

Kenya Airways US direct flights no lift for Kenya flowers yet



NEW! Introducing



EthylBloc™ Sachets

- Reduces ethylene-induced flower, bud and leaf drop
- Flowers are more vibrant and last longer at retail
- Ready to use at time of shipping
- Non-toxic and environmentally friendly



Now available in Kenya
in a convenient sachet

For more information, call . . .



www.floralife.com



Ethylene Damage of Flowers Attributes to Upwards of 30% Flower Loss

Flower industry experts estimate as much as 30% of all flower loss is a direct result of ethylene damage, due to either internal or external sources of exposure. Ethylene, an internal gaseous plant hormone, profoundly influences the growth and development of plants. It acts at trace levels throughout the life of the plant by accelerating wilting, regulating the opening of flowers, and the abscission (or shedding) of leaves and flower petals. Ethylene is produced from essentially all parts of higher plants, including leaves, stems, roots, flowers, fruits, tubers, and seedlings. Its production can also be induced by a variety of external aspects such as mechanical bruising or environmental stresses. Flooding, drought, chilling, wounding, and pathogen attack can induce ethylene formation in the plant. Ethylene produced from external sources such as other flowers, banana-ripening rooms in supermarket distribution warehouses, propane heaters, forklift fumes, bacteria, and even cigarette smoke also can have devastating effects on flowers when exposed.

Cut flower plant responses to ethylene:

- Stimulates leaf and flower biological aging, called "senescence"
- Inhibits stem and shoot growth
- Induces leaf, bud and flower shedding, commonly known as "abscission"
- Stimulates epinasty where the leaf petiole grows out, leaf hangs down and curls into itself
- Induces a rise in respiration in some flowers which causes a release of additional ethylene. This can be the one bad flower in a flower box spoiling the rest phenomenon, affecting the neighboring flowers
- Affects geotropism, the turning or growth movement of the flower stem in response to gravity
- Inhibits stomatal, or pore, closing found in the leaf and stem epidermis that is used for gas exchange, stimulating flower aging



Rose - Flower Aging
Untreated for Ethylene



Rose - Treated for Ethylene



Orchid - Flower Drop
Untreated for Ethylene



Orchid - Treated for Ethylene



Carnation - Inward Rolling of Petals
Untreated for Ethylene



Carnation - Treated for Ethylene

Ethylene will shorten the shelf life of cut flowers and potted plants by accelerating floral senescence and abscission. Flowers and plants that are subjected to stress during shipping, handling, or storage produce ethylene causing a

significant reduction in floral display. Some examples of flower types which are more affected by ethylene damage include rose, orchid, carnation, alstroemeria, stock, delphinium, phlox, and freesia.

Ethylene can cause significant economic losses for florists, markets, suppliers, and growers. Floralive has long been involved in developing ways to inhibit ethylene production in flowers to keep flowers fresher longer, through the commercialized innovation of EthylBloc™ Technology. By inhibiting ethylene sensitivity, flowers don't respond to ethylene produced internally or from external sources, far increasing the quality, freshness, and profits of flowers overall.



Germany / Deutschland
Salm-Reifferscheidt-Allee 31
D-41540 Dormagen
tel +49-(0)2133-47 93 59-0

The Netherlands / Nederland
Nobelstraat 16 BU 6
NL-2693 BC 's-Gravenzande
tel +31 (0)174 440 904

United Kingdom
82 Culley Court
Peterborough, PE8 6HL
tel +44 (0) 7718 106 809

Kenya
Off Mombasa Road
KE-Nairobi
tel + 254 (0)780 000 073

info@floralife.eu • www.floralife.com

North America / Asia / Europe / South America / Africa / Australia / Central America
Oasis Floralife Central Europe, GmbH

page 2 of 2



ALL HAIL THE KING: Current marathon world record holder Eliud Kipchoge of Kenya celebrates his shattering win with flowers at the 45th BMW Berlin Marathon in September 2018

CONTENTS

8 Koppert invests in Latia Training Centre

10 Kenya seeks to grow avocado export markets as South Africa lifts ban

14 The Coca-Cola Company points 5,000 mango farmers to ready market

16 Capacity Africa publishes international donor and scholarships directories

18 Kenya Airways US direct flights no lift for Kenya flowers yet

22 Flower industry panics over shortage of essential fertilizers

24 Oserian expands key facilities as industrial park takes shape

36 New opportunities for farmers

42 National Farmers Awards celebrates flower industry with new category

44 East Africa Exporters Directory



28 Kenya's Blooming flower industry: Global competitiveness

EDITORIAL TEAM

Arim Ogolla - Horticulture Expert
Catherine Riungu - HortiNews
Clement Tulezi - Kenya Flower Council
Jane Ngige - Kenya Horticulture Council
Lusike Wasilwa - KALRO
Hosea Machuki - FPEAK

MANAGING EDITOR

Catherine Riungu

PRODUCTION EDITOR

Bob Koigi

CONTRIBUTORS

John Kihia- Floralife Africa
Nelson Maina- Elgon Kenya
Guy Keeble- De Ruiter East Africa
Victor Juma - Syngenta
Faith Rono - Koppert
George Achia

MARKETING

Musyimi Ileri

PHOTOGRAPHY

Allan Muturi - Chief Photographer
Anita Nkirete
Julius Kiptarus

DESIGN

Samuel Irungu

|| HORTISPOT ||



The latest delay has created jitters as industry players predict a dip in yields, slowdown in operations and high cost of production

Kenya enters high flower season with gloomy faces despite KQ direct flights

In what is shaping out to be one of the most devastating developments in the flower industry that threatens to reverse the hard won gains of the sector, shortage of essential fertilizers as a result of delays at the port of Mombasa has now reached alarming levels.

At the time of going to press, growers were reporting inability to access fertilizer, a key agricultural input, as new measures introduced by the Kenya Bureau of Standards to tame proliferation of counterfeits drag clearance at the port. This has spiraled out of control as clearance that would traditionally take days to clear now goes for two months. Fertilizer suppliers are paying a demurrage of up to KSh2 million a day as a result, cost which they are passing to the growers.

It is an occurrence coming months after the sensitive sector braved a protracted political season that slowed activity, heavy rains that took a toll on yields and an unpredictable international markets.

The latest delay has created jitters as industry players predict a dip in yields, slowdown in operations and high cost of production. This will translate to loss of jobs while making Kenyan flowers expensive in the overly competitive global market, eroding years of hardwork that has seen Kenya capture more than 60 destinations. The loss of tax and foreign earnings to government cannot be gainsaid.

The Kenya Flower Council has christened the ongoing delay as a precursor to a crisis of monumental proportions with far reaching ramifications. To reiterate the voice of many growers, while we appreciate the noble role the government is championing in ridding the country off substandard and counterfeit products, it needs to put in place innovative measures that ensure timely inspection, clearance and a seamless flow allowing growers to concentrate on the core business of flower production without any hiccups.

In other news, the much hyped direct flights to USA scheduled to commence in October have elicited excitement and anticipation in equal measure. The recent announcement by the national carrier Kenya Airways that it would introduce cargo flights in December has sparked debate on deepening trade ties between the two countries. But this enthusiasm is not shared by the flower industry. The argument is, that these flights will terminate their journey in JF Kennedy International Airport. There are no logistics in place to facilitate movement of flowers to Miami, America's flower hub. It would take up to 18 hours to truck the flowers to Miami, which makes no business sense to flower exporters.

In the words of one exporter, the direct flights are not some magical opening up of a new frontier market. Unless there are logistics already on the ground, then shipping costs will make the US market prohibitively expensive.

The US market is a lucrative one with an annual retail sale of about \$31.3 billion and has expressed an appetite for Kenyan roses as evidenced by glowing tributes in past trade shows. But Kenya is up against established giants like Columbia and Ecuador. To make any mark, the government needs to rethink the cargo flights and routes as this is the only way to get flowers to the buyers cheaply. Kenya's competitor Ethiopia seems to have read the cue and is seriously investing in requisite infrastructure and incentives including working closely with the national airlines to fly directly to Miami and introduce frequent flights. This is the direction Kenya should pursue.

It is quite unfortunate that we are entering a high flower season with such scenarios


Catherine Riungu

HortiNews is published six times a year by Karuri Ventures Ltd and circulated to personnel in the horticultural industry, foreign missions and Kenya embassies abroad, extension officers in the Ministry of Agriculture, research officers and suppliers of agricultural inputs and services.

© hortinews 2018

KARURI VENTURES LTD

Mwangaza Road, Komarock Phase 2, opposite main gate, Block E. PO Box 1066-00518
Tel: + 254 722848970, +254 710 628 440
horticulturalnews@gmail.com
news@hortinews.co.ke

 Horticultural News

 @hortinews

www.hortinews.co.ke

For Earth, For Life
Кубота

Simple user friendly controls.

Good fuel consumption.

Variety :2 Wheel drive/4 Wheel drive,
18HP to 96HP.

Support : Countrywide
aftermarket back-up.

Made in Japan



M7040

68,9HP

4WD

L4508

45,3HP

4WD

B2320

23,0HP

4WD

B1820

18,0HP

4WD

M9540

96,4HP

4WD

Financing
arrangements
available



**CAR and
GENERAL**

Power for better living

Tel: 020-6943000 / 100

Email: info@cargen.com

Cell: Nairobi: 0722-209876

Mombasa: 0722-209875

Kisumu: 0722-509935

Nakuru: 0728-606179

Shop online. To learn more visit:

www.cargen.com



Кубота

Koppert invests in Latia Training Centre

Latia Agribusiness Solutions is a company that supports farmers through training, mentorship and skilled labor provision



Koppert has invested in knowledge sharing at Latia Agribusiness Solutions, bringing over fifty years of experience in sustainable agriculture.

By FAITH RONO

Koppert Biological Systems takes pride in being a “knowledge company”. The company’s strength stems from the ability to turn knowledge into practical applications that offer solutions to prevailing challenges in agriculture. Sharing this knowledge through as many avenues, and to as wide an audience as possible, is therefore a key goal. It is for this reason that the company recently invested in Latia Agribusiness Solutions (LAS).

Latia Agribusiness Solutions is a company that supports farmers through training, mentorship and skilled labor provision. Located in Isinya, Kenya, the firm offers these services through unique models that include apprenticeship programs, on-site and off-site incubation of agripreneurs, as well as short training programs targeting small-holder farmers. Latia Agribusiness Solutions aims at transforming low profit yielding agribusiness ventures

into lucrative enterprises that are financially sustainable.

LAS is an off-shoot of Latia Resource Centre (LRC), a social enterprise established in 2008 to provide training and business support services to farmers, pastoralists and agribusinesses in Africa. LAS college (Latia Agripreneurship Institute) has been accredited by all relevant statutory institutions including the Technical & Vocational Education & Training Authority TVETA, and the National Industrial Training Authority NITA .

Besides Koppert, the other new investors in Latia are Agritech Solutions and Delphy. By bringing together new partners and shareholders, Latia’s new and strengthened structure creates a unique platform and ecosystem of solution providers. Trainees and growers alike are now able to acquire an array of knowledge, technologies and support to enable them achieve their objectives.

Koppert brings to Latia over fifty years of knowledge and experience in

sustainable agriculture. This knowhow will now be practically demonstrated and disseminated to enable farmers improve food production, quality and sustainability. It is one extra step in the company’s noble endeavor to partner with nature to make agriculture healthier, safer and more productive. Smallholder farmers play a critical role in ensuring food security but are often less equipped with new technologies and knowledge to improve productivity and enhance sustainability. SMEs on the other hand often lack skilled labour to enable them to accomplish their objectives.

The new Latia seeks to bridge these gaps. ‘As Koppert Kenya, we are excited by the opportunity to be part of this venture. By spreading the message and culture of sustainable agriculture, we look forward to transforming the industry in Kenya, East Africa, and indeed, the entire African continent,’ says the General Manager of Koppert Kenya, Charles Macharia.

NoPath

Supporting plants
the natural way



A natural solution based on plant essential oils,
for the preventive and curative control of diseases
such as Downy mildew and Botrytis in crops.

KOPPERT
BIOLOGICAL SYSTEMS

www.koppert.co.ke
info@koppert.co.ke
+254 731 202 191



Kenya seeks to grow avocado export markets as South Africa lifts ban



By HORTINEWS TEAM

Kenya has something to smile about following the lifting of a ban on avocado exports to South Africa imposed 10 years ago over fruit flies.

Dr Isaac Macharia, General Manager, Kenya Plant Health Inspectorate Service said it's a major achievement for Kenya's pest management.

The fly, whose origin is Asia, had first been reported in Kenya in 2003, and subsequently spread to fruit production areas in Kenya.

South Africa had indicated that Kenya needed to establish pest-free areas and cold treatments to be allowed to access the markets, a proposal the country found highly prohibitive in costs.

The turnaround was made possible after South Africa agreed to change its import requirements to a 'detailed systems approach applied in the orchards/production sites and pack houses'.

But it also involved intense lobbying and trips to South Africa and a demonstration that Kenya

was working to contain the fruit fly. Inspectors from South Africa have also been visiting the county since the ban was put in place to assess the progress that Kenya had made in regard to curbing the fruit fly pest.

"Kephis, together with Kenya Agricultural Livestock Research Organisation (Kalro) have established pest-free areas to mitigate the effects of pests on horticultural produce as a measure to eliminate the insects," said Kephis managing director Esther Kimani in a statement.

