

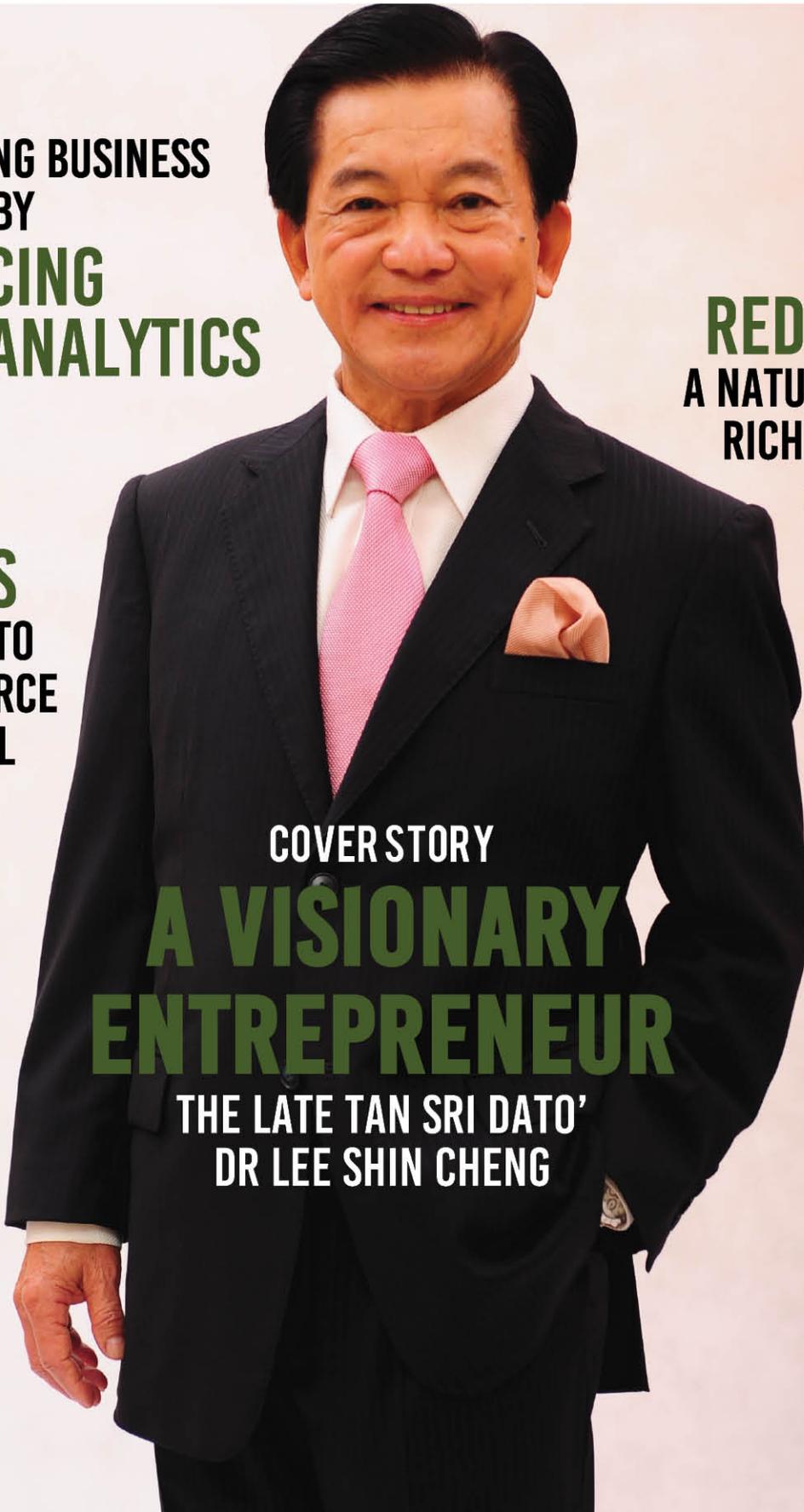
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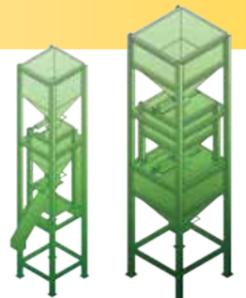
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Editor's Message

This month's issue talks about our Prime Minister, Tun Dr Mahathir Mohamad's speech at the International Community over Anti-Palm Oil Narrative, the government's positivity on the target to ensure that 5.85 million hectares of palm oil plantations nationwide achieve the Malaysian Sustainable Palm Oil (MSPO) followed by the Federal government forming a special joint committee headed by the Ministry of Primary Industries to monitor and ensure that the implementation of the B20 biodiesel fuel next year will proceed smoothly and much more.

Last month have seen the passing away of IOI Founder and Executive Chairman, Tan Sri Lee Shin Cheng. On behalf of the editorial team, we would like to express our deepest condolence to the family and IOI Corporation Berhad. In a remembrance of the late Tan Sri Lee Shin Cheng, we have published his biography on the Cover Story as a way to commemorate his success and contributions to the industry.

Take a look at our exclusive interview with Mr. Joe Lahra, the Executive Chairman of ABS.Global and ABS Innovations Sdn Bhd where we discussed about the organisation's background, holistic approaches and their contribution to the plantation and mill management. They also talked about their plan and strategy as the Leading Change Management advisors in the Palm Oil Plantation Industry.



Susan Tricia
Editor

We have celebrated the holy month of Ramadan with devotion and now it's time for Eid. We want to wish our Muslim readers Selamat Hari Raya. May this beautiful occasion blesses you and your loved ones.

I thank you for your continuous support to Asia Palm Oil Magazine. Stay in touch with us on www.asia-palmoil.com and follow us on Facebook and LinkedIn for more update.



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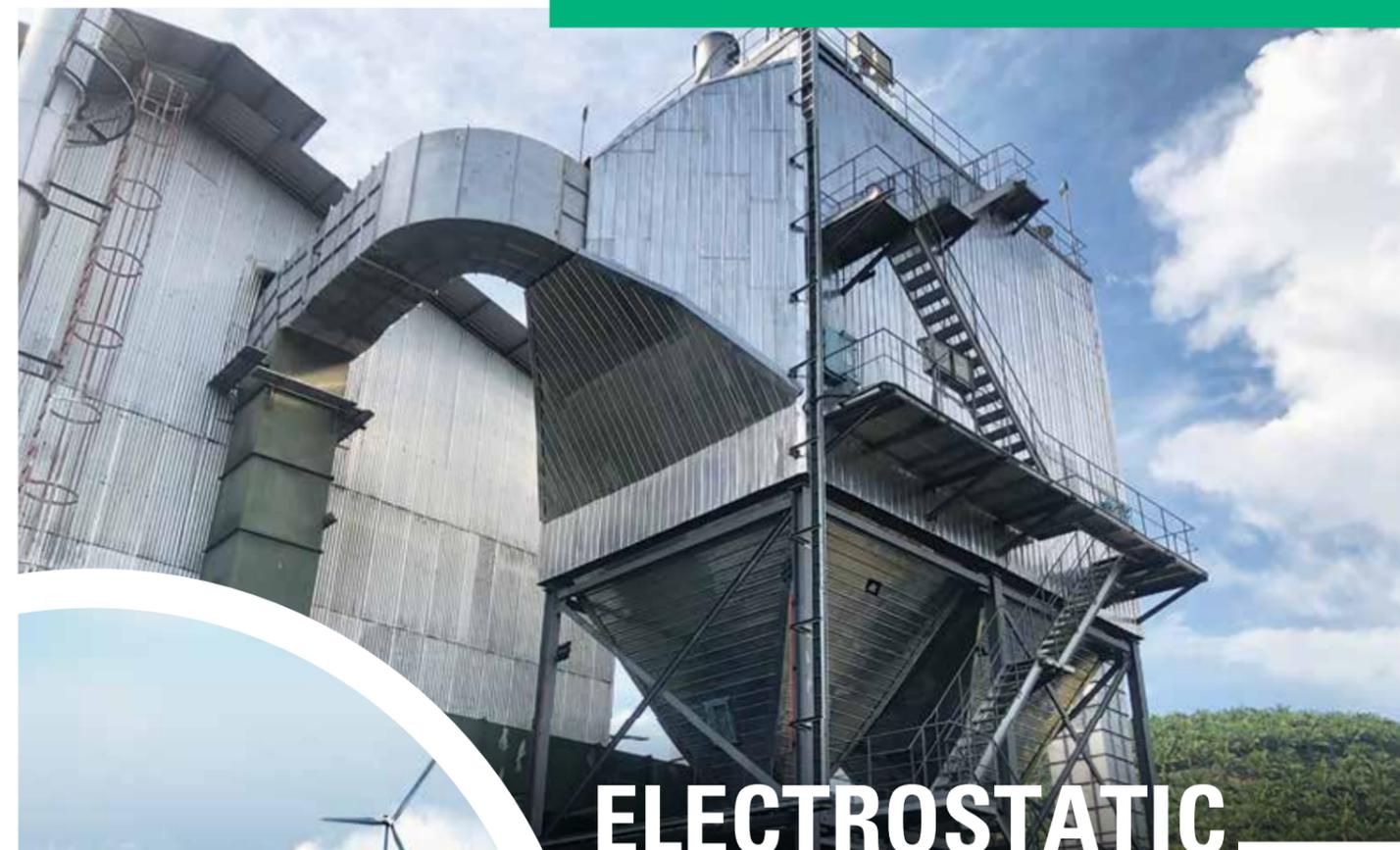
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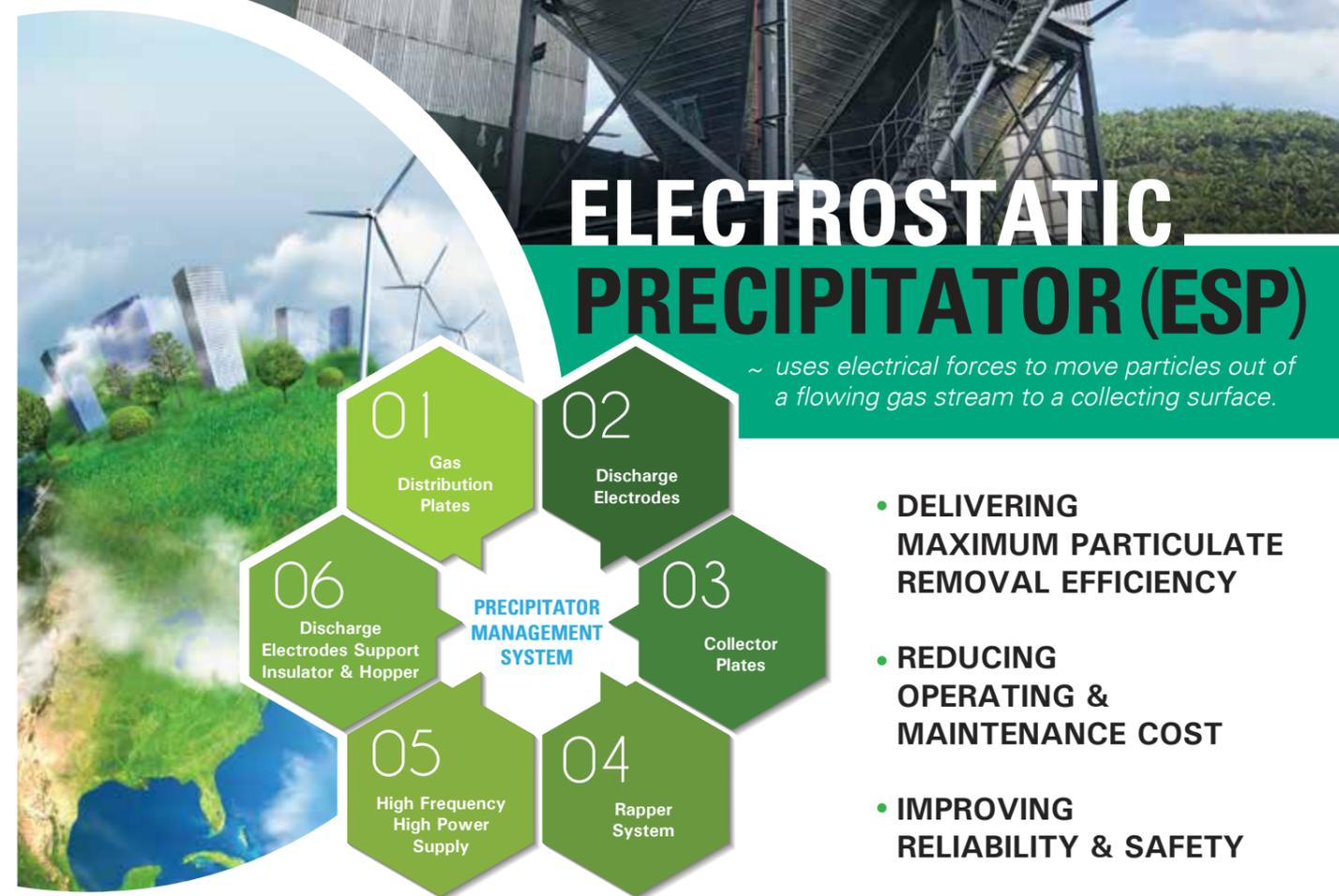
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CONTENTS

MAGAZINE

> ORGANIZATION NEWS

- 10 - CBIP Counts on Plantation Ops
- 12 - Firm Overcoming Worker Shortage
- 14 - MPOA Appeals to Sabah Government to Review Fees Structure
- 16 - Sime Darby's Easy Tool To Check Source of Palm Oil

> INDUSTRY NEWS

- 20 - Biodiesel Containing Malaysian Palm Oil to be Tested on Chinese Vehicle
- 24 - Malaysia Strikes Palm Oil Barter Trade Deal with China
- 26 - Palm Oil Industry Makes Joint Call for CSPO Support
- 32 - Malaysia PM Mahathir Takes Aim at International Community over Anti-Palm Oil Narrative

> INTERNATIONAL NEWS

- 34 - More Funds, Research Needed to Counter West's Anti-Palm Oil Campaign
- 38 - Indonesia Testing 30% Biodiesel in Cars; Next Trains
- 42 - Thailand Expands Palm Oil and Rubber Markets to India

> PLANTERS CORNER

- 44 - Yield Performance After Applying IBG Bio Fertilizer At Jobenar Raya Estate



> GREEN SOLUTIONS

- 50 - Malaysia Committed to Key Role as Biofuel Technology Player

> REFINERY NEWS

- 52 - POIC Lahad Datu Designated as Tender Port for CPO, Palm Olein Futures
- 54 - Red Palm Oil - A Natural Nutrient, Rich in Vitamins & Antioxidants

> TECHNOLOGY & PRODUCT NEWS

- 58 - Launch of Solutions Devoted to Construction
- 62 - Empowering Business Decisions by Embracing Cloud Analytics

> DID YOU KNOW?

- 64 - Palm Oil Not Linked With Diseases

> IN THE HOT SEAT

- 72 - Interview with Mr Joe Lahra, Executive Chairman of ABS.Global and ABS Innovations Sdn Bhd.



> COVER STORY

- 76 - The Late Tan Sri Dato' Dr Lee Shin Cheng ; A Visionary Entrepreneur



> FBI IN ACTION

- 80 - Fusionex Set to Transform Palm Oil Industry through AI and Industry 4.0 Technology
- 82 - "Seizing Opportunity, Building Resiliency" PALMEX Malaysia 2019 Aims to Increase Sustainability of Palm Oil Industry

> EVENT HIGHLIGHT

- 84 - Agri Malaysia

CBIP Counts on Plantation Ops

CB Industrial Product Holding (CBIP) Bhd expects its plantation business to break even next year. Managing director Datuk Lim Chai Beng told StarBiz that yields from the oil palm trees are increasing steadily.

“For our plantation segment, the trees are growing and they are all very young now. We will see a breakeven in the financial year ending Dec 31, 2020 (FY20) while in FY21, we will make a profit in this segment. But for this year, there will still be some startup losses,” Lim said.

“All these are young oil palm plants of about five to seven years of age. We have planted the trees from 2015 to 2017 and it is still too early to talk about projections and profit expected. We just have to let the trees grow,” he added.

“The fruits are yielding more and more. We have also set up a mill and the mill utilization up to today is about 40%-50%. “This year, we expect the mill to reach about 60% utilization because it had just begun operations. This part of the business just started and we have to build it up,” he said.

According to CBIP’s 2018 annual report, its oil palm plantation and milling segment posted a loss of RM8.8mil in FY18 as compared to a loss of RM9.2mil in FY17.



Lim: We are also expanding into the commercial sector in the private sector.

“This segment was still incurring losses because the age profile of the palm trees are relatively young, thereby generating low revenue. However, losses have been narrowed as the oil palm trees mature,” CBIP said. The company also said profitability should improve in the coming years following the commencement of its palm oil mill in April. Lim said the company had no plans to expand its plantation land bank, noting that it wanted to consolidate what it had at the moment.

Meanwhile, he expects the outlook for CBIP’s special-purpose vehicle contracts to improve from next year. “For this business segment, we are mostly dealing with the ministries. The Pakatan Harapan government is currently consolidating the nation’s finances to a stronger position. This is already coming into the second year and I don’t think they can continue holding off spending for too long,” he said.

