National Farmers’ Organization of Malaysia

2nd Member Meeting of the Regional Council of Agricultural Machinery Association in Asia and the Pacific (ReCAMA) of Centre for Sustainable Agricultural Mechanization (CSAM), 16-18 July 2016, Coimbatore, India

Presented by:
Saharudin Mohd Dan
General Manager
Nafas Jentera Sdn Bhd
INTRODUCTION
NAFAS STRUCTURE
NAFAS JENTERA SDN BHD
NAFAS JENTERA PRODUCT
ACTIVITIES
National Farmers’ Organization (NAFAS) was Established on 31 March 1972 under Farmers Association Act 1967 as an ‘Apex’ organization to Farmers' Association.

In 1984, re-registered under the Farmers Organization Act 109 [1973] [amended 1984] as the National Farmers’ Organisation or well known abbv. as NAFAS.
INTRODUCTION

RESPONSIBILITY

13. To support members in acquiring land and to undertake land development projects for the benefit of members

12. Encourage social activities and to support welfare of members

11. To support social activities

10. To provide credit facilities and services and to promote greater investment in agricultural and commercial sectors

9. Savings services

8. Collection And Investment of Member’s Fund

7. Providing Processing activities

6. To develop Collection Centre, Grading, storage, Distribution And Marketing activities

5. To provide Logistic Services

4. Providing mechanization services

3. To support members activities by providing input, farm requirement and consumer product.

2. Increase income by increasing yield And Diversifying Agricultural products.

1. Human Capital Development

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3. To support members activities by providing input, farm requirement and consumer product.

2. Increase income by increasing yield And Diversifying Agricultural products.

1. Human Capital Development
NAFAS GROUP PROCUREMENT COMPOSITION 2005-2014

- Fertilizer & Agrichemical [73.13%]
- Seedling [8.86%]
- Spare parts [1.57%]
- Poultry (Chicken) [4.66%]
- Poultry (Egg) [0.10%]
- Building Rental [0.28%]
- Others [0.08%]
- Oil palm [7.74%]
- Machineries [2.24%]
- Plastic [0.24%]
- Animal Feed [0.92%]
- Buffalo [0.79%]
- Funding [0.06%]
OUTLINE OF PRESENTATION

- INTRODUCTION
- NAFAS STRUCTURE
- NAFAS JENTERA SDN BHD
- STRATEGIC ACTION PLANS
- ACTIVITIES
NAFAS JENTERA SDN BHD (NAFAS JENTERA)

Being the Nation’s First and Growing

• Nafas Jentera is a company wholly owned by the National Farmers Organization (Nafas) to supply and improve technology in agriculture for the benefits of farmer members and the farming community in general.

• Nafas Jentera grew to become a major supplier of agricultural machineries including tractors in the agricultural sector with first class technology and after sales service and technical back-up.

• Nafas Jentera is very much dedicated to bringing new technology in the agricultural sector in Malaysia from Land Preparation till Harvesting.
Nafas Jentera appoints 14 States Farmers Organizations all over Malaysia as 3’S dealers (Sales, Service and Spare parts) for all their products.
Nafas Jentera was the Distributor for FIAT Agricultural tractors since 1976 - and has become the Authorized Distributor for (CNH) Case New Holland tractors which were upgraded from the FIAT tractor series.

In 2013, Nafas Jentera has become the Authorized Distributor for MIZOU Oil Palm Mechanical Assisted Infield Collection (MAIC) tractor series.
Tractors series

- TT45 (2WD & 4WD)
- TT55 (2WD & 4WD)
- TT75 (2WD & 4WD)
- TD80 (2WD & 4WD)
- TD90 (2WD & 4WD)
- TL90 (2WD & 4WD)
- TD95 (2WD & 4WD)
- TL100 (2WD & 4WD)
Introduced in 1995 with the L/35 Series, then upgraded in 1998 as the TL Range, this range is well established as a worldwide leader in the upper all-purpose tractor segment. In the last 8 years, New Holland has sold more than 80,000 units of L/35/TL Series.

In the "Africa, Middle East and Asia" region alone, CNH are selling more than 400 units annually of the TL Series. These tractors are used in a wide variety of agricultural applications, including dry land cultivation in Africa/Middle East and paddy cultivation in Asia.