The pest-free areas are Elgeyo Marakwet, Tharaka Nithi and the Coast.

But even with the opening of the market, Kenya was required to ensure that avocados are inspected at the field level by Kenya Plant Health Inspectorate Service, KEPHIS.

It is mandatory that for any farmer to receive certification, they must conduct management practices for fruit fly and codling moth through setting up traps for these pests.

It is a development that has renewed hopes

⇒43



Perfectly equipped to GO DO

Designed in Holland and assembled in Kenya, the Kibo K150 is the ultimate bike to conquer the tough African terrain and deliver value for money.

With the K150 you are guaranteed of:

- * Durability - Strong exoskeleton chassis for stability.
- * Reliability - Outstanding performance both on and off road.
- * Safety - Bike and rider safety through unique design features of the bike.
- * After sales support - 6 retail centres and accessible repairer network across Kenya.

For more information email us on sales@kibo.co.ke or call us on 0798 404 122.

Inaugural Fresh Produce Africa Expo records impressive attendance

According to Dick Van Raamsdonk, the CEO of HPP, the organizers of IFTEX and FPA, Kenya has a developed horticulture industry making the country a natural choice for a continental trade show

By Bob Koigi

The inaugural edition of the Fresh Produce Africa recorded impressive attendance with visitors hailing it as a timely idea to bring buyers and sellers in one roof.

The trade fair, an offshoot of IFTEX, focusing on vegetable, fruit and herb industry in Kenya, attracted 50 growers of fresh produce across the country.

The 3 day event started off by the official opening held in the auditorium of the Oshwal Center in Westlands Nairobi. The guest of honor this year was the Principal Secretary in the Ministry of Foreign Affairs & International Trade, Dr. Chris Kiptoo. He praised all horticultural players for their contribution to Kenya's export economy.

According to Dick Van Raamsdonk, the CEO of HPP, the organizers of IFTEX and FPA, Kenya has a developed horticulture industry making the country a natural choice for a continental trade show.

"With The Fresh Produce Africa we envisioned breaking away from the tradition by bringing buyers to the producer unlike before when producers have taken produce to the buying nations, repositioning Kenya as the window shop for African producers. The June trade show brought together the best produce from Africa to Kenya for buyers to see the diversity in Nairobi. Kenya has a developed horticulture industry making the country a natural choice for a continental trade show," he said.

With a huge untapped potential lying idle, FPA sought to display to the world that Africa has unexploited massive opportunities to produce enough for the



Dick Van Raamsdonk, CEO of HPP, the organizers of IFTEX and FPA during the 2018 opening ceremony.

growing populations. Arable land, water and labour are in plenty if productivity can be planned within a seamless value chain from farm to the consumer table.

The horticulture expo, the first of its kind in the continent, will, moving forward, create one of the largest horticulture trade shows in the world, strengthening the country's position as a leader in global markets, while enhancing the image of Kenya as home from where the bulk of horticultural produce sold in Europe originate.

"It was a great experience for a company like ours that has been looking to expand markets and frontiers even as we seek to solidify the exciting ones. The three days also allowed us to seal deals with clients from Russia. It was also a great learning and networking experience with other industry players," said Simon Andys, the CEO of Premier Seed, a company

involved in the export of herbs that was part of the exhibitors.

Rose Kahagi a co founder of Naturens Beste Ltd a local company specializing in the export of avocados, sugar snaps, Okra and bullet chillies expressed excitement at what she described a unique gathering that allowed her to meet numerous prospective customers from across the world. "I have had enquiries from UK, Dubai, Ethiopia and Russia among others. Fresh Produce Africa has also given me a chance to demonstrate to these potential clients the farm to export process in person. I have traditionally been dealing with clients on phone or Skype. This one on one interaction is quite key in building and cultivating trust," she said. The Expo is now looking to grow bigger next year, reaching more exhibitors with a wide produce portfolio and a diversified international clientele.

Fresh Produce Africa Expo pioneer edition in photos



Coca-Cola Beverages points 5,000 mango farmers to ready market

In May this year, Kenya President Uhuru Kenyatta Commissioned a Ksh 7billion HotFill fruit juice processing plant at the Coca-Cola Beverages Africa in Nairobi. HortiNews Writer George Achia talked with Daryl Wilson, Managing Director Coca-Cola Beverages Africa – Kenya for insights into the development that impact on the country's Big Four Agenda which aims to create 1.3 million manufacturing jobs by 2022, expand food production and supply, and provide universal health coverage for all Kenyan homes.

What necessitated the opening of Hot-Fill juice line in Kenya?

This line has the ability to produce beverages that are preservative free and give us the same shelf life as we would expect of other products. It has also made our juices maintain the natural taste of the fruit and enabled us to deliver superior quality products in the market to our consumers

What range of fruit products will be processed at the plant?

The Hotfill line will be used to process a range of products including fruit juices – Mango, Apple, orange and tropical, but only mangoes are sourced locally. We will also process sports drinks, dairy fusions, juices with bits and iced tea on the Hotfill Line.



President Uhuru Kenyatta and deputy president William Ruto share a light moment with staff during the launch of the Sh7bn juice line at Coca-Cola Beverages Plant at Embakasi in Nairobi.

Where are the fruits sourced locally?

Our mangos are locally grown by farmers across the country, from areas including Murang'a, Meru, and Tana. The mangos are aseptically processed from the farms, and bottled under Hotfill technology at the juice line, to deliver tasty, preservative-free products to our consumers.

The Coca-Cola Company was one of the first companies in Kenya that identified a #SourceAfricaStrategy for key fruit ingredients, which is now translating into #BuyKenyaBuildKenya. In 2017, we processed 1,000MT of mangos into fruit juice that went to the Kenyan market; this is expected to grow by 20% by the year 2020. We have built capacity with our local mango processing partners to meet the highest quality requirements of The Coca-Cola Company. Through this, our partners have processed over 40,000MT over the past 9 years, which has enabled the export of mango puree to Coca-Cola factories in Uganda, Tanzania, DRC, Zimbabwe, South Africa and Mauritius

How do you contract farmers who supply the fruits?

We contract farmers through our Supplier – Sunny Processor- in Sagana.

How many farmers are you currently working with to supply the fruits?

The Hotfill line will impact over 5,000 farmers during harvest season. The key impact of this is giving our local farmers ready market for mangos once the crop is harvested. There is capacity to absorb fresh harvest from the farms during the harvest season, process them using aseptic technology and be able to store the puree for long periods of time in its fresh state. The Coca-Cola Company creates reliable demand for the perishable product, thereby enabling our supply chain partners to buy a large amount of fruit in a short period of time.

Through such partnerships, we continue to explore new innovations such as passion fruit and pineapple processing, dairy fusions etc, as we seek to offer our Kenyan consumers a new product experience.

2018



Conference | Exhibition | Buyer-Seller Meet



Africa Largest Horticultural Fair

21st - 22nd Sept,

Venue: Naivasha Sports Club

+254 726 629 666

+254 721 118 659



Seeds of Gold
the world's leading trader

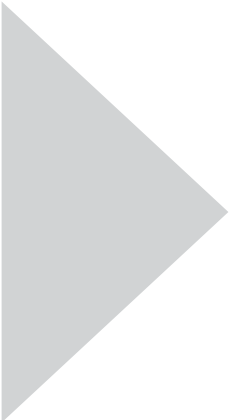


nhfair@naivashahortifair.com

www.naivashahortifair.com

Capacity Africa publishes international donor and scholarships directories

The directory is intended to provide a comprehensive source of reference for development practitioners, researchers, policymakers and individuals who need donor funding for good governance programmes, sustainable development and poverty reduction



Capacity Africa has put together an International Donor Directory and a Scholarships and Academic Grants Directory.

The donor directory is a resourceful tool for development organizations with over 2000, while the Academic Scholarships Directory has over 2000 scholarships on offer to students, researchers of all academic levels. The international donor directory has been prepared to facilitate international cooperation and knowledge sharing in development sector, both among civil society organizations, academic and research institutions, governments and the private sector.

The directory is intended to provide a comprehensive source of reference for development practitioners, researchers, policymakers and individuals who need donor funding for good governance programmes, sustainable development and poverty reduction, through: the financial sector and micro-finance trade and business development services, rural development and appropriate technology, private sector development and policy reforms, legislation, rule of law, community development and social protection, gender equality and participation, environment and health, research, training and education among other thematic areas.

The international donor directory has been prepared to facilitate international cooperation and knowledge sharing in development sector, both among civil society organizations, academic and research institutions, governments and the private sector. The directory is intended to provide a comprehensive source of reference for development practitioners, researchers, policymakers and individuals who need donor funding for good governance programmes, sustainable development and poverty reduction

The contribution of Kenya flower sector to the Big Four Agenda

With the flower sector having earned Kenya Sh82 billion in 2017, recording the largest share of the horticulture earnings, the country has been classified among global leaders tapping into the sub-sector to grow its national purse and its people's welfare.

And rightly so. One in four of the roses sold globally especially on festivities like Valentine's Day or Mother's day come from Kenya. The sector currently employs over 100,000 people who directly work in the flower farms and culminates to over 5 million Kenyans benefiting from the sector. And it can only grow better. Exporting flowers to more than 60 destinations even as demand for the quality and ethically grown Kenyan flowers burgeons now more than Kenya, the sector is angling to expand the area under cultivation which would translate into more jobs, responding to the President's agenda four call.

After a tentative start in the 1980s the industry is now the country's third-largest foreign-currency earner. With an annual growth of 15 percent in value and volumes, which means its growing faster than the 10 percent growth envisaged under Vision 2030, it only means that this will be one of the sectors that will grow at double the expectations it was envisioned to 12 years from now.

The industry continues to attract investors due to a solid infrastructure, favourable climate, global-positioning of Kenya in addition to a productive workforce. It comprises large, medium and small scale producers who have attained high management standards and have invested heavily on technical skills, production, logistics and



**Nelson Maina, Communication Manager
Elgon Kenya Limited**

marketing. The growers have vast knowledge complemented by modern technology for precision farming and prowess in marketing.

With an annual growth of 15 percent in value and volumes, which means its growing faster than the 10 percent growth envisaged under Vision 2030, it only means that this will be one of the sectors that will grow at double the expectations it was envisioned to 12 years from now.

With esteemed buyers bypassing the traditional auctions to buy directly from growers to experience firsthand how the flowers are grown through the iconic International Flower Trade Expo, Kenya has indeed positioned itself as a champion for the flower farmers who have traditionally lost fortunes through long and bureaucratic market chain. And this direct interaction between growers and buyers couldn't have been timely. For growers it is an incentive to scale cultivation in the wake of dwindling

production levels at other flower growing areas.

The shift from growth of flowers by large scale flower companies to farmers is not only creating diversity for the flower market but also giving majority of Kenyan farmers a quick and alternative source of income at a time when diversity in agriculture counts and the need to coalesce our people through the transformative agenda four matters.

The depth of this importance has guided Elgon Kenya Limited in channeling its efforts and resources to boosting and lending a hand to industry players in the market.

Aware of the importance attached to the velvety sector Elgon Kenya has made game changing market decisions, entered into formidable partnerships and sunk in resources to propel the sector to take off.

Elgon Kenya commands a huge share of all supplies and sales of inputs to flower companies countrywide driven by the mission of enhancing the entire value chain from use of right pesticides, fertilizer, irrigation and attractive packaging.

The company has also this year introduced a special category for flower farms in the National Farmers Awards. With hiccups like climate change and growing competition in the global market it matters that as a country all support including recognition goes to our flower farms. The pat on the back does not only motivate the farms, but sends a message that we take one of the most enviable sectors globally seriously at home.

nelsonmaina@elgonkenya.com



Trade Principal Secretary Dr. Chris Kiptoo meets Kenya Flower Council CEO Clement Tulezi as chairman Richard Fox looks on during IFTEX 2018.

Kenya Airways US direct flights no lift for Kenya flowers yet

Kenya's share of the US market is less than four percent due to among others high costs, long routes and tedious handling processes that eat into exporters' revenues

By **BOB KOIGI** and
CATHERINE RIUNGU

As Kenya readies for the inaugural direct flight to US in October this year, key sectors including horticulture have been identified as major beneficiaries of this historic development. But insiders are not as enthusiastic and insist that preference for passenger flights and choice of airport do not favour them.

And while the airline has made plans to start cargo flights in December, industry players are of the opinion that this is not enough if the requisite logistics at the export destination are not put in place.

"We have been in talks with Kenya Airways to see a provision for freight

services because Kenya flowers have a ready market in US due to our range of flowers grown in different altitudes that our competitors in that market like South Americans don't have," said Clement Tulezi the CEO of Kenya Flower Council during the 2018 International Flower Trade Expo, IFTEX.

Kenya's share of the US market is less than four percent due to among others high costs, long routes and tedious handling processes that eat into exporters' revenues. This market has always given the Kenyan flowers a thumbs up for quality if feedback from buyers in various expos are anything to go by. Traditionally, flowers destined for US from Kenya pass

through Amsterdam or South Africa an expensive affair with cargo flights charging Sh400, about \$4, for every kilogramme for transit stopover and other attendant costs.

The dilemma for Kenya flowers is that Kenya Airways cargo flights will terminate at the John F. Kennedy International Airport in New York with experts insisting that for Kenya to reap the maximum benefits of the US market, flowers need to be flown to Miami directly, the main getaway of US flower market.

