



Abb. 2009-2/290 (Ausschnitt / Montage)
 Website Kedaung Industrial Group / KIG, Jakarta, Indonesien, 2009-04; <http://www.kedaung.com/default.asp> (Tableware)

Hans Schaudig, SG

April 2009

Glaswaren-Katalog 2009 der KIG / Kedaung Industrial Group, Indonesien Muster „Ranken und Sterne“, ehemals Baccarat, ca. 1835 - 1840

Gefunden von Herrn Hans Schaudig. Herzlichen Dank!

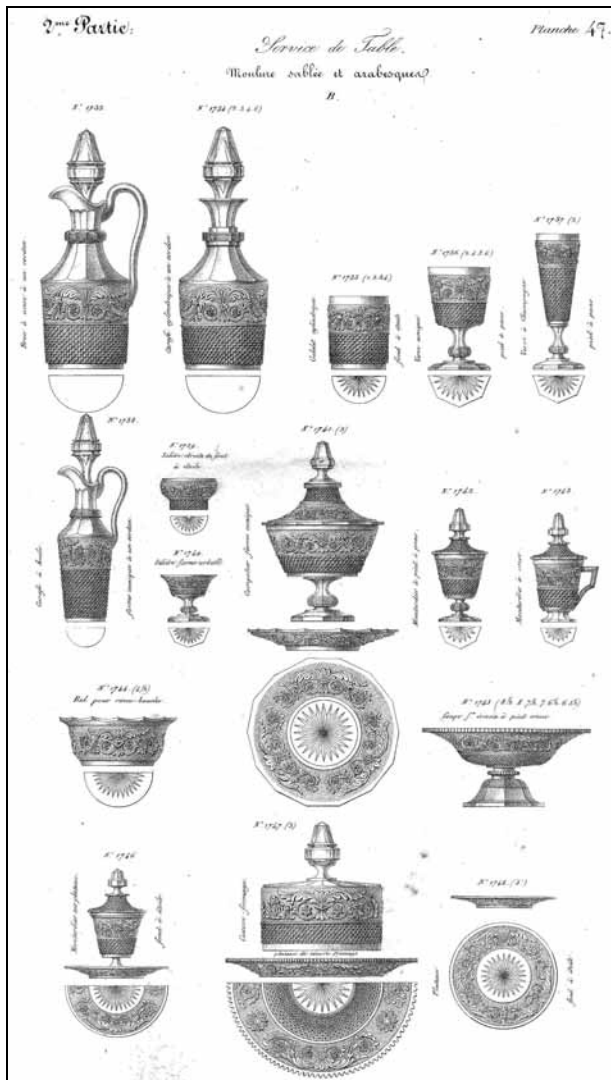
SG: Ein altherwürdiges **Motiv** mit „**Ranken und Sternen**“ für gepresstes Kristallglas wurde zwischen **1835** und **1840** von der **Cristallerie de Baccarat** in Lothringen entwickelt und das „**Service de Table Moulure sablée et arabesques**“ in aufwändigen Musterbüchern durch den Großhändler **Launay, Hautin & Cie.** zunächst in Luxusläden in Paris angeboten. Das Muster „Ranken und Sterne“ wurde bisher in keinem Musterbuch einer anderen Cristallerie um 1840 gefunden. Es wurde also offenbar nur **von Baccarat um 1840** verwendet (MB Launay, Hautin & Cie., um 1840, **Planche 47**).

Beim beherrschenden Motiv der „Ranken und Sterne“ wurde die untere Hälfte der Serviceteile mit kleinen Diamanten („diamants biseaux“) auf Kegelflächen („forme conique“) dekoriert. Flächen wurden mit regelmäßiger, feiner Körnung - „**Sablée**“ - bedeckt.

Rund 160 Jahre später wird das Motiv „**Ranken und Sterne**“ kopiert und umfangreiche Service als Massenprodukt industriell hergestellt und weltweit verkauft. Teile solcher Service tauchten vor allem in deutschen Warenhäusern auf. Als Hersteller konnten durch eingepresste Marken „**KIG Indonesia**“, „**KIG Malaysia**“ und **Paşabahçe**, Türkei, festgestellt werden. Näheres

war nicht zu erfahren. Durch das von Herrn Schaudig im Internet gefundene **Musterbuch 2009** der **Kedaung Industrial Group / KIG** ist jetzt ein großer Hersteller gefunden worden.