CBIP’s special-purpose vehicle segment under AVP Engineering (M) Sdn Bhd retrofits and sells ambulances and fire engines to the government. “It is the Health, Defense and Local Government Ministries. I believe they will need to replenish soon since we have not been having any orders for almost two years,” Lim said.

“But we are also expanding into the commercial sector in the private sector. In the many years of this business, we have built up the brand. We believe we are competitive to participate in these government contracts,” he added.

Lim also expects CBIP’s two biodiesel plants to be fully up and running next year. “It will only be partial this year. We have two (palm oil) factories and three biodiesel plants. The planned supply will be sent straight to the petroleum companies.

“Once the mandate is fixed by the government, we will then supply to these companies. We should get our quota when our plant begins operations,” he said. Lim said CBIP had spent RM70mil to acquire the two factories and this included the debt which it is servicing now.

“Another RM30mil was spent to upgrade and clean up the plant. So it costs us RM100mil. The factory, with a throughput of 120,000 tonnes a year, costs us a total of RM40mil while the other one, with a throughput of 350,000 tonnes a year, costs about RM60mil,” he said.

Source: www.thestar.com.my

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FIRM OVERCOMING WORKER SHORTAGE

Ta Ann Holdings Berhad, a timber and oil palm plantation conglomerate, which is facing shortage of general workers, is taking several measures to overcome it. Among them is to work closely with the government in looking at alternative sources of recruitment.

Ta Ann non-independent executive chairman Datuk Amar Abdul Hamed Sepawai in his annual report at the company's annual general meeting said the group acknowledged that shortage of workers might have material impact on its operation.

Among those present at the meeting were non-independent group managing director and chief executive officer Datuk Wong Kuo Hea and senior independent non-executive director Datuk Abang Abdul Karim Tun Openg. "The group aims to achieve high worker retention and low staff turnover rate," he said. It had also pursued alternative harvesting mechanism to reduce dependency on foreign workers.

On its outlook for this year, Hamed said they were aware of the challenges that 2019 will bring. "Our oil palm division will continue to be the main contributor to the group's profitability. We anticipate higher fresh fruit bunch production due to increase in matured planted area.



Hamed (centre) chairing the AGM with Wong on his left and Abdul Karim.

"Demand in key export market is also expected to rise this year largely driven by India and China," he added. Its timber division, however, is going through a challenging period, mainly due to rising production cost, emergence of substitute products and stiff competition from timber producing countries like Vietnam and Indonesia.

On its performance for 2018, Hamed said the group's revenue for 2018 was RM967.23mil while profit before tax was RM113.12mil, 30% lower than the total in 2017. Net profit after tax was RM88.23mil. Barring unforeseen circumstances, the group is confident of a satisfactory performance for this year despite current global geopolitical situations such as trade war between China and US, slowing external demand and rising borrowing cost, which are expected to continue to weigh on global economy as well as Malaysia.

Source: www.thestar.com.my

Boustead Plantations CEO Chow Retires, Azlan to be Acting Chief

Boustead Plantation Bhd's chief executive officer Chow Kok Choy will be stepping down from his post effective July 31, following his retirement after serving the group for nearly five decades.

The company's deputy CEO Mohamad Azlan Jaafar has been appointed as the acting CEO, until a successor to the 71-year-old Chow is appointed. According to Boustead Plantations chairman Tan Sri Mohd Ghazali Che Mat, Chow's extensive expertise has been invaluable during his long-standing tenure with the group.

"On behalf of the board of directors, the management team and all Boustead Plantations employees, we would like to take this opportunity to express our sincere gratitude to Chow for his years of dedication and significant contributions to Boustead Plantations.



Chow joined the group in 1971 and has served as estate manager for several estates. In 1993, he became planting adviser of Boustead Estates Agency Sdn Bhd (BEA). He was appointed planting director of BEA

in 2001 and subsequently director of operations, plantation, BEA in 2008. He was the managing director of BEA since 2014. He also served as chief operating officer of Boustead Plantations from 2014 until his appointment as CEO in 2018. "The board has embarked on an immediate selection process to seek out the best candidate to replace Chow, with the right capabilities and mindset to drive the group forward.

"In the interim, Mohamad Azlan, who has 20 years of experience in the corporate arena and has been with the group for seven years, is well-qualified to take on the role of acting CEO with the support of the board and the experienced senior management team of the group," said Mohd Ghazali.

Source: www.thestar.com.my

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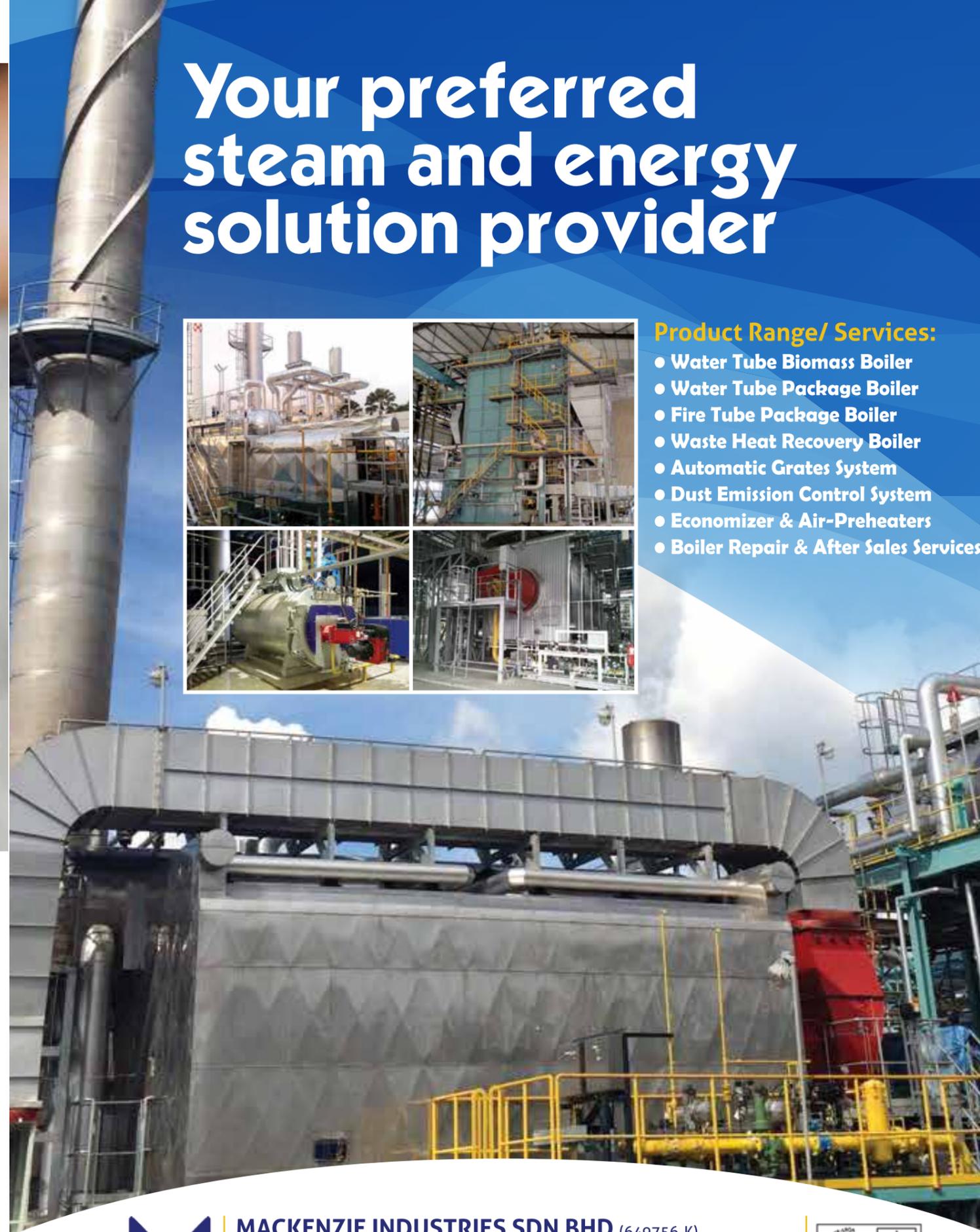
The Malaysian Palm Oil Association (MPOA) is appealing to the Sabah state government to review the fees structure under the regularization programme.

Under the regularization programme, plantation workers alongside their families and children would be given a chance to be legalized, starting from April 1, till Sept 30. Although MPOA applauds the efforts of the Sabah state government, its chief executive Datuk Nageeb Wahab said the estimated cost of the RM800mil regularization plan across Sabah would be borne by the plantation industry.

“The low price of crude palm oil, high production costs and the heavy taxes incurred by the industry is already a big burden to the shoulder. “This noble attempt by the authorities will be futile in the absence of compliance by growers and may lead to negative outcome,” he noted.

Earlier, the Malaysian Estate Owners’ Association also urged Sabah government to review the fee structure to regularize foreign estate workers and their dependents in the state, resulting in planters being at the losing end.

Source: www.thestar.com.my



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Sime Darby Plantation Berhad's managing director and executive vice-chairman Mohd Bakke Salleh (extreme left) watching his staff trying out the Crosscheck tool.

Sime Darby's Easy Tool to Check Source of Palm Oil

Sime Darby Plantation (SDP) Berhad today introduced "Crosscheck", an open access online tool that allows users to trace sources of its palm oil supply down to the mill level. "There is worldwide concern that palm oil production is causing deforestation. SDP believes that the frontier in halting deforestation is traceability.

"Tracking supply back to its source will make it possible to identify where the problems exist," said Mohd Bakke Salleh, SDP's managing director and executive vice-chairman, at the launch of Crosscheck here.

Crosscheck allows users to cut through the complexity of SDP's current supply chain, involving a large number of players with a network of refineries sourcing from hundreds of mills and thousands of plantations and smallholders.

Bakke added that anyone with concerns about whether the palm oil they were using was causing deforestation could access Crosscheck.

SDP is the first in the industry to introduce the tool. The company took two years to come up with the tool. Asked whether the tool could allay the fears of palm oil consumers, especially in the European Union, which has plans to abort the usage of biofuel in stages till 2030, Bakke said they were just one company that had embarked on the tracing and that there needed to be more awareness.

Crosscheck will become part of the company's commitment to sustainability in addition to its other commitments such as NDPE (No Deforestation, No Peat, No Exploitation) Policy and Responsible Agriculture Charter.



Source: www.freemalaysiatoday.com

ExcelVite Signs MOU with WWF-Malaysia

The world's leading producer of palm phytonutrients and palm methyl ester ExcelVite inked a strategic partnership with WWF-Malaysia yesterday, to embark on a new chapter of its commitment to Sustainable Palm Oil.

The signing of this Memorandum of Understanding (MOU) between the CEO of ExcelVite, Mr WH Leong and the Conservation Director of WWF-Malaysia, Dr Henry Chan, took place at the WWF Office (1, Jln PJS 5/28 A, Pusat Dagangan Petaling Jaya Selatan, 46150 Petaling Jaya, Selangor).



The collaboration covers several objectives primarily associated with commitment to sustainable palm oil production, by assisting local oil palm smallholders in ExcelVite Malaysia's surrounding area to achieve the Malaysian Sustainable Palm Oil (MSPO) certification before the year ends.

"The world is increasingly focussed on sustainability practices and palm oil often rightly or wrongly, gets criticised because of the lack of transparency in existing practices. Being a responsible Malaysian company and a buyer/ user of palm oil, we are as mindful as our customers in particular and consumers in general, that the source and supply-chain of palm oil are of utmost importance," says WH Leong, CEO of ExcelVite.

"Many people aren't aware that there are more than 650,000 smallholders in Malaysia who are working on approximately 40% of the total planted palm plantation area in Malaysia. Very often, these smallholders are not able to fully implement sustainable practices due to various reasons such as cost. These are the low-income groups in the entire oil palm industry. Hence, we asked ourselves - what can we do to help and to uplift the livelihood of these smallholders that rely on palm oil to get them over the poverty line."

"Since 2017, we have embarked on a company-wide Sustainability Program and one of the initiatives is to work with WWF-Malaysia to set sustainable development goals and policies for ExcelVite. We have since set up a Sustainability Committee to spearhead such initiatives and have conducted several activities within the company under WWF-Malaysia's guidance and guidelines. We are now taking a big step in assisting our partners, particularly the suppliers (i.e.: small holders) of palm fruits in achieving Sustainability.

We are grateful to have WWF-Malaysia on board with us as they provide the much needed guidance and insights in achieving the objectives as laid down in the MOU signed today," added Leong.

WWF-Malaysia (World Wide Fund for Nature-Malaysia) is a national conservation organisation, established in Malaysia in 1972. Apart from running a diverse range of environmental conservation and protection projects, WWF-Malaysia also undertakes sustainable finance, environmental education and advocacy work. Today, WWF-Malaysia's work covers the broader issues of the natural environment, incorporating aspects such as policy work, environmental education, public awareness and campaigns.

According to WWF-Malaysia, "We are excited to partner with ExcelVite, the leading producer of palm phytonutrients, in its Sustainability Program. It underscores WWF-Malaysia's objective in engaging and assisting local companies in Malaysia to implement sustainable practices that protects the environment."

As Malaysia is the second biggest producer of palm oil in the world, WWF-Malaysia therefore has the responsibility to ensure that palm oil is produced sustainably and responsibly so as not to harm or degrade the environment and ensure that our fragile ecosystems and wildlife are protected and not adversely affected. WWF-Malaysia added, "We hope to achieve this by working and engaging with stakeholders and corporations in the Malaysian palm oil industry to implement sustainable practices and increase the usage, supply and consumption of certified sustainable palm oil (CSPO). As such, this MOU is a step in the right direction towards achieving greater production and consumption of CSPO and is expected to pave the way for more collaborations with corporations in the palm oil industry."

Gamalux to Profit from Sustainability Policies of EU



Amid the uproar over the European Union's (EU) discriminatory move against palm oil, one player in the Malaysian palm oil downstream sector seems unperturbed and is in fact expecting better demand for its products this year from European clients.

Gamalux Oils Sdn Bhd, which makes feedstock materials for biodiesel and animals, projects its export sales to top RM100 million this year, a growth of about 30 per cent from 2018. And Europe will be key to that growth. Established in October 2009, the export-oriented company has built a reputation in green technology, being a pioneer in solvent extraction technologies from renewable energy (palm oil base products).

Chief Executive Usman Ahmed said 80 per cent of its output was exported to European countries such as Italy, Spain, the Netherlands, the United Kingdom, Switzerland and the Scandinavian region. The rest goes to South Korea and China.

"The company recorded RM80 million sales last year and is on track to achieve this year's higher target based on the demand shown by its existing clients, particularly those in the European sector," he told Bernama in an interview.

Gamalux's products, which originate 100 per cent from waste vegetable oils, had become much sought-after in the sustainable market, Usman said.

According to him, the company is not affected by the EU's call to ban palm oil, as it is not in the main stream of edible palm oil but more in the collection of wastes to value add. "We basically use green technology to recycle all the wastes out there."

"With certification from the International Sustainability and Carbon Certification and National Italian Scheme, to name a few, and with the new European sustainability policies, it has given us an advantage to gain more access to the market," he explained.

The company's two manufacturing plants are strategically located in Lahad Datu, the industrial capital of Sabah, one of the biggest crude palm oil producers among the states in Malaysia. This enables Gamalux to get sufficient materials from palm oil refineries and mills to produce its sustainable feedstock.

The plants, a solvent extraction plant and a specialised physical refinery, have a capacity of 400 tonnes per day (TPD) and 300 TPD, respectively.

Usman said with the current utilisation rate of 70 per cent, production can be further increased to meet the increasing demand. He added that the company had also allocated RM16 million in capital expenditure this year for the physical refinery's capacity expansion.