It is a distance of 1700 kilometers which means it would take two hours 50 minutes to fly from JF Kennedy Airport or 18 hours to truck the flowers



A worker at Oserian packs flowers. Kenya's share of the US market is less than four percent due to among others high costs, long routes and tedious handling processes that eat into exporters' revenue

There is no doubt that Kenyan flowers are world class in quality. But if Kenya really wants to capture the US market, it really needs to think about flying its flowers directly to Miami. Using any other route will still be as expensive as has traditionally been

to Miami. "Miami is the hub of flower business in United States. Over 85 per cent of all flowers that are distributed in the US arrive through its port district. Think of it as the The Aalsmeer Flower Auction in Netherlands.

There is no doubt that Kenyan flowers are world class in quality. But if Kenya really wants to capture the US market, it really needs to think about flying its flowers directly to Miami. Using any other route will still be as expensive as has traditionally been," William Armellini the Editor and President of Flowers and Cents, a US based floriculture publication told HortiNews during the 2018 IFTEX. Mr. Armellini who enjoys a huge following among respected flower buyers in America and its neighbours had led a delegation of floriculture companies at the flower expo to scout for potential deals.

"They are quite impressed at the level of quality coming from growers and some of them have even placed orders," he said.

The largest producer and exporter of rose flowers, Oserian Development Company is not keen on the direct flights insisting that lack of logistics to transport flowers from the airport to their customers still makes the flowers expensive.

"October's direct flights are not some magical opening up of a new frontier market. Unless we can find a NY wholesaler then shipping costs will make the US market prohibitively expensive," Neil Heilings Managing Director Oserian said. His sentiments being echoed by Christopher Lindley, the Managing Director of Mavuno NL, a global sales and marketing organization. "We do little to no business in the US and are concentrating on established markets and opportunities where logistics are

already in place.” He said.

Ruiru based Redland Roses argues that the ground hasn't been well prepared to entice the industry. “The US is a great market but it is not one we are keen on pursuing at the moment because of the costs involved and again we would need to invest in market research. Our business model is hinged on direct sales so we would need to really work on solidifying that market and understanding the dynamics. We are cognizant of the stiff competition from the South Americas,” said Aldric Spindler the Executive Director at Redland Roses Limited.

Nicholas Ambanya, the CEO of Magana Flowers agrees: We are yet to understand how logistics for fresh produce are organized. Until we fly a bouquet and follow it to the customers' vase it's too early to tell how this will work. It would be beneficial if JFK has the cool chain required of the flower industry to open a second distribution centre. As at now, it's a wait and see.

Another source from the industry who requested anonymity added. “Based on the initial flight program, the service will not benefit Kenya's floricultural exports to the US in a material way. But it is a start and the potential advent of a freighter service and alternative US destinations in future will change the picture.”

Miami has been christened the Ellis Island of flowers. An approximated 32,000 boxes of flowers are delivered at the Miami International Airport every day, representing 40 per cent of all cargo handled at the station.

“JF Kennedy Airport or even Chicago do not have the dedicated distribution network that Miami has and that is why everyone takes their flowers to Miami directly. Once the flowers land at it is easy to distribute them to wholesalers and supermarkets. But Kenya also needs to be aware of the South American countries that have established a strong foothold and have a huge network in the area,” Armellini said.



Oserian Flower workers sort bouquets before shipment: For Kenya to reap the maximum benefits of the US market, insiders argue that it needs to introduce direct flights to Miami, the hub of US flower market

The two South American countries, Colombia and Ecuador take the lion share of flower imported to America with over 65 per cent of all flowers distributed in US coming from Colombia while Ecuador takes up approximately 25 per cent of the market.

Last year for example, Colombia shipped over 4 billion flowers to America alone.

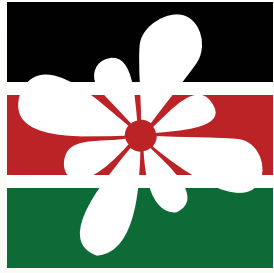
“There are very prime markets for example North America. What we envision doing is complementing the market because our flowers are quite different from those of South Americas so there shouldn't be competition per se,” said Tulezi.

Armellini concurs: “Kenya has a niche in intermediate roses which have the perfect head size, right length and have a longer shelf life which makes them ideal for the bouquet business mostly preferred by supermarkets. This is a key advantage that Kenya has over

the South Americans.”

With an annual retail sale of about \$31.3 billion and more than 15,000 retail florists dependent on growers, wholesalers and exporters for their stocks, the US flower market is a goldmine. Roses are the most popular flowers year round accounting for up to 35 per cent of all flowers sold. For example, there are about 85.4 million mothers with Mother's Day remaining of the most celebrated days in the country. About 69 per cent of all the day's gifts are flowers. Out of the average \$61.56 that a typical American spends on Mother's day gifts, \$42.48 goes into buying flowers.

“It is such a huge market. The only way is to get these flowers to the consumers cheaply and on time. Ethiopia has realized this and that is why its national carrier is opening up so many cargo routes across US. This is the strategy Kenya needs to focus on,” Aemellini said.



IFTTEX 2019

INTERNATIONAL FLOWER TRADE EXPO

Wednesday June 5 - Friday June 7
Oshwal Center • Nairobi • Kenya



Kenya's Flower Industry Trade Fair



www.iftex.org

Flower industry panics over shortage of essential fertilizers

The shortage has been occasioned by delays at the port of Mombasa as a result of new and stringent measures on local inspection of all fertilizers introduced by Kenya Bureau of Standards.

By **BOB KOIGI**

The flower industry is raising alarm over shortage of essential fertilizers which it says if allowed to continue will grind the entire sector to a halt. Numerous growers have complained of surviving under tough conditions which have nearly grinding their operations to a halt.

The shortage has been occasioned by delays at the port of Mombasa as a result of new and stringent measures on local inspection of all fertilizers introduced by Kenya Bureau of Standards.

According to the leading flower grower and exporter Oserian Development Company this biting shortage is grinding the farm operations to a near halt with devastating effects.

While KEBS has traditionally certified the quality of fertilizers in the country of origin before shipment, it has introduced a new set of rules which include re inspecting all consignments at the port of entry as it seeks to tame proliferation of counterfeits.

This lengthy clearance process that now takes up to 2 months before release of consignments has been

blamed for the unprecedented shortage

According to Mary Kinyua, the Director of Human Resources and Administration at Oserian, fertilizer suppliers are incurring up to Sh2 million shillings daily in demurrage which they are passing to them, further pushing the cost of producing flowers up.

The company is now predicting a dip in yields and increase in flower prices, which it says will be the case among other growers as they seek to compensate their margins, making Kenyan flowers costlier at the competitive global market.

“The flower industry has this year already been hit by bad weather, pest and disease pressure, high cost of production as a result of increased fuel cost and fluctuating markets. This bottleneck within our borders will only make things worse,” Mrs. Kinyua said.

Oserian is a frontrunner in hydroponics technology that embraces the use of soilless medium to grow flowers. The technology relies on fertilizers to feed flowers. A shortage even for a day disrupts the entire production cycle which ultimately affect markets and earnings.



Flowers being transported from greenhouses to cold room: Flower farms are predicting a dip in yields and increase in flower prices as fertilizer shortage persist

The consequences of further delays will be far reaching and will affect our businesses through low or no revenues which will lead to massive job losses, lack of foreign earnings, government will not raise tax and this will lead to a complete shutdown of an industry that has been built in the last 30 year and made impressive gains,



Oserian now predicts that if the trend continues it will have far reaching effects to the industry and the economy.

“The consequences of further delays will be far reaching and will affect our businesses through low or no revenues which will lead to massive job losses, lack of foreign earnings, government will not raise tax and this will lead to a complete shutdown of an industry that has been built in the last 30 year and made impressive gains,” Mrs. Kinyua added.

Oserian’s alarm comes days after the industry’s umbrella body, Kenya Flower Council warned of a looming crisis if the government doesn’t address the current delays.

“We are doing everything possible to support our members in unlocking the situation as soon as possible to avert total collapse of the industry,” KFC CEO Clement Tulezi said in a communique to members.

The Council has reached out to government in a bid to avert the unfolding crisis by looking at ways of expediting the inspection including immediate release of fertilizers that have passed the inspection test to ensure growers get the input in time.

“As much as KFC appreciate the controls KEBS is putting in place to ensure quality and conformity to standards, the process should be quick and facilitative to the industry. We are doing everything possible to support our members in unlocking the situation as soon as possible to avert total collapse of the industry”, the communique further read.

Syngenta to launch fungicide against Powdery Mildew

Syngenta is set to launch Solvit® on October 2 2018 in Nairobi.

Solvit® is a new fungicide against powdery mildew developed for use on ornamentals and provides quicker and long-lasting disease control.

Presentations by Syngenta and partners will give an opportunity to learn more about the new product and effective powdery mildew management.

By Victor Juma

Oserian expands key facilities



Michael Gidney the Chief Executive Officer of Fairtrade Foundation and Naivasha MP Jane Kihara during the opening of a new block of eight classrooms at Oserian Primary School

By CATHERINE RIUNGU

As part of the farm's business diversification strategy, Oserian Development Company has embarked on expansion of its key facilities in readiness for an envisaged increase in population as its industrial park takes shape.

"We want to be ready to offer people who will settle here basic facilities associated with an all rounded business park," said Mary Kinyua, Director, Human Resources and Administration.

Ms Kinyua was speaking in Naivasha when the firm unveiled a new block of eight classrooms funded with premiums from FairTrade, at a cost of Ksh 14 million at the Oserian Primary School.

The School expansion project has

been undertaken to decongest the already overstretched capacity at the public school built by the flower farm as part of its Corporate Social Responsibility programmes.

The block was officially opened by Fairtrade UK head Michael Gidney in a ceremony attended by among other dignitaries, Naivasha Member of Parliament Mrs Jane Kihara.

Ms Kinyua has asked the government to step in and provide at least eight teachers since the school faces a major shortage of instructors.

Naivasha, Kenya's flower city, is poised to grow into a major economic hub following plans by the government to create a dry port as part of the Standard Gauge Railway (SGR) strategy, and push

generation of geothermal power to reduce reliance on hydro energy.

These developments have seen a major re-alignment of business in the Lake town, with Oserian taking the lead in setting up a business park that includes a flower business zone, real estate, agroprocessing industries and related support infrastructure for about a 20,000 population expected to work and live within the Oserian Two Lakes Business Park.

According to Ms Kinyua, these people will need schools for their children, and Oserian is planning ahead to ensure that that this important aspect of social development is taking care of. "We are putting up a public school that is able to give our children equal learning facilities

as industrial park takes shape

**Mary Kinyua,
Oserian Director
of Administration,
Michael Gidney
the Chief Executive
Officer of Fairtrade
Foundation and an
Oserian medical
officer at the
upgraded Oserian
Health Centre**



with those from other good schools as our contribution to Sustainable Development Goals,” she said.

The Oserian school expansion comes in the wake of introduction of music school at its supported educational institutions, in support of the Kenya government’s new curriculum in the country’s education sector focusing more on talent development than academic pursuit.

The farm’s educational policy is develop talents alongside academic grades to create a rounded individual as well as avail past time activities that are helpful in living a healthy life as per the farm’s overriding Flori4Life slogan. The tagline captures Oserian’s four main development lines – Flori4Water, Flori4Food, Flori4Schools and Flori4Nature.

At the same time, Oserian has upgraded its health centre by installing a new medical equipment to improve services at its medical centre in Naivasha.

The CT Scanner and a dental unit are now available for staff who will no longer be referred to Naivasha town for the vital services, said the centre administrator Erastus Mugo.

“As the Oserian business park takes shape we expect an increase in population and a higher demand for medical services for which we want to be ready for”, said Ms Mary Kinyua, Human Resources and Administration Director.

The CT Scanner is critical in maternal health, Mugo said disclosing that the machine is able to accurately tell when an expectant mother will deliver as well as inform attendants of the status of the foetus and the mother.

“One of the challenges we have had here is getting the expected date of delivery right as well as identify possible difficulties without referring patients to Naivasha”, an elated Mugo said.

Jacinta Njoki, a mother of two who is expecting her third child in two months is excited the CT Scanner has been installed at the farm. All her pregnancies

have given her scares, she said, and she has severally been referred for scans at Naivasha Hospital.

She was among the first patients attended to and says the scanner confirmed the expected date of delivery the Naivasha General Hospital gave. She narrated the challenges of travelling to Naivasha where there is always a long queue as it serves many people, compared with the short time it takes for the same service to be administered at the Oserian health centre. “I am glad pregnant mothers no longer need to take long distances travelling all the way and queuing for hours”, he said.

The dental unit is an exciting development at the health centre considering Naivasha has a challenge of teeth decoloration and other water-related complications, and will also save the company time spent in referrals when patients require specialized dental services.

His sentiments were echoed by Ms Kinyua who says the service will save



Michael Gidney the Chief Executive Officer of Fairtrade Foundation and an Oserian Medical Officer cut the ribbon to launch the upgraded health center

mothers and the company from the agony and time of travelling for hours to and from Naivasha.

This development came in the wake of another facelift Oserian gave the health centre last December when Ksh 4 million was spent on repairing floors, painting and linen. The improvement included refurbishing the Crèche.

Ms Kinyua said the improvements have been made possible through the farm's Corporate Social Responsibility programme and are offered free of charge to staff.

