

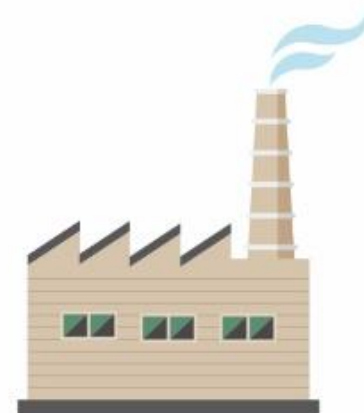
# BUYERS PROFILE

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ONLINE Business Matching 2022

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No	Company Name	Business Field	Industry
①	PT ESSI Perkasa Utama	Trading Company	Construction
②	PT Yakin Maju Sentosa	Trading Company	Automotive
③	PT. CITRA BARU PERKASA	Trading Company	Automotive
④	PT. Kawan Lama Sejahtera	Trading Company	Industrial Equipment
⑤	PT. Omega Taiyo Teknologi	Trading Company	Automotive
⑥	PT. Sinar Bersih Sukses Jaya	Trading Company	Chemical
⑦	PT. Triwira Global Solution	Trading Company	Construction



# ① PT ESSI Perkasa Utama

Construction

URL : <https://essiperkasa.co.id/index.html>  
 Address(City) : Jakarta  
 Year of establish : 1981  
 Annual sales : USD 513,000 (2020)  
 No. of Employee : 15 (ESSI) / 1500 (Pola Group)

Experience of purchasing/distributing Japanese products : Yes  
 Experience of purchasing/distributing other than Japanese products : Yes

## Company description :

Founded in 1981, PT ESSI PERKASA UTAMA mainly engages as exclusive distributor of construction and mining equipment from respected manufacturers across Europe and Asia for the country area of Indonesia. Our mission is to provide excellent products and services to increase the quality of human life and environment for nationwide development. We take initiative to work for people's betterment. ESSI has successfully delivered product range of equipment and machinery for buildings, road, bridge, and tunnel construction. Our company is a proud member of Pola Group, a reputable group of companies specializing in four strategic sectors: construction, industrial, energy, and distribution.

## Current handled products :

- Launcher gantry (Launcher, straddle carrier, & gantry crane) • Formwork system (Steel formwork system)
- Excavator attachments (Vibro ripper & vibro hammer, Hydraulic hammers)

## Current sales channel :

PT ESSI Perkasa Utama conducts wide range of infrastructure projects with Indonesian state-owned enterprises. Equipment will be needed by project base.

## We would like to:

- to handle their components as a distributor
- to co develop their Services

## Interested in:

- Special Purpose Equipment (for specific project base)

## Details :

We are looking for the products / technologies related to construction, infrastructure development, and mining for the specific projects.

PT ESSI Perkasa Utama is a well-established company founded in 1981 and is a member of Pola Group. The company has established a strong position as exclusive distributor of construction and mining equipment from respected manufacturers across Europe and Asia.

Pola Group is a group of companies with 40 years of experience in strategic sectors of construction, industrial, energy, and distribution. PT ESSI Perkasa Utama extensive works include design and build projects, construction equipment distribution, architectural systems, safe lifting specialties, cable crane systems, equipment manufacturing, food processing, and consumer goods distribution.





- Hydraulic Hammer
- Vibro Hammer
- Vibro Ripper
- Multi Processor
- Pulverizer
- Crusher
- Shears
- Buckets
- Demolition
- Side Grip pile driver
- Grapple
- Quick Coupler



- Formwork for Viaduct Bridge Construction
- Formwork for Tunnel Construction
- Formwork for Monorail Construction
- Formwork for Building Construction



- Comtec Gantry Crane
- Comtec Launching Gantry
- Comtec Straddle Carriers

# ② PT Yakin Maju Sentosa

Automotive

URL : <https://www.yakinmaju.com/en>  
Address(City) : Jakarta  
Year of establish : 1975  
Annual sales : USD 10 Millions  
No. of Employee : 170

Experience of purchasing/distributing Japanese products : Yes  
Experience of purchasing/distributing other than Japanese products : Yes

### Company description :

We provide industrial solutions to many manufacturing companies in Indonesia. We are able to support our customers' needs for automation measuring tools and provide tools for go /no go application in Indonesia.

### Current handled products :

- Metrology (Measuring tools/instruments and machineries)

### Current sales channel :

- The majority of our customers are end-user in automotive industries which consist of Japanese companies.
- We are an authorized distributor of measuring tools of Japanese company.