Source: www.dailyexpress.com



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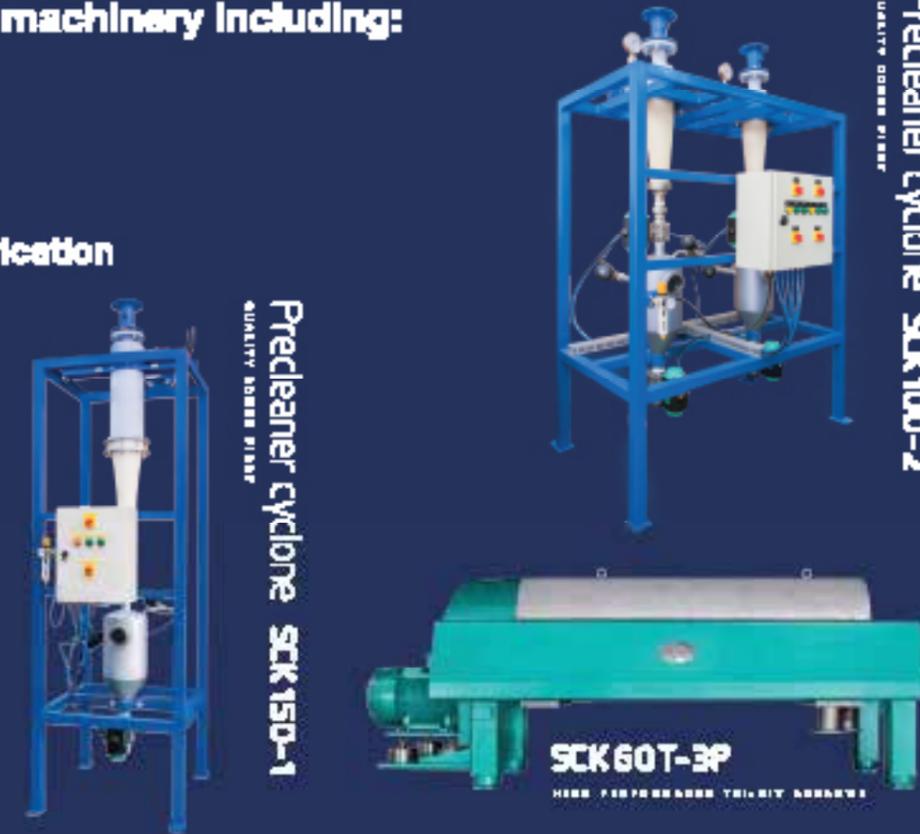
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Biodiesel Containing Malaysian Palm Oil to be Tested on Chinese Vehicle



Some 180 sanitary trucks will use biodiesel containing Malaysian palm oil in a pilot project to test its feasibility on Chinese vehicles.

The programme will be carried out by Tsinghua University in collaboration with Beijing TUS-Deqing Bioenergy and the Malaysian Palm Oil Board (MPOB). Primary Industries Minister Teresa Kok, who is in China to promote palm oil, witnessed the signing of the memorandum of agreement (MoA) between the three parties. Kok said the project was expected to start in the next few months.

She said for a start, 180 sanitary vehicles in Zhaoqing, southern Guangdong province, would be filled with blended biodiesel containing 5%, 10% and 20% of palm oil respectively. "They need to study the biodiesel performance on these vehicles throughout the four seasons as palm oil is a tropical oil and the cold temperature causes it to solidify," Kok said.

Beijing TUS-Deqing Bioenergy is a subsidiary of TUS Clean Energy, a commercial arm of Tsinghua University. Kok said the university, a top research institution in China, also planned to invest in a project to modify an existing biodiesel plant in Malaysia using its enzymatic technology.

"Some of the biodiesel products manufactured at this plant will be exported to China," she added. The MoA is a follow-up to a memorandum of understanding (MoU) signed between Tsinghua University and MPOB during Prime Minister Tun Dr Mahathir Mohamad's visit to China in August last year.

The MoU paved the way for the two parties to jointly develop programmes to promote Malaysia palm biofuel in China and carry out technical research on the use of palm oil in various sectors, including feed stock and transportation.

Currently, Malaysia has implemented the B10 programme (10% palm biodiesel and 90% petrol diesel) in the transportation sector nationwide for several months. "So far, there have been no complaints. We hope to increase the biodiesel blending to 20% soon in light of the invaluable benefits of green energy," Kok said.

Source: www.thestar.com.my

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Ensuring Long-Term Stable Ties With China

The long standing Malaysia-China bilateral relations will only go stronger as the two nations engage with one another in industries of the future, says Foreign Minister Datuk Saifuddin Abdullah. He said yesterday that more collaborations are in the pipeline in technology development. "Apart from trade, we are also talking about industries of the future, such as the artificial intelligence and robotics areas. "We are very positive. There will be more collaborations in those industries in near future.

Describing the Malaysia-China relations as "civilizational" that began way longer than 45 years ago, Saifuddin said such relations transcended any barrier of diplomacy, trade and friendship between them. "For example, Malaysia is a Muslim majority country and China accepted Islam much earlier and has more Muslim citizens compared to us. "The migration of the Chinese (to then Malaya) began during the Melaka Sultanate era instead of the time of British colonization. "That is why I said our bilateral relations began hundreds of years ago before 1974, evident in our religious similarity (in Islam) and cultural exchange (from Chinese migration)," he said.

Saifuddin noted that it was remarkable for a small country like Malaysia to maintain such a good and long relationship with China, which is one of the superpowers in the world. "We have instances where other superpower bullies a small nation, superpowers that manufacture international consent against small nations, and also superpowers declaring physical war and trade war against small nations.

"There is never this kind of issue between Beijing and Kuala Lumpur. "In fact, China was the first country that Prime Minister Tun Dr Mahathir Mohamad visited and also the only country he visited twice in a year after Pakatan Harapan came into power. "That shows how close we are," he said, adding that Malaysia and China are moving forward from "hundreds of years of history and looking at hundreds of years in the future."

Chinese Ambassador to Malaysia Bai Tian said that leaders from both countries who made the historic decision to establish diplomatic relations amidst the East-West Cold War 45 years ago bore fruits of mutual trust, long-term friendly relationship and cooperation in many areas throughout the decades. "Malaysia was the first South-East Asian country to establish diplomatic relations with China. "Over the past 45 years, both countries have had a high-level of bilateral and political mutual trust, achieved long-term development of friendly relationship and had fruitful cooperation in various areas.

"All these have benefited the people of the two countries with tangible interests and win-win results," he said in his speech. Bai said Malaysia witnessed a historical general election last year.



Friends always: (From left) Bai, Tan and Saifuddin looking at a picture of Prime Minister Tun Dr Mahathir Mohamad and his wife Tun Dr Siti Hasmah Mohd Ali meeting up with Chinese President Xi Jinping and his wife Peng Liyuan during a visit to Beijing last month.

Welcoming the smooth change-over, he said: "China-Malaysia relations are entering into a new phase. "He said that Dr Mahathir's presence at the Belt and Road Forum for International Cooperation in China last month have made the future path clearer for the two nations. "I am confident with joint efforts from the two governments and the people, China-Malaysia will create more remarkable achievements together," he added.

Malaysia's special envoy to China, Tan Kok Wai called on the younger generation to gain insight from the exhibition and learn from the past, as "the past, the present and the future are interconnected." "The long-term and stable ties between Malaysia and China is invaluable. We should work hand in hand to preserve this relationship from generation to generation," he said. To commemorate the 45th anniversary of the establishment of Malaysia-China diplomatic relations, both countries are co-organizing a series of activities this year, covering trade, culture and tourism. The photo exhibition, which is organized by the Malaysia-China Chamber of Commerce, the KL and Selangor Chinese Assembly Hall, Xinhua Silk Road Online New Media Centre, and the Malaysia-China Business Council, is one of such activity. It features 120 historical photographs, covering the exchange and development in politics, society, economy and trade, education and sports between both countries throughout the decades.

Some remarkable photos included one that featured Chinese leader Mao Ze Dong and second prime minister Tun Abdul Razak Hussein taken in 1974, and another with Chinese President Xi Jinping and Dr Mahathir last month. Admission to the exhibition is free and is ongoing until May 31 before moving on to other states.



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Malaysia Strikes Palm Oil Barter Trade Deal with China

Malaysia has struck another palm oil deal with China, says Primary Industries Minister Teresa Kok.

An additional one billion yuan (RM611mil) worth of palm oil, approximately 200,000 tonnes, will be exported to China in a barter trade, she said.

In return, Malaysia would be receiving construction services, natural resources products, along with civilian and defence equipment. "I hope this cooperation will further promote palm oil trade between Malaysia and China," said Kok after witnessing the signing of a Framework Cooperation Agreement between Persada Syabas and China's Poly Technologies.

Kok is currently on a palm oil promotion tour in three Chinese cities - Beijing, Hangzhou and Guangzhou. "With 100 years of experience in developing the palm oil industry, Malaysia has made efforts to ensure that our palm oil is the best in the world, be it in quality, productivity and innovation," she told the Chinese media here.

China is among major importers of Malaysian palm oil. Kok also met Chinese Agriculture and Rural Affairs vice-minister Yu Kangzhen on the recognition of the Malaysian Sustainable Palm Oil (MSPO) certificate.

A memorandum of understanding was signed between Malaysian Palm Oil Certification Council and China Green Food Development Centre (CGFDC) to embark on mutual cooperation to certify palm oil, palm kernel oil and their related products exported to China as "green food".

CGFDC is an agency of the Chinese government overseeing food quality. Consumer products that carry the Green Food label are recognized as safe, hygienic and environmentally friendly. They also enjoy premium retail prices nationwide.

"Once approved CGFDC will award Green Food certificates to Malaysian palm oil industry players, who are MSPO certified," Kok said. She said this was important to instill consumers' confidence.

Source: www.thestar.com.my



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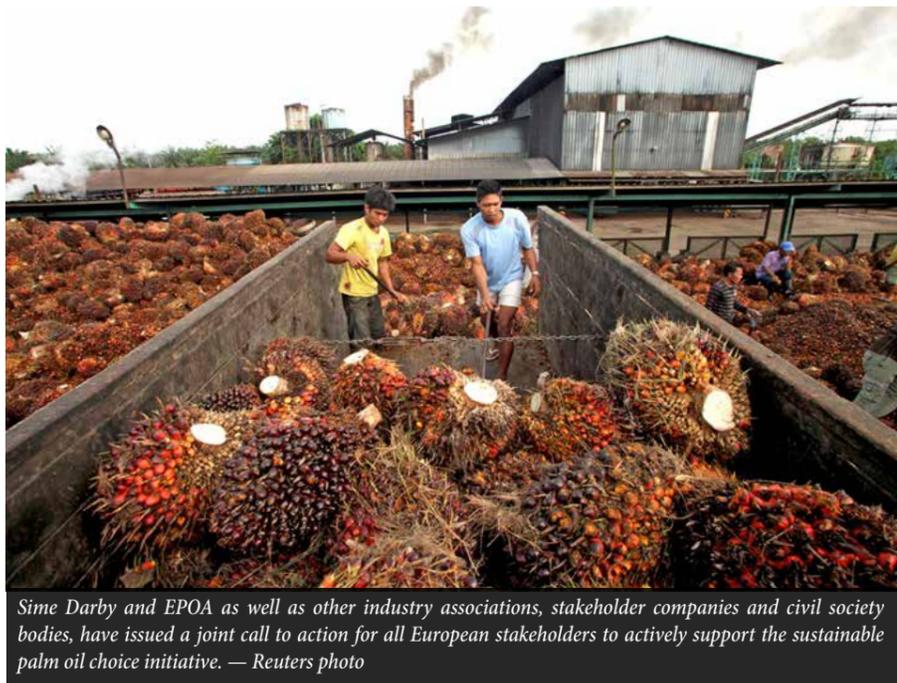
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Palm Oil Industry Makes Joint Call for CSPO Support



Sime Darby and EPOA as well as other industry associations, stakeholder companies and civil society bodies, have issued a joint call to action for all European stakeholders to actively support the sustainable palm oil choice initiative. — Reuters photo

Sime Darby Plantation Bhd and the European Palm Oil Alliance (EPOA) as well as other industry associations, stakeholder companies and civil society bodies, have issued a joint call to action for all European stakeholders to actively support the sustainable palm oil choice initiative.

EPOA chair Frans Claassen said the initiative's objective was to drive the uptake of Certified Sustainable Palm Oil (CSPO) by all stakeholders in Europe's food manufacturing value chain.

"The goal is for all manufacturers and retailers to choose and use only CSPO in their production and to achieve the target of 100 per cent CSPO in European food manufacturing by 2020," he said in a statement yesterday in conjunction with the Sustainable Palm Oil Dialogue event in the Netherlands recently.

He added that the initiative sought to reverse this and increase market acceptance for CSPO by engaging stakeholders who are already committed to it to speak up for CSPO and inspire others not only to choose and use it, but also to advocate it.

"We have to empower companies, retailers and consumers to choose sustainable palm oil. I believe we will achieve this by telling honest stories about the impact of sustainable production on the ground," he said.

Claassen also said that making the choice for sustainable palm oil across Europe would help safeguard rainforests and their biodiversity across the world.

"Choosing palm oil that is produced sustainably also protects smallholders, uplifts their earning potential, and helps create fair and socioeconomic conditions for growers and workers active across the global palm oil supply chain," he said.

Meanwhile, Orangutan Land Trust executive director Michelle Desilets said palm oil did not have to result in deforestation or biodiversity loss, and by demanding responsible palm oil, the industry can help ensure that it does not occur.

"Our supporters have been confused by messages in the public domain, such as from some UK retailers, that a blanket boycott of palm oil is desirable, a position we categorically do not share. I am personally committed to supporting and promoting 100 per cent sustainable palm oil in Europe," she said.

The Sustainable Palm Oil Dialogue event was attended by Sime Darby Plantation, Agropalma, Cargill, Fedepalma, Nutella and Palma Organica, among others.

Source: www.theborneopost.com

'EXPECT PALM OIL PRICE RECOVERY'

Crude palm oil (CPO) price could be heading towards a recovery, according to local and international investment banks. This assumption was brought about by the expected drop in palm oil inventory and production in the second half of the year.

Hence, investors have been advised to accumulate plantation stocks given the expected growth in earnings once the CPO price picks up in the latter part of the year.

Capital Economics Ltd, Intesa Sanpaolo and Maybank Investment Bank Bhd (Maybank IB) expect a pickup in CPO price by the second half of the year. They said share prices of plantation firms had been at the low and earnings remained lacklustre in the first quarter of this year — the fifth consecutive quarter of profit decline year-on-year. The second quarter of this year would still see a depressed CPO price, they added.

Based on Bloomberg data, palm oil inventory this month has dropped below 2.5 million tonnes, a level not seen since July last year. The stockpile then rose to 3.2 million tonnes in December last year before falling again. Bloomberg data also showed a flat CPO production growth at 1.6 million tonnes this month. A Bloomberg survey shows CPO price is forecast to increase to

RM2,100 per tonne by the fourth quarter from RM2,050 per tonne in the second quarter. Maybank IB said CPO price was likely to trend higher in the second half of this year as a slowdown in Malaysia's output was taking shape, albeit slowly. "We stand by our earlier view that this year's output growth will slow from the second quarter as oil palm trees in the region enter into a biological rest mode after nearly two years of good harvest post the last major El Nino, and due to a lack of fertilising work by smallholders in the second half of last year on poor CPO prices," it said in a note.

This would help CPO price to strengthen in the later half of the year, it added. "We think investors should look beyond the weak results in the first quarter given the cyclical nature of the business." The research firm said the CPO price downside was currently limited by the wider-than-usual price discounts of palm oil against Argentina's soya oil and EU's (Germany) rapeseed oil.

It said the discretionary demand for palm biodiesel could still increase during summer in the Northern Hemisphere despite retracement in Brent oil price as the palm oil futures and gas oil futures spread made economic sense even without subsidies.

Source: www.nst.com.my



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The Government is still positive on the target to ensure that 5.85 million hectares of palm oil plantations nationwide achieve the Malaysian Sustainable Palm Oil (MSPO) certification by year-end, Primary Industries Minister Teresa Kok (pic) said.



“Many companies are in the process of certification which takes several months. So far, only 30 per cent out of 5.85 million hectares of oil palm plantations in the country have been certified with MSPO. We are also seeking the cooperation of state governments for that purpose,” she said.

Government Still Positive on Palm Oil Certification Target

By ensuring that the Malaysian palm oil industry reaches the target of 100 per cent MSPO certification, she said it will send a strong message to the European Union (EU) and other countries about the government and industry players' efforts in conserving and preserving forests, as well as commitment towards palm oil sustainability.

The prospect of the country's palm oil industry is brighter after the appointment new members of the European Parliament following its next elections from May 23-26, Kok said, adding that she would meet the new members of the European Parliament and European Council in October to promote the country's palm oil.

“I will travel again to meet the new members of European Parliament and the new European Commissioner and share with them on Malaysia's efforts towards sustainable production of palm oil and the MSPO certification, as well as the efforts in preserving our forests by the industry players.

“We hope we can convince the EU that there is no reason for them to phase out palm oil as biofuel feedstock as we did carry out our palm oil production in a sustainable manner,” she told reporters after meeting leaders of 11 chambers of commerce and trade associations in conjunction with the “Love My Palm Oil” campaign here.

Asked whether Malaysia still intends to register a complaint with the World Trade Organisation if the EU continues to discriminate palm oil, Kok said it is still in the plan but it should be discussed in detail with Indonesia, likely in July, as the republic had just concluded its election.



On the meeting with the chambers of commerce and trade associations, she said it was a platform to promote the country's palm oil as the chambers and associations have trade relations with China. “Every year the chambers of commerce and trade associations take part in over 30 exhibitions in China to promote Malaysian products. We are keen to join them to promote the country's palm oil.

“We think China has a greater capacity to buy more palm oil from Malaysia and we are not doing enough work to exploit the Chinese market,” he said.

Source: www.dailyexpress.com.my

Hoteliers Urged to Promote Palm Oil Benefits to Tourists

The Ministry of Primary Industries has called on hotel operators to play their part and promote palm oil benefits to foreign visitors.

Its Minister Teresa Kok said they could do so when serving foreign diners at their restaurants, as well as offering premium palm oil as a condiment.