The best known facility at Oserian Health Centre is the Crèche, or the daycare center for babies aged up to three years. It was started more than 30 years ago by the founders to take care of employees babies considering the 48% female workforce is within the productive age.

Apart from giving new mothers peace of mind in the knowledge their infants are well fed and safe, it is also an insurance for future generations.

It has a capacity of 100 toddlers, where they are taken care of by trained attendants and strategically positioned

near the health centre and the workers housing estate for proximity to medical care in case of emergencies. The personnel include a matron, nutritionist, child attendants and kitchen staff.

The Crèche offers nutritional food which is offered by the company free of charge including milk for older babies.

Nursing mothers allowed at least one hour company time to visit crèches and breast feed their babies; Allocation of duties close to the Crèche.

The Oserian Crèche has been identified by UNICEF- as Kenyan model for Showcase of Good Breastfeeding Practices at the work place as well as the Ministry of Health – Division of Nutrition – A model of excellence and training center for the establishment of similar facilities and the ILO for Support of Gender policy through provision of ML/ BFP & Crèche Services

According to Ms Kinyua, the Health Centre is an all inclusive department with the medical service, crèche and an Early Childhood Education Centre where young children are taken care of until

they join primary school.

After primary they join high school, go on for higher education and join the labour force. About 2,000 students are schooling in the Oserian educational facilities.

"We have here children born, raised, educated and now are employed at the farm making Oserian the only home they know", she said.

The new developments show the community support focus programmes for education, water, food security and environment for sustainability of life. Each is aligned to the world's Sustainable Development Goals (SDGs). Under SDGs No 4, Quality Education: Providing equal access to affordable vocational training and to eliminate gender and wealth disparities with the aim of achieving universal access to a quality higher education, Oserian Flowers has built seven schools running from daycare to secondary schools within its expansive farm to cater for staff children and the community. The music school is open to all interested in the art.



DPL

the packaging experts

MANUFACTURERS OF CORRUGATED CARDBOARD BOXES
FOR INDUSTRIAL, HORTICULTURAL,
FLORICULTURE AND FISHERIES.

*We are proud to be the preferred supplier of
Cargolite Flower Boxes*



**From The Directors, Management & Staff
of
Dodhia Packaging Kenya Limited**

**Contact: sales@dplkenya.com Tel: +254 721/734/772 295101
website: www.dplkenya.com**

Kenya's Blooming Flower Industry: Enhancing Global Competitiveness

For Kenya to achieve its vision 2030 goal of agriculture maintaining and sustaining a 10 per cent GDP contribution in the country, these sub- sectors must grow to ensure this contribution is achieved



Richard Van Tol from Mavuno and Hamish Ker the Managing Director at Oserian Flowers Limited share a point with visitors at the Oserian Development Company stand during IFTEX 2018 in Nairobi

By **GEORGE ACHIA**

Kenya's ambition to become a newly industrialized upper middle-income country is enshrined in Vision 2030. The delivery of this target is driven by a series of five-year medium term plans. The third medium plan (MTPIII) will strive to move the economy towards achieving 10 percent economic growth rate target by the end of the plan period in 2022. This growth rate is hinged on three pillars including economic, social and political.

The agriculture sector is one of the sectors under the economic pillar that is intended to drive the country's economic growth rate by the end of the

MTPIII. It comprises of industrial crops, food crops, floriculture, livestock and fisheries, and employs such factors of production as land, water and farmer institutions.

For Kenya to achieve its vision 2030 goal of agriculture maintaining and sustaining a 10 per cent GDP contribution in the country, these sub- sectors must grow to ensure this contribution is achieved.

Specifically, the floriculture sub-sector has been pivotal in boosting the growth of the agriculture sector. Recently, the horticulture industry performed well, increasing its earnings by 41 per cent to 305 billion in 2017 from 216 billion in 2016, employing an estimated

500,000 people, thus placing the sector among the top economic drivers of the economy.

The success of the cut-flower sector in Kenya has been attributed to the country's favourable and stable climate, access to large import markets, fertile land, abundant water and experienced workforce in floriculture.

These factors, according to Africa's Competitiveness in the Global Economy Report 2018, put Kenya's flower industry among the leading players in the world's fast-growing and dynamic flower export business, playing in the leagues of Netherlands, Colombia, Ecuador and Ethiopia, commonly referred to the big five in the

Secure[®] 240SC

The unique way to stop sucking pests

- Effective control of red spider mites
- No known cross resistance to other insecticides
- Long lasting residual control
- Controls mites not directly exposed
- Breaks insect life cycle



Joseph Muita,
Ornamentals Manager-Kenya
E-mail: joseph.muita@basf.com
www.agriculture.basf.com/ke/en.html
Mobile: +254 721 295 259

Kenya's Blooming Flower Industry: Enhancing Global Competitiveness



Among the key producers who have contributed to the growth of the sector is Oserian Company Limited that sits on 200 hectares of land set aside for cut-flowers and exports one million rose stems every day

world's floriculture industry.

The growth in this sector has been gradual and steady, occasioned with challenges. Kenya emerged as a key producer in the world floriculture market in the late 1980s, with exports of 10,946 tonnes by 1988, which increased to 86,480 tonnes by 2006, 120,220 by 2010 and 133,685 by 2016.

According to the report, of the 110 varieties of flowers farmed in Kenya and exported to over 60 destinations globally, the most popular roses (85.6%), carnations (2.5%) and alstroemeria (0.73%).

Despite the bloom in the sector and the robust global competitiveness, the flower industry has seen its own share of challenges, including political instability, economic crises, drought, high freight costs and heavy rains.

To achieve the global competitiveness for Kenya's flower sector, Kenya Flower Council (KFC), has been involved in production and marketing of the sector. KFC aims at promoting economic, social and political interests of the floriculture industry through active participation in the determination and implementation of policies governing sustainable development of the sector. The body works directly with members who are either producers (direct production of

flowers and ornamentals) or associate members (suppliers of products and services in the industry)

Among the key producers who have contributed for the growth of the sector is Oserian Company Limited. The company sits on 200 hectares of land set aside for cut-flowers and exports one million rose stems every day. Other players include Finlay Flower and Tambuzi Limited.

To ensure the future bloom of the Kenyan flower industry, the sector is already aligning its operations to link its competitiveness to environmental sustainability practices and social standards established in the European markets and other regions globally, as defined by 3Ps – People, Planet and Profit – meeting the current needs in the sector without interfering with the future needs.

How the industry best manages these resources (3Ps) will greatly determine how it will compete with other markets to achieve organizational growth and success.

A new book, Africa's Competitiveness in the Global Economy Report 2018, puts Kenya's flower industry among the leading players in the world's fast-growing and dynamic export business, playing in the leagues of Netherlands,

Colombia, Ecuador and Ethiopia, commonly referred to as The Big Five in the world's floriculture industry

The authors of the chapter are Ogechi Adeola, Abel Kinoti and Mary Wanjiru Kinoti.

Ogechi Adeola teaches marketing management at Lagos Business School, Nigeria. She holds a doctorate in Business Administration (DBA) and an MBA from Manchester Business School, UK and a law degree from University of Nigeria.

Abel Kinoti is the founding dean and associate professor at Riara University School of Business, Kenya, and also founding chair of Academy of International Business Sub-Saharan Africa Chapter. His teaching and research interests are in areas of innovation and business incubation, social entrepreneurship and marketing.

Mary Kinoti is the associate dean of graduate studies at the School of Business, UoN. She holds PhD in Business Administration from UoN, and an MBA (Marketing) and Bachelor of Commerce Degree



International Floriculture Trade Fair

November 2018

7-9

Expo Haarlemmermeer
Vijfhuizen
Netherlands



UNITING THE WORLD
OF FLORICULTURE!



www.iftf.nl

New high quality lines and exotic roses from De Ruiter E A

By GUY KEBBLE

The breeder De Ruiter, in 'Creating Flower Business' continues to breed new, high quality lines and exotic roses like (Cherry Kheops®) for positive positioning in the market. Focus has been on developing thornless varieties like (Dream Girl®), and more disease resilient varieties like (Furiosa®), and varieties with improved vase life. Mutations of commercial varieties have been found throughout the region, however trying to find stable mutations (colours that do not revert back to its original state) has been a challenge. This could be down to a number of different factors including the adverse weather fluctuations.

Recently new marketing concepts have been rolled out for example (The Big Five®) which outlines five colours; Red, Yellow, Orange, Pink & White each of which has been allocated one of the 'Big Five Animals' Lion, Elephant, Leopard, Rhino & Buffalo. This concept although slightly different was first introduced at the IFTF Flower show in The Netherlands in 2017 & further improved for the IFTEX flower show in Nairobi in 2018. Focus has been to target all possible markets with selected colour options, this we believe allows for easier segmentation.

Focus for the 2018 Naivasha Horticultural Show (NHF) has been

to showcase 'The Big Five®' colours together with new introductions like Melange® (bi-pink/yellow), Pink Journey® (bi-pink/white), Born Free® (Retail Red), Dream Girl® (bi-grey/white), Deep Sea® (Purple) and Special shapes like the X-expression line.

At our stand (30-33) on road A1 visitors will also be able to see our Spray lines, Hydrangea's & Kangaroo Paw varieties. Aim will be to showcase all exciting varieties, catering for each growers target market in a relaxed environment which is the Naivasha show.

We welcome all our customers for biting's, refreshments & to discuss the latest developments about our outstanding rose varieties.



De Ruiter
creating flower business

Contacts:
Office Tel: +254 (020) 502 020 160

Mr Rob Letcher	: Managing Director	- rob.letcher@deruiter.com
Mr Fred Okinda	: General Manager	- fred.okinda@deruiter.com
Mr Guy Keeble	: Commercial Manager	- guy.keeble@deruiter.com
Mr Rohit Patil	: Commercial Manager	- rohit.patil@deruiter.com



Prevent ethylene damage & leaf yellowing



Chrysal AVB is a post-harvest conditioner for ethylene sensitive flowers such as carnations, lilies and Alstroemeria. It improves vase life, prevents dropping of blooms, leaves and buds and improves bud opening. **Chrysal BVB** is added to prevent leaf yellowing.

For more information and availability please contact us locally or visit www.chrysal.com

CHRYSAAL

Expansion of Oserian classrooms



and upgrade of medical center



New opportunities

Herb farmers wanted

Lagrangroup.com is looking for farmers to grow herbs, chives, basil, tarragon, dill, sage and thyme, on contract and assures them of ready market and free agronomic support. All a farmer needs to have is good source of clean water, greenhouse for indoor herbs, drip irrigation for open field herbs and ability to deliver the produce to the company's packhouse in Airport North Road Nairobi

For more information reach the company on +254728201058 or +254706419244 or email horticulture@lagrangroup.com or www.lagrangroup.com or visit their outgrowers office in Kiambu Road.



Seeking farmers for a new market concept

The route to market for Kenyan farm produce is a bumpy one. When the farmer sells his cabbage to the middleman for Sh10, it goes through "expert" loaders who charge a premium for their services, county cess, market entry fees and a cartel off-loaders before the designated broker sells it to the kiosk lady who ferries it to Kangemi by matatu. She then sells it for Sh40 and makes Sh5.

Supposing the cabbage was sold at a unique Farm Outlet for Sh20? The farmer makes more money, the consumer saves lots of money.

Indeed, the road to market is three times more expensive than the cost of producing fruits and vegetables in Kenya. If this can be resolved this contradiction, both the farmer and the consumer will be a happy lot.

A new company is in the process of establishing a trail-blazing Farmers'

Market at a prime location in Nairobi and wish to identify a small group of progressive farmers to take up space at the market.

Shops will range in size between 10 and 100 square metres. A special section with common platforms for smaller retailers might also be considered.

Farmers interested in this initiative can reach the company indicating required size and range of produce. There are no restrictions to the mix, even if it were to include fruits, vegetables, poultry and dairy products since this is within the character of Kenyan farming.

Besides the competitive pricing, the consumer will benefit from product traceability and quality assurance which, although a precondition for export markets, has been missing in the local fresh produce business.

This opportunity is strictly for farmers and will involve a rigorous selection process.



Write to Timothy Clarkson at: timoclarkson@gmail.com

for farmers



Canola farming

Canola is a very important crop especially to wheat and corn growing farmers. Throughout the world, large scale cereal farmers in Australia, Mexico, Canada etc use Canola as a rotation crop.

Advantages of canola as a rotation crop

Weed control: Due to continued plantings without any proper break crops, weeds such as 'rai grass' have been very dominant and a thorn in the flesh.

Canola (rape seed), is a vigorous crop, it forms a canopy hence doesn't give room to any crop growing below it.

Nutrient Fetcher: Most farmers literally call canola a 'fishing rod'. With its a deep tap root nature of about 30-45cm, it brings up the latched soil nutrients which no other short crop can manage.

Increased Organic matter: After harvesting, the canola leaves remain in the soil, and the stems can be ploughed back to the soil.

Canola can as well be used in pest and

disease control, especially in wheat and barley. For instance, farmers in Mau, Narok and other wheat growing areas most at times grow wheat after wheat/ barley.

Canola is not affected by these pests, hence improved yields in your next crop.

Increases soil water retention capacity. How? With its deep tap root as earlier seen, it forms cracks in the soil, creating more room for water to be held.

There are many other advantages which I can still share.

It is good to note that canola as a crop is not profitable. It is not a loss making venture either. A farmer will break even and make some little profit.

The real profits will be realized in the next crop after canola.