### We would like to:

- to handle their components as a distributor

### Interested in:

- Automation & Material Handling
- Cutting & Forming Tools
- EDM / ECM / Lasers / Welding / Plasma & Water Jet Cutting
- Grinding / Abrasive Machining / Finishing
- Inspection / Measurement Equipment
- Maintenance / Environmental / Cleaning/Plant Equipment
- Services

### Details :

We are looking for the potential products in Indonesia (listed above).

PT Yakin Maju Sentosa is a trusted industrial distribution company in Indonesia that provides engineering solutions to substantial customers in the automotive, aerospace, marine, and general production industries. Our diverse product portfolio consists of measuring tools, cutting tools, machine tool accessory machines, and high-tech metrology equipment from around the world. Working with more than 30 partners from around the world, we continuously strive to provide the best quality for our customers.



## ABRASIVE

- Abrasive Cloth Products
- Buff
- Buffing & Polishing Compounds
- Others

## COOLING PANEL

- Dindan Cooling Panel

## NON-DESTRUCTIVE TESTING

- Adhesion Testers
- Coating Thickness
- Environmental
- Pinhole Detector
- Salt Contamination
- Surface Profile

## METALLURGY & METALLOGRAPHY

- Machinery
- Standard Test

## CUTTING TOOLS

- Carbide Drills
- Carbide Milling Cutters
- Countersinks
- Custom Cutting Tools
- HSS Deills
- HSS Milling Cutters
- Reamers
- Taps
- Tooling System

## SAWING

- Band Saw Blades
- Band Saw Machine
- Circular Saw Blades
- Circular Saw Machine

## MACHINERY

- Drilling
- Grinding
- Laser Cleaning
- Laser Cutting
- Laser Welding
- Lathe
- Machine Tool Accessories
- Machining
- Milling
- Tapping

## VISUAL

- Borescope
- Digital Microscope
- Light Microscope
- Magnifying Lens
- Metallurgical Microscope
- Microscope

## MARKING

- Dot Marking
- Laser Marking
- Manual & Press Marking

## MEASURING

- 3D Dimensional Impression
- Accessories
- Air & Electric Micrometer
- Bench Center
- Bench Measurement
- Bore Gauge
- Dial Depth Gauge
- Dial Gauge
- Display
- Force Gauge
- Hand Tools
- Hardness Testing
- Height Gauge
- Bench Measurement
- Jigs
- Limit Gauge
- Measuring Arm
- Pin Gauge
- Saw Setting Dial Gauge
- Scan Measurement
- Software
- Stroboscope
- Surface Plate
- Thickness Dial Gauge

# ③ PT. CITRA BARU PERKASA

Automotive



URL : <https://www.citrabaruperkasa.co.id/>

Address : Jakarta Barat

Year of establish : 1997

Annual sales : USD 1.000.000

No. of Employee : 18

Experience of purchasing/distributing Japanese products :

No

Experience of purchasing/distributing other than Japanese products : Yes

### **Company description :**

PT. CITRA BARU PERKASA is a general trading distributor for leading manufacturers of engineering materials.

### **Current handled products :**

- TAPE ADHESIVE for Construction
- ADHESIVE SEALANT, SILICONE SEALANT for Transportation
- KALSIMUM, KOMPOSITE, RESIN for Sanitary
- TOOLING, ANTI RUST, RESIN for Automotive
- CHEMICAL FLUID for Electronic

### **Current sales channel :**

We are selling to end-user in general industries (construction, sanitary, automotive, electronic)

### **We would like to:**

- to handle their components as a distributor

### **Interested in:**

- Automotive Related Products

### **Details :**

Our main products are sealant. However, we are looking for the new opportunity for Automotive, Sanitary, Electronic and Automotive related products also Electric Vehicle related components.



PT. CITRA BARU PERKASA is a general trading distributor for leading manufacturers of engineering materials. In the same business for more than 15 years, our Sales Team is trained in developing the latest products to support your needs. Our Customer Service and Logistics Staff are ready to meet the demands of the supply line.

**We provide as a distributor local stock for fast delivery and technical support backed by our technician and principal company. We have dedicated staff in sales, administration and delivery to meet customer inquiry. Our product is a good product mix to serve the market.**

**Become the best distributor for adhesives and sealants throughout Indonesia in 2020.**





Bostik from Europe which is famous for its adhesives which rule the world of car body for adhesives of glass and metal, metal and metal and other types of plastics.

(Brand)  
**Hong Yie ji**

Hong Yie Ji molding products from China based on Silicon material for making various kinds of handicrafts and for buildings.

