

CHAPTER 2

GENERAL REVIEW

2.1 Company Profile

PT. Bersaudara Inti Corpora is an export – import business that manufactures and sells raw materials in a number of nations. It was established in 1994. This business started out as a limited partnership run by Three of brother and sisters, but it eventually changed to a limited liability corporation. There are several subsidiaries of PT. Bersaudara Inti Corpora, one of them is:

1. The company PT. Bersaudara Inti Corpora (Kembangan). Which deals with raw materials including papers, aluminium, and others
2. PT. Jaya Slitting Paperindo (Tangerang) which paper mill paper production mills & Industries
3. PT. Adhi Jaya Metalindo Providing high quality aluminium Wires and aluminium one.
4. PT. Indoplast Makmur Fortuna is who providing paper production and marketing.
5. Additionally, many PT. cooperation were formed to providing regional product.

PT. Bersaudara Inti Corpora's primary offering is the selling of raw materials, beginning with the manufacturing process:

- a. Make an order with supplier
- b. Obtain an L/S from the exporter's country bank, which can serve as a confirming or advising bank. (*negotiation bank*)

- c. Use a shipping airline to reserve a ship's accommodation.
- d. Whether or not using expedition services and others, loading product
- e. And the last step is the service before the material is sent by suppliers. Standard operating procedures are used to operate the service (*Standard Operating Procedures.*)

2.2.1 The Company goals and Objective

Since PT. Bersaudara Inti Corpora has been in operation for around 20 years. It is only natural that it has a vision and goals. PT. Bersaudara Inti Corpora has the following goals for the future :

“to establish itself as a top supply chain firm worldwide”

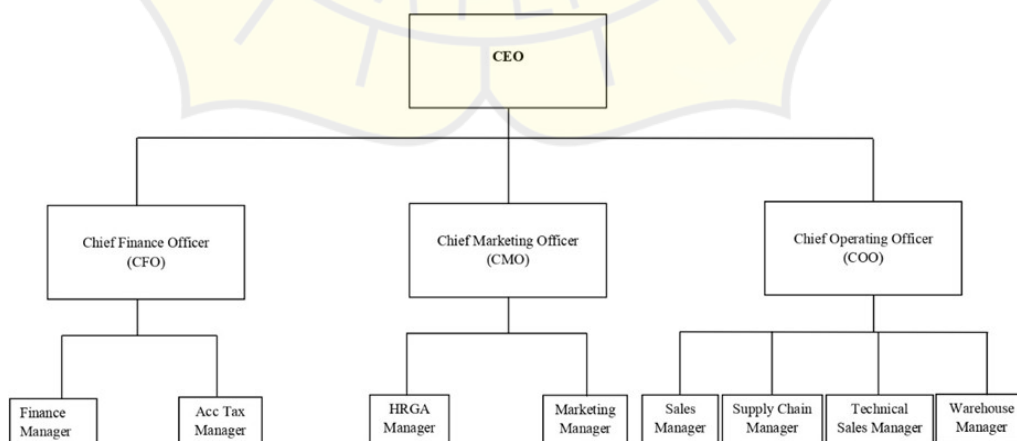
& Objective:

“To offer premium goods and cutting-edge solutions for industrial demands.”

2.2 PT. Bersaudara Inti Corpora Structure Organization

The organization structure defines the division of roles and specific tasks according to positions. As well as information about the divisions that make up the business and who is accountable to whom, This organizational structure aids in the productivity of staff members and the smooth operation of the company.

PT. Bersaudara Inti Corpora organizational structure is as follows :



Picture 1 of organizational structure of PT. Bersaudara Inti Corpora.

The operational operations of PT. Bersaudara Inti Corpora adopt a functional from structure. This functional organizational structures is a structure that divides into units in accordance with the competencies of its personnel.

2.3 PT.Bersaudara Inti Corpora Product

Raw materials are produced by PT. Bersaudara Inti Corpora and given to the flexible packaging sector and other industries from well-known vendors throughout the world to guarantee client satisfaction Paper

The need for papers is increasing tremendously in the modern period. Despite the availability of plastic, paper is still a preferred material because of its improved durability and environmental friendliness. Macroeconomic variables spending. Demographics like population aging and growth. And urbanization all contribute to increased paper consumption and development in the flexible packaging sector.