“We hope that the hoteliers can play their role by soft-selling our palm oil to the tourists in order to promote our own product,” said Kok after ‘Love our Palm Oil’ programme with Penang Hoteliers Association and Penang Chefs Association, here today.

However, she said the Ministry has no plan to make it mandatory for the hoteliers in the country to use palm oil in their kitchens as there were certain dishes that could only be prepared using specific edible oils.

Among those present at the programme were Malaysian Palm Oil Council chief executive officer Datuk Dr Kalyana Sundram, Malaysian Palm Oil Board deputy director-general Dr Ahmad Parveez Ghulam Kadir, Penang Hoteliers Association chairman Khoo Boo Lim and Penang Chef Association president Audee Cheah.

Source: theedgemarkets.com

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Special Committee Formed to Monitor B20 Biodiesel Implementation

The Federal government has formed a special joint committee headed by the Ministry of Primary Industries to monitor and ensure that the implementation of the B20 biodiesel fuel next year will proceed smoothly. Primary Industries Minister Teresa Kok said the special committee, which also consists of the Finance Ministry, International Trade and Industry Ministry and Prime Minister's Department, would discuss the subject before its implementation by 2020.

"So, during the cabinet meeting, all the ministries in the joint committee have agreed to work together as it involves rules and laws in different ministries and government agencies," she told reporters after officiating the FMM-MPOB Second Seminar on Biodiesel (B7) Implementation in Industrial Sector in George Town. Kok added that Malaysia was looking into establishing a biodiesel stabilisation fund to help contain biofuel prices, as well as to make the fuel more attractive to consumers.

"We will discuss with other ministries and come up with a new mechanism to ensure that when the CPO prices are high, we are able to stabilise the biofuel prices in the market," she said. This was due to public concern that higher biofuel usage would cause palm oil prices to go up.

However, Kok said before implementing any mechanism, her ministry would consult all the stakeholders including petroleum companies and car manufacturers to ensure the plan will proceed smoothly after the implementation of the B20 biodiesel. "The implementation will make available B20 biodiesel oil at all petrol stations nationwide for market consumption," she said. Kok said palm oil was a viable option for reducing the country's dependency on fossil fuels, as it had tremendous potential as a renewable energy (RE) source.

"Indonesia, the world's largest producer and exporter of palm oil, has been using the B20 biodiesel for many years and there is no negative feedback from its automotive industry. In fact, they are currently testing the B100 in Sumatera and planning to move on to B30 soon," she said. In December 2018, Malaysia introduced the B10 biodiesel to the domestic transportation market, increasing its blend from seven percent (B7 biodiesel) to 10 per cent.

It was also reported earlier that the National Automotive Policy is currently undergoing a review that also included biodiesel development as an important agenda to the nation's transportation energy efficiency plan, to allow for a higher percentage of biodiesel blends over the next few decades.



Primary Industries Minister Teresa Kok Suh Sim (left) sampling the 'Extra Red Palm Fruit Oil' palm oil after officiating the FMM-MPOB Second Seminar on Biodiesel (B7) Implementation in Industrial Sector. Also present Malaysian Palm Oil Board managing director Tan Sri Mohd Bakke Salleh. – Bernama photo

Source: www.theborneopost.com

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Malaysia PM Mahathir Takes Aim at International Community over Anti-Palm Oil Narrative

Malaysian Prime Minister Mahathir Mohamad hit out at the international community's negative perceptions of the palm oil industry, while stating that palm oil cultivation has not affected his country's ecosystem.

Speaking during a question and answer session after delivering a speech on democracy in Malaysia and the region, the prime minister noted that "palm oil is the cheapest edible vegetable oil".

It is also easy to cultivate, and once planted, the yield can be enjoyed for up to 25 years, unlike other oils such as soybean and rapeseed, he said at Cambridge University. "For that reason, palm oil is able to compete (with other oils) and likely to win. So they (the West) invented this idea that we are cutting down trees to plant (oil) palm trees and depriving animals of their habitats."



Malaysia's Prime Minister Mahathir Mohamad (Photo: AFP)

Dr Mahathir, who is on a three-day working visit to the United Kingdom, questioned the assumption that palm oil cultivation has harmed Malaysia's environment. "You talk about the environment, clearing the forests, but look at Britain for example, where is Sherwood Forest? Is it still there? Is Robin Hood still operating from there?"

"Most of the forests in Europe has been cleared, so much so there are no more wild animals in Europe," Dr Mahathir said. He added with a laugh: "In Malaysia, we still have tigers. If you like to go into the jungle, we can send you there."

Putrajaya has capped the total oil palm plantation area at 6.5 million hectares, and no new permanent forest areas or peatland would be allowed to be converted to oil palm cultivation. Dr Mahathir had said in March that the European Union risked opening up a trade war with Malaysia over its "grossly unfair" policies aimed at reducing the use of palm oil.

The comments came after the European Commission concluded that palm oil cultivation results in excessive deforestation and its use in transport fuel should be phased out by 2030. He suggested then that the EU's increasingly hostile attitude towards palm oil was an attempt to protect alternatives that Europe produced itself, like rapeseed oil. On Monday, the veteran politician said that Malaysia wanted to compete with the rest of the world in a fair manner.

"We have to make some money from the resources we have. We have to utilise our resources. Our fertile soil is suitable for palm oil, therefore we produce palm oil," he said.

Malaysia is the world's second biggest palm oil producer after Indonesia, and it relies on the crop for billions of dollars in foreign exchange earnings and hundreds of thousands of jobs.



Workers stand near palm oil fruits inside a palm oil factory in Sepang, outside Kuala Lumpur. (File photo: Reuters/Samsul Said)

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More Funds, Research Needed to Counter West's Anti-Palm Oil Campaign

The Primary Industries and Commodities Ministry is in need of more money in order to conduct in-depth research on the benefits of palm oil to counter a worldwide misperception and campaign against it, especially those in western nations.

Teresa Kok said today her ministry will be submitting a request to increase its allocation for research grants in next year's Budget.

"We wish the government can consider giving more research grants related to palm oil, especially on the nutritional value of palm oil, like beta carotene and tocotrienol, which are the components found in vitamin E," the minister told a press conference at the Meru Casuarina Hotel here. "At the moment, we don't have research grant for palm oil," she added. Kok also said the government should rope in researchers from universities abroad to conduct joint research on palm oil.

"The good thing about having joint research is that in the future, our product can enter their markets easily," she said. Kok also said that palm oil is currently Malaysia's third-highest product in terms of export value.

"Therefore, we need to think about how to make the industry continue to be vibrant and how to change the negative perception of western countries towards palm oil. "So enhancing research on the nutritional value and the downstream products of palm oil will strengthen the confidence of the world on palm oil," she explained.



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In the meantime, Kok said her ministry has asked the Tourism and Culture Ministry for help to educate Malaysian tour guides so they too can play a role in promoting palm oil to foreign visitors.

"Tourists listen to their guides, their recommendations, and thus we must educate them about the goodness of palm oil, so that the message is passed on," she said. Kok added that not many Malaysians are aware of the nutritional values of palm oil. "We need to shed the image that palm oil is a low-quality oil. Thus, we have to keep on stressing on the nutrition value, and also the fact that it can help prevent certain diseases," she added.



Source: www.malaymail.com

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Palm Oil Watchdog to Create Separate Standards for Smallholders

- Indonesia Director



Details of the new smallholder standards are still being discussed, Rumondang said, but among requirements that will be changed are those related to labour, since farmers managing only a few hectares of land generally get help from family members. These farmers would still have to comply with rules such as when teenaged family members work, they should not do so during school time and only for a certain amount of time per day.

The RSPO will also allow farmers to enjoy the benefits of certification in stages so that, for example, they can start to get RSPO benefits as soon as they confirm the legality of their land ownership. Access to the RSPO credits would help farmers to finance further audits needed for the certification, Rumondang said. Proving land is legally owned or farmers have the right to use land had been among the main hurdles for Indonesian farmers wanting to join the replanting programme, farmers have said. Bambang Gianto, a farmer in South Sumatra, whose plantation has been certified by RSPO, said the process had been quite costly, including improving farming methods and fertilizer use.

"Costs at the beginning were pretty big," Gianto said.

In addition, he said getting certified did not guarantee better pricing for palm fruits, but the improved methods made his output jump by up to 20%. RSPO has certified 2,919 independent smallholders in Indonesia, its data showed, covering 7,272 hectares of cultivation area.



A global palm oil industry watchdog is planning a separate standard for smallholders to help them adopt sustainable practices and get green certification, the Indonesian director of the Roundtable on Sustainable Palm Oil (RSPO) said.

Indonesia is the world's biggest palm oil producer and smallholders account for roughly 40% of the country's 14 million hectares of palm plantations, and are often blamed for practices such as burning to clear land, causing forest fires.

The European Commission earlier this year determined that palm oil has resulted in excessive deforestation and it should no longer be considered a renewable transport fuel, albeit with some exemptions, a decision that angered the Indonesian government. Independent Indonesian farmers, with land no larger than 25 hectares, will have to meet environmental and social sustainability standards, but some requirements will be adjusted soon, RSPO Indonesia director Tiur Rumondang said in an interview.

"Imagine if this 40% is not looked after, this is potentially a massive land conversion if we don't manage it." Small Indonesian farmers generally suffer low productivity due to the use of poor quality palm seeds and substandard farming practices. Indonesia currently runs a subsidised palm replanting programme for small farmers to help boost yields without expanding plantation size. The government aims to replant 2.4 million hectares of palm cultivation area by 2025.

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Indonesia Testing 30% Biodiesel in Cars; Next Trains

Indonesia on Thursday began testing biodiesel with a bio-content of 30% in cars, its energy ministry said, as the Southeast Asian nation pushes to boost local markets for its vast palm oil crop.

The world's top palm oil exporter aims to make it mandatory for all biodiesel to have a 30% bio-content, known as B30, from next year, up from 20% now. Industry experts have said that could push consumption of bio-content made from palm oil to as much as 9 million kilolitres (KL) per year, up from an estimated 6.2 KL in 2019.

The test will be conducted over the next four months with various passenger vehicles and trucks, Dadan Kusdiana, head of research and development at the Energy and Mineral Resources Ministry, told reporters on Thursday. The passenger vehicles will cover 50,000 km (31,000 miles) and trucks 40,000 km during the road test, Kusdiana said.

The ministry also plans to start testing trains, ships and heavy machinery in the mining sector using the fuel. To offset slowing global demand for palm oil, Indonesia has been pushing to increase domestic consumption of the commodity, used in products ranging from fuels to soap. Nearly all the country's biofuels are made from palm.



In Malaysia Minister of Primary Industries Teresa Kok (right) showing the comparison of normal diesel (B0) which emits more black soot and the much cleaner biodiesel (B100) at MPOB - FMM 2nd Seminar on Biodiesel Implementation at The Northam All Suite Hotel in Georgetown. With her is FMM Penang Chairman Dr Ooi Eng Hock (second right). Starpic By: ZAINUDIN AHAD

Source: www.thestar.com.my



MSPO CERTIFICATION SCHEME

The Malaysia Sustainable Palm Oil (MSPO) Certification Scheme, Implemented on a voluntary basis in 2015 is the national scheme in Malaysia for oil palm plantations, independent and organised smallholdings, and palm oil processing facilities to be certified against the requirements of the MSPO Standards.

The Malaysian Sustainable Palm Oil (MSPO) Certification Scheme has been made mandatory by end 2019.

The MSPO Scheme incorporated in Malaysia, is a sustainability system with principles & stringent guidelines. It sets for the implementation, establishment as well as improvements of best operational and agricultural practices that ensures sustainable production of Malaysian palm oil for the world.

The Scheme provides for:

- development of certification standards & scheme documents
- accreditation & notification of CBs
- training & briefing to auditors & other stakeholders
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French Palm Oil Imports up as Biodiesel Plant Starts



The commissioning of Total's 500,000t/yr hydro-treated vegetable oil (HVO) biodiesel plant at La Mede, Marseille, pushed French palm oil imports to a 41-month high in March.

France imported over 40,000t of palm oil in March, according to customs bureau data. This was the highest level of imports since October 2015, up by 95pc on the year and up from just over 15,000t on the month. First quarter imports were close to 85,000t, up by 18pc on the year.

Imports were boosted by the arrival of a first cargo of around 20,000t to La Mede in March. Lavera has taken receipt of another cargo likely to be palm oil, as well as seaborne deliveries of around 10,000t of rapeseed oil, loaded at the northern inland port of Rouen.

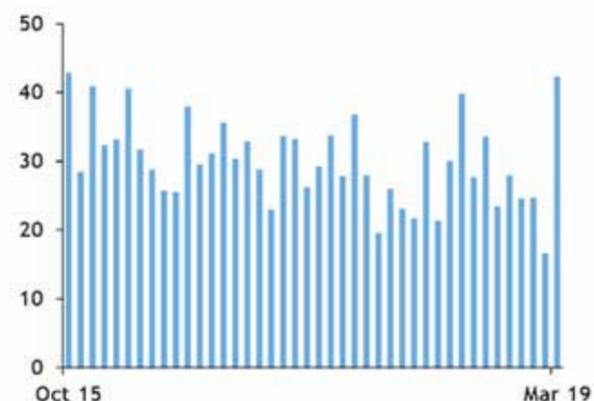
This would equate to around 50,000t of seaborne vegetable oil receipts since the end of March at La Mede. At peak capacity La Mede should consume a little over 40,000t/month of feedstock.

France's largest supplier in March was Indonesia with 22,500t, the highest in nine years and up from 2,000t in February. The start-up of La Mede and the receipt of larger volumes of palm oil by Total has irked French rapeseed farmers, which supply dominant French biodiesel producer Groupe Avril with seed for

crushing and production of rapeseed biodiesel (RME). Farming confederations have also raised the possibility of a blockade of refineries and oil product depots in June, as a protest against La Mede and Total's palm oil imports.

France imported palm oil in a range largely between 25,000-48,000t/month between 2010 and the end of 2015. But concerns over the environmental impact of palm oil production dampened domestic demand and imports, until March (see chart).

> French palm oil imports '000t



Source: www.argusmedia.com



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Thailand Expands Palm Oil and Rubber Markets to India



India is the world's largest consumer of vegetable oil, consuming some 12 million tons of vegetable oil, 70% of which is made of palm oil, yearly and importing some 10 million tons of palm oil yearly.

The Ministry of Commerce has led a delegation to penetrate the export markets for lowered-priced rubber and palm oil to India which has over a billion population and all levels of consumers. A major Indian tire manufacturers has assured to buy Thai rubber products within this year.

Acting Commerce Minister Chutima Boonyapraphat and executive officials of the Department of International Trade Promotion have visited India to expand the export markets for Thai farm goods while the major tire

manufacturer in Chennai assured to buy Thai rubber products as raw materials for tire industry and suggested that the Thai authorities recommend reliable rubber suppliers for them.

V. Krisanaram, the chief executive officer of Emerald Resilient Tire Co., confirmed that his firm will import Thai rubber products this year due to the confidence of their qualities and competitiveness against other countries' rubber products.



A major Indian tire manufacturers has assured to buy Thai rubber products within this year.

INDIA IS THE WORLD'S LARGEST CONSUMER OF VEGETABLE OIL

His firm has earlier imported rubber products from Malaysia, Vietnam and Indonesia and never from Thailand as yet. Thus, the Thai rubber products will become new raw materials suppliers for India.



The Thai palm oil export to India is still being faced with a 50% import tariff

Besides, Thailand has called on India to buy more palm oil from Thailand in place of those from Indonesia and Malaysia. India is the world's largest consumer of vegetable oil, consuming some 12 million tons of vegetable oil, 70% of which is made of palm oil, yearly and importing some 10 million tons of palm oil yearly.

However, the Thai palm oil export to India is still being faced with a 50% import tariff, compared to 45% for the Indonesian and Malaysian palm oil under CECA agreements. An ASEAN-India FTA agreement might be reached to reduce the Indian import tariff for the Thai palm oil.

Source: www.thailand-business-news.com



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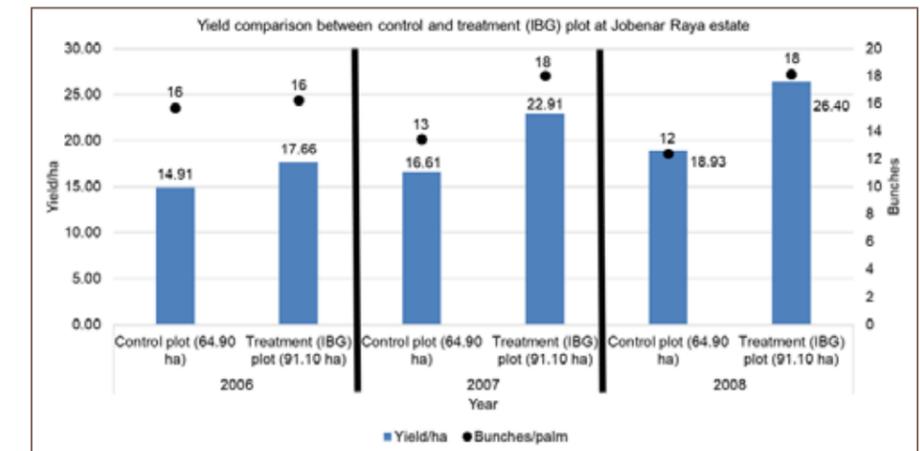
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IBG has four 6,000 litres fermenters to culture probiotics. The manufacturing plant in Puchong has the capacity to produce 5 million litres of IBG biofertilizers in a year.