Abb. 2001-5/373
 MB Launay, Hautin & Cie., um 1840, 2.^{me} Partie: Planche 47
 Service de Table „Moulure sablée et arabesques“
 Baccarat, ca. 1835-1840



**The Kedaung Group of Companies
 An Introduction**

**P.T. Kedaung Industrial Ltd.,
 Jakarta Pusat, 12980, Indonesia**

The **Group's headquarters, P.T. Kedaung Industrial Ltd.**, was established in **1969**, with the primary aim of supplying the rapidly-growing Indonesian domestic market with glass and tableware. The original **founder**, Mr. **Agus Nursalim**, is still the **Chairman** today, having successfully guided the company from its modest beginnings to the current position where the name of **Kedaung is synonymous with quality glass production on a scale unrivalled throughout the world.**

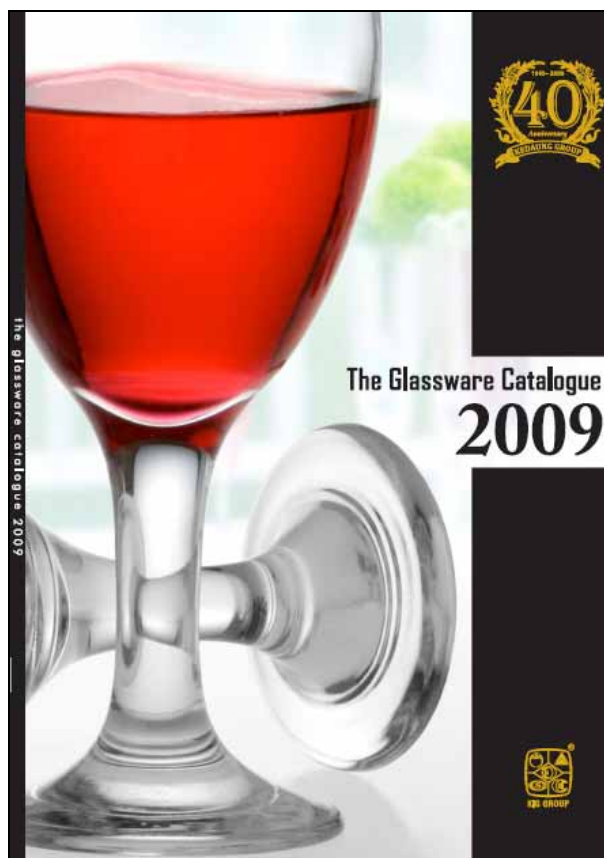
Letter from the Chairman

The Kedaung Group of companies enjoys **unparalleled success in both Indonesian and international mar-**

kets. A fine balance between hard work, aggressive marketing and a corporate philosophy based on the desire to build trust and commitment between the Group and all its customers, partners and employees has resulted in the growth of both the assets of the Group and, more importantly, the reputation of Kedaung as one of the most trustworthy and supportive of partners in the industrial world today.

I started the Group in the later 1960's, initially importing glassware to Indonesia to support our rapidly developing domestic market, but it soon became evident to me that Indonesia had the potential to **manufacture quality glassware products which would provide excellent value for money throughout the world.** Although the Kedaung Group was started with a relatively small asset base of only US \$ 1.1 million in **1969**, it is now worth US \$ 1.6 billion. With **factories throughout Indonesia** and with representatives worldwide, we have achieved our initial aims of supplying truly Indonesian products to the world. The success of the Group is the success of the **27.000 people** employed by it, because they and the whole country, have benefited from the Kedaung Group's foreign exchange record.

Abb. 2009-2/291
 The Glassware Catalogue 2009
 Website Kedaung Industrial Group / KIG, Indonesien, 2009-04
http://www.kedaung.com/downloads/kedaung_catalog_2009.pdf
 Einband



It is our ability to market our products aggressively and to implement highly efficient cost controls on relatively **low-margin products** that ensures our ability to survive and **even flourish during economic hard times.** It is important to stress that we find the **change from con-**

centrating on local markets to international ones a realistic challenge, not an impossible task. Our record to date proves that our skill in pinpointing and entering overseas markets ensures that we are more than capable of **overcoming any hurdles that regional or global economic crises may place in the path of Indonesian businesses.**

I believe that the coming year will continue to witness the perpetuation of our long-standing and mutually beneficial relationships with our business partners, an increase in our already high level of customer care, and the re-affirmation of our commitment to the **development of Indonesia as a respected member of international trade.** [...]