For instance - Mr. Kilesi a wheat farmer in Narok,

Before canola - 18bags of barley per acre.

After canola - 26.5 bags per acre, and still going higher.

Farmers are advised not to plant canola in the whole field, but to divide the field into four parts, and have a four-year canola cycle.

Where to sell Canola

The market for canola in Kenya has a deficit of about 60 per cent.

Agventure group are the key customers. They do contract farming with canola farmers and after delivering in their Nakuru or Timau factories, payment is guaranteed within 7days.

They squeeze out canola oil and the byproduct, canola cake, which is very nutritious for dairy farming.

Benefits of canola.

Ever noticed that Blueband margarine doesn't harden like it used to before?

Why? Its because one of its recent additional ingredients is canola oil.

It is rich in Omega 3,6,9 and Vitamin E.

It can be used for cooking, and food dressing.

It is very beneficial to body joints, cholesterol control and memory boost as well.

**For more info contact
0720 494 937**



INVEST IN KENYA INITIATIVE

AGRIBUSINESS/ TRADE &
INVESTMENT MISSION
TO NETHERLANDS
15th-20th October 2018



A Partnership for
Growth & Development

INVEST IN KENYA INITIATIVE

Background

Kenya's economy is market-based with a few state-owned infrastructure enterprises and maintains a liberalized external trade system. The country is generally perceived as Eastern and central Africa's hub for Financial, Communication and Transportation services. Major industries include:

- Agriculture,
- Mining and minerals,
- Industrial manufacturing,
- Energy,
- Tourism and
- Financial services.

As of 2018 estimates, Kenya had a GDP of \$85.980 billion making it the 69th largest economy in the world. Per capita GDP was estimated at \$1,790. The government of Kenya is generally investment friendly and has enacted several regulatory reforms to simplify both foreign and local investment, including the creation of an export processing zone. The export processing zone is expected to grow rapidly through input of foreign direct investment by non-resident Kenyans who work in the US, Middle East, Europe and Asia. Compared to its neighbours, Kenya has well-developed social and physical infrastructure. Agriculture is key to Kenya's economy, contributing 26 per cent of the Gross Domestic Product (GDP) and another 27 per cent of GDP indirectly through linkages with other sectors. The sector employs more than 40 per cent of the total population and more than 70 per cent of Kenya's rural people.

Agriculture in Kenya is large and complex, with a multitude of public, parastatal, non-governmental and private sectors. In appreciation of the important role

Agriculture plays in Kenya and its potential for growth, plus the need to grow a vibrant manufacturing sector, Changemaker International in conjunction with Capacity Africa Institute has organized a mission for Agribusiness and manufacturing stakeholders to the Netherlands from 17th to 22nd September 2018.

Trade between Kenya and Netherlands

Netherlands. Analysts note that growing ties between the two nations show that Kenya is keen on seeking new trade partners, especially those who Kenya's central location in East Africa is attractive to Dutch investors. Investing in this country means access to a market of over 135 million consumers and an abundant, mobile and entrepreneurial young workforce. In recent years, the trade- and investment relation between Kenya and the Netherlands has deepened. In 2014, the volume of trade (total imports and exports) between Kenya and the Netherlands was more than €10 million.

Important Dutch export products are services, chemicals, machinery, transport equipment and engines while major imports from Kenya are the third export market for Kenya. Dutch private investment in horticulture has led to the emergence of a large contributor to more than 14% of Gross Domestic Product (GDP). In recent years, there is growing Dutch investment outside the traditional horticultural sector, e.g. renewable energy, water and sanitation, infrastructure, logistics. The relation between the two nations, however, goes beyond trade. According to the Dutch Embassy in Nairobi, the Netherlands funds various programmes in Kenya in art, governance, trade development, agriculture, water and environment sectors.



A Partnership for
Growth & Development

Event organizers

The Invest in Kenya Initiative will be facilitated by Changemaker International in conjunction with Capacity Africa Institute working closely with various International partners.

Changemaker International

Changemaker International was founded in the Hague, Netherlands in 2015 to provide international development services and Trade consultancies.

The company is registered in the Netherlands under KVK Number 68237316

Our key services include:

- Business Coaching and Training
- Providing Intelligence on doing business in Africa
- Facilitating Investors to set up businesses in Africa
- Facilitate Financial Services for African businesses
- Mapping of Dutch Companies doing business in Africa
- Organizing trade and investment missions to Africa and Netherlands
- Information sharing on business trends.
- Outsourcing for European Investors for projects in Africa
- For more information visit (www.changeinstitute.nl)

Capacity Africa Institute

Capacity Africa Institute (www.capacityafrica.com) was established in Kenya in 1999 to provide capacity building among development and business professionals in Africa. The organization currently runs training programmes in Kenya, Somalia, Ethiopia, Uganda, South Africa, Tanzania, Rwanda, Congo and South Sudan .We have trained over Five thousand organization has recently added a cap to its business through conference management targeting governments and corporate organizations. We have hosted similar trade expos in Kenya, Burundi and South Sudan.

Package cost

- Cost From USD 3000.00 Per Person in a Single Room.

What the Package Covers

- Return Flight on Economy Class.
- Airport Transfers.
- 5 Nights accommodation at a 4 star hotel in Amsterdam.
- Daily Breakfast. • Land Transportation on private basis.
- Daily Lunch.

Package Exclusions

- Local Guide Services.
- Dinner.
- Tips, Porterage and Gratuities.
- Any other items of a personal nature not mentioned above.

Conditions.

- Rates quoted are net and non-commissionable.
- Rates are subject to change without prior notice.

Kenya Office

Invest in Kenya Initiative Secretariat

Capacity Africa Institute

3rd Floor, Muthaiga Shopping Center

Limuru Road, Nairobi-Kenya

Tel : +254 774 212 802 / 774 209 354

Mobile : +254 725 852 695/ 733 846 186

email: info@investinkenya.eu

Invest in Kenya Initiative

Changemaker International

Den Haag, Netherlands

2553 GE, Netherlands

Phone :+31 616 950 384

email: info@investinkenya.eu



CHANGEMAKER
INTERNATIONAL



INVEST IN KENYA



Agribusiness, Trade, Investment
& Mission to the Netherlands
15th-20th October 2018
Amsterdam NL.



A Partnership for
Growth & Development

**15th - 20th October 2018
Amsterdam NL**

In line with our Invest in Kenya Initiative Changemaker International in conjunction with Capacity Africa Institute has organized a 6 day Agribusiness, Trade and investment tour to the Netherlands.

FROM USD 3 000 * Per Person
in a Single Room

*Fee caters for return flight on economy class, airport transfers, 5 night accommodation at 4 star hotel in Amsterdam, Daily breakfast, land transportation on private basis and daily lunch.

INVEST IN KENYA INITIATIVE
Changemaker International
Den Haag, Netherlands
2553 GE, Netherlands
Phone :+31 616 950 384
email: info@investinkenya.eu

KENYA OFFICE
INVEST IN KENYA INITIATIVE SECRETARIAT
CAPACITY AFRICA INSTITUTE
3rd Floor, Muthaiga Shopping Center
Limuru Road, Nairobi-Kenya
Tel : +254 774 212 802 / 774 209 354
Mobile : +254 725 852 695/ 733 846 186
email: info@investinkenya.eu



**CHANGEMAKER
INTERNATIONAL**



A Partnership for
Growth & Development

National Farmers Awards celebrates flower industry with new category

The National Farmers Awards, an annual fete organized by Elgon Kenya and the Ministry of Agriculture, now in its sixth year has added a new category targeting flower farms in what the organizers said is a move to appreciate a sector that continues to make an indelible contribution to tens of thousands of Kenyans who rely on it for income and its contribution to the country's economic growth.

This, as the scheme celebrates the achievements of flower farms in spearheading the highest quality in flower production

“Traditionally we were clustering flower farms in the large farms category, but we the need to create a unique category for the floriculture industry because of the unique nature of their operations. We also felt that the amount of investments and farm practices the farms were involved in had gotten impressively unique over the years and deserved special recognition,” said Nelson Maina, Communication Manager at Elgon Kenya

Flower farms have in past editions trail blazed in the awards with judges commending them for investing in modern innovations that have fostered responsible flower production.

In the pioneer edition, the industry made history when the three top positions in the large commercial farms category went to flower farms Panda Flowers, breeder Stokman Rozen and grower Nini Limited respectively. The judges commended them for demonstrating the highest level of commitment to environmental protection, climate change mitigation measures and embracing modern technologies that promote sustainability.

Mary Kinyua, the Administration Director at Oserian Development Company displays the two awards the company won at the 2018 International Flower Trade Exhibition



But the high quality exhibited by flower farms according to the judges meant that no other players could match the high standards necessitating creation of a category where the flower players could compete among themselves.

“We also decided to come up with this category to allow smallholder farmers who form the bulk of the entrants in the awards to learn from the established farms on good agricultural practices as we seek to newer, innovative and sustainable ways of food production,” added Mr. Maina.

Already more than 90 per cent flower farms have already submitted applications for this year's awards in what is pointing to the enthusiasm by the industry and the value the industry attaches to the national fete. At the time of going to press, judges were preparing to visit farms even as they anticipated a tough judging process owing to the increasing investment in innovation and good farming practices.

The industry has always been hailed internationally as a frontrunner in innovation that shapes the flower market. The industry has introduced

self-regulation mechanisms to ensure growers works towards ethically produced flowers.

The locally developed standards including the Kenya Flower Council Silver Standard have gained international recognition becoming a benchmark for other flower growing countries and further rubberstamping the seriousness with which the local industry attaches to quality flowers.

Having an internationally recognized industry standard like the KFC Silver, has gone a long way in establishing a Kenya brand of sustainably produced flowers in a market where the industry's reputation for quality is already highly regarded.

Growers have been trailblazing in harvesting rainwater, using drip irrigation, experimenting with hydroponics, and deploying biological pest control measures like integrated pest management (IPM) earning global recognition and admiration.

“The Kenyan flower industry is highly regarded in the international market. It is a formidable ambassador on the global scene. So we thought. Why not celebrate men and women who work day and night to ensure that flower exceed international expectations,” Mr. Maina said.



Kirinyaga County Deputy Governor Peter Ndambiri presents an avocado seedling to a representative of a farmer group during the official launch of avocado farming in the county

hopes for thousands of smallholder farmers across the country who have invested in the crop with the county governments now stepping up efforts to distribute high quality certified seedlings.

These counties include Meru, Murang'a, Kericho, Bomet, Nandi, Nyeri and Nyandurua.

In Nyeri County for example, Governor, Mutahi Kahiga, the government intends to distribute for free at least two million avocado trees to an estimated 200,000 farmers,

targeting to earn as much as Sh20 billion by 2022.

"Our math is that each avocado tree of the Hass variety can fetch farmers at least Sh10,000 as net return in a year. That is a cottage industry that can be a key foundation in our job and wealth creation in the county," he said.

The Hass variety is earning farmers between Sh700 million and Sh1.5 billion in a year owing to lack of logistical support.

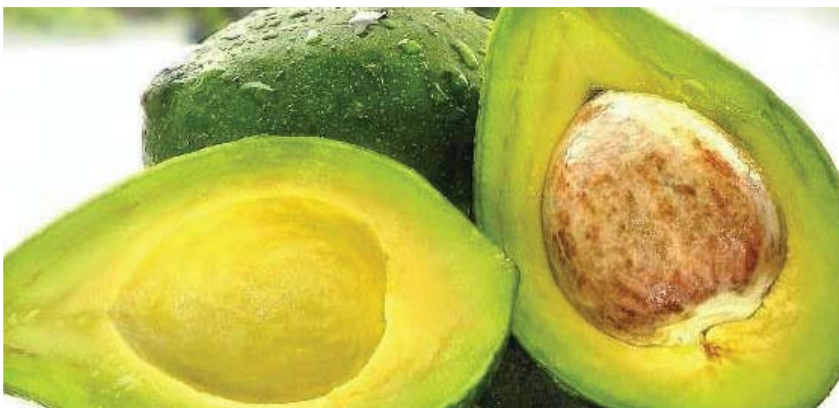
There are currently 112,107 acres

under avocado farming with the government looking to grow this to but according to 200,210 acres by 2022. To further boost production, the government is looking at supplying one million subsidized and certified Hass avocado seedlings to willing farmers each year.

To improve on quality, the government had recently instituted a temporary ban on export of all Kenyan Fuerte and Hass avocado varieties over maturity issues.

Lifting of the ban then came with conditions. To ensure that only mature avocados are exported, Agriculture and Food Authority (AFA) announced that for an avocado to be deemed to be mature it must have a dull appearance of the skin for Fuerte, have shriveling and yellowing of the fruit stalk, when cut and the seed is removed, the seed-coat is dark brown and dry and does not adhere to the flesh and contain at least 20 per cent dry matter content and oil content of 8 per cent and above.

Kenya mainly exports its avocados to Europe, Middle East and South Africa.





