

# Mentawai Gallery



Dony Eka Putra, Owner

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**D**ony Eka Putra left high school early and began to learn the carpentry trade from his father. He started his own business when he was 18 – Mentawai Gallery – to sell wood décor for home display.

“My father is the most influential person in my life. He taught me the skills of wood carving and more importantly, the skills of running a business,” Dony said.

Dony’s father ran an antique shop, and “he shared his rich knowledge of the trade with me,” Dony said. “He wanted me to have my own ideas for life, not only for business. He encouraged me to think in new ways and live on my own.

“I sell unique products. When I introduce new items, others try to imitate me. But I have my skills to make my works special,” Dony said with great confidence.

Mentawai’s best sellers are exquisitely designed wooden chairs, bowls and wall reliefs. Dony sources raw materials from Java, enabling Mentawai to offer competitive prices.

Dony said his talent is in designing the products according to the special

qualities of the raw materials he uses. “Every piece of wood is unique in my eyes. Through my imagination and skill, I can bring out each material’s inner characteristics. That’s the big difference between me and the others,” he said with a laugh.

“Business has generally been great, but the economic crisis has hit us hard,” Dony said. “Fortunately, we know how to help each other to get through the difficulties.”

One of his strong supporters is The Export Service Centre, “which has brought me thousands of dollars of orders since last year, just at the time when I needed help the most,” Dony said. In addition to the marketing promotion that ESC offers Dony, it also advises on quality control and supports him with The You Shop We Ship service.

“ESC brings customers to my shop nearly every month. In this tough economy, orders from The Export Service Centre have helped me retain more workers than otherwise possible,” Dony said. “It’s good for all of us.”

## Organization profile

<b>Company</b>	Mentawai Gallery
<b>Owner</b>	Dony Eka Putra
<b>Established</b>	2000
<b>Email</b>	N/A
<b>URL</b>	N/A
<b>Location</b>	Denpasar, Bali, Indonesia
<b>Retail outlets</b>	N/A
<b>Business type</b>	Supplier & Retailer
<b>Employees</b>	7
<b>Subcontractors</b>	N/A
<b>Main products</b>	Bowls, Stands, Chairs
<b>Export markets</b>	Australia, Europe, USA
<b>Export proportion</b>	70%
<b>Annual sales</b>	\$12,000
<b>ESC partner</b>	Since 2007

## People & products