Best wishes for the new millennium to all our valued customers, partners and employees.

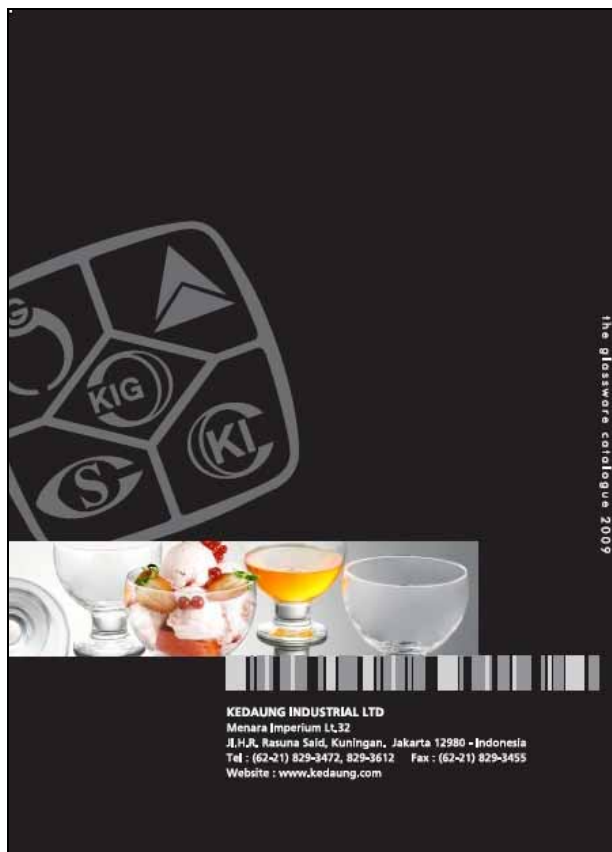
Agus Nursalim, Founder & Chairman

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The Glassware Catalogue 2009

Website Kedaung Industrial Group / KIG, Indonesien, 2009-04

http://www.kedaung.com/downloads/kedaung_catalog_2009.pdf
Einband Rückseite



The **Kedaung Group** is an unconsolidated federation of over **30 companies.** Initially operating as a **major importer of glassware,** Agus Nursalim founded the Kedaung Group in **1969** after realizing Indonesia's enormous potential of **becoming a major glassware producer and exporter.**

Today, the Kedaung Group is **one of the largest manufacturers of glassware in the world with production of 1.650 tons per day;** this is equivalent to 10 million glass tumblers being introduced to domestic and inter-

national markets every day. With **more than 6.000 basic items** and approximately **120 production lines** producing **600.000 tons per year,** the Kedaung Group leads the world market due to the variety and quality of its products and, more importantly, because of their value for money. [...]

The Group's reputation was built on its **glassware;** however, it is also recognized for its many other products and services. With numerous companies excelling in the areas of **porcelainware, stainless steel** and **enamelware** production; manufacture of **ceramic tiles** [Fliesen] of varying sizes and specifications; and in the production of decorative glass blocks [Glasbausteine] for use in construction, the Kedaung Group has gone from strength to strength in its tableware and building material businesses. [...]

The Group's philosophy has always been to be as self-sufficient as possible in order to maintain smooth and efficient day-to-day workings. Therefore, all **glassware production** premises incorporate an in-house graphics and photography studio, a corrugated carton cardboard box factory and advanced printing technology. The availability of these facilities means that all the Group's **packaging** needs are met within its own factories, minimizing costs and eliminating delays. This ensures the companies can continue to provide competitive prices while maintaining a remarkable level of quality.

To complement the excellence of its machinery and facilities, the Kedaung Group believes in the **perpetual development of the people** who make the company so successful. Overseas development training is mostly done in the **company's machinery supplier sites, such as Italy and Germany,** but exchange-training is also done between member companies of the Group in **Indonesia, Malaysia and China.** Management training is conducted by professionals with proven track records. [...]

