South East Asian economies, especially in Indochina and Myanmar. Malaysian glass manufacturers will continue to leverage their expertise, quality and services to support these growing markets.

GW: In general, how is the flat glass sector performing in Malaysia?

The flat glass industry is performing well, buoyed by an expansion of the construction sector, which is expected to grow by 4% annually. The growth of this sector is propelled by supportive Government

policies and the rapid implementation of several large-scale projects (housing, schools, hospitals, commercial and industrial buildings etc). The expansion of tourism and manufacturing industry has also contributed to the industry's growth momentum.

GW: What position does O-I BJC Glass Malaysia hold in the Malaysian glass container industry?

O-IBJC Glass Malaysia is the major glass container supplier in the local market. We recently completed an investment to upgrade the power supply capacity from 22KV to 33KV. We expect this to boost additional output volumes by at least 20% from present capacity levels.

GW: What are the main products your company produces and who are your main customers?

We produce glass containers for beer, foodstuffs, non-alcohol beverages, spirits and pharmaceuticals and have been a long-term supplier to most key players in the region. Customers include Asia Pacific Brewery Singapore, Guinness Anchor Bhd, Carlsberg Brewery Malaysia, South Pacific Brewery, Thai Asia Pacific Brewery, Myanmar Brewery, Cambrew Brewery, Nestle Manufacturing Malaysia, Lee Kum Kee, Campbell, Coca-Cola and PepsiCo, as well as local distributors etc.

GW: What are the highlights of the company's performance since it became 100%-owned by Berli Jucker Public Co Ltd (BJC) and O-I in 2010?

At the end of the last financial year, production and sales volumes had increased by about 10%. The company has recorded strong growth since its integration with O-I and BJC. Indeed it was a historical record achievement for the company, previously known as Malaya Glass Products.

GW: How does the collaboration between BJC and O-I benefit your customers?

Since the acquisition, the company had benefited from strong support in all aspects of the business from O-I and BJC group. This include technical assistance, regional market focus, backup supply from the region and enjoying the leverage of volume negotiation in the supply chain.

GW: Are any major plant investments/upgrades planned in the near future?

We have recently invested in upgrading power supplies to boost production volumes. Moving forward, we will upgrade some production equipment and facilities for the introduction of NNPB process technology. This is an important move to meet growing market demand for lighter containers. ■



O-I BJC Glass Malaysia improved production volumes and sales by 10% last year.

web: www.o-i.com / www.bjc.co.th