

## **Agro Delima: Leading Malaysia Rubber latex stimulant manufacturer eyes Indian market**

KUALA LUMPUR/KOCHI : Indian industry is planning to invest in rubber plantations in Indonesia and other countries while Rubber Board of India is taking all possible steps to expand acreage in North-Eastern part of the country, as domestic production is unable to cope with demand necessitating increased import of the commodity. India's rubber production is expected to rise to 9,44,000 tonnes in 2012-13 while consumption is expected to hit one million tonnes for the first time. The 'expansion crisis' in India may augur well for Agro Delima Sdn Bhd Malaysia's leading provider of Rubber latex stimulant G-flex, a patented product, to make inroads into India.

G-flex, developed and patented by Malaysian Rubber Board (MRB) is a new technology that uses ethylene gas to stimulate flow of rubber latex from trees more than 15 years old. The device can be used both on the high panels combined with a short tapping cut and tapped on d/3 or d/4 frequency. The system allows the stimulant to be supplied directly into the laticiferous tissue of the rubber tree immediately after the installation of the collapsible container.

Currently, the product is not being used in India but Agro Delima has plans to enter the fourth largest rubber producing country. The company is the only license holder from Malaysian Rubber Board to manufacture and sell the product worldwide from 2011-2016.

In an interview to Rubber Country, Mohd Rodzi, spokesman for Agro Delima says G-Flex has been successful in increasing latex yield by two to three times based on feedback it received from consumers. Excerpts from the interview:

How successful is the G-Flex Stimulation system in actual use in plantations and which all countries have adopted it? G-Flex, can be considered a very successful product and a better version compared to the other version of latex stimulant gadget produced by Malaysian Rubber Board (RRIMFLOW and REACTORRIM) in early 1990s. It is user friendly, cost effective, and has shown promising improving in yields in rubber plantations. The product is widely used in major rubber producing nations, especially in Indonesia.

2) What has been the increase in yield reported as a result of application of the device in older trees? From the past history, track record and feedback that we are getting from the users, the productivity increase has been 2-3 times higher when compared to normal tapping method (without G-Flex). This is subject to the condition of the trees, geography, clones, and the fertilizing method.

3) Are there any environmental issues or damage to trees reported as a result of use of this product? So far there is no issue on the damages of the tree after using G-Flex. It is very important to follow the proper procedure and instructions of using G-Flex to avoid any damages.

4) Is the product marketed in India?

We have not penetrated into Indian market so far as we got the license to market the product only in October 2011 from Malaysia Rubber

Board. We are very keen to do so and hope our product and technology will be there soon.