# **MECHANISATION & WORKSHOP** MANAGEMENT IN OIL PALM **PLANTATION**

ISP Management (M) Sdn Bhd









HEADQUARTERS, 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

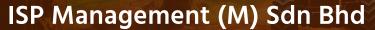
#### **MORNING SESSION (9.00 AM - 12.30 PM)**

- 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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1-2 OCT 2025



ISP HEADQUARTERS, SUITE 3A01, LEVEL 3A, PJ TOWER, AMCORP TRADE 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.: ) NON-MEMBER: RM 1,300.00  NAME: I/C NO.: EMAIL: MOBILE NO.: EMAIL: MOBILE NO.: MEMBER: RM 1,100.00 (MEMBERSHIP NO.: ) NON-MEMBER: RM 1,300.00	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:
NAME: I/C NO.: EMAIL: MOBILE NO.: MEMBER: RM 1,100.00 (MEMBERSHIP NO.: ) NON-MEMBER: RM 1,300.00	DATE:  AMOUNT: RM  Payment can be made to ISP Management (M) Sdn Bhd bank account AMBANK ISLAMIC BERHAD/AMBANK BERHAD 888-101-596-8511
NAME: I/C NO.: EMAIL: MOBILE NO.: MEMBER: RM 1,100.00 (MEMBERSHIP NO.: ) NON-MEMBER: RM 1,300.00  NAME: I/C NO.: EMAIL: MOBILE NO.: MEMBER: RM 1,100.00 (MEMBERSHIP NO.: )	**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
NON-MEMBER: RM 1,300.00  ***All fees are inclusive of 8% Sales and Service Tax (SST) for Malaysians only.  COMPANY NAME: PERSON IN CHARGE: TELEPHONE: EMAIL: ADDRESS:	<ul> <li>name to emails below.</li> <li>The registration form serves as the official invoice.</li> <li>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.</li> <li>The Organiser shall not be held responsible for whatever cost (hote reservation/ flight ticket) incurred by participants.</li> <li>The Organizer reserves the right to make changes to courses without prior notice whether in terms of date, time, venue or any other aspects.</li> </ul>
DEADLINE 26 SEPT 202	FOR OFFICE USE ONLY DATE: