

Magana Flowers New Brand Identity



Knox



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**Magana
Flowers**



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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.



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The newly launched solar plant by ODCL that will produce sufficient renewable energy integrated with the existing geothermal plant at the firm for consumption by tenants and residents of the Two Lakes Industrial Park

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We have moved to a new home



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|| HORTISPOT ||

The country is yet to establish fumigation facilities at the JKIA to help in the management of quarantine pests and spare exporters the headache of uncertainties over rejected produce risks and alerts



Give horticulture more attention

As we welcome the world to Nairobi for IFTEX, the Kenya Government needs to up its game on creating a more supportive environment for a sector that has thrived on its own for decades but now faces serious challenges.

Kenya's fresh produce industry is at a crossroad. On one hand, touring through the spectacle of flowers at the International Flower Trade Exhibition gives this impression the country's flower sector is all rosy and bloom. While we are not attempting to blight an otherwise bright segment of one of the world's most respected flower producing nations, talking with growers and industry associations gives this impression the sector is in need of urgent attention. A section titled Industry Challenges in the Magana Flowers feature touches the surface on a number of issues the sector is grappling with. Magana Flowers is a story of optimism amidst uncertainty but CEO Nicholas Ambanya epitomizes the complete picture of an industry that is rarer to go but being slowed down by factors beyond its control. According to the Fresh Produce Consortium, Kenya is losing the grip it held for decades globally. Reason being tighter phytosanitary controls which, the consortium says is not being given adequate attention by the Kenya Plant Health Inspectorate service. Prevailing challenges on the phytosanitary front include emergence of new quarantine pests, a development that has led to some countries like Australia slap stringent importation rules essentially locking out Kenya's flower export into the lucrative market. At the time of going to press frantic efforts were being put into place to placate the Australian authorities on Kenya's compliance with its importation requirements. The Oserian Development Company diversification story, while offering relief to a rather not so rosy an environment as the oldest flower growing business in the country sets up an industrial park in Naivasha is a classic example of how the sector is in need of fresh ideas.

Speaking of fresh ideas brings us to the China avocado deal that got Kenya talking about a booming industry triggering a flurry of activities geared towards enhancing avocado production. Well, turns out the hyped agreement was a raw deal, according to insiders. Why? China wants Kenya to export peeled chilled avocados. This would entail setting up of facilities to handle the requirement because Kenya doesn't have the capacity to process the fruit to this specification. Other schools of thought say the market segment for peeled chilled avocado is thin and wouldn't make economic sense to invest in such costly undertakings. Observers say the China - Kenya avocado deal was not consultative enough and led to the Asian economic giant concluding that due to some pests like fruitfly, Kenya cannot export clean produce. The negotiators seem not to have been properly briefed on the country's fruitfly management regime that has put in measures to control the pest to acceptable levels.

Secondly, the country is yet to establish fumigation facilities at the JKIA to help in the management of quarantine pests and spare exporters the headache of uncertainties over rejected produce risks and alerts.

As we welcome the world to Nairobi for IFTEX, the Kenya Government needs to up its game on creating a more supportive environment for a sector that has thrived on its own for decades but now faces serious challenges.

Catherine Riungu



GLOBALG.A.P.

SPRING

Sustainable Program for Irrigation and Groundwater Use

Coop, a Swiss retail company and pioneer in sustainability joined forces with GLOBALG.A.P. to develop an add-on for sustainable water management at farm level.



www.globalgap.org/spring



**Magana
Flowers**

Looking at a Brighter Future: Magana Flowers Rebrands



**Mr Nicholas Ambanya,
Magana Flowers Chief
Executive Officer**

Magana Flowers Chief Executive Officer Nicholas Ambanya is man full of optimism in a somewhat gloomy environment that Kenya's flower sector finds itself in as it struggles with internal challenges mostly unknown to the outside world. HortiNews caught up with him at the Magana Town farm office and compiled the following report:-

By Murimi Gitari

With just one year shy of its Silver Jubilee, Magana Flowers is looking into a Brighter Future, Mr Ambanya said with admirable conviction, exuding the confidence of a flower farm manager who is keen to focus on the envisaged better days.

Over the past year, encouraged by a positive turn of fortunes, Mr Ambanya has led a dream team on a rebranding journey, timed to usher in its next Jubilee, building on a resilient past and repositioning itself in the international flower markets.

"We step into a brighter future based on renewed commitment to three key segments of our business;- commitment to our customers, our stakeholders and our staff.

Customers

To our customers, the farm will endeavour to guarantee you true experience of unforgettable joy. Our rebranding comes with a promise of renewed customer excellence backed by our best quality and new varieties. There will be an enhanced ecosystem between the farm and customers with good flow of communication and overall enhanced customer experience. This will be in realization of customer satisfaction in terms of rebranding for a brighter future of the business.

Stakeholders

We are promising to enhance cooperation with you - our suppliers, breeders, the community and regulatory agencies like the Kenya Flower Council, Kenya Plant Health Inspectorate Service (KEPHIS) and Horticulture



Crops Directorate. This is the climax of celebrating our turning round the business which means stepping into stability. It will implement our a strategic plan of strengthening the target markets while at the same time developing and producing the quality demanded by the various market segments. There will be a deliberate effort driven by a skilled and talented team that is now in place whose mandate is to excellently manage the whole value chain.

Community

Magana Flowers has shaped the growth and development of Magana Town, which lies off Waiyaki Way as a result of a rising demand in ancillary services like housing, schools and hospitals. We work closely with the surrounding community and we will continue living in harmony and supporting them with needs like water.

Staff

We aim at enhancing the working environment where staff feel happy and proud to work at Magana Flowers. They will also undergo regular training to improve skills and undertake other programmes to make their stay at the farm enjoyable. These include programmes like enhanced health targeting women at work to make them feel at home.

Industry Challenges

From the outside world, the flower industry looks all rosy. Unknown to many, flower farms have been faced with a number of serious challenges as they try to grow here and meet the ever rising demands of the markets.

“We are all familiar with the fertilizer shortages we grappled with most of last year whose effects the farms are still smarting from. For us, the cost of fertilizer went up by 39 percent and we would urge the government, as flower farms, to stabilize availability of the vital commodity. This cost, unfortunately is absorbed by growers as it cannot be passed to our buyers due to the risk of pushing our produce to uncompetitive prices leading to loss of markets. We operate in a business that thrives on reliability and a little deviation due to challenges here at home can easily jeopardize client loyalty”, said Mr Ambanya.

As we did this interview, the drought experienced in the country was still biting. A drought year is always a bad one for flower farms especially those operating outside Lake Naivasha. Magana had water estimated to last for another two months and Mr Ambanya exasperated he didn't know what they would do if it didn't rain. The weathermen dampened hopes when they announced it wasn't going to rain until November but the prediction was overturned by nature and it has been raining most of May giving a sigh of relief to farms like Magana that have large storage dams which require just two weeks of a good downpour to collect sufficient water to survive a dry season. Mr Ambanya reiterated his call for Kenyans to take environmental conservation more seriously. Plant many, many trees, collect as much water as possible when it rains, and conserve water catchment areas. Magana is well forested and the canopy of trees that cover the driveway is testimony to a farm that walks the talk. So are its large dams that are visible as one tours the farm. More than 25 percent of its farm is under trees, way above the national target of 10 percent. The forest cover provides micro-climate. Magana is in the process of expanding its water storage capacity with the construction of a fifth dam that, added to the existing four, will give the farm a six-month cover in times of water scarcity.

With just one year shy of its Silver Jubilee, Magana Flowers is looking into a Brighter Future

New varieties

Customers are always looking for unique products that will give them an edge in the market and Magana is targeting having new varieties at a premium price. This is our unique differentiation - growing specialized varieties for niche markets.



Free Spirit



Ever Red



**Magana
Flowers**

Which is that one variety that's unique to Managa?

We have a number but A 1 a white flower with appeal for many occasions comes to mind. We have developed a specialized protocol of growing the variety due to its demanding growing environment. The protocol helps in prevention of botrytis a major fungal and destructive disease of ornamental crops that affects over 200 plant species worldwide causing annual losses of 10 billion to 100 billion dollars.

A 1 variety is resilient and has a longer vase life. Having perfected a tradition of growing the variety we aim at selling more stems due to the high demand.



Athena



Dinara



Chapeau



Green Glow



Knox



Reflex



Silver Shadow



Lyrica



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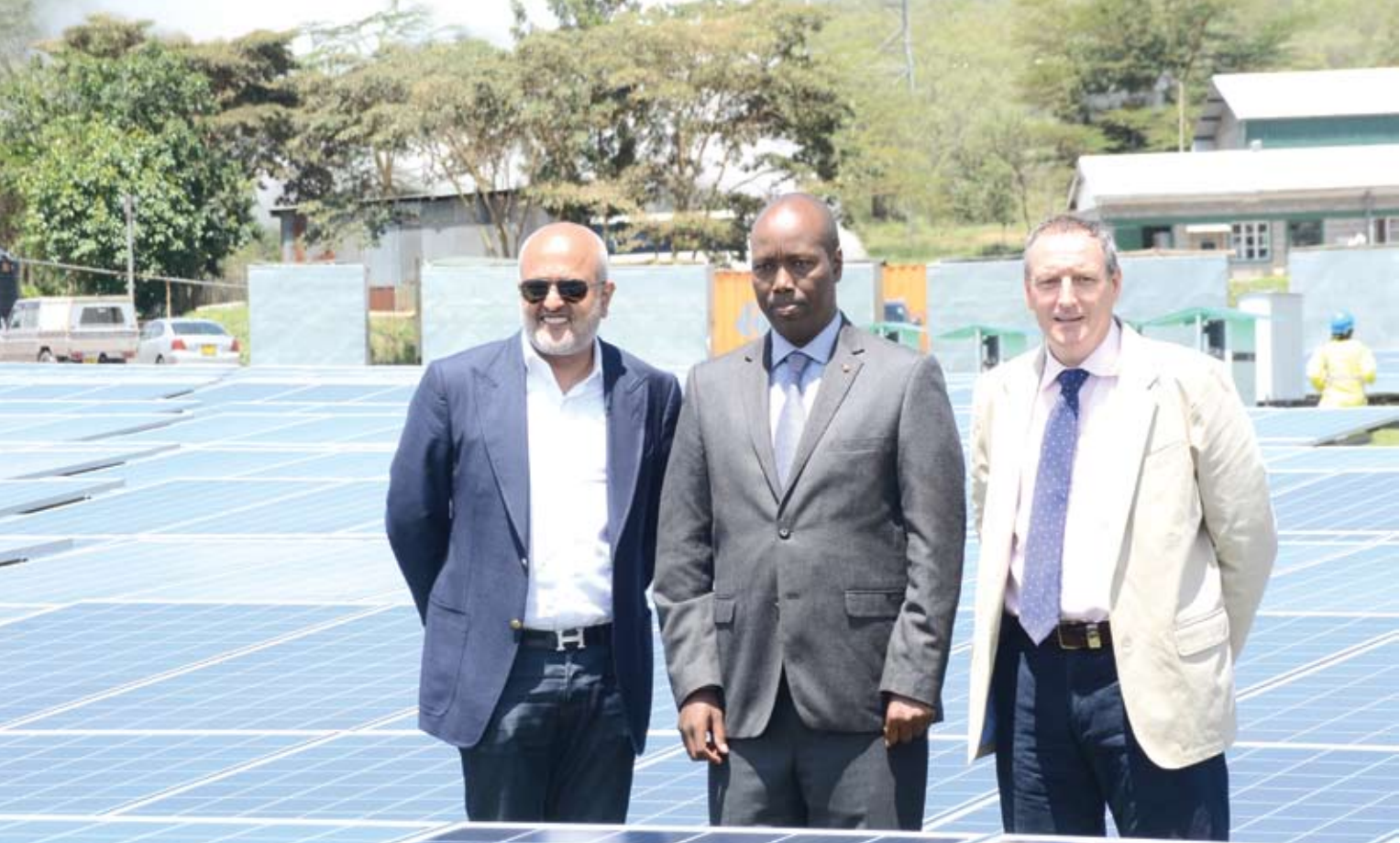
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Rupesh Hidocha the Managing Director Premier Solar, Lee Kinyanjui Nakuru County Governor and Neil Heilings the Managing Director ODCL

Oserian Development Company launches solar plant

The solar plant comes a month after the firm was named the 2019 Renewable Energy Champion in the Kenya Association of Manufacturers Energy awards in March. With the solar plant, Oserian has moved closer to its 2020 Vision of being a carbon-free environment

By CATHERINE RIUNGU

Oserian Development Company, one of Kenya's largest flower exporting companies, has hit yet another milestone by launching its solar energy power plant with a capacity to generate 1mw. Integrated with the existing geothermal power, the firm will now produce sufficient renewable energy for consumption by tenants and residents of the Two Lakes Industrial Park. Combined, both plants have a capacity of 3.5 mw.

Speaking during the launch in Naivasha, Managing Director Neil Heilings said renewable energy was the way to go to reduce the cost of power, a big hurdle to Kenya's development. "The initiative supports Kenya's Agenda 4 – providing cheaper renewable energy for industrial take-off", he said.

The event was presided over by Nakuru County Governor Lee Kinyanjui. The Governor said his government will support private sector to steer development in the region, expressing pride that Nakuru County was home to

the largest geothermal plant in Africa, and fourth in the world.

The power plant has been developed in partnership with Premier Solar, Solarise, Oloidien Engineering & Estate, and Dubai Carbon.

Oserian developed the 2.5 mw geothermal in 2003 and now it has switched on solar power making it the only flower farm in the world to operate on the two green energy sources, relying 100 per cent on own generated energy for business and residential use.

The solar plant comes a month



solarise africa



We would like to

Congratulate Oserian Development Company

on reaching yet another milestone in its aim of ensuring that it works with the environment not against it.

The installation of a 1 MW solar PV power plant, in addition to the existing 3.2MW geothermal power plants, will allow Oserian to meet all its energy needs from renewable sources.

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From left to right, Mary Kinyua Oserian Administration Director, Kiogora Muriithi Nakuru County Environment Director, Dr. Peter Kefyenyia Nakuru CEC Finance, Rupesh Hidocha Premier Solar Managing Director, Lee Kinyanjui Nakuru Governor, Neil Heilings Oserian Managing Director, Raymond Komen Nakuru CEC Trade, Industry and Tourism, Tim Ndikwe Oserian Finance Director and Amit Kotecha Head of Commercial Dubai Carbon

no one time will the panels be covered by shadow to maintain maximum exposure to sunlight throughout the day.

Patrick Huber, Managing director, Solarise that financed the project said solar plants are a long-term investment with a 25-year lifespan. He urged businesses keen on going solar to consult so as to get the basics right on the suitable technology to choose for their respective regions.

Alasdair Keith, Managing Director, Oloidien Engineering and Estates that took charge of all the engineering works said it was a totally new ground for the company that has now developed the expertise to lay such plants as the technology takes root in Kenya.

A representative of Dubai Carbon Mr Thomas Bosse said Oserian has embraced Green Growth, a pursuit of the United Nations Environment Programme that was offering advice to businesses to take advantage of nature to develop tools and mechanisms through which they can operate in a sustainable world.

In his closing remarks, Mr Heilings said Oserian was willing to share its experience in this journey to enable partners in developing renewable energy put their brains together for the benefit of all.

after the firm was named the 2019 Renewable Energy Champion in the Kenya Association of Manufacturers Energy awards in March. With the solar plant, Oserian has moved closer to its 2020 Vision of being a carbon-free environment. The firm introduced geothermal powered tugs (trucks) two years ago that transport flowers from greenhouses to the pack house, a development that has saved about 300,000 litres of diesel leading to massive savings and a cleaner environment.

This essentially makes Oserian flowers more acceptable in the markets that are demanding proof of environmental stewardship in the production of the goods they purchase.

Further, with geothermal heating, Oserian has reduced use of synthetic pesticides to control pests and diseases by regulating humidity in the greenhouses. "By reducing chemicals we have healthier plants, a cleaner environment and a safer workforce", added Mary Kinyua, director of administration.

Premier Solar Managing director Mr Rupesh Hidocha said Kenya has a naturally rich solar and wind

resource which should be harnessed for renewable energy generation. The Dubai-based solar specialist business opened a Kenya subsidiary two years ago, has laid 3,000 solar panels at Oserian, designed in such a way that at



The 3000 solar panel launched by Oserian Development Company Limited with a capacity to generate 1MW

From a flower farm to an Industrial Park

The growing story of Oserian Development Company and its Two Lakes Development



Greenhouses at Oserian. The farm runs the world's largest geothermal greenhouse heating project to reduce carbon emissions and control climate.

By CATHERINE RIUNGU

Four years ago, leading flower exporter Oserian Development Company embarked on an ambitious diversification strategy that will eventually grow into a fully-fledged Industrial Park in Naivasha.

The diversification was entrusted to Oserian Two Lakes, the Park Developer, to help take the idea from a far reaching concept to one of realisation. Their Master Plan encompasses a full spectrum of occupation from factories to logistic warehousing, to schools, hospitals, shops and housing to suit all budgets.

Within the 1650 acres set aside for commercial development of various types, three distinct areas have been earmarked – The Flower Business Park, the Business Park and the Industrial Park. The process to securing Special

Economic Zone status is underway using the international development consultancy SystemIQ.

Early on it was clear the opportunity to create a Flower Business Park was the 'lowest hanging fruit' and initial focus upon getting this up and running has paid off with 5 tenants having already moved in. The Flower Business Park is open to investors in the flower industry and associated businesses to lease land for greenhouses and offices to serve floriculture related operations. While the entire project is fashioned along all aspects of a modern Special Economic Zone, there is also an area designated for an Export Free Zone.

To ensure potential investors could be confident of Oserian's commitment to the project it was necessary in 2015/16 for Oserian to consolidate its three large, but geographically separate,

flower growing areas. Today all Oserian's flower growing activity is contained within a ring fenced area of some 300 hectares. The prime flat land, with existing infrastructure that has now been vacated is being turned over for use in the three new economic Parks of Two Lakes.

After the physical consolidation of the flower growing, Oserian's next step involved the segmentation of the existing business and incorporation of distinct businesses functions deemed critical to Two Lakes's offer of essential services to the potential tenants of the Flower Business Park. Some departments evolved into new independent companies leaving the 'old' Oserian to concentrate only on rose production. These new businesses were the first tenants at the flower park.

The pack house

transformed into Two Lakes Packing Services while responsibility for non-rose flower growing transferred into Oserian Flowers Limited. The Integrated Pest Management (IPM) section is now a Joint Venture Company called Madumbi Kenya, while the marketing team migrated to Mavuno b.v. and Oserian's large engineering department morphed into Oloidien Estate and Engineering Ltd.

Two Lakes Packing Services provides a 'one stop shop' for not just Oserian, but those tenants within the Flower Business Park that seek to avoid the administration associated with packing and exporting cut flowers. Specialists at Packed At Source bouquets as well as high end roses, Two Lakes Packing are also strong advocates of the new packing system known as CargoLite – an innovative system that reduces labour, reduces wastage and in an era of increasing environmental consciousness, reduces Carbon

Dioxide used to export our flowers.

Oserian Flowers is focused upon all non-rose crops and in its first year of operation has introduced two new additions – Hydrangea and Delphinium – to its already considerable stable of summer flowers. The Company's Board are strong believers in Kaizen and devotees of performance driven remuneration – a 'win win' for employer and employee alike. As you will have read, things do not stand still at Oserian for very long, and in the past few weeks, Oserian Flowers Limited has acquired



Welcome to Oserian Two Lakes Flower Park: R-L French flower Breeder George Delbard Chairman, Arnold Delbard, is welcomed to Oserian Two Lakes Flower Park by managing director Robert Ward on June 7, at the International Flower Trade Exhibition in Nairobi where the agreement was signed

Two Lakes Packing Services in a move which has brought further operational efficiency and boosted competitiveness.

Considering the importance of IPM, Oserian partnered with Andermatt of Switzerland and South Africa's

Madumbi to create Madumbi Kenya, a firm that is producing dudus and other IPM solutions for pests

and diseases control across the agricultural sector. Andermatt is a global leader in developing bacteria

and virus solutions for pest control and have, for instance, just found a solution for Fall Army Worm that

is devastating our Country's maize crops.

Oloidien Engineering & Estate Management Estate and Engineering Ltd (OE&E) on the other hand serves the engineering and building requirements of not just Oserian but all

those within the Flower Business

Park and the Industrial Park. Spawned from something unlike any normal Farm's in-house engineering workshop, it has capabilities that also see it heavily involved in the Power Sector and it has successfully delivered numerous large projects associated with Geothermal generation. Building on this background in power, OE&E as it is usually referred to, has expertise in Operating and Maintenance of large scale cool chain operations and is an Agent for Carrier, the US refrigeration firm. The latest addition to its portfolio is the manufacture of electric vehicles for agricultural use – something which Oserian has taken full advantage off with fuel reduction now at over 300,000 litres per year.

In the initial stages, and in support of the long term diversification plans, the



Oserian Flowers

GROWING AND PRODUCTION SERVICES

Farm was subdivided and an Extension Of Use obtained covering industrial, commercial and residential uses.

The strategy has led to an expansion of amenities within the Company funded housing Estate: an upgrade to its hospital, additional classrooms being constructed at its schools and modernization of its social halls. Today

Oserian's Estate is home to over 11, 000 people and it is envisaged that the Oserian population will surge to about 20,000 as the Industrial Park takes root.

Currently the Two Lakes Flower Park is home to 5 tenants – Dudutech, Select Rose Breeding, George Delbard Roses, Madumbi Kenya and Selecta. Negotiations are at various stages with four other tenants for whom Oserian's Flower Business Park 'pix and mix' offering of a wide array of services along with its ability to provide geothermal heating and cheap electricity, are proving a strong combination to lure businesses in.

The expansion of vital infrastructure will entail the installation of grey water treatment plants, rainwater harvesting as well as a sizeable expansion to the existing in-house power generation capacity. This year the Company aims at maintaining and enhancing the



Nakuru Governor Lee Kinyanjui and Mr Neil Heillings during the launch of solar energy power plant with a capacity to generate 1 MW

momentum accumulated since 2015 and, in conjunction with Premier Solar, Solarize and OE&E, Oserian has just installed its first 1MW solar system to complement its 3.2MW of geothermal power production. Further expansions are already planned which may include installation of a Hydro plant – meaning Oserian's own Grid will harness three different forms of renewable energy. One thing is for sure, Oserian is committed to only using power from renewable sources and this was recently recognized by lifting the Crown at this year's Energy Management Awards.

Key to the success of Oserian Two Lakes is its ability to supply tenants,

especially those within the Industrial Park, cheap and reliable power. 2019 has witnessed a surge in interest from businesses looking to move into the Industrial Park – and crucially over half the advanced discussions are with businesses looking to move into Kenya for the first time. When the Oserian Industrial Park is fully occupied, it is estimated that an additional 20,000 jobs will be created contributing hugely to the Country's Big 4 Development Agenda. Little wonder then that at both County and National level is well known and promoted as a flagship development project.

T W O L A K E S



PACKING SERVICES

TWO LAKES PACKING SERVICES

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CropNuts New Home: Centre of Analytical and Agronomy Excellence



Jeremy Cordingley,
the Managing
Director Crop
Nutrition Laboratory
Services Limited
during an interview
with HortiNews when
they paid a visit to
the new home at
Limuru Town



By MURIMI GITARI

Crop Nutrition Laboratory Service limited has made a big move of relocating its offices from Kenya's busy capital to Limuru town in Kiambu County.

HortiNews visited the Cropnuts new home where Managing Director Jeremy Cordingley says the demand for the company's quality laboratory services and farmer training is growing necessitating the need for bigger space to accommodate the growth. "We had to get a more spacious area with growing facilities for a wider range of analytical and technical services", he said.