One of the Kedaung Group's greatest successes over the last ten years has been the **development of the international market.** An impressive **50 % of the Group's products is exported with 25 % of this figure being sold to the United States, Canada and Mexico; 5 % to the European Community; and the remainder being exported to the Middle East, Asia, Australia, Africa and South America.**

Most overseas customers are, themselves, leading players in their own countries' markets. **MAKRO, WALMART** and **WOOLWORTHS** are among the companies whom the Group is proud to count among its long-standing customers. [weitere Kunden nach Katalog: **IKEA, CARREFOUR, DOLLAR GENERAL, HERO, MATAHARI**] [...]

In **Indonesia,** the welfare of the companies' **27.000 workers** is regarded as paramount to the success of the business. The new site in the **Cikande, West Java,** will provide even more extensive living facilities for the Group's employees.

The Group's developments and successes to date are an indication of the heights it is expected to reach in the fu-

ture and the heights to which it intends to take all its loyal and trusted business partners and employees.

KIG Glassware Catalogue 2009, Introduction

The Kedaung Group is an **unconsolidated federation of over 30 companies**. Since its inception in **1989** with the establishment of **P.T. Kedaung Industrial Ltd.** the **KIG Group** has progressed at amazing speed over the years to become **one of the dominant global leaders in glassware manufacturing today**. From supplying its **rapidly growing domestic market of over 200 million people** in its early days to the Group's current ability to penetrate and service market across the globe, KIG has always pride itself on its well known reputation for being able to supply a wide variety of quality products at the most competitive prices.

The Group produces **1.200 tons of glass** (equivalent to around **8 million pieces every day**); its exciting range of more than **2.500 items** is aggressively marketed to a successful network of over 500 buyers in **120 countries** worldwide. Because of its numerous overseas marketing offices and through active participation in international trade shows each year, **KIG Group is able to ensure that as much as 50 % of its products reach appreciative customers in places as far flung at the USA, Canada, Mexico, Europe, the Middle East, the Pacific region, Oceania, Australia, Africa and South America**.

Incorporating the **latest state-of-the-art glassmaking technology from Germany, Italy, France and the USA**, the KIG Group has increased its production capacity to **70 lines**, thus doubling its production capacity since 1989, to accommodate the ever increasing demand for quality products from a number of prestigious clientele worldwide such as WALMART, WOOLWORTH, IKEA, CARREFOUR, DOLLAR GENERAL, HERO, MATAHARI, MAKRO, and many others.

[...] the Group opened factories in different locations:

P.T. Kedaung Industrial Ltd

Located in Langgeng Sahabat Industrial Estate in Cikande [Indonesia] with its 20 hectare location, the company has increased its production capacity and additio-

nal efficiency due to the onsite provision of a power plant, clean water supply and a waste treatment capacity. The site also provides housing, a polyclinic and a mosque for its employees.

P.T. Kedawung Subur

Founded in 1973, Kedawung Subur is located in the Rungkut Industrial Estate and in close proximity to Kedaung Indah Can and Kedaung Surya. This is the **second largest company** in the Kedaung Group [...].

P.T. Kedawung Suryar Industrial

The company is a forerunner in the fields of **sand-blasted and luster coloring glass tableware**. In 1993 the factory **discontinued its press machines to concentrate on higher profitability blow machine techniques**.

P.T. Kedawung Medan Industrial Ltd

In order to facilitate the demand and distribution of glassware in Sumatera, Kedaung Medan Industrial was formed in 1979. In addition to its **wide range of glass tableware**, Kedaung Medan Industrial also specializes in the production of different sizes of **decorative glass blocks** commonly used as a building material.

PT. Kedaung Bahtera Mining & Logistics

PT. Kedaung Bahtera **operates a vast silica sand-mining operation on the island of Belitung, just off the coast of South Sumatera** [Billiton, Sumatra, Indonesien]. With the special process for the filtering and washing of the silica sand significantly lowers the iron content and results in the **sparkling, thoroughly transparent glass** that has given Kedaung Group its reputation for quality throughout the world.

In anticipation of the importance of the export market, Kedaung Group has established a **new plant in Alexandria, Egypt**, which will start operating in 2009.