Below is the yield comparison between control and treatment plot at Jobenar Raya estate:



Dato' Yeat Siaw Ping, CEO of IBG Manufacturing Sdn Bhd

In the year 2007, treatment plot had achieved 22.91 mt/ha, that is 6.30 mt/ha (38%) more than control plot (16.61 mt/ha). In terms of bunches/palm, treatment plot (18 bunches) had 5 (34%) more bunches than control plot (13 bunches).

In year 2008, treatment plot had achieved 26.40 mt/ha, that is 7.47 mt/ha (39%) more than control plot (18.93mt/ha). In terms of bunches/palm, treatment plot (18 bunches) had 6 (47%) more bunches than control plot (12 bunches).

The IBG application results in the year 2007 to 2008 in Jobenar Raya estate is very promising hence the Mafrica management had decided to fully use on all its estate. Jobenar Raya estate has been using IBG biofertilizer to date. For more details please visit our website at www.ibgbiofertilizer.com.my.

YIELD PERFORMANCE AFTER APPLYING IBG BIO FERTILIZER AT JOBENAR RAYA ESTATE

IBG bio fertilizer application in Mafrica group started at Jobenar Raya estate in the year 2006. The application started as a trial in the block A16 – A19 (Treatment) and A20 – A22 (Control). IBG bio fertilizer application had started and the data had been collected since the year 2006 and Jobenar Raya has been using IBG bio fertilizer since that. It consisted over 2,724.94 hectares (trial area 156 ha), with palms planted from 2001 to 2002 while the whole Mafrica group of plantations have more than 40,000 ha planted of estate using fully IBG bio fertilizer. Jobenar Raya harvesting interval was between 12 to 14 days. Rainfall ranges from 3,200 to 4,800 mm. Jobenar Raya is a peat soil estate and the soil type contains Anderson 3 (deep peat).



The factory is certified with ISO 9001 to ensure customer receive quality product.



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The laboratory is mainly responsible for research and develop ways to improve the product's quality and capabilities.



IBG biofertilizer's responsibility is to rehabilitate and improve soil health towards saving the environment for the world.

Ri Eyes Japanese Technology Converts Palm Oil Waste into Valuable Products

Coordinating Economic Minister Darmin Nasution has welcomed the adoption of Japanese technology that can convert liquid palm oil waste, known as palm oil mill effluent (POME), into valuable products such as docosahexaenoic acid (DHA), an omega-3 fatty acid, and animal feed.

The Novel Algae-DHA Technology was developed by Japan's Mobiol Corporation and Tsukuba University. Darmin said the adoption of the technology was important for Indonesia, as the world's largest palm oil producer, because it could attract investment, boost exports, address environmental issues and improve economic activity. "The Novel Algae Technology can boost financial returns and address environmental issues, so it is better than the current technology used to manage palm oil," Darmin said at a seminar over the weekend as quoted by kontan.co.id.

In Indonesia, there are currently 875 firms that produce palm oil products, which produce some 156 million tons of POME per day. Mobiol Corporation Group CEO Toshihide Nakajima explained that the global demand for DHA was around 250,000 metric tons (MT) annually, while the demand for aquatic and animal feed was estimated at 4 million MT and 1 million MT per year respectively.

Mobiol Corporation projects that sales of DHA could be four times higher than the revenue from the currently produced palm oil products, while sales from aquatic and animal feed could be two times higher.



Coordinating Economic Minister Darmin Nasution (JP/File)

Source: www.thejakartapost.com

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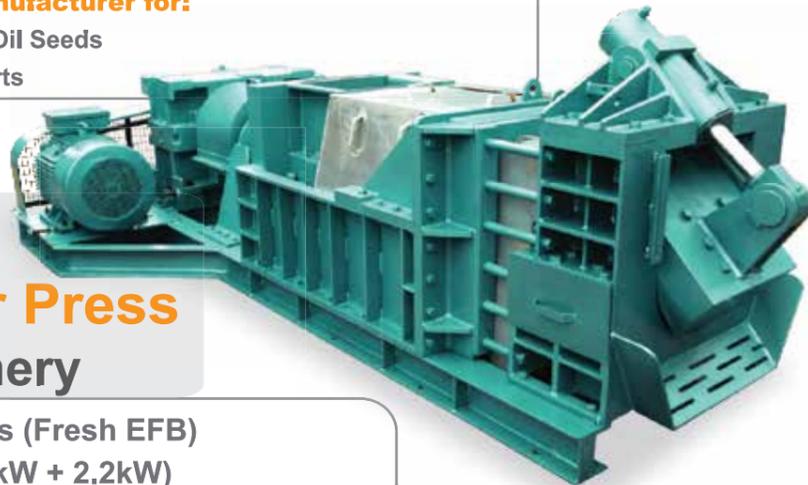
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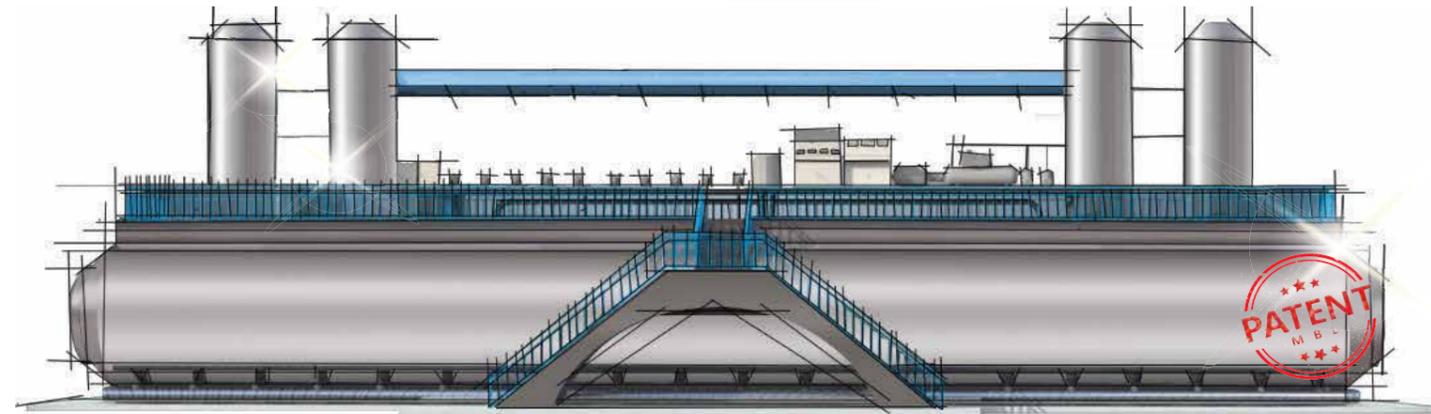
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Malaysia Committed to Key Role as Biofuel Technology Player

As one of the world's major palm oil producers, Malaysia will continue to play a key role in ensuring that the commodity remains a sustainable and eco-friendly fuel replacement for world markets. Minister of International Trade and Industry (MITI) Datuk Darell Leiking said in a statement here, palm oil was a viable option to reducing the country's dependency on fossil fuels, as it had tremendous potential as a renewable energy (RE) source.

"As the largest exporter and second largest producer of the palm oil in the world, we sit in a position of ensuring this commodity evolves into an industry that brings much benefits to global market, in particular, the energy and transportation ecosystem," he added. Biofuels have recently received significant attention as a viable replacement for fossil fuels. Apart from the potential as a leading fossil fuel replacement, biofuels are sourced from planted crops, allowing its production to be planned, harvested and renewed sustainably. This is in comparison to fossil fuels that take millions of years to form and are becoming increasingly scarce.

Furthermore, biofuels have carbon-neutral properties, as planted sources of the fuel consume carbon dioxide as they grow, offsetting the carbon footprint during the process. Darell further explained that while there had been opposition to the current practices of planting oil palm recently, there was demand and potential for the sector to emerge as an important player in meeting the needs of the energy and transportation sectors.

"Malaysia is equipped with the necessary infrastructure and market size to improve the quality and production of palm-based energy products," he said. He also said apart from strong industry support for biodiesel, agencies such as the Malaysia Palm Oil Board, Malaysia Automotive Robotics and IoT Institute and SIRIM Bhd had the technological capabilities towards elevating palm oil to become a leading contender for RE globally.



Malaysia introduced B10 biodiesel to the domestic transportation market in December 2018, increasing its blend from seven per cent (B7 Biodiesel) to 10 per cent. Meanwhile, the National Automotive Policy (NAP), which is currently undergoing review, is expected to continue its inclusion of biodiesel development as an important agenda to the nation's transportation energy efficiency plan, to allow for a higher percentage of biodiesel blends over the next few decades.

The government, through MITI and the Primary Industries Ministry (MPI), aims to introduce B20 biodiesel by 2020. At the same time, the MPI is also collaborating with MITI to include a "B20/B30-ready" specification for vehicles in the NAP review.

Source: www.bernama.com

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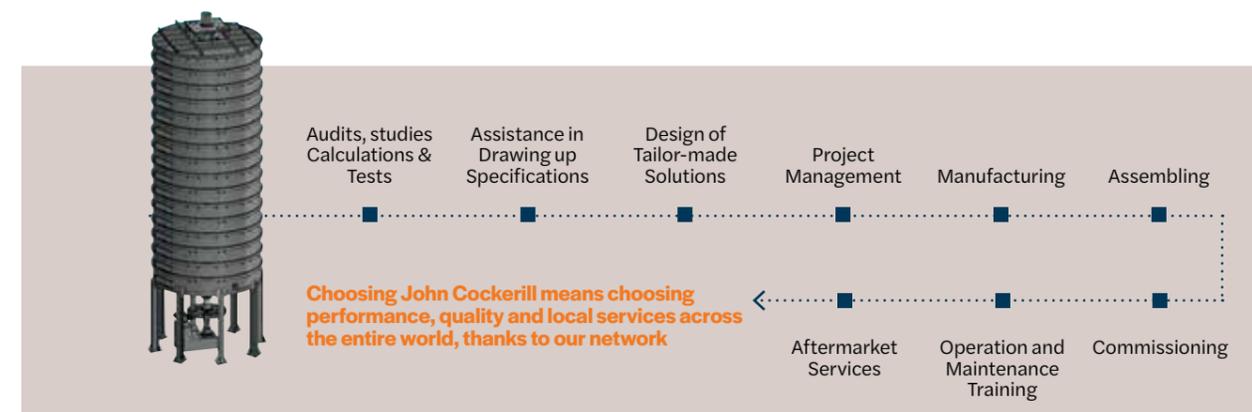
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POIC Lahad Datu Designated as Tender Port for CPO, Palm Olein Futures



Shafie (centre) witnessing the signing of the service agreement between Pang (seated left), representing POIC Bulk Terminal Sdn Bhd and Eugene (seated right) representing APEX. Also seen are Tangau (third left) and Ben (second left).

“These expanded options for local industry players will lead to a fairer pricing for our CPO and Palm Olein. Currently, the prices of Sabah Crude Palm Oil and Palm Olein are at a significant discount as compared to West Malaysia. This discount (commonly referred to as the Sabah discount) may range between USD20 to USD30 based on production as well as demand from the major players.

“Through APEX, this price discount will be fixed at USD10 per metric tonne as compared to West Malaysia and USD5 per metric tonne discount compared to Dumai and Belawan in Indonesia,” said Shafie. In this regard, he said, the palm oil delivered from Lahad Datu will be the cheapest among APEX’s five tender ports. This will make trading palm oil through Lahad Datu more attractive.

Other than the announcement of the said designation, the three-in-one event also marked the official launch of the POIC Lahad Datu Bulking Terminal and the signing of the service agreement between POIC Bulk Terminal Sdn Bhd and APEX (to designate the terminal as a Port Tank Installation (PTI))

Meanwhile, Deputy Chief Minister cum POIC Sabah Sdn Bhd chairman Datuk Seri Wilfred Madius Tangau said that APEX’s decision to come in would further complement POIC Lahad Datu to develop the downstream palm oil sector.

“As a Tender Port for CPO and Palm Olein futures contract traded via the APEX platform, POIC Lahad Datu will serve as a physical point of delivery for the two commodities. It will become a port for sellers to ship out these two commodities and for buyers to accept physical deliveries of these two commodities,” he said.

Tangau added that with APEX’s designation of POIC Lahad Datu as its first Tender Port in East Malaysia, the horizon for the local palm oil industry have been further broadened.

Also present at the event were APEX chief executive officer cum founder, Eugene Zhu, POIC Sabah Sdn Bhd chief executive officer, Datuk Dr. Pang Teck Wai and Assistant Trade and Industry Minister, Ben Chong.

The designation of POIC Lahad Datu as a Tender Port for Crude Palm Oil (CPO) and Palm Olein Futures Contracts serves as an affirmation that the State Government is doing something right – to be an attractive investment destination, said Chief Minister Datuk Seri Shafie Apdal.

“I am glad that the Asia Pacific Exchange Pte Ltd’s (APEX) evaluation of Lahad Datu as a possible candidate to be chosen as their third Tender Port for CPO and Palm Olein Futures Contract in Malaysia has resulted in a positive outcome,” the Chief Minister disclosed at a special three-in-one ceremony for the announcement of the said designation yesterday.

“The designation of POIC Lahad Datu to play this role at this point in time would support the Sabah Government’s continuing efforts to develop the palm oil industry and facilitate development in the east coast of Sabah. It’s an affirmation that we are doing something right; that indeed Sabah has much to offer as an attractive investment destination,” he added.

Shafie pointed out that the designation will directly link the local industry players with the international buyers through APEX.

He said that local traders of CPO and Palm Olein will have more options at their disposal and will now be able to view and price their products based on the prices that are continuously displayed on APEX’s platform.



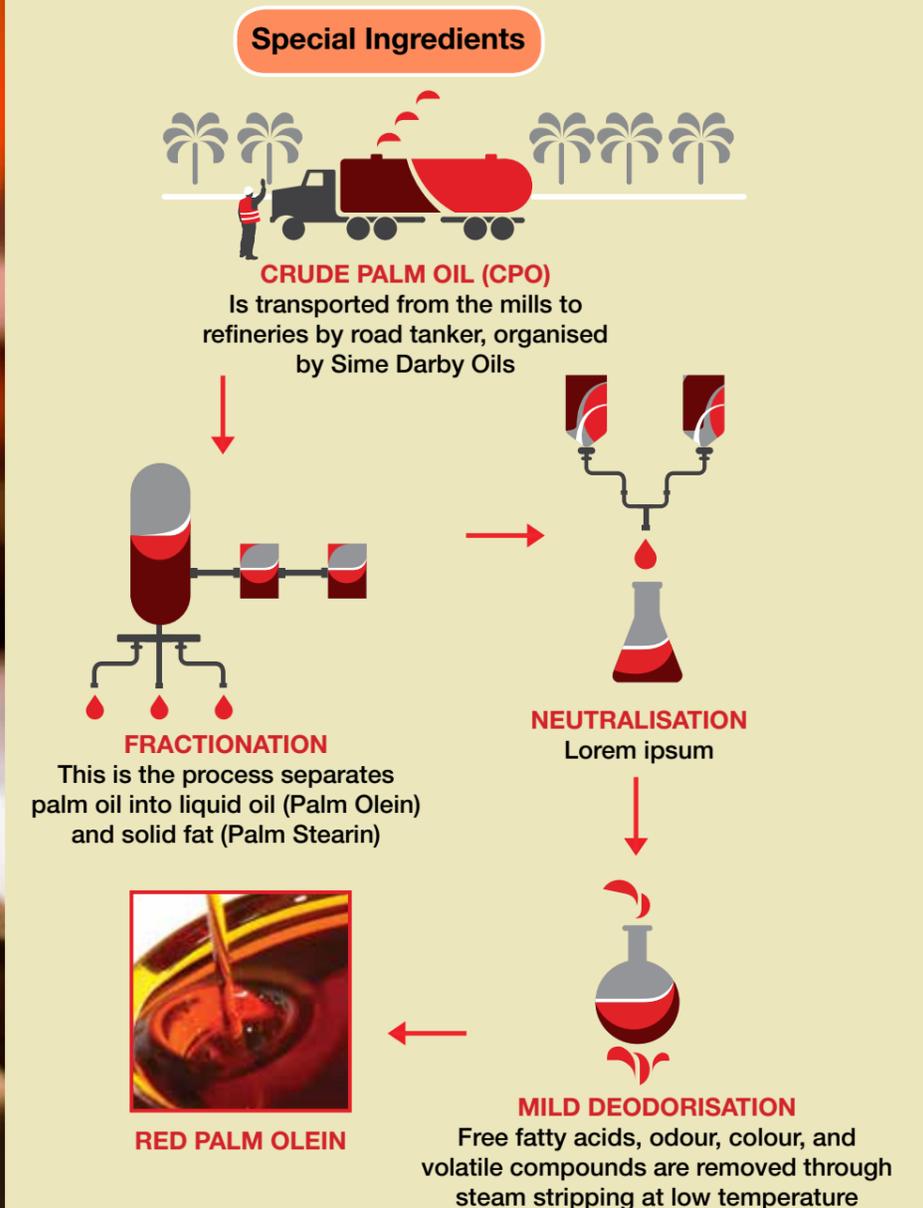
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Palm oil contains 49 percent saturated fat, 44 percent of which is palmitic acid, 39 percent monounsaturated fatty acids (MUFAs) along with 10 percent polyunsaturated fatty acid (PUFAs). *source- Fattened Facts of Fats – Palm Oil

The Powerful Health Benefits of Red Palm Oil

Findings have shown that the Red Palm Oil is densely populated with tocotrienols, a form of Vitamin E possessing strong antioxidant properties that prevents the development of skin, stomach, pancreas, lung, liver, breast and other types of cancer. The oil's antioxidant supply is also known to keep the brain healthy and inhibit neurological degeneration which increases protection against diseases like dementia, Alzheimer's, Parkinson's and other mental conditions.