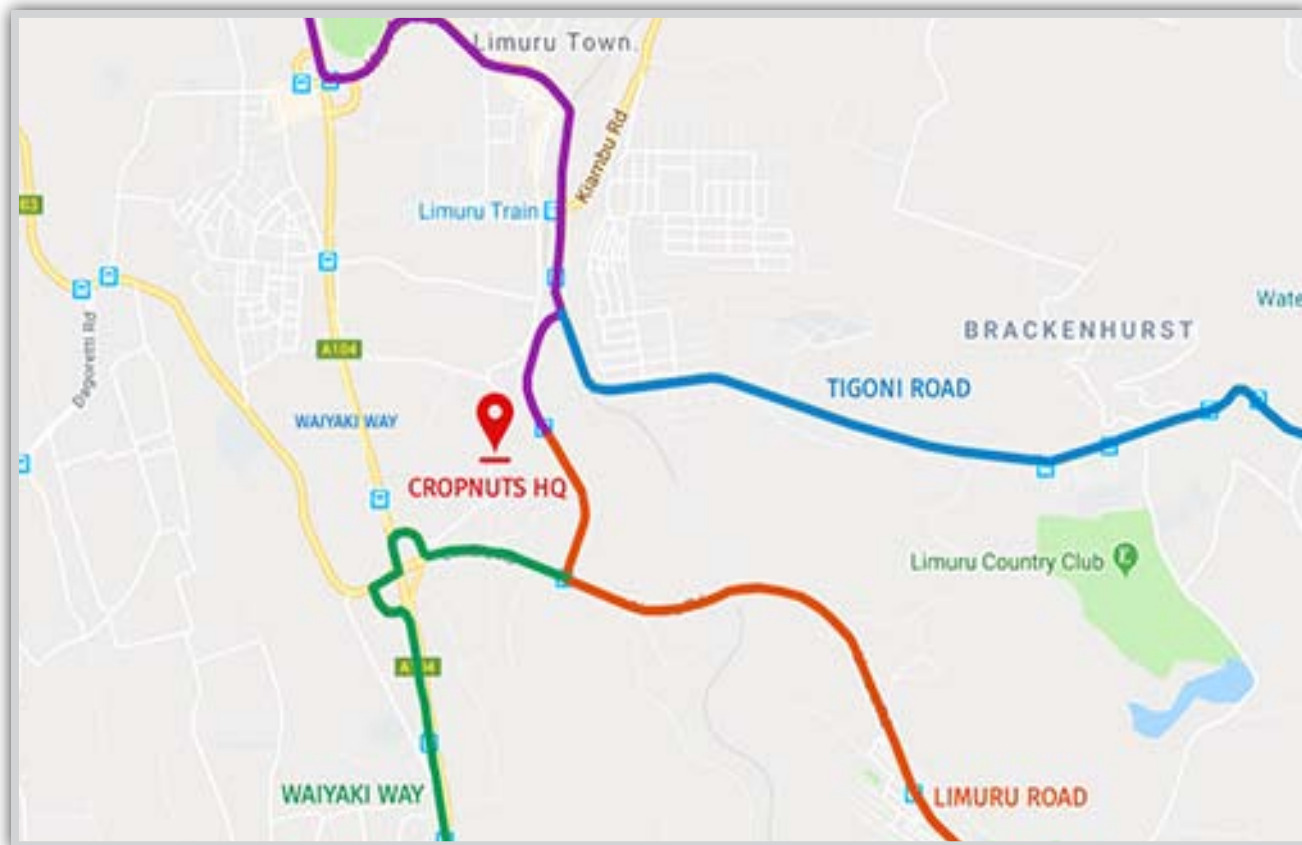
"Our new home will be a centre of

analytical and agronomic excellence with the aim of serving farmers with a wider range of quality in agricultural, environmental and food safety markets, therefore we refer to our new home as 'Cropnuts Campus," said Mr Cordingley.

He adds they will now be able to reach more farmers as they are closer to them, as well as pursue diversification to food safety and environmental services sectors. He describes the environment at the Cropnuts Campus as calm and cool for business with easier access to farmers who they will be training and offering agricultural services to enable them increase yields .