With some significant product upgrades, and in order to comply with the European Tier 3 Emission and Noise regulations, starting from 2008 the new T5000 will be available, replacing the current TL range. This range will be offered in 2 & 4WD, Cab & ROPS versions.
<table>
<thead>
<tr>
<th>NO.</th>
<th>MACHINE TYPE</th>
<th>DEPARTMENT / AGENCY / FARMERS</th>
<th>ENTREPRENUERS / PRIVATE</th>
<th>TOTAL (UNIT)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>UNIT</td>
<td>%</td>
<td>UNIT</td>
</tr>
<tr>
<td>1</td>
<td>TRACTOR 4 WD</td>
<td>600</td>
<td>17%</td>
<td>2951</td>
</tr>
<tr>
<td>2</td>
<td>COMBINE HARVESTOR</td>
<td>250</td>
<td>18%</td>
<td>1166</td>
</tr>
<tr>
<td>3</td>
<td>TRACROR 2 WD</td>
<td>0</td>
<td>0%</td>
<td>7000</td>
</tr>
</tbody>
</table>
NAFAS JENTERA PRODUCT

Tractors series

Beluga T980
Jaguar X800
Rhyno W700
Lion X1000
Tiger G1500
NAFAS JENTERA PRODUCT

Potential market

[Map showing forestation areas in Sarawak]

Legend:
- Forest
- Cultivation
- Roads
- Industrial areas
- Other areas

Scale 1:5,000,000

The map illustrates the forestation areas in Sarawak, indicating potential market areas for NAFAS JENTERA PRODUCT.
### Potential market

<table>
<thead>
<tr>
<th>BIL</th>
<th>ORGANISASI PERLADANGAN</th>
<th>KELUASAN LADANG (HEKTAR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>SALCRA</td>
<td>60,000.00</td>
</tr>
<tr>
<td>2</td>
<td>Sarawak Plantations Bhd</td>
<td>50,000.00</td>
</tr>
<tr>
<td>3</td>
<td>TA AN PB</td>
<td>48,000.00</td>
</tr>
<tr>
<td>4</td>
<td>Boustead PB</td>
<td>38,000.00</td>
</tr>
<tr>
<td>5</td>
<td>FELCRA PB</td>
<td>33,000.00</td>
</tr>
<tr>
<td>6</td>
<td>Jaya Tiasa Holdings</td>
<td>70,000.00</td>
</tr>
<tr>
<td>7</td>
<td>Tradewind PB</td>
<td>80,000.00</td>
</tr>
<tr>
<td>8</td>
<td>Subur Tiasa Holdings</td>
<td>15,000.00</td>
</tr>
<tr>
<td>9</td>
<td>WTK Holdings Bhd</td>
<td>70,000.00</td>
</tr>
<tr>
<td>10</td>
<td>Rimbunan Sawit Bhd</td>
<td>20,000.00</td>
</tr>
<tr>
<td>11</td>
<td>BLD Plantations</td>
<td>55,000.00</td>
</tr>
<tr>
<td>12</td>
<td>TH Plantations</td>
<td>35,000.00</td>
</tr>
<tr>
<td></td>
<td><strong>JUMLAH</strong></td>
<td><strong>574,000.00</strong></td>
</tr>
</tbody>
</table>
Beluga T980
(For peat soil infield condition)

Beluga T980

“A Track Type Multipurpose Tractor called Beluga, a name that is derived from a white whale, which lives in the Arctic Circle. Unlike other small animals, this white whale has an excellent capability in maneuvering and navigation.

Beluga was designed with a single chassis, compact and robust with the most efficient weight distribution ratio and the least ground pressure.

Beluga is equipped with a special rubber crawler and gives superior flotation and instinctive traction on soft ground condition such as peat soil. Beluga is easy to maneuver using a single joystick control that is very intuitive, easy to use and capable of carrying up to 1000 kg of fresh fruit bunches (FFB). The diesel fuel consumption is only 12 litres a day.”
Beluga T980
(For peat soil infield condition)
Jaguar X800, a 37HP multipurpose tractor was designed with a single chassis, compact and robust with the most efficient weight distribution ratio and the least ground pressure.

Jaguar is equipped with a special rubber crawler and gives superior flotation and instinctive traction on soft ground condition such as peat soil.

Jaguar X800 is equipped with a 7 feet scissor lift dumper for effective FFB Infield Collection.

The average diesel fuel consumption is only 12-15 litres a day. Apart from transportation of FFB, Jaguar X800 can be attached with sprayer and spreader making it a truly multifunctional tractor". 
Jaguar X800
(For peat soil infield condition)
Rhyno W700
(For swampy, wide terraced & hilly areas infield condition)

Rhyno is capable of carrying 700 kg of FFB payload, utilizing a minimal diesel fuel consumption of only 6-8 litres a day.

Rhyno has a proven Kohler, air cooled engine, capable of delivering 19 horse power at 3,600 revolution per minutes.