The Red Palm Oil is also very high in beta-carotene and lycopene that strengthens the immune system. Palm oil is often used as a supplement to improve Vitamin A deficiency among pregnant women.

Apart from its numerous health benefits, Palm Oil is also known as the versatile oil with multiple uses applicable to different markets and industries; an attribute which provides access to tremendous business opportunities.

Huge Demand of Palm Oil in the Food and Non-Food Industry

In the food industry, Palm Oil is used as a substitute for fat in making ice-creams, margarine and condensed milk. Due to its anti-inflammatory properties and ability to resist high temperatures, it is generally used as a cooking oil. These remarkable qualities make palm oil the best option for frying in homes, food manufacturing and fast food industries and restaurants.

In the non-food industry, palm oil is used for producing soaps, toothpaste, waxes, detergents, inks, candles and greases.

With the evolution of the biofuel market, palm oil has emerged to become the most energy-efficient biodiesel fuel serving as an alternative to various other mineral oils available at petrol stations.

The pharmaceutical and cosmetic industry also rely heavily on Palm Oil. Apart from local trade, Palm Oil is sold in international markets as CPO (Crude Palm Oil) and command a high value for its innumerable capabilities and advantages across several industries.

The demand for Palm Oil continues to rise due to its multitudinous benefits. The Palm Oil industry is the key economic driver for Malaysia and contributes an export revenue of RM67.74Bln as of 2018 (preliminary number from MPOB). Hence, it is imperative for Palm Oil producers to constantly search for new applications of palm oil. The industry's continuous commitment and investment into Palm Oil R&D will further expand Palm Oil's potential to make it even more indispensable!

The article has been authored by Ms. Kawsalyavathi Kuppan Manager, Product Development Innovation Centre Asia/Oils & Fats, Sime Darby Research Sdn.Bhd

Solvent Extractors Association Asks to Hike Import Duty on Malaysian Refined Palm Oil



File photo - Bloomberg

India Is the World's Leading Vegetable Oil Buyer

Expressing concern over Malaysian palm oil flooding Indian markets, edible oil trade body Solvent Extractors Association (SEA) on Friday asked Prime Minister Narendra Modi to hike

import duty on palm oil being purchased from the South-east Asian country, to safeguard domestic oilseed farmers. In January, India had reduced import duty on refined palm oil sourced from Malaysia to 45 per cent from 54 per cent as part of a Comprehensive Economic Cooperation Agreement (CECA) signed by the two countries in fiscal year 2010-11. India is the world's leading vegetable oil buyer and the share of palm oil is more than 60 per cent of the overall imports.

In a representation made to the Prime Minister, Mumbai-based SEA of India said there has been a "sharp increase" in imports of refined palm oil as a consequence of the India-Malaysia CECA pact. "We strongly appeal to the government to kindly scrap the CECA agreement with Malaysia with immediate effect and impose higher duty on (RBD) palm olein (refined palm oil) to save domestic refiners and oilseed farmers," it said.

According to SEA, the refined, bleached and de-odorised (RBD) palm olein imports have gone up from 1,30,000 tonne in December 2018 to 3,71,060 tonne in May 2019, highest in any single month since May 2013. Total palm oil imports stood at 8,18,149 tonnes during May this year, while soft oils were at 3,62,637 tonnes in the same period, it said. Total vegetable oils (both palm and soft oils) imports in May this year declined to 12,21,989 tonnes from 12,86,240 tonnes in the same month previous year, the SEA data showed.

India imports palm oil mainly from Indonesia and Malaysia, and a small quantity of crude soft oil, including soybean oil from Latin America. Sunflower oil is imported from Ukraine and Russia.

Source: www.thehindubusinessonline.com

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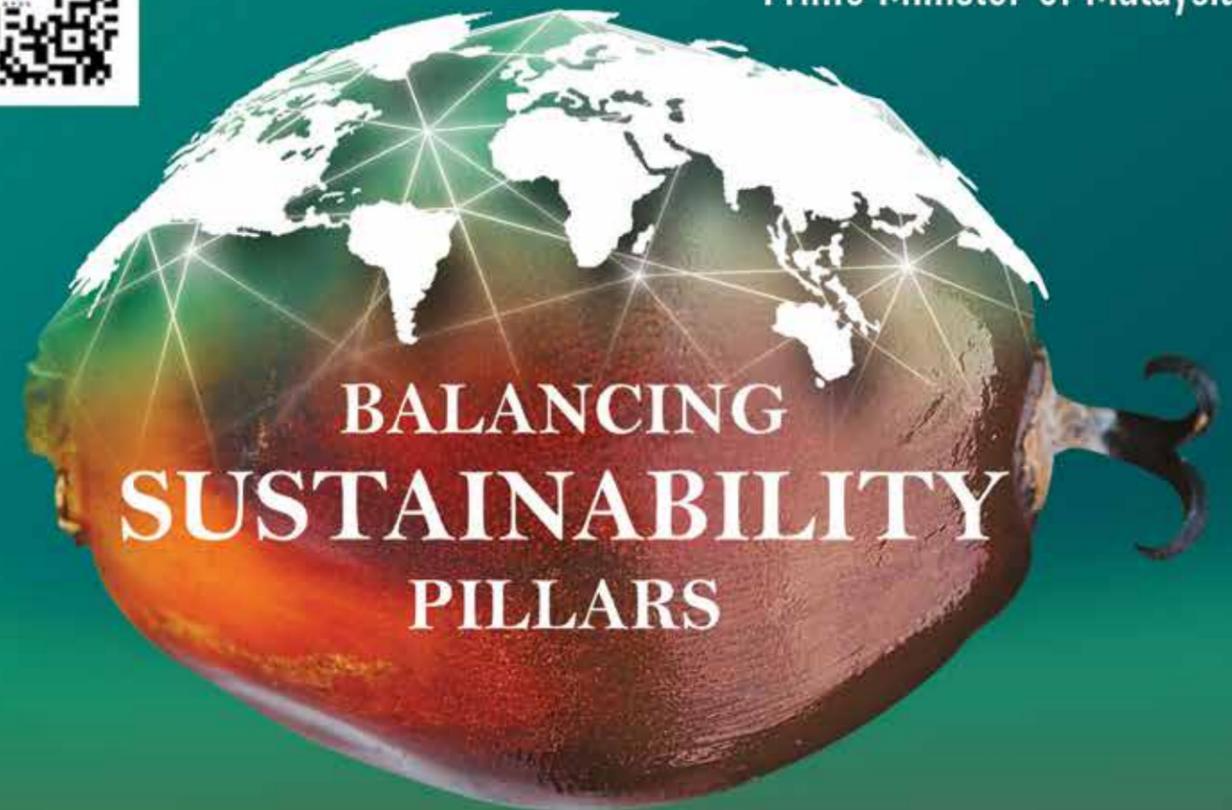
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Launch of Solutions Devoted to Construction

FOR EMERGING MARKETS

- TWO NEW TELEHANDLERS AND COMPACT LOADERS
- VERSATILE APPLICATION • A CUSTOMIZED OFFER

Dealers, journalists, and Manitou employees are "Stronger together" (Location: Arcadia Hilton Phuket)

Ancenis, May 15, 2019

Manitou group, world leader in rough-terrain handling, launches two new telehandlers and two compact loaders for Asia, the Middle East, and Eastern Europe. Presented at an event in Thailand before dealers and international journalists, these solutions are a response adapted to the needs of these specific markets, with a total cost of ownership suitable for their users.

A fast-growing market

Due to profound changes in many metropolitan areas, there are numerous transportation infrastructure projects (highways, subways, etc.), along with residential and commercial construction. They contribute to the construction industry's current economic health throughout the world.

To help with these large-scale works, the Manitou group has broadened its offering with two telehandlers and two compact loaders, to help users increase their productivity. Intelligent, robust solutions optimize the works' profitability, and the users' total cost of ownership continuously decreases. These models' versatility is also a response to the needs of projects in emerging countries, where equipment is sometimes limited.

New Manitou and Gehl Telehandlers

The Manitou MXT 840 and Gehl TX 408 models effectively respond to user needs. They can perform a vast array of jobs, thanks to a very wide range of attachments made for construction, such as forks, buckets, winches and gondolas. Their compatibility with all Gehl and Manitou attachments make their application possibilities all the greater. These telehandlers also allow operators to work very safely at the site.

Kévin Arnou, product manager at Manitou group remarks: "Our ambition is to develop the telehandler market through models that are easy to use, robust and that have a total ownership cost suitable to the local users. The 6 m to 10 m telehandler segment in the Middle East and Asia-Pacific represents a significant part of the telehandler market. It therefore provides a lot of growth leverage for the group. Our choice is also justified by the telehandler equipment needs that are growing significantly in the short and long term due to progressive modernization projects in those regions."

With a 7.60 m lifting height for a maximum capacity of 4 t, these models are particularly suitable for building construction

MANITOU
HANDLING YOUR WORLD

and easily extend to two stories. Equipped 4-wheel steering, these telehandlers can be controlled in 3 steering modes: 2-wheel steering, 4-wheel steering, or crab mode to make lateral movement easier. With a high ground clearance of 39 cm, the MXT 840 / TX 408 is especially good for crossing difficult terrain. The transmission consists of a torque converter gearbox. In the cab, the controls are intuitive to allow users learn the ropes quickly and gain efficiency on the site. The Manitou group's expertise can also be seen in the choice of components, including a very robust chassis and boom that ensure long-term rugged use. These models will be available on the Asian, Middle Eastern and East European markets starting in mid-June 2019 at Manitou and Gehl dealerships.

capacity of 608 kg. Offering restricted dimensions — 1.3 m wide and 1.9 m high — these compact loaders easily move in tight areas on building construction sites. They can also easily enter and leave basements or parking lots, saving movement time and increasing user productivity.

These models are also used for road construction, particularly for filling dump trucks, thanks to their 2.2 m dump height and maintenance of their axles without interrupting traffic, with a turning radius of just 1.75 m. To ensure safe use, these new loaders comply with the FOPS/ROPS standards and are equipped with a handrail and safety belt. The Manitou group's

Main specifications of the Manitou MXT 840 / Gehl TX 408 telehandlers:

	Lifting height	Capacity	Transmission	Power	Hydraulic Flow Rate
MXT 840 / TX 408	7.60 m	4 t	Torque converter	95 p	86.4 l/min



Expanded offerings in compact loaders

To go along with his launch, the Manitou group is marketing two Gehl and Manitou group versions of compact loaders. With a large choice of attachments, such as buckets, sweepers and breakers, the Manitou 1340R and Gehl R134 are especially versatile machines. They can do a multitude of jobs on the same site, eliminating the need for different equipment. Equipped with a 49-hp engine and a torque converter transmission, this model provides a lifting height of 3.58 m for a maximum load

expertise can also be seen in the quality of components. With a boom and chassis made of very high-resistance steel, operators can count on a highly durable, reliable loader, even in difficult climatic or environmental conditions. The controls inside the cab are ergonomic to allow the operator to learn the ropes easily and ensuring greater productivity. Maintenance is also optimized with easy access to daily maintenance locations, to speed up recurring inspections.



Manitou telehandler MXT 840 (8 meters / 4 tons)

Main specifications of the Manitou 1340R . Gehl R134 compact loader

	Lifting height	Capacity	Max. dump height	Power	Transmission
1340R / R134	3.58 m	608 kg	2.2 m	49 hp	145 Nm

Philippe Bisson, Manitou group's development director for the construction line says: "The 600 kg compact loader segment constitutes a significant part of this market's annual global volume. The R134 / 1340R model is mainly aimed at the Middle East, India and Australia, which together make up more than 70% of the sector. We expect a significant increase in demand for compact loaders, and trends recently observed in other markets, such as gondolas, makes us optimistic about the future of the loader in those regions!"

With solutions made for emerging markets, the Manitou group hopes to enhance its development in high-potential geographic zones. These robust models assure operators on site of many hours of use. Thus, they benefit from machines that are versatile, high-performance, easy to control, and offer optimized maintenance thanks to high-quality components.

Manitou Group, a world leader in rough-terrain handling, invents, produces, distributes, and services equipment for construction, agriculture, and industry. The group's product lines include fixed, rotating, and heavy tonnage rough-terrain telehandlers, rough-terrain, semi-industrial, and industrial masted forklifts, compact loaders (skidsteers) on wheels or tracks, articulated loaders, backhoes, aerial work platforms, truck-mounted forklifts, warehousing equipment, and attachments. Through its iconic brands — Manitou, Gehl and Mustang by Manitou — and its network of 1,500 dealers worldwide, the Group offers the best solutions by creating optimum value for its customers. Headquartered in France, the group recorded revenue of 1.9 billion euros across 140 countries in 2018, and it employs 4,400 people, all committed to customer satisfaction

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Empowering Business Decisions by Embracing Cloud Analytics

Imagine you were a CEO of a company with a production plant. You had a personal assistant named Max and Max was the most intelligent person you know; he never forgets and was able to perfectly memorize anything. He was always lurking around in the office, never in limelight but was always available whenever you needed him.

One day, as you got back to office after a performance review with the shareholders, you summoned Max into your room. "Production rate for our factory wasn't looking good last year," you said. "Show me production rate per month."

Max complied and instantly produced a Yearly Production Output Graph. You took a quick glance and noticed an interesting pattern. Production output was nearly half of usual average for months April and May. You struggled to remember any incidents which may be the cause because as far as you know the plant had been operating at full capacity.



"May I show you some propositions for this case?" Max spoke quietly. Still in deep thoughts, you waved an approving gesture and Max got busy "Here are a few possible correlations," said Max after a few minutes.

"Manpower looks normal and we are fully staffed all year," you said as you dismissed a yearly report on worker attendance. "Electricity Consumption is normal and so is Machine Uptime," you muttered as you flipped off more reports.

The Maintenance Expenditure report caught your eye. There was a spike in April, nearly ten times the average. Somewhere inside the plant, someone has issued an emergency repair works on one of the machines. Expanding the Maintenance Expenditure report, you discovered that Ivan has authorized an emergency repair on boiler number 4. You requested for a Detailed Job Sheet of the repair works and Max complied within a second. You discovered a lizard has crawled into the boiler control panel and short circuited one of the variable speed drives. This repair work request was justified. The report also stated that the contractors were able to complete all repair works within two days.

The next report from Max was the Forex Report. There was a spike mirroring your production drop at the exact months but as far as you were concerned, Forex had no impact on your production rate. It turned out the production was unable to complete without a chemical catalyst but usually nobody paid any attention as the production only requires a meniscus amount of said catalyst. Furthermore, this catalyst was not available locally.

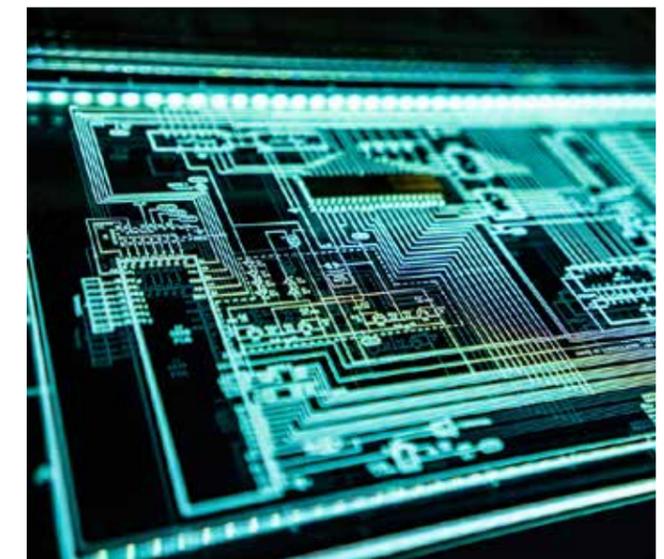
Sensing your thought process, Max produced a Raw Material Stock Level Report. Your jaw dropped as you realised the stock for this catalyst bottomed out one month before the production dip. "What are the purchasers doing?" you fumed. Max shrugged and produced a Procurement Report.