2.4.2 Paper

include :

1. Machine Glazed (MG) / Litho Paper



Picture 2 of Machine Glazed (MG) / Litho Paper

MG or better known as Machine Glazed or Litho Paper is an uncoated machine glazed finishing paper with a shiny appearance on one side and a slightly rough surface on the other side. MG paper combines certain features such as high smoothness and glossiness together with high tensile strength, making it perfect raw material for a vast range of technical and packaging applications, laminations, and coatings.

- Features & Benefits
 - ✓ Excellent glossy surface with high strength
 - ✓ Better surface cleanliness
 - ✓ Good dimensional stability
 - ✓ Suitable for running on high speed machines
- Recommended Applications
 - ✓ Cigarette Inner Wrap
 - ✓ Doilies
 - ✓ Cupcake
 - ✓ Flexible Packaging
 - ✓ Plywood
 - ✓ Satchel Bag
 - ✓ Wrapping Paper
 - ✓ Ice Cream Cone

2. Cupstock Paper



Picture 3 of Cupstock Paper

Cupstock paper is a food-safe paper, suitable for both hot and cold food and

beverages. Each base paper consists of 2 or 3 layers, known as ply. High quality cupstock paper has the ability to withstand liquid holdout challenges because it's laminated with PE, PLA, or Water Base solutions and is supported by one of its mechanical properties:

- **Features & Benefits**

- ✓ Suitable for both hot and cold food and beverages
- ✓ Food-safe
- ✓ Sustainable and renewable

- **Recommended Applications**

- ✓ Paper Cup
- ✓ Paper Bowl

2. Art Paper



Picture 4 of Art Paper

Art paper refers to a type of coated paper commonly used for high-quality printing magazines, brochures, book covers and calendars. Its features include

high smooth and glossy coated surface, alongside high flexibility and short-time water resistance. With these factors, art paper becomes a necessity especially for marketing purposes as it gives a premium and elegant look.

- **Features & Benefits**

- ✓ Excellent printability
- ✓ Excellent glossy effect
- ✓ High stiffness

- **Recommended Applications**

- ✓ Noodle Lid Cup
- ✓ Candy Wrapping
- ✓ Pharmaceutical Packaging

3. Grease proof Paper



Picture 5 of Grease proof Paper

Grease Proof paper is formulated with an oil protection system that is impermeable to oil/grease and moisture. Due to its ability in preventing fat and

moisture penetration into or through the paper structure, it is generally used for cooking and various food packaging applications.

- **Features & Benefits**

- ✓ Hygienic protection during cooking and baking
- ✓ Excellent grease & heat resistant, certified for dry and fatty foods at

temperatures up to 220 C

- ✓ Biodegradable, compostable and recyclable
- ✓ Excellent run ability and quick adhesion of glue
- ✓ Printable by flexographic and offset printers

- **Recommended Applications**

- ✓ Fast food bags and pouches for French fries, burgers, wraps, hot dogs and sandwiches

- ✓ Cupcake Paper
- ✓ Food liners, wrapping and handling of pastries and confectionery
- ✓ Bakery bags for wrapping

4. Ivory Paper



Picture 6 of Ivory Paper

Ivory paper has multiple variations, some better suited for non-food packaging items such as outerboxes for toiletries and pharmaceuticals and some food packaging items. Characteristics of ivory paper for non-food packaging industry is stiff & bulky, enabling the products to be highly stacked. Since it is for outerbox applications, its printability plays a role in building a brand for the product itself. Together, these characteristics make the product look more premium.

On the other hand, ivory paper used for food packaging application has the ability to be stacked with other food, withstand grease and fridge condition.

- **Features & Benefit**

- ✓ Suitable for both food and non-food packaging items
- ✓ Food-safe
- ✓ High stiffness & bulky
- ✓ Excellent printability for fancy printing

- **Recommended Applications**

- ✓ Paper Lunchbox
- ✓ Food Tray
- ✓ Pharmaceutical Outerbox
- ✓ Toiletries Outerbox
- ✓ Cosmetic Outerbox

5. Machine Finished (MF) Kraft



Picture 7 of Finished (MF) Kraft

MF or better known as MF Kraft is an uncoated paper with machine finished, engineered for excellent smoothness and strength properties. It features a high folding endurance and good dimensional stability. Super runnability allows for trouble-free converting processes.