**KOSSAN**

Koskote from Malaysia is powder coating that can meet the needs of customers in the automotive and other metal industries.



Reckli from Germany with his PU product which is used for molding processes in the sanitary and building industries.



Miracon from Malaysia whose application is for the molding process of various goods used in industrial automotives and sanitary and general industries based on an Epoxy system. Epoxy and PU glue which have many variations for use are processed for adhesion with different materials.



Henkel from Germany with its famous product Loctite which has a special application in machining and Bonderite for the metal cleaning pretreatment from oil, grease and rust which is widely used in the metal industry.



3M products from USA which are well-known in the automotive and building industry in Indonesia and abroad with double sided tape and Scotch bridges.



Electrolube from England which has a special application in PCB products for the automotive, oil and gas and other industries.



Interflux from Belgium which is famous for its "NO CLEAN" Flux and its newest product, LMPA, which can save soldering material applications and energy used up to 40%.



Rampf from Germany for BOARD which is used to make jigs and tools for automotive and metal industry in general. Also for electronics low-medium Voltage material from Rampf can be applied.

# ④ PT. Kawan Lama Sejahtera

Industrial Equipment

URL : [www.kawanlama.com](http://www.kawanlama.com)  
Address(City) : Jakarta Barat  
Year of establish : 1955  
Annual sales : IDR 1 Trillion  
No. of Employee : 2500

Experience of purchasing/distributing Japanese products : Yes  
Experience of purchasing/distributing other than Japanese products : Yes

**Company description :**

Indonesia's leading distribution company with the widest range of industrial equipment and machinery. Operates in more than 19 branches across the country. Over half of century providing only the best industrial solution by experienced sales engineer team to meet the demands of the industry.

**Current handled products :**

- Machinery (Rolling Machine) • Cleaning (High Pressure Cleaner)

**Current sales channel :**

End-user (Automotive, F&B, O&G, Mining)

**We would like to:**

- to purchase their machinery and industrial products
- to handle their components as a distributor
- to purchase their parts and components

**Interested in:**

- Automation & Material Handling
- Controls / CAD-CAM / Software
- Die&Molding
- EDM / ECM / Lasers / Welding / Plasma & Water Jet Cutting
- Machine Components and Accessories
- Sawing
- Turning Machines & Centers / Screw Machines / Thread Generation

**Details :**

We are looking for variety of products listed above. Since we already have business experiences with Japanese companies, we can have good communication with Japanese suppliers. Also, we are interested in Bandsaw Machine.

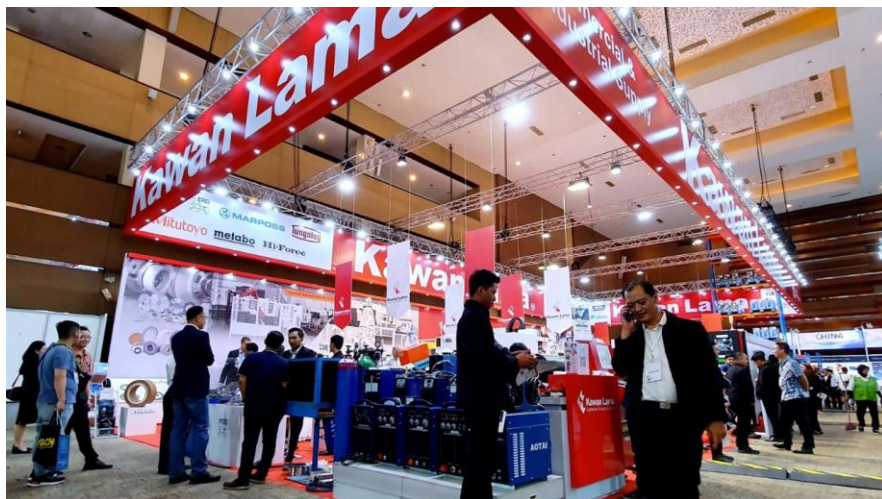


**Kawan Lama**  
#1 Commercial & Industrial Supply Company

## ④ KAWAN LAMA SEJAHTERA

会社概要

Indonesia's leading distribution company with the widest range of industrial equipment and machinery. Operates in more than 19 branches across the country. Over half of century providing only the best industrial solution by experienced sales engineer team to meet the demands of the industry.