Studying the report, you realised that a purchase request has been made at the beginning of February to replenish it. Did the supplier failed to honour the delivery date? You prepared to write a complain email but Max produced yet another report titled Overseas Consignment Report. Your eyes moved to the comment section and there was a bold sentence:

SHIPMENT PENDING – WAITING FOR PAYMENT.

What does the story tell us? In the end, it appeared that the new hire in Finance has put a hold on the payment due to bad Forex. It turned out that a manpower reshuffle in HR caused a hiccup which started the chain of events leading to production drop. Without analytics, it would be hard to imagine a finance personal can cause a production drop in a plant located halfway across the country.

Unfortunately, as of today, Max (A smart robot powered by AI) hasn't existed yet but the all the aforementioned Reports are definitely possible. With Cloud analytics, our CEO was able to pinpoint a specific problem based on the amount of Big Data made possible with IoT devices installed in his plant. Cloud analytics work by collecting hardware and software information and rearranges them into easy to digest info-graphs and charts. They are available 24/7 and has helped thousands of CEOs across the world to enhance and empower business decisions.



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Palm Oil Not Linked with Diseases



Some critics have claimed that palm oil is linked with heart disease and other non-communicable diseases. But a nutritional biochemist pointed out that many studies have shown that saturated fat may not have an impact on heart disease risk.

Wayne State University's Department of Nutrition and Food Science Associate Prof Dr Pramod Khosla said that many such studies have since emerged since 2011. He added palm oil is a balanced oil with an equal amount of unsaturated and saturated fats. The seminar was part of the 'Love MY Palm Oil Campaign' launched by Dr Mahathir on March 24.

In fact, Dr Khosla said that one of the biggest contributors to heart disease is too much salt, which could lead to hypertension, a risk factor for heart disease. He said it is recommended that a healthy diet comprises eating many different foods, and palm oil can be part of that healthy diet.

Dr Khosla said that up to 50g of palm oil can be added to the overall total diet to satisfy the dietary guidelines for a healthy person. That could make up 50%-60% of total dietary fat. He said that fats included those from less visible sources, such as pastries, cookies, milk, meat and that cooking oil and palm oil

can make up 50g of the total overall amount. He said fat percentages in dietary guidelines could make up 25% to 35% of a person's total energy intake.

On another matter, Primary Industries Minister Teresa Kok, who also attended the event, hoped China will buy more palm oil from Malaysia after Malaysia and China signed the revised deal of the East Coast Rail Link (ECRL).

Although she was not part of the discussions and could not raise the request, she said she would convey her ministry's request to Prime Minister Tun Dr Mahathir Mohamad for him to negotiate with China to buy more palm oil from Malaysia. He is expected to attend the One Belt, One Road seminar at the end of the month. "We hope we will get more sales for Malaysia's palm oil," she added.

It was reported that analysts said the prospect of palm oil purchases being included in the ECRL renegotiation deal would be a boon for the local commodity's outlook this year. Palm oil makes up around 5.05 million tonnes or 58% of China's edible oil imports. Of the total, Malaysia's palm oil imports are around 1.92 million tonnes or 5% of China's total edible oil consumption.

Source: www.thestar.com.my

IoT & Big Data are applicable in the palm oil industry!



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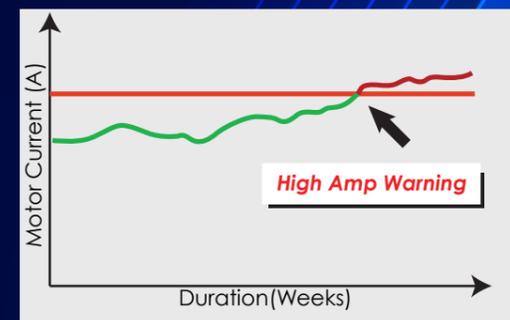
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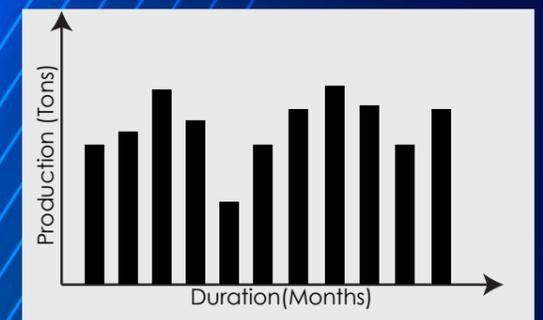
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Unlike other oils, palm oil doesn't break down or lose its nutritional value at high heat. With its high smoke point, it's a smarter choice for grilling, frying or sautéing than olive oil. Its neutral flavor also makes it a good substitute for butter when baking, or for mayonnaise in pasta and potato salads.

Palm oil's smoke point, the temperature at which it starts to burn and smoke, is in excess of 450 degrees Fahrenheit, much higher than other better-for-you oils. Olive oil begins to degrade at 380 degrees Fahrenheit, canola at 400 degrees and coconut oil at 347 degrees Fahrenheit.

More reasons to cook with palm oil

Palm oil is non-GMO, balanced and ultra-nutritious. This naturally trans-fat-free oil contains almost equal amounts of unsaturated fats and saturated fats. In the body, palm oil behaves more like a monounsaturated fat. It has virtually no adverse impact on your cholesterol levels. Palm oil is also a great source of vitamin E tocotrienols. This powerful antioxidant helps protect you from chronic diseases, and helps delay the aging process.



Malaysian palm oil is a great addition to any chef's kitchen.

Source: www.palmoilhealth.org

Cooking with Palm Oil Is SMART



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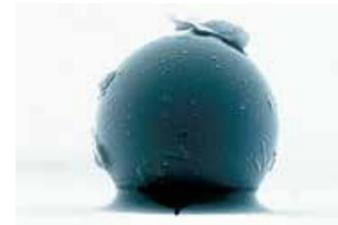
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Microscopic picture shows dirt not bonding to the surface of Clean COLORBOND® steel.



Microscopic picture shows dirt bonding to the surface of conventional pre-painted steel.



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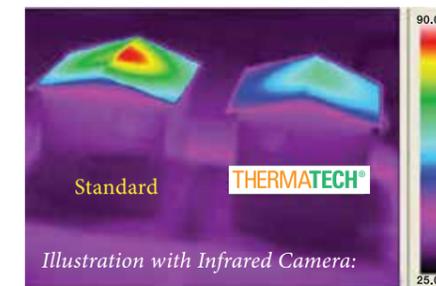


Illustration with Infrared Camera:

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An Interview with

Mr. Joe Lahra, Executive Chairman of ABS.Global and ABS Innovations Sdn Bhd.

Joe Lahra's professional career spans over 30 years working directly with more than one hundred CEO's from both local and multinational companies, assisting with strategic transformations and business value creation drives.

Joe Lahra who originates from Finland, has lived in Malaysia for the last 23 years and has had opportunities to work in more than 10 countries in Asia Pacific, The Americas and Europe covering profit improvement programs related to increasing sales revenues, reduction in costs, improved productivity, quality and customer experience across 16 industry sectors.

1. Briefly share with us the organisation's background and history?

ABS.Global is a management consultancy that delivers profit improvements by managing behavioural changes designed specifically to transform the operating results of organisation. ABS began operations in Malaysia in 1995 and now also operates in Indonesia, Thailand and Papua New Guinea. The ABS mission is to be an implementation partner who delivers a minimum of a three hundred percent (300%) return on investment to all clients, each year.

After more than 500 successful business improvement consulting projects in many industries we focused on the Palm Oil Industry. We saw a need for the industry as a whole to adopt a new approach to increase yields and productivity. We saw that while the industry was in fact growing and profitable the average key performance indicator of 3.8 metric tons of CPO/ha had not shown any real signs of improvement over the last 20 years. Many believed that the industry should be striving to achieve 8.0MT/ha and some now believe that performance can even be tripled. This created an opportunity which, as Performance Improvement Consultant's we just couldn't ignore.

We observed that our ABS.Global, Director, Mr. John Madsen managed to improve the performance of a plantation company back in the early 2000's by a massive 62%, from a CPO of 3.2MT/ha to 5.2MT/ha in a very short period. Once we realised that great results can be achieved relatively fast, and significant improvements could be attained over the long term in the industry, we were hooked and keen to work on a solution.

We set up the companies ABS Technovations and ABS Innovations to further study the improvement approach in great detail, to identify all the result drivers and how these could be effectively digitised and implemented in all plantation companies. What we found was a complete surprise to some clients and perhaps, a well-known, but hidden fact by others. We found that between 60% to 80% of the performance losses and gaps in a plantation was the direct result of inconsistent operating behaviours. We then decided not to focus on the equipment, the environment or the planting material as we saw that the greatest success can be achieved through managing consistent operating behaviour.

We identified eight (8) key drivers of operating behaviours, which if managed effectively through specifically designed digital tools, the plantations can significantly improve performance and sustain the company's results. We worked for eight years to design, develop and hone our digital tools, field training programs and transformation approach in order to create PMMP for the plantations and MMMP for Mills. These tools now effectively drive and manage the critical operating behaviours. (Proactive inspection is one of the key things)

2. How does ABS Innovations help the organisations in plantation management and mill management? What are the advantages of ABS Innovations' services compared to other similar market players?

PMMP & MMMP is a result driven digital transformation approach to address the operating behaviours. This is a critical success factor for plantations to achieve optimum efficiency. It is even more important right now, while oil prices are low. This approach can be a "game changer" to significantly optimise the profitability of both the Plantation & Mill.

We are very proud to have the most successful track record of all consulting companies, with our PMMP & MMMP digital transformation programs covering now more than 1.5 Million hectares of plantations across Malaysia, Indonesia, Papua and Thailand.

The ABS Technology team are the most hands on, in the field team I have seen and as a result they have developed the latest most practical and user friendly mobile digital tools, using Facial Recognition, Near Field Communication, GPS, Drones, Big Data Analytics, Artificial Intelligence, Reactive IoT Sensors & Cloud Computing, which is moving towards Robotics and Industry 4.0 style solutions. While the technology might sound complex, what is very important to us and our competitive advantage is that an operator can pick up and be trained to use this technology in just a few minutes, just by learning to push a few simple buttons.

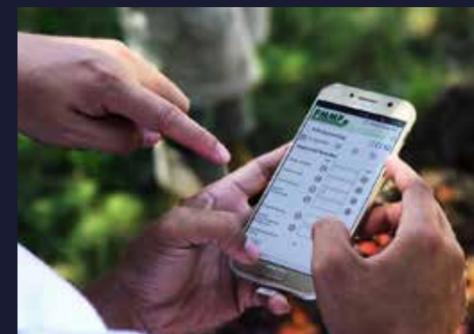
Our ABS Innovations team live on site in the field within remote plantations working side by side, training and coaching the client's operators, mandors, supervisors, administration and management staff. This is what creates a real transformation, as they can focus on customising the products to suite the complexities of each plantation and bring to the client practical and tested "best practises" to improve performance right where it matters the most, in the field.

The ABS difference is we spend very little time in the boardrooms; we are out in the field training and implementing. ABS has a deep learned understanding of the plantation industry, combined with a long track record of business consulting which actually delivers bottom line results through operational behavioural changes. No one else is doing this in the market.

3. Could you elaborate more on the holistic approach encompassing IT, Optimized Process Flows and Individual Performance Management that ABS Innovation focuses on?

Firstly, to optimise the process we remove the paper work in the field and replace this with digital tools, sensors and analytical tools. This reduces something like 100,000 bits of paper in a plantation, 200,000 in process signatures, some 5,000 hours of calculations. This removes all the errors and frustration and frees up time on value adding activities and makes the staff happier, because no one wants to do all this paperwork.

Secondly, we then stream line the processes and create transparency using NFC to monitor fruit movement and GPS to manage resource locations and assignments. These tools are used at every stage of the process from the palm tree in the nursery to the CPO tank in the mill.



Thirdly, we customised the solutions to each customers' process to address their specific pain points of pest management, fertiliser application, harvesting and evacuation process. This is where we design and align the tools to manage attainment to all the best practise operating behaviours using at least eight plus (8+) behavioural drivers, such as;

- i. Proactive Inspection
- ii. Awareness and Visibility of Performance
- iii. Active Supervision
- iv. Preventative Management
- v. Planning and Predictability
- vi. Precision Management
- vii. Performance Recognition, &
- viii. In-Process Skills Coaching

Finally, we train the client in new ways to manage and develop their people using best practice methods.

4. As far as I know, ABS Innovation are the leading Change Management advisors in the Palm Oil Plantation Industry that aims to help business leaders develop and improve their organisations and business. What is ABS Innovations plan and strategy? Are there any challenges?

The ABS goal and strategy is to accelerate our role as implementors of Digital Transformation Strategies for customers and bring new and more innovative tools and solutions to our clients each year. Our strategy is to grow our offering to every aspect of the clients operating business. The technology



landscape is now changing at a faster pace than it has in ever in history so our challenge is to increase our speed of delivery each year to harness the new technologies, and translate these into practical, useful, value adding tools to help our clients to continuously improve performance.

To address this strategy to grow our offering and services to the client, we have positioned a Director of Customer Experience and Development, to work with our team and our clients with a goal to chart out common growth expectations in terms of technology and services required from their partners so as to plan and "future proof" the Customer Experience Development journey.

Almost all the customers we meet do already see the need to change the traditional methods and use technology to their advantage, but we sometimes worry about the few plantations who are not making big enough changes. More and more, new staff expect to be doing work more efficiently than their grand-parents, so this is another challenge to get some of the more traditional thinkers to try it once. To overcome this, we are offering these clients a pilot "proof of concept" so they can see how effective and easy it really is to change and begin to drive up the performance and also their Employee Experience.



5. How does ABS Innovation plan to expand their services in domestic and international industry?

We do have big growth plans which we are achieving and yes, we are constantly hiring and training the best consultants, leading technicians, new technology designers and team leaders. Our vision, however, is to ensure that growth is managed so that it is never at the expense of quality of service. This is why our 2019/2020 plan is to grow by further developing our Customer Experience. We also offer a complimentary CIP (Continuous Improvement Process) program that takes us back each year to our customers where we look at how we can work with them to achieve a new level of performance and bring in the latest best practices.

We are active in local and overseas conferences, seminars and workshops and we are continuing to expand with our many customers who have multi-country operations and related businesses. This is a natural managed expansion of our service overseas and across to other business sectors of our clients where our tools can also be effective.

6. Are there any future development for ABS Innovation? What are ABS Innovation's plans for the next five years?

We have a five-year technology roadmap, which due to the pace of change and technological advancement we do align every six months. Without going through the specifics, while some innovations have a longer development time, we are releasing at least three new exciting innovations each year, covering things like photo recognition, block chain traceability and new sensors. We have also setup separate teams to develop products for other Industries like Durian, Stevia, Coconut, Sugar Cane, Rubber and we are moving to other markets such as Africa and South America.

7. What is ABS Innovation's advices to the player in the palm oil industry?

Every mill and plantation we have visited has significant, cashable opportunities to improve the bottom line. Our advice is, that if you and your CEO have not recently seen or trialled our PMMP in your plantation or our MMMP in your Mill, we invite you to give us a call and we would be delighted to share with you at no obligation a live demonstration or even pilot of our tools and show you how effective it really can be. The "proof is in the pudding" we encourage every CEO to see this first hand for themselves. This is not just a tool, it is a strategic transformation of your business.

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ABS INNOVATIONS SDN BHD



THE LATE TAN SRI DATO' DR LEE SHIN CHENG A VISIONARY ENTREPRENEUR

Tan Sri Dato' Dr Lee Shin Cheng was born in Klang, Selangor, Malaysia in 1939, with ancestry from Eng Choon, a Hokkien province in the Republic of China. He was the founder and Executive Chairman of the two public-listed companies IOI Corporation Bhd and IOI Properties Group Bhd.

Through his entrepreneurial leadership and stewardships, strategic vision, guidance, wisdom as well as his vast experience, the two companies have grown to become leading global palm oil player and leading property developer in Malaysia.

• EARLY LIFE

Tan Sri Dato' Dr Lee grew up in an oil palm plantation estate in Jeram where his father ran a small sundry shop in a rubber estate. He had to stop schooling when he was 11 years old to help support his family. He rode his bicycle selling ice cream for four years before returning to finish his secondary school studies in 1960.

After leaving school, he started to work as a supervisor in a rubber estate. Having worked in the estates for several years, Tan Sri Dato' Dr Lee applied for an Assistant Manager's job in a plantation company, Dunlop Estates but was rejected because of his lack of academic qualification. After being rejected by Dunlop Estates, he went on to get a field supervisor job with another oil palm plantation company and diligently worked his way up to become a full-fledged estate manager. Some 25 years later, he bought up the entire Dunlop Estates company.

• JOURNEY TO ENTREPRENEURSHIP

Determined to make his entrepreneurial dream a reality, Tan Sri Dato' Dr Lee has built vast businesses in the plantation, resource-based manufacturing and property sectors. He positioned IOI into a leading global integrated plantation company and one of the largest property developers in Malaysia.