Associations

Associations	Country	Phone	Email
Kenya Flower Council	Kenya	254-733639523	info@kenyaflowercouncil.org
Fresh Produce Exporters Association Of Kenya	Kenya	254-20 205160333	info@fpeak.org
Tanzanian Horticultural Association	Tanzania	255 (27)2544568	info@taha.or.tz
Ethiopian Horticulture Producers Exporters	Ethiopia	251-116636750	info@ethionet.et
Kenya Horticulture Council	Kenya	+254-731588513	info@khc.co.ke

Flower Farms in Kenya

Region	Altitude	Region	Altitude
Lake Naivasha Region	6178ft	Mt.Kenya Region	6358-7057 ft
Nakuru Region	6070ft	Limuru-Rumuruti-Olkalau Region	6024-7802 ft
Nairobi Region	5515ft	Kericho-Kitale-Eldoret Region	6060-6995 ft
Athiriver-Kajiado Region	5649ft	Thika-Juja-Kiambu Region	5649 ft

Breeders / Propagaters

ORGANISATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Dummen Orange	Flower Breeder	Mr.Steve Outram	254-733-609863	s.outram@dummenorange.com
Schreurs East Africa Ltd.	Flower Breeder	Mr.Haiko Backer	Tel:+254 203566135	sales@schreurskenya.com
Wac International	Flower Breeder	Mr.Richard Mcgonnell	254-722-810968	richard@wac-international.com
Florensis Hamer	Flower Breeding	Mr. Eddy Verbeek	020 50010	verbeek@florensis.com
Interplant Roses	Flower Breeding	Mr.Gavin Mouritzen	254-729-406668	info@interplantea.co.ke
United Selections	Rose Breeder	Mr.JellePosthumus	254-2-3656135	jposthumus@united-selections.com
Solo Plant Kenya Ltd	Breeding	Tomer Weiss	+254 (0)715 631 373	tomersolo@soloplant.co.ke

Lake Naivasha: Altitude 6178ft

ORGANISATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Florema(K) Ltd	Begonia	Mr. Perter Maina	254-050-2021075	
Carzan Flowers	Carnations	Mrs. Carol Manji	254707110030	info@carzankenya.com
Loldia	Cut flowers	Mr. Gary	0721 237936	
Longonot Horticulture	Cut flowers	Mr. Shado rai	254-050501473	
Blue Sky	Cut flowers	Mr. Mike	0720 005294	info@blueskykenya.com
Indu Farm	Cut flowers	Mr. Wesley Koech	0715 546908	
Leekem Holding ltd.	Cut flowers	Mrs. Margaret Muthoni	254-720-267004	leekement@gmail.com
Rainforest	Cut flowers	Mr.Fabian Philippart	0716 686998	fphilippart@fleurafrica.com
Savannah Fowers	Cut flowers	Mr. Ignaitus Lukulu	0728 424902	i.lukulu@savannahinternational.com
Star flowers	Cut flowers	Mr.Dinkar	0722 203750	dinkar@vegpro-group.com
Subati	Cut flowers	Mr. Naren Patel	0712 584124	naren@subatiflowers.com
Wildfire Flowers	Cut flowers	Mr.Patrick Mbugua	254-722-204669	office@wildfire-flowers.com
Aquila Development Company	Cut flowers	Mr.Abhay Marathe	254-722-205368	info@aquilaflowers.com
Beauty Line	Gypsophila	Mr.Peter Gathiaka	0722 676925	
Hamwe Ltd.	Hypericum	Mr.Adrew Khaemba	Tel: +254722431170	hamwe.production@kariki.biz
Sun Buds	Hypericum	Mr. Paul Kamau	Tel:+254 728339953	sunbudsltd@gmail.com
Oserian Development Company	Rose & Fillers	Mary Kinyua	Tel: +254 721299008	mary.kinyua@oserial.com
Oserian Flowers Limited	Carnations & Fillers	Mr.Hamish Ker	Tel: +254 722204701	md@oserialflowers.com
Colour Vision Roses Ltd	Rose Breeders	Mr.Peter Vandemeer	254-05050310	petervandemeer@terranigra.com
Rift Valley Roses	Roses	Mr.Peterson Muchiri	254-721216026	
Van Den Berg Roses	Roses	Loek Van Adrichem	+31 6 31 791 898	loek@bergroses.com

Lake Naivasha: Altitude 6178ft

Aquilla	Roses	Mr.Yogesh	050 506609	info@aquilaflowers.com
Bigot Flowers	Roses	Mr.Jagtap K	254-722205271	jagtap.kt@bigotflowers.co.ke
Bila Shaka	Roses	Ms. Judith Zuubier	+254(0)72 220 4489	info@zuubier.com
De Ruiters	Roses	Fred Okinda	+254(0)722 579204	fred.okinda@deruiter.com
Finlay's Kingfisher	Roses	Mr. Charles Njuki	Tel: +254-724391288	Charles.njuki@flamingo.net
Galaxy	Roses	Mr. Kiran		kiran@vegpro-group.com
Groove	Roses	Mr.John Ngoni	Tel: 0724448601	groovekenya@gmail.com
Harvest Flowers	Roses	Mr Phaniel Ochunga	0722 506026	phanuel.ochunga@gmail.com
Karuturi Flowers	Roses	Mr.Sylvester Saruni	Tel: +254 722873560	henry.muller@karuturi.com
Kongoni Farm	Roses	Dinkar	0728 608785	dinkar@vegpro-group.com
Larmona	Roses	Fiona	254 722 564 089	fiona@lamornaflowers.com
Maridadi Flowers Ltd	Roses	Jack Kneppers	07-33333289	jack@maridadiflowers.com
Mbegu Farm	Roses	Mr. David Mousley	Tel:0722 833 122	mbegufarm@iconnect.co.ke
Nini Farm	Roses	Billy	254 723 786 003	billyc@ninitd.com
Shalimar Flowers (K) Ltd	Roses	Export Manager	0722 811832	info@eaga.co.ke
Stockman Rozen	Roses	Mrs. Sarah Tham	0720 603990	info@srk.co.ke
Twiga Roses	Roses	Mr.Pius Kimani	0721 747623	pius.kimani@gmail.com
Panda Flowers	Roses	Charkara	0786 143515	chakra@pandaflowers.co.ke
Finlay's Flamingo	Roses and Fillers	Mr.Peter Mwangi	Tel:+254 722204505	peter.mwangi@flamingo.net
Colour Crops	Summer Flowers			
Esmeralda Breeding	Summer Flowers	Mr.Loui Hooyman	31-297-385444	info@esmeraldabreeding.com
Multigrow Investments	Summer Flowers	Mr.Peter Murimi Mbugua	254-724-977259	peter_murimi@yahoo.com
Kentalya	Cut Flowers	Mrs.Lynette	0733 549773	lynette@kentalya.com

Nairobi : Altitude 5515ft

ORGANISATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Black Tulip Group	Cut Flowers	Mr.Mohan Choudhery	254-722-825429	info@blacktulipflowers.ae
Caly Flora Ltd .	Cut Flowers	Mrs.Catherine Gichungu	254 725456930	info@calyflora.co.ke
Everest Enterprises Ltd.	Cut Flowers	Mr.John Karuga	254-722-720876	jdkaruga@everest.co.ke
Flora Delight	Cut Flowers	Mr.Marco Van Sandjijk	254-722-384188	info@floradelightkenya.com
Particle Blooms Co. Ltd.	Cut Flowers	Mr.Caleb Amunga	254-704-040101	info@particleblooms.com
Phinna Flowers Ltd.	Cut Flowers	Mrs.Ruth Thuo	254-723-582476	phinnaflowers2014@gmail.com
Redhill Flowers	Cut Flowers	Mr.Isaac Bwire Ombunda	254-702-344047	redhillflowers@yahoo.com
Rose Bunk International	Cut Flowers	Mr.Nahashon Macharia	254-773-754140	nahashon@rosebunkintl.com
Sian Agriflora Ltd	Cut Flowers	Mr.Jos Van Der Venne	254-725-961961	info@sianroses.co.ke
The Flower Hub	Cut Flowers	Mr.Stephen Swainston	254-722-509970	info@theflowerhub.com
Tripple F. Agencies	Cut Flowers	Mr.Amos N. Wakiria	254-735-405982	wakiria@fagencies.co.ke
Van Kleef Kenya	Cut Flowers	Mrs.Judith Zuurbier	254-722-364943	judith@vankleef.nl
Winchester Farm	Cut Flowers		254-0722-203630	info@mzurriefflowers.co.ke
Zaina Blooms	Cut Flowers	Mr.Michire Mugo	254-736-080070	zainablooms@gmail.com
Credible Blooms	Roses	Mr.Francis	020 2102019	info@credibleblooms.co.ke
Flamingo Flora	Roses	Sam	254-:0721993857	s.ivor@flamingoflora.co.ke
Karen Roses	Roses	Mrs.Juliana Rono	254-722-717187	sales@karenroses.com
Kreative Roses Ltd.	Roses	Mr.Bas Smit	254 733501640	info@kreative-roses.com
Lakshmi Group Ltd.	Roses	Mr. Serghei	254 714551969	serghei.lakshmigroup@gmail.com
Magana Flowers	Roses	Mrs Ann Gitari	254-20-2017651	marketing@maganaflores.com
Magnate Flowers	Roses	Mrs.Gladys Muthoka	254-722-777051	magnateflowers@gmail.com
Mzurrie Flowers	Roses	Mrs.Irnie Njeru	254-722-203630	irene@winchester.co.ke
Shallimar Flowers Ltd	Roses	Mrs.Elizabeth Wahogo	254-738-391832	elizabethw@eaga.co.ke

Mt.Kenya : Altitude 6358 - 7057ft

ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Mount Kenya Alstroemeria	Nanyuki	Cut Flowers	Mr.Edwin Van Der Veen	254-718-240581	info@mountkenyaalstroemeria.com
Bondet	Nanyuki	Erygium	Richard Fernandes		

Mt.Kenya : Altitude 6358 - 7057ft

Kariki Limited	Nanyuki	Hypericum		0722 50 99 19	info@kariki.biz
Live Wire Ltd	Nanyuki	Hypericum And Lilies	Mr.Esau Onyango	0728 606872	info@livewire.co.ke
Finlays Sirimon	Timau	Lilies	Ms.Purity Thigira	0733606411	purity.thigira@finlays.net
Batian Fowers	Timau	Roses	Mr.G.Muriungi/Dirk Looj	0720 102237	dirk@batianflowers.com
Bloomingdale Roses	Timau	Roses	Mr.Sunil Chaudhari	0732 373322	sunil@bloomingdaleroses.com
Bogmack Farm	Timau	Roses	Mr.Anderson	0722 350020	kathendusn@yahoo.com
Equinox	Timau	Roses	Mr. Rod Jones	+254 722 204271	rod.jones@equinoxflowers.com
Fides Kenya Ltd	Embu	Roses	Mr.Francis Mwangi	254-06830776	info@fideskenya.com
Lobelia Farm	Timau	Roses	Mr.,Peter Viljoen	254-06241060	
Lolomarik	Nanyuki	Roses	Mr. Topper Murry	0715 727991	topper@lolomarik.com
Protea Farm	Timau	Roses	Mr.Philip		info@lobelia.co.ke
Sunland Roses	Timau	Roses	Mr.Peter Viljoen	254-702-095696	sales@sunlandroses.com
Tambuzi	Nanyuki	Roses		+254 (0)722 716 158	tambuzi.sales@tambuzi.co.ke
Timaflor Ltd.	Timau	Roses			info@timaflor.nl
Timau Flair	Timau	Roses	MR.Philip Ayiecha	254-723383736	
Uhuru Flowers	Timau	Roses	Mr. Ivan Freeman	Tel:+254722863252	ivan@uhuruflowers.co.ke
Vegpro-K Ltd	Timau	Roses	Mr.Vivek Sharma		vivek@vegpro_group.com
Kisima	Timau	Roses and Lilies	Mr.Martin Dyer	+254 (0)722 509 830	info@kisima.co.ke

Nakuru : Altitude 6070ft

ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Bliss Flora Ltd.	Nakuru	Cut Flowers.	Mr.Shivaji Wagh	254-720-895911	shivaniket@yahoo.com
Carzan	Rongai.	Cut Flowers.	Francis	254-0720 890920	info@carzankenya.com
Kudenga Flowers	Mau Summit	Cut Flowers.	Mr.Joseph Juma	254-0725 643942	kudenga.fm@kariki.biz
Molo Greens Ltd	Molo North	Cut Flowers.	Mr.Justus Metho	254-722-755396	info@mologreens.com
Molo River Roses	Muserechi	Cut Flowers.	Mr.Alice Mureithi	254-0724 256592	andrewwambua@yahoo.com
Roseto Limited	Rongai	Cut Flowers.	Mr.Yogheesh		farm.florenza@megaspingroup.com
Kariki Limited	Molo	Hypericum		+254 722 50 99 19	info@kariki.biz
Amor	Nakuru	Roses	Mr.Ketan Jerath	254-738-119774	flowers@xflora.net
Baraka Farm	Nakuru	Roses	Lucy	254-0720 554106	lucy@barakaroses.com
Buds&Blooms-Bliss Flora	Nakuru	Roses	Mr.Shivaji	254-0720 895911	shivaniket@yahoo.com
Elbur Flora	Elburgon	Roses	Peter Kairu	254-51343473	eflora@africaonline.co.ke
Fontana Ayana	Nakuru	Roses	Mr.Gideon Maina	254-0721178974	gideon@fontana.co.ke
Fontana-Akina	Nakuru	Roses	Mr.Girish Appana	254 722728441	girish@fontana.co.ke
Kimman Roses Ltd.	Elburgon	Roses	Mr.Daniel Moge Maina	254-721-734104	kimmanexp@gmail.com
Mau Flora	Nakuru	Roses	Mahesh	254-0787 765684	mahesh@maufloora.co.ke
Milmet	Nakuru	Roses	Pravin		pravinyadav.29@gmail.com
Omang-Africa	Nakuru	Roses	Mr.Inder Nain	254 733724029	flowers@xflora.net
Porini	Nakuru	Roses	Mr.Pitambar Ghahre	254-0726 774955	porini@isinyaroses.com
Pp Flora	Nakuru	Roses	Prakash	254-0718 045200	info@fantasy-flora.com
Preesman Kenya	Nakuru	Roses	Michael Kikwai	254-0720574011	kikwai1980@yahoo.com
Ravine Roses	Nakuru	Roses	Mr.Peter Kamuren	254-0722 205657	pkamuren@karenroses.com
Redwings	Kabarak	Roses	Mr.Sayer Simon	254-0722 578684	sayer@redwingltd.co.ke
Subati Flowers	Subukia	Roses	Mrs. Jennifer Sassi	+254 742 144493	jennifer@subatigroup.com
Vankleef	Nakuru	Roses	Judith Zuurbier	254-0722 364943	judith@vankleef.nl
Xpression Flora Ltd.	Njoro	Roses	Mr.Mangesh	Tel: 720519397	info@xflora.net
Sian Agriflora (Sian Roses)	Nakuru	Roses/Lilie	Mr.Jos Van Der Venne	254 722203630	info@sianroses.co.ke
Jatflora	Gilgil	Summer Flowers	James Oketch	254 724418541	jatflora@gmail.com
Morop	Bahati	Summer Flowers	Wesley Tonui	254-0720 983945	
Flora Ola	Solai		Mr.Wafula	Tel: 0708382972	floraolaltd@gmail.com