A Power-Take-Off (PTO) is incorporated in the Rhyno so that Fertilizer Spreader and Pesticide Sprayer can be mounted on the Rhyno, making it a truly multi-functional machine.

The Rhyno is capable of transporting 25 to 28 MT FFB per day.
Rhyno W700
(For swampy, wide terraced & hilly areas infield condition)
Lion X1000
(For undulating terrain infield condition)

“A Wheel Type Multipurpose Tractor with Scissor Lift Capability called Lion X1000 has been specifically designed to cater for In-Field FFB Evacuation in the undulating, steep terrain and soft ground conditions.

Lion X1000 is powered by a 19HP water-cooled Kubota engine and constructed to be compact and robust with the most efficient weight distribution ratio to ensure it has superior floatation and excellent manoeuvre in the field.”
NAFAS JENTERA PRODUCT

Lion X1000
(For undulating terrain infield condition)
Tiger G1500 is capable of carrying 1500 kg of FFB payload, utilizing a minimal diesel fuel consumption of only 12 litres a day.

Tiger G1500 has a proven Kubota, water cooled engine, capable of delivering 29 horse power at 3,600 revolution per minutes.

A Power-Take-Off (PTO) is incorporated in the Tiger G1500 so that Fertilizer Spreader and Pesticide Sprayer can be mounted on the Rhyno, making it a truly multi-functional machine.

The Tiger is equipped with Grabber and Scissor Lift Dumper up to 8 ft and it is capable of transporting 25 to 30 MT FFB per day.
Tiger G1500
(For coastal and flat area infield condition)
Tiger G1500
(For coastal and flat area infield condition)
Industrial Machineries

KAT WZ30-25
Backhoe Loader Brand KAT (95hp)

Bawoo Skid Steer Loader
V67 (65hp)
SSL6700 (63hp)
SSL5700 (50hp)

Unique LTC6D
Road Roller
Brand Unique
Agricultural Implement

**Howard Agricultural-, turf-care and plantation Implements**

Rotavators
- for primary and secondary tillage of seedbeds.
- models to suit all common small and medium sized tractors.

<table>
<thead>
<tr>
<th>Model B- Series</th>
<th>B-16</th>
<th>B-36</th>
</tr>
</thead>
<tbody>
<tr>
<td>Working width, cm</td>
<td>125</td>
<td>155</td>
</tr>
<tr>
<td>Tractor hp, min</td>
<td>15</td>
<td>20</td>
</tr>
<tr>
<td>Weight</td>
<td>210</td>
<td>240</td>
</tr>
</tbody>
</table>

- A4 w/shear bolt
- A8 w/clutch

<table>
<thead>
<tr>
<th>B-16</th>
<th>B-36</th>
</tr>
</thead>
<tbody>
<tr>
<td>125</td>
<td>155</td>
</tr>
<tr>
<td>15</td>
<td>20</td>
</tr>
<tr>
<td>210</td>
<td>240</td>
</tr>
</tbody>
</table>

NAFAS JENTERA PRODUCT
NAFAS JENTERA PRODUCT

**Agricultural-, turf-care and plantation Implements**

**Rotalslashers**
- With or without front and rear rollers
- Economical implements for grass maintenance, pasture topping and undergrowth control.

<table>
<thead>
<tr>
<th>Model</th>
<th>HS14/90</th>
<th>HS14/120</th>
<th>HS24/120</th>
<th>HS24/150</th>
<th>HS34/150</th>
<th>HS34/180</th>
<th>HS44/150</th>
<th>HS44/180</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cutting width, cm</td>
<td>60</td>
<td>120</td>
<td>120</td>
<td>160</td>
<td>180</td>
<td>180</td>
<td>180</td>
<td>180</td>
</tr>
<tr>
<td>Tractor hp, min</td>
<td>15</td>
<td>20</td>
<td>25</td>
<td>35</td>
<td>55</td>
<td>55</td>
<td>65</td>
<td>65</td>
</tr>
<tr>
<td>Weight, kg</td>
<td>110</td>
<td>160</td>
<td>190</td>
<td>240</td>
<td>300</td>
<td>360</td>
<td>340</td>
<td>440</td>
</tr>
<tr>
<td>U/J</td>
<td>A4 w/1 seam bolt</td>
<td>A6 w/1 seam bolt</td>
<td>A6 w/1 seam bolt</td>
<td>A6 w/1 seam bolt</td>
<td>A6 w/1 seam bolt</td>
<td>A6 w/1 seam bolt</td>
<td>A6 w/1 seam bolt</td>
<td>A6 w/1 seam bolt</td>
</tr>
<tr>
<td></td>
<td>57 w/bronze disc clutch</td>
<td>57 w/bronze disc clutch</td>
<td>57 w/bronze disc clutch</td>
<td>57 w/bronze disc clutch</td>
<td>57 w/bronze disc clutch</td>
<td>57 w/bronze disc clutch</td>
<td>57 w/bronze disc clutch</td>
<td>57 w/bronze disc clutch</td>
</tr>
</tbody>
</table>