## ④ KAWAN LAMA SEJAHTERA - PRODUCTS

現在の取扱商品

### ABRASIVE

Burrs  
Cut-off Wheel  
Dresser  
File  
Fine Grinding  
Grinding Wheel  
Industrial Brush  
Mounted Point  
Honing  
Tool Drive

### AUTOMOTIVE EQUIPMENT

Battery Charger  
Air Conditioning For Automotive  
Automotive Service Tools  
Automotive Tester  
Battery Tester  
Body Repair  
Engine Tune Up  
Flashlight  
Grease Dispenser  
Hose Reel  
Hydraulic Lifting

### CLEANING SUPPLIES & EQUIPMENT

Commercial Cleaning Equipment  
Commercial Equipment  
Spareparts  
Consumer Equipment Spareparts  
Industrial Equipment Spareparts  
Industrial Cleaning Equipment  
Aid Floor Cleaner  
Bucket  
Carpet Cleaner Equipment  
Chemical Cleaner  
Consumer Cleaning Equipment

### CUTTING TOOLS

Indexable Insert  
Solid Tool  
Tooling  
Bandsaw Blade  
Production Tools Spareparts  
Special Cutting Tool Part  
Tap And Die

### MEASURING & TESTING

Anemometer  
Battery Tester  
Bench Centre  
Cable And Electric Appliance  
Calibration Tool  
Caliper  
Clamp Meter  
CMM - Coordinate Measuring  
Machine  
Coating And Material Analysis  
Depth Gauge

### WELDING

Burner  
Cutting  
Econo - Dial Series  
Flash Back Arestor  
Gas Cutting Machine  
Gas Server  
Heating  
Mixer Gas  
Plasma Cutting  
Regulator  
Welding

⑤ PT. Omega Taiyo Teknologi

Automotive

URL : <http://ott.co.id/>  
 Address(City) : Cikarang  
 Year of establish : 2011  
 Annual sales : 4 million USD  
 No. of Employee : 35

Experience of purchasing/distributing Japanese products : Yes  
 Experience of purchasing/distributing other than Japanese products : Yes

**Company description :**

PT Omega Taiyo Teknologi, established in 2011 to fulfill the needed for High Quality Industrial machining Machine for Indonesia market. OTT provides wide range of Machine from manual machine to CNC Machine. All the machine followed the latest technology in the world, Support with high level engineer and professional Sales force.

**Current handled products :**

• CNC Machine (Milling, 5 Axis CNC) • EDM & Wirecut • Grinding (Surface Grinding)

**Current sales channel :**

Direct to end-user in wide range of Industry

**We would like to:**

- to purchase their machinery and industrial products
- to purchase their parts and components

**Interested in:**

- Additive Manufacturing Equipment(e.g. 3D Printer)
- Gear cutting and finishing machines
- Grinding / Abrasive Machining / Finishing
- Inspection / Measurement Equipment

**Details :**

We are looking for Industrial Machinery to promote to distribute with a package of several machinery/equipment.

PT. Omega Taiyo Teknologi (OTT) is present at the right time to provide a solution to the industrial business in Indonesia by providing quality machines of the worldwide brands. Founded in 2011 by Subhan Herman Hendro who has the experience in the machine industry more than 20 years.

OTT Provide a wide range of machines from CNC to the manual products. All the machines are always following the latest technology and handled by professional sales force and always prioritize solutions.





**OTT**  
PT. OMEGA TAIYO TEKNOLOGI

brother Mazak Sodick SHIGIYA Campzo  
PROTH TOP WORK WELE TOP KING  
CHIN FONG Wipho WILLMAX AccuteX  
Neu-ar PSM  
POLY GIM HONG JI  
AUTO SUPER KNC

Cikarang Square Blok F, Cikarang  
Bekasi 17530, Jawa Barat, Indonesia  
Phone : +62-21-29094470  
+62 8158 816 429  
Fax : +62-21-29094471  
Website : www.ott.co.id

Rising With Quality

## The Product brands:

- 1 Mazak
- 2 Brother
- 3 Sodick
- 4 Wele
- 5 Campro
- 6 Neuvar
- 7 Manford
- 8 Winho
- 9 Top Work
- 10 Top King
- 11 Phoboes
- 12 Polygim
- 13 Proth

And many other brands

## Customers:

- 1 PT. Chemco Harapan Nusantara
  - 2 PT. Showa Engineering Fanufacturing
  - 3 PT. Astra Daihatsu Motor
  - 4 PT. Asahi Indonesia
  - 5 PT. Astra Otopart
  - 6 PT. Yanmar
  - 7 PT. Tekno Indonesia
  - 8 PT. Multi Strada Arah Sarana
  - 9 PT. Honda Prospect Motor
  - 10 PT. Mega Mandiri Lestari
- And others