Thika - Juja-Kiambu: Altitude 5649 ft

ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Zena Roses	Thika	Carnations,Roses	Mr.Rakesh	Tel: 0724631299	info@zenaroses.com
Selecta Kenya/Kpp	Juja	Cut Flowers	Mr.Wilson Kipketer	020 352557	w.keter@selectakpp.com
Pollen Sygenta Ltd.	Ruiru	Cuttings	Mr.Daniel Kisavi	Tel: 733603530	Daniel.kisavi@sygenta.com
Munyū Growers	Thika	Flower Grower & Exporter	Mr.Muthom Ngaru	254-721-956307	munyugrowers@gmail.com
Riverdale Blooms Ltd swiftkenya.com	Thika	Flower Grower & Exporter		Mr.Antony Mutugi	020 2095901 rdale@
Kariki Limited	Thika	Hypericum		+254 722 50 99 19	info@kariki.biz
Transebel Ltd	Thika	Roses	Brian Wahome	+254 722 255322	brianwahome@transebel.co.ke
Enkasiti Flowers	Thika	Roses	Mr.Thambe	Tel:+254 724722039	enkasiti@gmail.com
Gatoka Farm	Thika	Roses	Christopher Gacheru	+254 733 619505	chris@gatokaflowers.com
Penta Flowers Ltd.	Thika	Roses	Mr. Tom Ochieng	Tel:+254 733625297	tom@pentaflowers.co.ke
Simbi Roses Ltd.	Thika	Roses	Ms.Pauline Nyachae	Tel: +254204448230	Pauline@sansora.co.ke
Windsor Ltd	Thika	Roses	Mr.Pardeep	254-0674208	farm@windsor-flowers.com
Ever Flora Ltd.	Juja	Roses	Mr.Khilan Patel	Tel: 0675854406	everflora@dmbgroup.com
Kenflora	Kiambu	Roses	Mr,Aleem Abdul	254-722311468	info@kenflora.com
Valentine Kibubuti	Kiambu	Roses	Mrs. Suzan Maina	Tel:0203542466	info@valentineflowers.com
Red Lands Roses Ltd.	Ruiru	Roses	Mrs.Isabelle Spindler	254-733-600504	gm@redlandsroses.co.ke
Branan Flowers Ltd.	Thika	Roses Growers	Mr.Brian Wahome	254-734-424648	brianwahome@transebel.co.ke

Kajiado – Athi-River : Altitude 5649ft

ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Carnation Plants Ltd	Athi River	Carnations	Mr.E.Fieldman	254-2045162	evi@exoticfields.com
Waridi Ltd	Athi River	Roses	Mr.Pd Kadlag	254-724407889	kadlag@waridifarm.com
Harvest Flowers	Athiriver	Roses	Monicah	+254 722294963	salesadmin@harvestflowers.com
Shade Horticulture	Isinya	Cut Flowers	Mr.Ashutosh Mishra	254-0722 792018	
Desire Flora K.Ltd.	Isinya	Roses	Mr.Rajaat Chaochan	Tel: +254 0724264653	rajatchaochan@hotmail.com
Isinya Roses	Isinya	Roses		+254 728 689 000	info@isinyaroses.com
Maua Agritech	Isinya	Roses	Mr.Kori	254-722206318	gm@mauaagritech.com
P.J. Dave	Isinya	Cut Roses	Mr.Ananth Kumar	254-729-405450	marketing@pjdave.com
Maasai Flowers	Kitengela	Roses		+254 714 065 245	
Charm Flowers	Kitengela	Roses	Sales Manager	+254 733 753149	admin@charmflowers.com
Maua Agri Tech Ltd	Kitengela	Cut Flowers		254 0722206318	kori@mauaagritech.com
Rose Plant	Kitengela	Roses	Mr.Atenus		
Sian Maasai Flowers	Kitengela	Roses	Mr.Andrew Tubei	254-722728364	atubei@sianroses.co.ke
Sian Roses	Kitengela	Roses	Mr.Jos Van Der Venne	254-0202170540	info@sianroses.co.ke
Afriscan Kenya Ltd.	Kiserian	Cut Flowers	Mr.Charles Mwangi	254-722-711925	charles.mwangi@afriscan.co.ke
Kordes Roses East Africa Ltd info@kordesroses-ea.com		Masai West Road	Roses	Mr.Christian Meuschke	254-0733 363642
Ngong Roses	Ngong	Roses	Mr. Charles Maina	020 2700660	ngongroses@capstoneonline.co.ke

Limuru-Rumuruti-Olkalau: Altitude 6024-7802 ft

ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Tropiflora	Limuru	Carnations	Mr. Krasensky	254 0724646810	
Leekem Holdings Ltd	Nyandarua	Cut Flowers	Mrs.Margaret Muthoni	254-0720 267004	leekement@gmail.com
Tegmak Bloom	Nyandarua	Cut Flowers	Mr.Edward Kaguchu	254-722-292242	tegmakbloomsLtd@gmail.com
Highlands Plants	Olkalau	Cut Flowers	Mr. Leonard Kanari	254-0721345829	sales@highlandplants.co.ke
Aaa Roses	Rumuruti	Cut Flowers	Ms.Jennifer Sassi	254-20-4453970	sales@aaagrowers.co.ke
Terrasol	Limuru	Cuttings		254-0722 455996	
Black Petals Ltd.	Limuru	Roses	Mr.Nizra Junder	254-0722848560	nj@blackpetals.co.ke
Elbur Flora	Elburgon	Roses	Peter Kairu	254-51343473	eflora@africaonline.co.ke
Kimman Roses Ltd.	Elburgon	Roses	Mr.Daniel Moge Maina	254-721-734104	kimmanexp@gmail.com
Suera Flowers Limited	Nyahururu	Roses	Mrs.Peris Wanbui Mureithi	254-724-082797	perismureithi@yahoo.com
New Hollands Flowers	Olkalau	Roses	Mr. Francis	254-0700718570	
Golden Tulip	Olkalau	Roses	Umesh	254-0739729658	

Limuru-Rumuruti-Olkalau: Altitude 6024-7802 ft

Mahee Flowers Ltd	Olkalau	Roses	Vijay Kumar	254-020822025	info@eaga.co.ke
Africa Blooms	Rumuruti	Roses	Samir Chandokrkar	254-0735-384552	
Primarosa Flowers	Nyahururu	Roses	Mr.Vishal Metha	254-734-88223	mvishal@primarosaflores.com
Flora Delight	Limuru	Summer Flowers	Mr.Hosea Andanyi	254-0724373532	hosndai@yahoo.com
Kemaks Blooms Limited	Aberdare Ranges	Summer Flowers	Mr.Peter Gakuna	254-792-705160	kemaksblooms@gmail.com
Hatabor Rainbow Blooms	Limuru	Cut Flowers	Mr.John Ndungu	254-07213850959	

Kericho-Eldoret-Kitale: Altitude 6060-6995 ft

ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Maji Mazuri	Eldoret	Roses		+254 722 203631	info@mzurrieflowers.co.ke
Zena-Asai	Eldoret	Roses		+254 722 935 798	info@zenaroses.com
Zena-Sosiani	Eldoret	Roses		+254 722 935 798	sales@zenaroses.co.ke
Equator Flowers	Eldoret	Roses	Mr.Charles	254-0721 311 279	cmutemba@sianroses.co.ke
Sirgoek Flowers	Eldoret	Cut Flowers	Mr.Andrew Kosgey	254-0725 946429	sirgoek@africaonline.co.ke
Finlay Chemirel	Kericho	Roses	Mr.Aggrey Simiyu	254- 0722601639	aggrey.simiyu@finlays.co.ke
Finlay Lemotit	Kericho	Cut Flowers	Mr. Richard Siele	254-0721 486313	richard.siele@finlays.co.ke
Mount Elgon Orchards Ltd	Kitale	Roses	Bob Andersen	254 0735330592	info@mtelgon.com
Panocal International Ltd.	Kitale	Cut Flowers	Mrs.Mercy Njuguna	254-721-637311	mercy.njuguna@panocal.co.ke



Growers in Uganda

NAME	PRODUCT	LOCATION	CONTACT PERSON	PHONE	EMAIL
Rosebud	Roses	Wakiso	Ravi Kumar	0752 711781	ravi.kumar@rosebudlimited.com
Maiye Estate	Roses	Kikwenda Wakiso	Premal		premal@maiye.co.ug
Jambo Flowers	Roses	Nakawuka Sisia Wakiso	Patrick Mutoro	(254)726549791	pmutoro80@yahoo.co.uk
Pearl Flowers	Roses	Ntemagalo Wakiso	Raghbir Sandhu	0772 725567	pearl@utlonline.co.ug
Aurum Flowers	Roses	Bulega-Katabi Wakiso	Kunal Lodhia Shiva	0751 733 578	kunal@ucil.biz
Eruma Roses	Roses	Mukono	Kazibwe Lawrence	0776 049987	kazibwe@erumaroses.com
Uga Rose	Roses	Katabi Wakiso	Grace Mugisha	0772 452425	ugarose@infocom.co.ug
Kajjansi	Roses	Kitende Wakiso	K.K Rai	0752 722128	kkrai@kajjansi-roses.com
Uganda Hortech	Roses	Lugazi Mukono	Hedge	0703 666301	mdhedge@mehtagroup.com
Fiduga	Chrysanthemums	Kiringente, Mpingi	Jacques Schrier	0772 762555	j.scherier@fiduga.com
Royal Van Zanten	Chrysanthemums	Namaiba Mukono	Jabber Abdul	0759 330350	j.abdul@royalvanzanten.com
Wagagai	Impatiens-Poinstia	Iwaka Bufulu Wakiso	Olav Boender	0712 727377	olav@wagagai.com
Xclusive Cuttings	Chrysanthemums	Gayaza-Zirobwe Road	Peter Benders	0757 777700	pbenders@xclusiveuganda.com

FLOWER AND VEGETABLES FARMS IN TANZANIA



Flower Farms in Tanzania

NAME	PRODUCT	LOCATION	CONTACT PERSON	PHONE	EMAIL
Kilifi Flora	Roses	Arusha	Jerome Bruins	255 27-2553633	jb Bruins@habari.co.tz
Mt. Meru	Roses	Arusha	Tretter	255 27 2553385	office@mtmount-meru-flowers.com
Tengeru Flowers	Roses	Arusha		255 27 2553834	teflo@africaonline.co.tz
Hortanzia	Roses	Arusha	Michael Owen	255 784 200 827	hortanziagm@cybernet.co.tz
Kilimanjaro Flair	Hypericums	Arusha	Greg Emmanuel	255 784 392 716	greg@kilimanjaroflair.com
Multi Flower Ltd	Crysenhemums	Arusha	Tjerk Scheltema	255 27 255 3138	
Fides	Crysenhemums	Arusha	Greg Emmanuel	255 27 255 3148	fides@habari.co.tz
Dekker Bruins	Crysenhemums	Arusha	Lucas Gerit	255 27 255 3138	info@tfl.co.tz
Arusha Cuttings	Crysenhemums	Arusha	Tjerk Scheltema	255 27 250 1990	tjerk@arushacutting.com