**Fertiliser Spreaders for all applications**
- EFS 500
- BFS 502
- HFT 750
- HFP 802
- EFS 800

<table>
<thead>
<tr>
<th>Model</th>
<th>EFS 500</th>
<th>BFS 502</th>
<th>HFT 750</th>
<th>HFP 802</th>
<th>EFS 800</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capacity, kg</td>
<td>300</td>
<td>600</td>
<td>800</td>
<td>900</td>
<td>950</td>
</tr>
<tr>
<td>Spread, m</td>
<td>8.14</td>
<td>7.14</td>
<td>6.14</td>
<td>6.16</td>
<td>6.18</td>
</tr>
<tr>
<td>Tractor hp</td>
<td>15+</td>
<td>15+</td>
<td>45+</td>
<td>45+</td>
<td>45+</td>
</tr>
<tr>
<td>Disc</td>
<td>Single</td>
<td>Single</td>
<td>Twin</td>
<td>Twin</td>
<td>Twin</td>
</tr>
<tr>
<td>Hopper</td>
<td>Steel</td>
<td>G-fibres</td>
<td>Steel</td>
<td>G-fibres</td>
<td>G-fibres</td>
</tr>
</tbody>
</table>

**Bucket**
- Useful utility implement for material handling on farms and construction sites.

<table>
<thead>
<tr>
<th>Model</th>
<th>HMB 210</th>
</tr>
</thead>
<tbody>
<tr>
<td>Working width, cm</td>
<td>210</td>
</tr>
<tr>
<td>Tractor hp, min</td>
<td>35</td>
</tr>
<tr>
<td>Weight, kg</td>
<td>210</td>
</tr>
</tbody>
</table>

**Graders**
- For landscaping and farm-road maintenance. Offset positioning and vertical tilt for ditching.

<table>
<thead>
<tr>
<th>Model</th>
<th>HMG 210</th>
<th>HMG 270</th>
</tr>
</thead>
<tbody>
<tr>
<td>Working width, cm</td>
<td>210</td>
<td>270</td>
</tr>
<tr>
<td>Tractor hp, min</td>
<td>35</td>
<td>35</td>
</tr>
<tr>
<td>Weight, kg</td>
<td>330</td>
<td>300</td>
</tr>
</tbody>
</table>

**Post-hole diggers**
- For trees, masts, poles, signs and fences. Double auger spiral (above 9°) for efficient soil displacement.

<table>
<thead>
<tr>
<th>Model</th>
<th>PHD 45</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pile, cm</td>
<td>9-24</td>
</tr>
</tbody>
</table>

**Rollermower**
- Efficient mower for turf areas such as highways, parks & sports arenas. Six overlapping swing-back blades.

<table>
<thead>
<tr>
<th>Model</th>
<th>HERM 180</th>
</tr>
</thead>
<tbody>
<tr>
<td>Working width, cm</td>
<td>180</td>
</tr>
<tr>
<td>Tractor hp, min</td>
<td>25</td>
</tr>
<tr>
<td>Weight, kg</td>
<td>340</td>
</tr>
<tr>
<td>Hopper</td>
<td>90</td>
</tr>
<tr>
<td>Hopper</td>
<td>350</td>
</tr>
<tr>
<td>Hopper</td>
<td>370</td>
</tr>
</tbody>
</table>

**Sweeper Collector**
- Polybrush combs: sweep and collect grass clippings, leaves, twigs etc. Hopper capacity: 1.2 and 1.8 m³.

**Tarneac Sweeper**
- Can be angled left or right. Interchangeable poly or steel wire brush rings.
Range Of NAFASLUBE PROTECH Engine Oil

NAFASLUBE PROTECH S1 SAE0W-40
Fully Synthetic

PROTECH S1 is a Fully Synthetic Engine Oil designed for use in automotive gasoline and diesel engines where the manufacturer recommends API SM/CF or earlier specification SAE 0W-40 lubricant.

NAFASLUBE PROTECH S2 SAE10W-40
Synthetic

PROTECH S2 is a Synthetic Engine Oil designed for use in automotive gasoline and diesel engines where the manufacturer recommends API SJ/CF or earlier specification SAE 10W-40 lubricant.

