

MECHANISATION & WORKSHOP MANAGEMENT IN OIL PALM PLANTATION

ISP Management (M) Sdn Bhd



1 - 2 OCT 2025



ISP HEADQUARTERS, SUITE 3A01,
LEVEL 3A, PJ TOWER, AMCORP TRADE
CENTRE, 18 PERSIARAN BARAT, 46050
PETALING JAYA, SELANGOR

RM 1,100 MEMBER

RM 1,300 NON-MEMBER

SPEAKER: MR. VIJAY TKB MENON



Vijay TKB Menon is a seasoned leader with over 40 years of experience in the Oil Palm and Rubber industries across Malaysia and Indonesia. Known for building strong teams and delivering results, he is passionate about sustainable work processes and developing talent to drive industry growth.

He is also a HRDC Accredited Trainer. Vijay has held key leadership roles, including General Manager of Estates at Kumpulan Guthrie (managing 128,000 hectares) and VP of Agronomy Audit at Smart TBK (overseeing 400,000 hectares). In addition, he was also the Deputy CEO of Gozzo TBK (60k ha) and was the former chairman of Selangor Planters Association and Malaysian Palm Oil Association Selangor. His expertise spans peat soil management and inland mineral soils, water management in large coastal basins, farm mechanization, and innovative harvesting systems, amidst many. He is committed to a vision to push yield averages to above 8 metric tonnes per hectare with proactive work systems and best practices from seed to sustainable care for the Oil Palm in all stages of its economic life span and peak work demands of tomorrow.

OBJECTIVES

- Understand the key principles of mechanisation in oil palm estates
- Gain insights into the concept and role of a Central Workshop, including its operational benefits in a mechanised estate environment.
- Evaluate the financial impact and efficiency gains from centralized maintenance and reduced equipment downtime.
- Recognize the safety and productivity improvements brought by adopting mechanised systems and workshop centralisation.

LEARNING OUTCOMES

- Understand the principles of mechanization in an oil palm estate.
- Gain specific knowledge on Mechanically Assisted Infield Collection of Fresh Fruit Bunches (FFB).
- Understand the concept and operational functions of a Central Workshop in estate mechanization.
- Evaluate the role of a Central Workshop in reducing equipment downtime.
- Assess the financial and safety benefits of a Central Workshop within a mechanized estate system.

DAY 1 - PRINCIPLES OF MECHANISATION AND LAND ADAPTATION

MORNING SESSION (9.00 AM - 12.30 PM)

- Opening & Introduction
 - ▶ Ice breaker, Objectives
- Overview on Mechanisation and benefits, definition, and importance. The initial challenges on terrain and training and costs
 - ▶ Impact on Yield, Costs & Productivity
 - ▶ Commitment to change and speak the same language
- Nursery and Field upkeep and what it takes for sustainability. Watering techniques, fertigation, auguring and GPS
- Field mechanization tools

AFTERNOON SESSION (2.00 PM - 5.00 PM)

- Harvesting and Collection equipment and systems
 - ▶ What, Where & Why
 - ▶ Investment and ROI
 - ▶ Innovation
- Field preparation and the choice of machines, worker dynamics
 - ▶ Energizer, Pictures, Methods Group Discussion
- Fertilizer and Spraying. MAIC implementation. Case studies on successful implementation
 - ▶ Impact and sustainable works
- Review and Q&A

TARGET AUDIENCE

This programme is designed for plantation managers in every functional area of responsibility in plantation environment. This programme is suitable for:

- Estate Managers and Assistant Managers
- Plantation Engineers and Workshop Supervisors
- Accounts/Costing Executives involved in estate operations
- Technical Officers and Mechanization Team Leads
- Anyone involved in planning, implementing, or managing mechanized systems in oil palm estates

METHODOLOGY

- Lectures
- Case studies
- Group discussion

DAY 2 – CENTRAL WORKSHOP AND MANAGEMENT BENEFITS

MORNING SESSION (9.00 AM - 12.30 PM)

- Welcome and brief overview on workshop roles. Definition and purpose. Comparison with a decentralized setup
 - ▶ How it forms a backbone of Estate Mechanization initiatives, Preventive and corrective maintenance
- Operational Benefits, field productivity and lower duplication
 - ▶ Faster equipment turnaround, schedules SOP, spare part inventory, supervision and staff
- Activity: Case study on its impact on harvesting

AFTERNOON SESSION (2.00 PM - 5.00 PM)

- Financial and Manpower Benefits, Economics of scale, Skills sharing, reduce outsourcing
 - ▶ Energizer, Group Activity: Compare costs Centralized vs Decentralized workshop
- Safety Compliance
 - ▶ Activity: Group Discussion & Presentation on Safety Compliance
- Q&A and Wrap Up, Recap benefits with feedback
 - ▶ Compare current situation on participant estates, brainstorm how central workshop can benefit

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CENTRE, 18 PERSIARAN BARAT, 46050 PETALING JAYA, SELANGOR

REGISTRATION FORM

Please register the following personnel to attend the training as above.
Please photocopy for multiple bookings.

NAME: _____
I/C NO.: _____
EMAIL: _____
MOBILE NO.: _____
MEMBER: RM 1,100.00 (MEMBERSHIP NO.: _____)
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NAME: _____
I/C NO.: _____
EMAIL: _____
MOBILE NO.: _____
MEMBER: RM 1,100.00 (MEMBERSHIP NO.: _____)
NON-MEMBER: RM 1,300.00

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*****All fees are inclusive of 8% Sales and Service Tax (SST) for
Malaysians only.**

COMPANY NAME: _____
PERSON IN CHARGE: _____
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COMPANY STAMP / SIGNATURE

DEADLINE
26 SEPT 2025

PAYMENT METHOD

- ☐ HRDC GRANT
☐ CASH (WALK-IN ONLY)
☐ ONLINE TRANSFER
☐ ATM TRANSFER
☐ CHEQUE / BANK DRAFT
CHEQUE / BANK DRAFT NO.: _____
☐ CREDIT CARD: ☐ VISA ☐ MASTERCARD
CARD NO.: _____
CARDHOLDER NAME: _____
BANK NAME: _____
EXPIRY DATE: ____/____/____ (mm/yy)
SIGNATURE: _____

DATE: _____

AMOUNT: RM _____

Payment can be made to **ISP Management (M) Sdn Bhd** bank account
AMBANK ISLAMIC BERHAD/AMBANK BERHAD
888-101-596-8511

****Please return the registration form and provide proof of payment
to emails at the bottom of the page**

TERMS & CONDITIONS

- Request for cancellation must be made in writing.
- 100% refund will be made for written cancellation received 6 days before the day of the Training. Refund will be issued after the Training.
- No refund will be given for cancellation received after the Training. However, replacement is acceptable; please forward the replacement name to emails below.
- The registration form serves as the official invoice.
- All membership subscription should be paid before the day of the Training to entitle for members' rate, or else, non-members' rate will be applied.
- The Organizer shall not be held responsible for whatever cost (hotel reservation/ flight ticket) incurred by participants.
- The Organizer reserves the right to make changes to courses without prior notice whether in terms of date, time, venue or any other aspects.

FOR OFFICE USE ONLY

DATE: _____
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Registration must be done by faxing/emailing the registration form to the following:

☎ 03-7955 5561 Ms. Nadhira nadhira@isp.org.my Mr. Rizal rizalhisham@isp.org.my