Flower Growers in Ethiopia

NAME	PRODUCT	LOCATION	CONTACT PERSON	PHONE	EMAIL
Lisen Flowers	Roses	Holeta	Peter Linsen		elinsenroset@ethionet.et
Hanja	Roses	Holeta	Holeta		peter.pardoen@karuturi.com
Alliance Flowers	Roses	Holeta	Navale		navele@nehainternational.com
Ethio Dream Rishi	Roses	Holeta	Holeta	011 23 72335	holeta@jittuhorticulture.com
Holeta Roses Navale	Roses	Holeta	Holeta		navele@nehainternational.com
Supra Flowers	Roses	Holeta	Kaka Shinde	0911 353187	kakashind@rediffmail.com
Agriflora	Roses	Holeta	M.Askokan	0922 397760	flowers@ethionet.et
Ethio-Agricert	Roses	Holeta	Alazar	0910 922 312	alazar@yahoo.com
Addis Floracom P.L.O	Roses	Holeta	Kitema Mihret	0912 264190	tasfaw@addisflora.com
Enyi-Ethio	Roses	Sebata	Teshale	0911 464629	enyi@ethionet.et
Lafto Roses	Roses	Sebata	Andrew Wanjala	0922 116184	irrigation@laftorose.com
Eden Roses	Roses	Sebata	Vibhav Agarwal	0930 011228	vaibhavagarwal1@hotmail.com
Ethio-Passion	Roses	Sebata			roshanmuthappa811@gmail.com
Golden Rose	Roses	Sebata	Sunil		
E.T Highlands	Roses	Sebata		0911 502147	bnf2etf@ethionet.et
Sharon Flowers	Roses	Sebata			saronfarm@ethionet.et
Selam Flowers	Roses	Sebata	Etsegenet Shitaye	0913 198440	etsgshita@yahoo.com
Joy Tech	Roses	Debra Zyeit	Mulugeta Meles	0911 302804	mulugeta@joytechplc.com
Dugda Froliculture	Roses	Debra Zyeit	Sayalfe Adane	0911 504893	general@dugdaflora.com.et
Minaye Flowers	Roses	Debra Zyeit	Eyob Kabebe	011-9728667/8/9	minayefarm@ethionet.et
Bukito Flowers	Roses	Debra Zyeit	Anteneh Tesfaye	0911 615571	
Oilj	Roses	Debra Zyeit	Bas Van Der Lee	0911 507307	b.vanderlee@oiljethiopia.com
Yassin Flowers	Roses	Debra Zyeit	Tesfaye Gidisia	0911 897856	kamevision@yahoo.com
Z.K Flowers	Roses	Debra Zyeit	Abebe Mamo	911526529	abemic/2006@yahoo.com
Friendship Flowers	Roses	Debra Zyeit	Edwin	(251) 911304967	friendship.flowers@yahoo.com
Evergreen Farm	Roses	Debra Zyeit	Hiwot	0912 125065	Hiwot.Ayaneh@yahoo.com
Rainbow Colours	Roses	Debra Zyeit	Tedessa Kelbessa	0911 389729	rainfarm@yahoo.com
Sher	Roses	Ziway	Ramesh Patil 0912 131940		braam.roses@hotmail.com
Braam Farm	Roses	Ziway	Ben Braam 0920 746270		
Sher Koka Farm	Roses	Ziway	Alemitu Biru 0912 097824		
Ziway Roses	Roses	Ziway	Ermiyas Solomon	0921 094373	ermiasziwayroses@yahoo.com
Herbug	Roses	Ziway	Hubb	hubb@herburgroses.nl	
Aq	Roses	Ziway	Wim	wimjr@aqroses.com	
Margin Par	Hypericum	Ziway	Hayo Hamster	251 911505845	marginpar@ethionet.et
Tal Flowers	Gypsophila	Ziway	Uri	uridago@walla.co.il	
Ewf Flowers	Hydragium	Ziway	Humphrey 0920 351931	production-manager@ewf-flowers.com	
Red Fox	Pelargoniums	Ziway	Michael Zevenbergen	0911 490023	m.zevenberge@ethiopia.redfox.de
Abssinia Flowers	Hypericum	Ziway	Sendafa	ggh_link@ethionet.et	
Ethiopia Cuttings	Geraniums	Koka	Scoff Morahan		scott.moharan@syngenta.com
Florensis Ethiopia	Buding Plants	Koka	Netsanet Tadasse		flrdnsis@ethionet.et
Maranque	Crysenthemums	Merjetu	Mark Drissen	(251) 221190750	md@maranqueplants.com
Freesia Ethiopia	Freesia And Statice	Sebata	Ronald Vijverberg	(251) 115156259	freesia@ethionet.et
Yelcona	Hypericum	Sebata	Andreas	0921 146930	Andreasndieolens@hotmail.com

Fruit, Herbs and vegetable Fruits In Kenya

COMPANY	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
AAA Growers	Nairobi	Horticulture	Mr.Neville Ratemo	020-4453970-4	admin@aaagrowers.co.ke
Belt Cargo Services Export Ltd	Nairobi	French Beans,Babycorn	Mr.J.Muigai	020-4448821	bcs@beltcargo.com
Best Grown Produce(K)Ltd			Mr.Paul Mugai	020-4448821	bestgproduce@yahoo.com
Chirag Kenya Ltd	Nairobi	Spces And Herbs	Sales Team	254-203573000	naturesown@swiftkenya.com
Canken International Ltd	Eldoret	Chillies And Fruits	Mr.Mohamed	020-222736367	canken@cankencargo.com
Darfords Enterprises Ltd	Nairobi	Vegetables	Mr.Abdul	254-206622857	abdulkarim@darfords.co.ke
Delmote Kenya Ltd	Thika	Fruits	Sales Manager	020-672141600	nanasi@freshdelmonte.com
Pj Dave Epz Ltd	Nairobi	Dried Herbs And Roses	Import And Export Manager	020-3542012	pjdaveflowers@wananchi.com
Dominion Vegfruits Ltd	Nairobi	Fruits And Vegetables	Mr.John Mairura	020-823002	vegfruits@wananchi.com
East African Growers Ltd	Nairobi	Fruits And Vegetables	Mr.Peeush Mahajan	020-822034/25	peeush@eaga.co.ke,george@eaga.co.ke
Equitorial Nut Processors Ltd	Nairobi	Macadamia Nuts	Sales Managers	020-2030196	gatua@equatorialnut.co.ke
Everest Enterprises Ltd	Nairobi	Fruits And Vegetables	Mr.John Karuga F	020-3542009	smuhoho@everest.co.ke
Fian Green Kenya Ltd	Nairobi	Fruits And Vegetables	Mr.Francis Thuita	020-826157	info@fiangreens.co.ke
Fresh An Juici Ltd	Nairobi	Fresh And Vegetables	Ms.Maleka Akaberali	020-826090	maleka@freshanjuici.co.ke
Fresco Produce Ltd	Nairobi	Vegetables	Mr.Charles Mbugua	254-0722-764395	mbugua@freshproduce.co.ke
Frigoken Ltd	Nairobi	Fruits And Vegetables	Mr.D.Karim	020-2391717	frigoken@africaonline.co.ke
From Eden Ltd	Nairobi	Vegetables	Mr.Zulfikar Jessa	020-8562203	roy@from-eden.com,zul@tilleygroup.com
Global Fresh Ltd	Nairobi	Vegetables And Fruits	R.Chaudhry	020-82749/50	info@globalfresh.co.ke
Green Kenya Organization	Nairobi	Onions And Tomatoes	Charles Butiko	254-723119111	greenkenya28@gmail.com
Greenlands Agro Producers Ltd	Nairobi	Fruits And Vegetables	Mr.G.Murungi	020-827080/1/2	murungim@greenlands.co.ke
Highlands Cannerns Ltd	Nairobi	Fruits And Vegetables	Sales Manager	020-8564048	info@highlandcannerns.co.ke
Hillside Green Growers Ltd		Fruits And Vegetables	Ms.Eunice Mwongera	020-2397353	eunice@hillsidegreen.com
Homegrown Kenya Ltd	Nairobi	Flowers And Vegetables	Mr.Richard Fox	020-3873800	richard.fox@f-h.biz
Indu Farm Epz Ltd	Nairobi	Vegetables	General Manager	254-20-550215/6	info@indu-farm.com
Jakal Services Ltd	Mombasa	Fruits And Spices	Mr.Bandali	254-7412229435	jakal@kenya.com
Jungle Macs EPZ Ltd	Thika	Fruits And Vegetables	Sales Manager	020-2451841	info@junglemacadamias.com
Jetlak Foods Ltd	Ruiru	Fruits And Vegetables		254-722754181	mail@jetlak.com
Indu Farm Epz Ltd	Nairobi	Fresh Fruit And Vegetables	Mr.Christian Bernard	020-550215/6/7	info@indu-farm.com
Kakuzi Ltd	Thika	Fruits,Nuts,Tea	Mr.Richard Collins	060-2033012	rcollins@kakuzi.co.ke
KHE (1977)Ltd	Nairobi	Fresh Fruit And Vegetables	Mr.Manu Dhanani	020-2517979	khe@khekenya.com
Kandia Fresh Produce Suppliers Ltd	Nairobi	Fruits And Vegetables	Ms.Lucy Mundia	020-3500866	kandia@swiftkenya.com
Kenya Orchads Ltd	Nairobi	Fruits And Vegetables	Sales Manager	254-2054161	
Keitt Exporters Ltd	Nairobi	Fresh Fruit And Vegetables	Asif Aman	020-822829	asif@keitt.co.ke
Mace Foods Ltd	Eldoret	Vegetables	Sales Manager	254-720391290	info@macefoods.com
Mugama Farmers	Murang'a	Vegetables	Sales Team	254-728-358211	mugamaunion@yahoo.co.uk
Makindu Growers And Packers Ltd	Nairobi	Passion Fruit	Mr.O.P.Bij Okra	020-822812/196	info@makindugrowers.co.ke
Meruherbs		Organic Producers	Marketing Manager	254-20-4442081	meruherbs@meruherbs.com
Muount Elgon Orchard Ltd	Kitale	Orchards	Bob Andersen	254-5431352	info@metelgon.com
Mboga Tuu Ltd	Nairobi	Chillies And Vegetables	Mr.J.Kent	020-3877988	mtl@wananchi.com
Mixa Foods And Beverages	Kisumu	Fruits And Milk	Charles O.Odira	254-733-714584	info@mixafoods.co.ke
Mosi Ltd	Juja	Fruits	Rose Wahome	254-722204911	mwaiwahome@mosiflowers.com
Migotiyo Plantations Ltd	Nakuru	Herds And Seed Production	Mr. Rao	051-2214898	alphegasial@wananchi.com
Namelok Exotic (K) Ltd			Mr. Sinkeet	0724-743258	info@namelokexotic.com
Njambiflora Ltd		Vegetables	Njambi	020-822506/7	njambiflora@yahoo.co.uk
Nicola Farms Ltd	Nanyuki	Fresh Fruit And Vegetables	Ms. Grace Wanjiku	020-2048874/76	marketing@nicola.co.ke
Olivado Kenya EPZ Ltd	Nairobi	Avocado	Nairobi General Managers	020-710-535303	gh@tanlay.com
Saw Africa EPZ Ltd	Thika		General Manager	254-722531106	wainana_patrick@yahoo.com
Sacco Fresh Ltd	Nairobi	French Beans	Mr.Muia	020-824687/8	info@sacco-fh.com
Shree Ganesh Ltd	Nairobi	Vegetables And Onions	Mr. Kanji Kalyan Patel	020-80243645	meleka@freshanjuici.co.ke
Sian Agiflora Kenya Limited	Nairobi	Calla Lillies	Ms. Angelina Mangat	020-8222220	rano@sianexports.com
Syngenta EA Ltd	Nairobi	Seeds	Sales Manager	254-203222800	syngenta.east_africa@syngenta.com
Sunripe (1976) Ltd	Nairobi	Fresh Fruit And Vegetables	Mr. Hasit Shah	020-822518/822879	info@sunripe.co.ke
Value Pak Foods Ltd	Nairobi	Fruits And Vegetables	Mrs. Patel	020 2695633	valuepak@wananchi.com
Valentine Growers Co Ltd	Kiambu	Vegetables	Sales Team	254-720203765	info@valentine-flowers.com
Vegpro Kenya Ltd	Nairobi	French Beans	Mr. Bharat.Patel	020-822831-4	bharat@vegpro-group.com
Wamu Investments Ltd	Nairobi	Fresh Fruit And Vegetables	Mrs. Peris Muriuki	020-822441	peris@wamu-investments.com

A DIRECT LINE BETWEEN THE CONSUMER AND THE ORIGINAL PRODUCER

THE CHAIN OF TRUST IN FOOD PRODUCTION

- All products with the GGN label are certified in accordance with the rules of GLOBALG.A.P. Standards.
- GGN stands for a thirteen-figure identification number by which all certified participants in the production and supply chain can be recognised.
- A farmer with this number identifies himself as a participant in the independent certification procedure in accordance with the GLOBALG.A.P. Standard.
- Importers and exporters in the worldwide supply chain are checked to ensure that GLOBALG.A.P. certified goods are suitably distinguished from non-certified goods and that they are correctly marketed as such.
- Any visitor to GGN.ORG can find out who has produced a particular end product and which farm it was bred on.



@ggn_org



GLOBALG.A.P.





ELGON KENYA LIMITED

**Introducing
The Latest
Innovation**



Make the best Impression **Printed Flower Sleeves**



ROTO GRAVURE PRINTING MACHINE

- . 10 Colour gravure printing machine.*
- . Latest computerized technology.*
- . Very precise graphics printing.*
- . Very quick delivery times.*

East Gate Road, Off Mombasa Road, P.O. Box 46826-00100, Nairobi, Kenya

Contact: Yogi Yagnik Cell: 0733-986219.

Wireless: (020) 2399981/3/98 Mobile: 0733-699992, 0722-203089

E-mail: info@elgonkenya.com Website: www.elgonkenya.com