Tan Sri Dato' Dr Lee's achievements stemmed from his humble beginnings in the late seventies, where he founded Lam Soon Huat Sdn Bhd in December 1975 and ventured into his first housing project named Taman Mayang in Petaling Jaya. In 1983, he first ventured into plantation business by acquiring Bukit Dinding Estate and Sabai Estate in Pahang. In the following year, he acquired three property development companies and further expanded the property business. Subsequently, he embarked on his first township development named Bandar Puchong Jaya, Puchong in 1990. In the next few years, he acquired more estates for plantation and increased the landbanks for property developments.



Tan Sri Dato' Dr Lee explaining the harvesting process



• SIGNIFICANT MILESTONES IN LIFE

In 1990, Tan Sri Dato' Dr Lee acquired the entire plantation assets of Dunlop Estates Berhad from Multi-Purpose Holdings Bhd. The acquisition involved 13 palm oil estates of many times the size of the existing land held by IOI, and was considered a bold and unwise move by a new comer in the industry, especially at the time when the plantation business was viewed as a sunset industry. However, Tan Sri Dato' Dr Lee said to the market analysts then; "today sunset, tomorrow sunrise". This was truly a demonstration of his vision and foresight.

Another significant milestone of Tan Sri Dato' Dr Lee was the acquisition of Pamol Plantations Sdn Bhd in 2003 from Unilever. Since the acquisition, the breeding and seed production operations of Pamol have been integrated into the IOI Research Centre which have made IOI as the only plantation company producing the highest crude palm oil yield in Malaysia.

Tan Sri Dato' Dr Lee's vision and management capability extend beyond plantations. In 1997, he acquired a controlling stake in Palmco Holdings Berhad, a palm-based oleochemical company, later renamed as IOI Oleochemical Industries Berhad. Within one year of acquiring the struggling company, Tan Sri Dato' Dr Lee turned it around and made it into a highly profitable business by expanding the market base of its products globally. Following IOI's acquisition of Pan-Century Edible Oils and Pan-Century Oleochemicals, IOI later became one of the largest vegetable-based oleochemicals manufacturers in the world. Today, IOI Oleochemical Industries Berhad is one of the largest oleochemical companies in Asia, and one of the most respected and innovative players in the industry.



Conferment of Honorary Doctorate Degree in Science from University of Malaya in 2017

• GLOBAL VENTURE

In December 2002, Tan Sri Dato' Dr Lee's entrepreneurial vision further steered IOI to extend its reach to the world by acquiring Lodders Crocklaan Group from Unilever. The acquisition provided IOI access to global specialty oils and fats markets in over 60 countries, with Western Europe being the world's largest consumer of specialty fats. This, together with the investment in IOI Oleochemical Industries, completed the entire spectrum of the palm oil value chain, making IOI a leading global integrated palm oil producer.

IOI's property development and investment businesses also spanned across countries in Malaysia, Singapore and the People's Republic of China. In 2007, IOI first forayed into Singapore property market with a joint venture with Ho Bee Investment Ltd. In 2010, it first forayed into China property market in Xiamen with purchase of a 7.7-acre site for residential development named IOI Park Bay. Today, IOI has a total landbank of approximately 10,000 acres, IOI is well on its way to leave a stronger mark in the property industry, both locally and abroad.

• SOCIAL CONTRIBUTIONS AND PHILANTHROPY

Tan Sri Dato' Dr Lee was regarded as one of the elder doyens in the Malaysian Chinese community. He was the patron and advisor of many Chinese community and business associations in Malaysia. He had contributed to many Chinese community causes. The two closest to his heart were the Kuen Cheng Secondary School and the Shin Cheng (Harcroft) Primary School.



Tan Sri Dato' Dr Lee was the Chairman of the Board of Directors in Kuen Cheng Secondary School who led the redevelopment of the school buildings during the past 20 years. As the corporate founder of Shin Cheng Primary School, IOI Properties Group Berhad built the entire school and donated it together with the land.

Tan Sri Dato' Dr Lee was also active in providing his advice and guidance to a large number of industry groupings, associations and social organisations. He serves as, among others, the Honorary President of the Associated Chinese Chambers of Commerce and Industry of Malaysia (ACCCIM), former Board member of Malaysian Palm Oil Board, and former Secretary General of Malaysian Hokkien Association. He was also a Council Member of the East Coast Economic Region Development Council (ECERDC) for the Government from 2008 to 2014.

• AWARDS & RECOGNITION

- 2001 – FIABCI Malaysia Property Man of the Year Award by International Real Estate Federation – Malaysia Chapter
- 2002 - Honorary Doctorate Degree in Agriculture by University Putra Malaysia
- 2006 - Fellowship of the Incorporated Society of Planters (FISP) by Malaysia's Incorporated Society of Planter (ISP)
- 2007 – Asiamoney's Top Executive Malaysia Award
- 2008 - Honorary Fellowship of the Malaysian Oil Scientists' and Technologists' Association (MOSTA)
- 2008 - Exemplary Hokkien's Awards by the Federation of Hokkien Associations
- 2011 – Malaysian Palm Oil Association (MPOA) Recognition Award
- 2015 – Palm Oil Industry Leadership Award by the Malaysian Palm Oil Council (MPOC)
- 2017 – Malaysia Fujian Exemplary Leader Award by Federation of Hokkien Associations
- 2017 – Honorary Doctorate Degree in Science by University Malaya

• WORK ETHICS AND CHARACTER

Tan Sri Dr Lee's work ethics was legendary. He has high integrity, was hardworking and very hands-on in his work. His tenacity and enterprising spirit were unrivalled by many in the Malaysian corporate circle. Above all, his humility and down-to-earth demeanour have gained the friendship and respect among many whom he met.

We salute Tan Sri Dato' Dr Lee for his many achievements. His life story will be etched in the memory of those who have come to know him and his accomplishments will be an important chapter in the Malaysian corporate history.

Fusionex Set to Transform Palm Oil Industry through AI and Industry 4.0 Technology

As part of a growing commitment to revolutionise Malaysia's Palm Oil industry through technology, Fusionex, an established multi-award-winning intelligent technology provider, today launched a 'Smart Milling Workshop via IR 4.0' with the Malaysian Oil Scientists' and Technologists' Association (MOSTA) called 'The Future of Palm Oil Industry' - Revolutionizing Mill Operations and Widening Markets', which places importance on enhancing the Palm Oil sector with cutting edge, transformative technology.

"The Smart Milling Workshop via IR 4.0' is one of the initiatives Fusionex is organising, where Industry Revolution 4.0 (IR 4.0) technologies are brought to the forefront of Malaysia's palm oil industry to serve as a catalyst for enhancing the performance of industry players through innovation and continuous intelligence.

The workshop provided a platform for business owners, operations personnel and technologists to exchange ideas and share experiences regarding new research and innovative palm oil technology. Fusionex also took to the stage to share powerful case studies and relevant techniques that have helped the industry better its standards so far. The session also provided an opportunity for deliberation of issues, challenges and some of the latest developments in the palm oil industry.

The event's theme reflected futures trends that need to be adopted by the palm oil industry to overcome the existing and emerging challenges, especially in areas of technology deployment in plantations, smart mills, sustainability and marketable products. Fusionex's technology raises the bar for best practices in plantations, as well as the milling and processing of palm oil.

Participants at this event had the opportunity to listen to Fusionex subject matter experts speak on how cutting-edge technologies such as Industry 4.0, the Internet of Things, Artificial Intelligence, Machine Learning and Big Data Analytics can immensely improve their business processes, optimise yield, improve overall quality, as well as increase productivity and profits.

The Minister of Primary Industries YB Teresa Kok Suh Sim, who attended the event and launched the 'Smart Milling Palm Oil Mill Immersion Programme', congratulated Fusionex and MOSTA for their commitment to transform Malaysia's Palm Oil industry with advanced and result-oriented technology. The 'Smart Milling Palm Oil Immersion Programme' is an assessment programme worth RM10, 000 given to event attendees to kick-start their digital transformation with Fusionex.

YB Teresa Kok Suh Sim emphasised that, "Smart Milling will help Palm Oil mills modernise their operations and increase their productivity." "Such a collaboration between Fusionex and MOSTA, especially through today's workshop, is an essential step in uplifting the Malaysian palm oil industry for the future," she added.

Fusionex Founder & Group CEO Dato' Seri Ivan The said, "The 'Smart Milling Workshop via IR 4.0' aims to encourage collaboration among industry players. The workshop focuses on some of the key issues and challenges in the palm oil industry. "Fusionex is committed to working with partners such as MOSTA, to create more awareness and provide much needed technology for the industry."

Tan Sri Datuk Dr Augustine Ong, President of MOSTA, who was present at the 'Smart Milling Workshop via IR 4.0' elaborated, "This event with Fusionex brings together important stakeholders in the palm oil industry to collaborate and address sustainability issues. We are delighted to have Fusionex as a strong and supportive partner that is willing to come forth and share its experience with our member companies. I am sure the audience today gained a lot of insights that will be useful for their businesses."



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"Seizing Opportunity, Building Resiliency"

PALMEX Malaysia 2019 Aims to Increase Sustainability of Palm Oil Industry



"The palm oil industry must continue to highlight the natural goodness and benefits of palm oil to the world, so that it will be well received for many years to come."

The 7th Edition of Palm Oil Technology and Innovations Expo (PALMEX) Malaysia 2019 which incorporates with Malaysia International Palm Oil Conference (MIPOC) 2019, with the theme of "Seizing Opportunity, Building Resiliency" has been officially launched by YB Datuk Lee Kim Shin, Assistant Minister for Tourism, Arts and Culture.

YAB Datuk Patinggi (Dr) Abang Haji Abdul Rahman Zohari Bin Tun Datuk Abang Haji Openg, Chief Minister of Sarawak said in his speech and was read out by YB Datuk Lee Kim Shin, Assistant Minister for Tourism, Arts and Culture during the Opening Ceremony of PALMEX Malaysia 2019.



PALMEX Malaysia 2019 Opening Ceremony was officially launched by YB Datuk Lee Kim Shin, Assistant Minister for Tourism, Arts and Culture (First Row, third left) accompanied by Mr. Khairun Khalik Yusof, Assistant Director of MATRADE Sarawak (First row, first left), Mr. Balu A/L Nambiappan, Director, Economics & Industry Development Division, MPOB (First row, second left), Mayor Adam Yii Siew Sang, Datuk Bandar of Miri City Council (First row, third right), Mr. David Tiong Chiong Ong, Chairman of Sarawak Oil Palm Plantation Owners Association (SOPPOA) (First row, second right), Mr. Michael C.L. Tiong, Managing Director of Dai Lieng Trading Sdn Bhd (First row, first right), Mr. Tan Eng Hau, Deputy Secretary General of Malaysia Biomass Industries Confederation (MBIC) (Second row, second right) and Mr. Kenny Yong, Founder and Group CEO, Fireworks Trade Media Group & NRG Exhibitions (M) Sdn Bhd, the event organizer for PALMEX Malaysia 2019.

"The growth of palm oil industry will be enormous benefits to the industry players, but also the local communities that nurture it, it is important for the industry players to include the local communities in the development and expansion programme for the benefits of all parties involved," said by Chief Minister of Sarawak.

"There is a need for us to look into the details of palm oil especially the positive effect on health, environment and sustainability. In recent years, all palm growth has expanded to Southeast Asia including Malaysia and Indonesia are currently producing more than 80 percent of the world's palm oil supply," he said.

"Presently, palm oil is one of the least expensive and most popular oils worldwide where it accounts for one third of the global plant oil production," he added.

The Chief Minister also said "The palm oil industry must continue to highlight the natural goodness and benefits of palm oil to the world, so that it will be well received for many years to come. Sarawak government is always welcome the organizing of international business event that will provide good avenue for the palm oil industry players to congregate," he said. He then added, "With the presence of the local and international palm oil experts to PALMEX Malaysia 2019, this event will provide a good platform for all of us to figure out more ideas and solutions to address the challenges and issues related to the palm oil industry."

With the sharing of knowledge and experiences from these palm oil experts, the Chief Minister of Sarawak believes that this will definitely bring more improvements and increase the sustainability to the palm oil industry especially in Sarawak.

The organizer's supporting partner, Poladrone has also conducted a seminar with the theme of "Unmanned Aerial Vehicles (UAV): Automating Oil Palm Plantation" followed by a two-day drone demonstration and a drone performance during the opening ceremony of PALMEX Malaysia 2019.



Visitors are listening to the presentation of the exhibitor in PALMEX Malaysia 2019.

AGRI MALAYSIA

The Preferred Exhibition by Agriculture Industry

Malaysia International Agriculture Technology Exhibition (Agri Malaysia) now returns for the 4th consecutive year with a more dynamic theme to ensure a wondrous experience for the participants.

Malaysian government bodies and industry-related organizations continue to deliver strong support for Agri Malaysia with a powerful programme and activities that help enrich the overall participating experience for all. The qualified exhibiting companies shall continue to be eligible for Market Development Grand (MDG) approved by Malaysia External Trade Development Corporation (MATRADE) as the exhibition is consecutively endorsed by MATRADE for its international trade fair status.

With the participation of over 150 exhibitors displaying about 300 brands covering the innovative products, services and technologies ranging from modern farming tools and equipment, seeds, fertilizers, smart farming technologies, information consultation, human resource management as well as safety and health issue, the exhibition expects to welcome more than 10,000 trade visitors from Malaysia and overseas.

The Preferred Information Platform by Agriculture Stakeholders

Agri Malaysia shall also feature a variety of agricultural seminars and information sharing sessions for the valuable visitors. This year, the team will continue its collaboration with the industry experts to conduct more specialized seminars and knowledge talk. Among them, the sessions shall cover the topics related to coconut, pineapple and durian, in collaboration with the Department of Agriculture, Malaysia.

There is always huge potential for the Malaysian agriculture industry and in line with the development and initiatives taken by the government, Agri Malaysia always strives to create a powerful information platform for industry stakeholders and effectively connect them to each other. Today, Agri Malaysia has become the preferred platform where the industry stakeholders choose to share or to receive the latest information and trends. This year, the team of Agri Malaysia continues to work out for more exciting ideas, with the aim of creating brand new sparks to the said group of people.



The crowd awaited to visit Agri Malaysia



A top view at Agri Malaysia



The audience was paying high attention during the seminar

Incorporating with Whole New Aquaculture Trade Exhibition – Aqua Malaysia

Agri Malaysia shall incorporate the Malaysia International Aquaculture Technology Exhibition (Aqua Malaysia) into the 3-day exhibition in order to provide a more complete aspect in agriculture, to share useful market information and to ensure a more worthwhile participation to all.

This brand new exhibition is aimed to be the most professional and comprehensive aquaculture trade exhibition dedicated to local and international market players for an exclusive product and technology showcase. It is also shaped to be learning hub for aquaculture community

The incorporation is expected to help the industry-related stakeholders to capture more market insights and enjoy greater mutual benefits.

Do not miss out abundant business and learning opportunities in the Malaysia's largest and leading agriculture trade event. For further information, please logon www.agrimalaysia.com or follow its official Facebook Page @AgriMalaysia

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15	Mackenzie Industries Sdn Bhd	www.mackenzieind.com
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Treated Effluent



Sludge Discharged

DESLUDDING & DEWATERING



Screw Press Desludging and Dewatering Machine



Rotary Drum Dehydration Belt Filter Press



Treated Effluent



Sludge Cake Discharge Pit

Dimension (mm)	5100(L) x 2525(W) x 2560(H)
Power Consumption (hp)	8
DS Standard Treatment Capacity	390~480 kg/hr
Influent Treatment Capacity	15-30 m ³ /hr

Belt Width (mm)	1500
Power Consumption (hp)	5
DS Standard Treatment Capacity	180~308 kg/hr
Inlet Capacity (S.S. 1.5%-2.5%)	12-20.5 m ³ /hr

PREVENTIVE MAINTENANCE PROGRAM



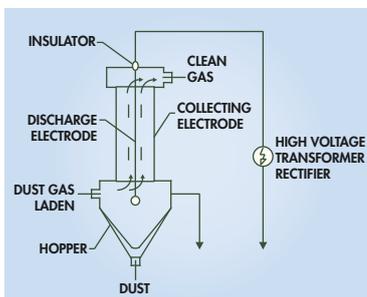
A software that's assist maintenance team to operate, control and monitor the maintenance management. To verify the regulatory compliance and produce reports and summaries for all maintenance activities, scheduling maintenance program.

- Reduce breakdown
- Increase profits
- Improve control
- No training require



ELECTROSTATIC PRECIPITATOR (ESP)

To achieve the discharge particulate matters **below 150ppm** after boiler chimney. **Boiler Flue Gas Dust Removal System** is suitable to install for any biomass boiler.



- The dust laden flue gas flows through a system which consists of collecting electrodes and discharge electrodes.
- The high field strength in the vicinity of the discharge electrodes will create a Corona Effect.
- The charged dust particles will migrate to collecting electrodes and dust layer will accumulated and formed.
- The accumulated dust layer will remove to the hopper by the rapping system.



SOLID REMOVAL & OIL RECOVERY SYSTEM



COD/BOD of discharge is reduced by 65% to 75%. Increase Oil Extraction Rate (OER) of mill 0.4% - 0.6%.