

Manufacturing and Supply of Adhesive Tapes and Packaging Materials

GTG Manufacturing Sdn Bhd

(968289-M)

Ong Jin Siong
Managing Director



Success Through Perseverance

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G TG Manufacturing Sdn Bhd (GMSB) was established on 15 November 2011 with the mission of supplying superior quality adhesive tapes at competitive pricing for its customers. The company manufactures a wide range of adhesive tapes in the forms of jumbo rolls, log rolls and finished rolls which include single sided tapes, double-sided tapes as well as protection films for various surfaces. GMSB has tailored its products to meet the specific requirements of their customers from a myriad of industries ranging from packaging, automotive, electrical, advertising, printing, logistics and many others.



BUSINESS CHALLENGES

Ong Jin Siong, the Managing Director of GMSB, shares that the business started small and encountered numerous challenges during those early periods. These challenges include cash flow uncertainties, high staff turnover and establishing themselves in the market. Despite all these obstacles, Ong finds the biggest test for every business owner during this formative period is to maintain their enthusiasm and to never give up.



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it as an opportunity to correct our direction for future success,” the Managing Director shares.

Ong says that performing daily prayers helps him to keep calm in the face of challenges. On top of that, he also believes in keeping things simple. This approach means having the clarity to know what we should and shouldn't do.

“For example, we should be focusing our energy on getting more sales and should not be wasting time or indulging in negative thoughts or feelings,” he adds.

While GMSB has developed into a recognized player in the packaging industry, Ong admits that attracting talented and loyal staff remains a challenge for the company. In addressing this issue, GMSB places a high priority on staff welfare, and



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this includes always paying them on time. Personally, Ong tries to spend time talking with his staff or taking them for lunch whenever he can. Currently, GMSB has around 60 newly hired employee by the company.

“While we can develop talents, loyalty is something money can't buy,” Ong reflects.

LEADERSHIP STYLE

The Managing Director believes a leader should always be respectful of everyone regardless of their position. Ong tries to demonstrate value into action by being fair in both his conducts and speeches. He holds firmly to the religious verse of 'Do unto others what you would like them to do unto you.'

He also believes in the importance of planning and taking actions, and never let the naysayers stop you from believing in yourself as critical elements for success.

“If you believe that you can; then you can. It is that simple,” Ong clarifies.

The Managing Director shares his aspiration of making GSMB a global and public listed company.

AWARDS & ACHIEVEMENTS	DATE RECEIVED	AWARDED BY
ISO 9001 : 2015	2016	UKAS
ISO 14001 : 2015	2016	UKAS
CE Certified	2018	Shenzen Lab
Rohs Compliance	2019	SGS
Reach Compliance	2020	SGS

ENGAGEMENT WITH SME BANK

The decision to choose SME Bank as their financing partner was an easy one for GMSB. Ong shares his admiration for the Bank's outstanding reputation and role in assisting SMEs in Malaysia.

The Bank has supported GMSB growth by easing cash flow and financing the acquisitions of machines. Furthermore, the Bank also provides business guidance to the company.

CONCLUSION

The story of GMSB highlights the importance of self-belief and perseverance in business. The ability to bounce back from failure is an essential quality of every successful entrepreneur. As the great Winston Churchill once said 'Success is not final, failure is not final; it is the courage to continue that counts.' INFRONT



BEFORE	NOW	FUTURE
<ul style="list-style-type: none"> • Less structured operations • Limited production capacity 	<ul style="list-style-type: none"> • Structured operations • Certified by international organizations • Recognized in the industry 	<ul style="list-style-type: none"> • Global presence • Public listed company



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