The Group has chosen **Egypt** since it has a **strategic location to better strengthen our Middle East, European and US market**, as well as gaining **international leadership in glassware market**

Siehe unter anderem auch:

- PK 1999-1** **SG, Ranken mit Sternen - Das bisher erfolgreichste Pressglas-Design von 1830 bis 1998**
- PK 1999-4** **SG, Stopfer, Muster Ranken mit Sternen; Nachtrag zu PK 1999-1**
„Ranken mit Sternen, Diamanten und Sandkorn-Grund“ (**Paşabahçe, Türkei**)
- PK 2003-1** **Schaudig, Fußbecher mit Ranken und Sternen von KIG INDONESIA**
- PK 2003-3** **SG, Teller mit Ranken, Sternen und Diamanten von KIG MALAYSIA**
- PK 2004-3** **Kilian, Zwei wertvolle Pressgläser von 1840, Opak-schwarz überfangene Fußvase aus Baccarat und Fußschale mit Ranken aus St. Louis**
- PK 2005-1** **Schaudig, SG, Der Fußbecher „Ranken & Sterne“ im Internet-Versandhandel und bei eBay**
- PK 2006-4** **Sadler, SG, 125 Jahre Karstadt, Pressglas mit Ranken und Sternen, Türkei / Malaysia 2006?**
- PK 2009-2** **Vogt, SG, Drei „Vases Médicis“, St. Louis, um 1840 und Hersteller unbekannt, Frankreich / Belgien, um 1840 (u.a. Ranken mit Sternen)**



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Website Kedaung Industrial Group / KIG, Indonesien, 2009-04; <http://www.kedaung.com/default.asp> (Tableware)

ABOUT KIG

- About KIG
- Letter From the Chairman
- Export
- Future Development

Home » Letter From the Chairman

Letter from the Chairman



The Kedaung Group of companies enjoys unparalleled success in both Indonesian and international markets. A fine balance between hard work, aggressive marketing and a corporate philosophy based on the desire to build trust and commitment between the Group and all its customers, partners and employees has resulted in the growth of both the assets of the Group and, more importantly, the reputation of Kedaung as one of the most trustworthy and supportive of partners in the industrial world today.

I started the Group in the later 1960's, initially importing glassware to Indonesia to support our rapidly developing domestic market, but it soon became evident to me that Indonesia had the potential to manufacture quality glassware products which would provide excellent value for money throughout the world. Although the Kedaung Group was started with a relatively small asset base of only US\$1.1 million in 1969, it is now worth US\$1.6 billion. With factories throughout Indonesia and with representatives worldwide, we have achieved our initial aims of supplying truly Indonesian products to the world. The success of the Group is the success of the 27,000 people employed by it, because they and the whole country, have benefited from the Kedaung Group's foreign exchange record.



It is our ability to market our products aggressively and to implement highly efficient cost controls on relatively low-margin products that ensures our ability to survive and even flourish during economic hard times. It is important to stress that we find the change from concentrating on local markets to international ones a realistic challenge, not an impossible task. Our record to date proves that our skill in pinpointing and entering overseas markets ensures that we are more than capable of overcoming any hurdles that regional or global economic crises may place in the path of Indonesian businesses.

I believe that the coming year will continue to witness the perpetuation of our long-standing and mutually beneficial relationships with our business partners, an increase in our already high level of customer care, and the re-affirmation of our commitment to the development of Indonesia as a respected member of international trade. It is with these assets that the Kedaung Group of companies faces the 21st century with optimism and faith.

Best wishes for the new millennium to all our valued customers, partners and employees.

Agus Nursalim
Founder & Chairman

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Website Kedaung Industrial Group / KIG, Indonesien, 2009-04; <http://www.kedaung.com/default.asp> (Tableware)

http://www.kedaung.com/about.asp
W - Wikipedia (de)

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Meeting the challenges posed by customers' individual requirements is one of Kedaung's specialties, and the Group prides itself on its willingness to listen and to adapt whenever necessary.

The Group's reputation was built on its glassware; however, it is also recognized for its many other products and services. With numerous companies excelling in the areas of porcelainware, stainless steel and enamelware production; manufacture of ceramic tiles of varying sizes and specifications; and in the production of decorative glass blocks for use in construction, the Kedaung Group has gone from strength to strength in its tableware and building material businesses.