NAFASLUBE PROTECH S3 SAE15W-40
Semi Synthetic

PROTECH S3 is a Semi-Synthetic Engine Oil designed for use in automotive gasoline and diesel engines where the manufacturer recommends an API SM/CF or earlier specification SAE 15W-40 lubricant.

NAFASLUBE PROTECH S4 SAE10W-30

PROTECH S4 is a Mineral based Engine Oil designed for use in automotive gasoline and diesel engines where the manufacturer recommends API SJ/CF or earlier specification SAE 10W-30 lubricant.

NAFASLUBE PROTECH S4 SAE15W-40

PROTECH S4 is a Mineral based Engine Oil designed for use in automotive gasoline and diesel engines where the manufacturer recommends API SJ/CF or earlier specification SAE 15W-40 lubricant.

NAFASLUBE PROTECH C1 SAE10W-40
Semi Synthetic Diesel

PROTECH C1 is a Semi-Synthetic Diesel Engine Oil designed for use in passenger cars and heavy-duty commercial vehicles where the manufacturer recommends an API CI-4 or earlier specification SAE 10W-40 lubricant.

NAFASLUBE PROTECH C2 SAE40

PROTECH C2 is a Mineral Diesel Engine Oil designed for use in all types of diesel vehicles, generators, off-road and agricultural vehicles where the manufacturer recommends an API CF/4 or earlier specification SAE 40 lubricant.
Lubricants

NAFASLUBE PROTECH M1 2T SAE 5W-30
Mineral

PROTECH M1 is a mineral based high quality 2-stroke engine oil for modern engines. It is designed to provide continuous protection against carbon build-up in the engine and spark plug. Suitable for all motorcycle makes and models recommends an API SG / JS or JC 2T Lubricants.

NAFASLUBE PROTECH M2 4T SAE 20W-50
Mineral

PROTECH M2 is developed for 4-stroke motorcycle engines. It provides excellent wear protection for engines and its components. It is recommended for all types of motorcycles and scooters recommends an API SL / JASO MA-4T Lubricants.

Proven Protection for your Vehicle

www.nafaslube.com

Distributed by
NAFAS JENTERA SDN. BHD.
Lot 10, Jalan 2/41, Seksyen 51A,
46100 Petaling Jaya, Selangor,
OUTLINE OF PRESENTATION

INTRODUCTION

NAFAS STRUCTURE

NAFAS JENTERA SDN BHD

NAFAS JENTERA PRODUCT

ACTIVITIES
NAFAS PLASTIC INDUSTRIES – PLASTIC BAG MANUFACTURER FOR FERTILIZER
NAFAS AGRI SERVICES – OIL PALM SEEDLING SUPPLIER

ACTIVITIES

[Image of oil palm seedlings]

[Image of nursery with oil palm seedlings]

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NAFAS FOOD PROCESSING AND MARKETING – POULTRY FOR MEAT

ACTIVITIES
NAFAS ESTATES – PALM OIL PLANTATION AND LIVE STOCK ACTIVITIES
ACTIVITIES

PARTICIPATION IN EXHIBITION – BOOTH SET UP AT PLACE OF EXHIBITION
ACTIVITIES

FARMERS GATHERING PROGRAM
NAFAS BOARD OF DIRECTORS MEETING WITH STAFF

ACTIVITIES
ACTIVITIES

ANNUAL GENERAL MEETING - WITH REPRESENTATIVES FROM STATE AND AREA FARMERS ASSOCIATIONS
DISTRIBUTION OF DIVIDEND AND ZAKAT ACTIVITIES
FEDERAL GOVERNMENT’S SCHEME FOR PADDY FERTILIZERS SUPPLIES (SBPKP)
ACTIVITIES

UMBRELLA SCHEME OF POULTRY
(CHICKEN FOR MEAT) (SPADA)
UMBRELLA SCHEME OF POULTRY
(CHICKEN FOR EGG) (SPADA)

ACTIVITIES
INTERGRATED INPUT PROGRAM – DISTRIBUTION OF AGRICULTURAL INPUT THROUGH FARMERS ASSOCIATIONS
ACTIVITIES
NATIONAL FARMERS FUND – PROMOTING THE FARMERS TO INVEST INTO THE FUND
EASY FINANCING FOR TRACTOR PURCHASE – PROMOTION TO FARMERS
FLOOD RELIEF MISSION – DISTRIBUTING SUPPLIES AND HUMANITARIAN AID TO FLOOD VICTIMS

ACTIVITIES
TRAINING & SEMINAR ACTIVITIES
THANK YOU