# ⑥ PT. Sinar Bersih Sukses Jaya

## Chemical



## ⑥ SINAR BERSIH SUKSES JAYA

バイヤー情報

URL : <http://sinarbersih.com/>  
Address(City) : Jakarta Utara  
Year of establish : 2019  
Annual sales : IDR 800 Million  
No. of Employee : 10

Experience of purchasing/distributing Japanese products : No  
Experience of purchasing/distributing other than Japanese products : No

### Company description :

Sinar Bersih is a brand for quality and environmentally friendly cleaning fluid products. It was first launched in 2016, with the first product being Karbol Lemongrass, insect repellent liquid and until now the Sinar Bersih Brand is increasingly recognized and trusted by various groups.

### Current handled products :

[Chemical products]

- Cleaning Products (Liquid Detergent, Sanitizer, Hand Soap, Dish Soap)
- Houseware products
- Safety Equipment/Health Support/Beauty

### Current sales channel :

Direct to customer, and also use reseller

### We would like to:

- to handle their components as a distributor

### Interested in:

- Special Purpose Equipment  
(Cleaning products / Houseware / Safety Equipment)

### Details :

Our current business is distributing chemical products to customer, however, we would like to expand business of cleaning for industry therefore looking for Industrial clean machine too.



## ⑥ SINAR BERSIH SUKSES JAYA

会社概要

Sinar Bersih is a brand for quality and environmentally friendly cleaning fluid products. It was first launched in 2016, with the first product being Karbol Lemongrass, insect repellent liquid and until now the Sinar Bersih Brand is increasingly recognized and trusted by various groups.

Under PT Sinar Bersih Sukses Jaya, Sinar Bersih products have become part of the need for household cleaning fluids. Seeing the increasing prospect of the household cleaning fluid business, Sinar Bersih has carried out various innovations by launching other products ranging from Cleaning Liquids, Houseware, Cleaning and Health Equipment to Cosmetics.

Entering 2019, Sinar Bersih comes with various product variants such as lemon grass dish cleaner, lavender floor cleaner, and strawberry hand sanitizer. So in early 2020, Sinar Bersih has created a formula for safe hand sanitizer and disinfectant products with various fragrance variants.

Starting from the household market, now Sinar Bersih has also expanded its market to market needs of companies such as hotels, offices, workshops, shops, supermarkets, restaurants, and even hospitals. They have become customers who always repeat orders in large numbers. During the pandemic we also supply multinational companies such as PT. Gojek Indonesia, Banks and several state-owned companies.



## CLEANING PRODUCTS



CLEANING PRODUCT  
Deterjen Cair



CLEANING PRODUCT  
Hand Sanitizer 1 Liter



CLEANING PRODUCT  
Karbol Sereh



CLEANING PRODUCT  
Pelembut Baju



CLEANING PRODUCT  
Pembersih Kaca



CLEANING PRODUCT  
Pembersih Lantai  
Lavender



CLEANING PRODUCT  
Pembersih Lantai  
Lemongrass



CLEANING PRODUCT  
Pengharum Baju

## OTHER PRODUCTS

- ✓ **HOUSEWARE PRODUCTS**
- ✓ **SAFETY EQUIPMENT**
- ✓ **HEALTH SUPPORT**
- ✓ **BEAUTY**

# ⑦ PT. Triwira Global Solution

Construction

**URL** : <http://triwirasolution.com/>  
**Address(City)** : Bekasi  
**Year of establish** : 2016  
**Annual sales** : NA  
**No. of Employee** : NA

**Experience of purchasing/distributing Japanese products** : No  
**Experience of purchasing/distributing other than Japanese products** : Yes

**Company description :**

Currently we are mainly distributing TURBO (leading Private China manufacture of ground engaging tools and industries casting products to international ts) products for the mining and construction industries.

**Current handled products :**

• Rock Chisel • Twin Tiger • Uni tip – Fork Tip • Excavator • Shanks

**Current sales channel :**

Direct sales to end-user & resale

**We would like to:**

to handle their components as a distributor

**Interested in:**

Machine Components and Accessories

**Details :**

We are looking for new suppliers, especially we are looking for the followings,

- Undercarriage
- G.E.T (Ground Engagements Tools)
- Hydraulic Components and Parts

Distributor of TURBO products. TURBO is a leading Private China manufacture of ground engaging tools and industries casting products to international markets. TURBO uses its years of experience to develop quality products for the mining, construction industries.