The Group has also diversified into other areas not immediately concerned with industrial manufacture. The Group's strategy regarding diversification is one of carefully-considered and meticulously-researched partnerships with individuals and companies who are proven experts in their fields. Its partners are leaders in the areas of telecommunications, real estate and financial services.

Kedaung is unique because each company within the Group is an independent entity. The sense of unity is built around the fact that the Group is led by such a charismatic and highly-respected figure, Agus Nursalim, who is not only the original founder but also the Chairman of the Board.



The Group's philosophy has always been to be as self-sufficient as possible in order to maintain smooth and efficient day-to-day workings. Therefore, all glassware production premises incorporate an in-house graphics and photography studio, a corrugated carton cardboard box factory and advanced printing technology. The availability of these facilities means that all the Group's packaging needs are met within its own factories, minimizing costs and eliminating delays. This ensures the companies can continue to provide competitive prices while maintaining a remarkable level of quality.

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In order to further improve the excellent management and productivity of its companies, as well as to attain an international level of recognition and certification, external consultants from overseas have been invited to impart their knowledge to Kedaung. Even when the highest levels of efficiency and procedural organization with respect to its competitors have been attained, it is still possible for the Kedaung Group to go that little bit further!

One of the Kedaung Group's greatest successes over the last ten years has been the development of the international market. An impressive 50% of the Group's products is exported with 25% of this figure being sold to the United States, Canada and Mexico; 5% to the European Community; and the remainder being exported to the Middle East, Asia, Australia, Africa and South America.

Most overseas customers are, themselves, leading players in their own countries' markets. Makro, Walmart and Woolworths are among the companies whom the Group is proud to count among its long-standing customers.

Experience is the key to why the Group has such long-standing relationships with its customers and other business partners. Most buyers have remained loyal to the Group for more than ten years, as they have realized that Kedaung provides not only excellent value for money but consistency in delivery and efficiency in the analysis of and adaptation to the requirements of their markets.

In Indonesia, the welfare of the companies' 27,000 workers is regarded as paramount to the success of the business. The new site in the Cikande, West Java will provide even more extensive living facilities for the Group's employees.

The Group's developments and successes to date are an indication of the heights it is expected to reach in the future and the heights to which it intends to take all its loyal and trusted business partners and employees.

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The Glassware Catalogue 2009, Website Kedagung Industrial Group / KIG, Indonesien, 2009-04, Inhaltsverzeichnis
 Pressform aus Stahl für eine Schale mit dem Motiv „Ranken und Sterne“



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 Fußbecher aus dem Service mit dem Motiv „Ranken und Sterne“



PM-SERIES

PM-3,75B
 92 mm (DIA)
 12 DOZ - 6 (MST)
 0,0307 (M3)
 16,70 kg (GRWT)
 Per 20'/40' : 11,328 / 18,672 DOZ
 UPC : 088629400203



PM-4B/12
 113 mm (DIA)
 6 DOZ - 6 (MST)
 0,0429 (M3)
 15,70 kg (GRWT)
 Per 20'/40' : 4,056 / 8,394 DOZ
 UPC : 088629020777



PM-130A
 133 mm (DIA)
 6 DOZ - 6 (MST)
 0,0382 (M3)
 19,50 kg (GRWT)
 Per 20'/40' : 4,548 / 7,998 DOZ
 UPC : 088629307557



PM-7B/12
 178 mm (DIA)
 3 DOZ - 6 (MST)
 0,0516 (M3)
 18,70 kg (GRWT)
 Per 20'/40' : 1,688 / 3,489 DOZ
 UPC : 088629020838



PM-8B/12
 195 mm (DIA)
 36 PCS - 6 (MST)
 0,0755 (M3)
 24,90 kg (GRWT)
 Per 20'/40' : 13,824 / 28,584 PCS
 UPC : 088629036167



PM-9,6B/12
 245 mm (DIA)
 12 PCS - 2 (MST)
 0,0596 (M3)
 13,25 kg (GRWT)
 Per 20'/40' : 5,832 / 12,072 PCS
 UPC : 088629416921