- **Features & Benefits**

- ✓ Good smoothness
- ✓ Good strength in tensile, tearing, and bursting
- ✓ High folding endurance
- ✓ Good dimensional stability
- ✓ Comply with FDA standard and BFR XXXVI for direct food contact

✓ Good runnability in converting processes

• **Recommended Applications**

✓ Shopping Bag

✓ Food Packaging Pouch

✓ Groceries Bag

✓ Paper Straw

✓ Cone Cup

✓ Disposable Drinking Cup Liners

2.3.2 Plastic Film



Picture 8 of Plastic Film

Plastic has now become one of the most imperative and highly-sought materials in terms of flexible packaging. In just a few decades, plastic has transformed our surroundings significantly – there are very few places that you can go to, that

are free from plastic. The creation of plastic and its wide sweeping applications, has allowed for people to acquire products much cheaper than they could in the past. Additionally, plastic opened up a whole world of possibilities for products, both consumer and industrial. With the continuous advancements in technology, plastic will always remain a necessity in our lives.

one of the products and types of plastic film from us is :

1. Nylon Film



Picture 9 of Nylon Film

Nylon is a clear and printable thermoplastic that has a relatively high melting point, exceptional strength and toughness, and good oxygen barrier properties. It is also scratch, puncture, and flex-crack resistant and does not dissolve/absorb grease, oil, or acidic food. Its toughness makes nylon suitable in protecting packaged materials

from collision and leakage. With these properties, nylon is widely used in conventional and microwave cooking packaging

- **Features & Benefits**

- ✓ Good Oxygen Barrier
- ✓ Thermal Stability
- ✓ Thermoformability Toughness

2.3.3 Aluminium

Additionally, aluminum is a component of food additives, buffered aspirin, antacids, deodorants, nasal sprays, astringents, antiperspirants, drinking water, cigarette smoke, auto exhaust, and aluminum foil.

2.4 Theory Basis Of Purchasing

2.4.1 Purchasing

One of the key actions in acquiring items and services to ease a company's operating cycle is purchasing. Other names for purchasing include procurement of product.

The definition of purchasing is "managing the inputs into the company's transition (production process)" in other words, purchasing is the handling of inputs into a company's or business of company's production process

2.4.2 The Purchasing Function

A company's operation are heavily supported only by acquisitions, particularly those of basic supplies, the basic components

that companies require to make completed items are not fully processed. This perspective leads to the conclusion

that the companies as a whole are dependent on the purchasing process for its day to day operations. So, in order to plan inside a company's, the buying division is absolutely essential.

The purchasing department is required for a number of reasons, including :

1. Verify if the products are required by the company.
2. Check every purchase has been approved by senior management
3. Ensure that the goods/item arrive on time and in good condition.
4. To make payments easier and ensure fast payment
5. Documentation / filling for invoice, packing list, bill of lading, facture, purchase order, L/C.

And the writer lists some factors that make purchasing a crucial function in the supply chain:

1. The purchasing function is in charge of supplying the organization with the things it needs, starting with the quality of the product, pricing, purchases, designs, and other factors.
2. The company can save money from the purchases made as compared to the base price it chose.

Industrial buying behavior: decision making in purchasing industrial market has to deal with companies, governmental organizations who need the purchased products to feed, support and maintain their primary supporting process consumer market: the marketer faces individuals who strive for an immediate satisfaction of their needs.

The biggest difference is the interaction and (mutual) interdependency between buyer and seller. Unlike the consumer sector, business-to-business markets are often characterized by long-lasting relationships between the buying and the selling parties.

variables that affect the buying process: characteristic of the product strategic, importance of the purchase, sums of money involved in the purchases characteristics of the purchasing market, degree of risk related to the purchase, role of the purchasing department in the organization, degree to which the purchase product affects existing routines in the organization.