The campus will have a training centre for certified agronomists who will later be released to help farmers in their respective areas, being one of the contributions they aim at giving the agriculture sector not only in Kenya but Africa at large.

Traditionally Cropnuts is recognized as the independent and accredited Centre for Soil testing and providing Soil Correction and Fertilizer Recommendations. "We are doing so much more" says Oscar Adikah, in charge of Cropnuts Digital Marketing. "Yes it is true that many farmers recognize us by the expertise we have on soil but we offer a wide range of Food Safety, Water and Environmental analyses as well."



Analytical Centre of Excellence

In the new facility Cropnuts will host an Analytical Centre of Excellence which will focus on Agricultural, Environmental and Food Safety Analyses and incorporate a wide range of tests and techniques. “We already have incorporated new technologies to test soils, diseases and water but are aiming to advance further. New analytical technologies can make testing faster and cheaper, however, with many new developments it is important that the quality of the output remains good and comparable with the traditional ways of testing.” “Next to serving our Kenyan customers with good Agronomy and Analyses the Cropnuts Campus will function as a Reference Laboratory for new techniques and a Quality Control Centre for the laboratories we have operational in different African countries”, says Mr Cordingley. Later in 2019 we expect to open our

food safety unit focusing on food microbiology and contaminants such as pesticide residues for the domestic market. We have reason to believe that food safety is a topic that requires more attention. The high demand for food in Kenya drives farmers to do everything to be able to sell which can lead to situations that compromise food safety and there should be ways to test that.

Cropnuts International expansion

The company has been offering independent Agronomy services and accredited analyses for the past 20 years and is serving 10,000s of farmers in Kenya every year. The successes of these farmers have not gone unnoticed. Besides a growing number of farmers demanding our services in East Africa, Cropnuts has also started offering soil analyses in West Africa. “We have set up a franchise model for soil testing

labs in Nigeria, Ghana and Senegal serving in up to 50,000 farmers together with our local partners” says Conrad Adikah, Soil Laboratory Support Engineer. This year we expect to be serving 6 countries with our franchise soil testing services. It gives us a unique position in the African market.

Agtech

Martin Mburu, Head of Technology at Cropnuts confirms this. “We are putting more and more resources into building an intelligent platform that can provide recommendations to farmers even when we have not yet tested their soil in the lab. We have a “smart soil platform” for many countries and with our continued field trials and research we are able to offer all types of farmers advise that will help increase their yield, save money, as well as become climate smart and environment friendly.”

Growing Together, Daktari w a Udongo

Croprnuts started a service known as 'Daktari wa Udongo' five years ago aimed at reaching out to small holder farmers owning between 1-5 acres of land to offer soil analysis and advisory services. The service has rapidly grown and has been embraced positively by farmers who have been able to reap high and better yields from their farms.

Ian Mutua, an agronomist with Croprnuts says the service is open to both upcoming and experienced farmers and works as a network of collaboration between different stakeholders in the agricultural sector, agronomists and people working with value addition agricultural companies as well as farmers growing on contract for bigger outfits. "We have agronomy agents in all the 47 counties and anyone in need of our services can get all the details from our website where you can contact us and get directed to our lead agent, the main agronomist who is the 'Daktari wa Udongo' agent at local level. The agents are always available at any field farmer day.

As part of the new growth strategy Croprnuts has started to recognize and award "Champions in Agronomy", farmers that have made extraordinary achievements by increasing yields, enhancing their soil quality and battling soilborne diseases through investing in information and create positive changes by applying that information.

"We have heard success stories from open field farmers to greenhouse farmers all attesting to the increase in yields that they have got from this tailored service, one of them being a potato farmer in Narok known as David Maroko who is a young farmer showing that the programme has not only attracted experienced farmers but also young,

We have heard success stories from open field farmers to greenhouse farmers all attesting to the increase in yields that they have got from this tailored service, one of them being a potato farmer in Narok known as David Maroko who is a young farmer



The new CropNuts home located in Limuru town in Kiambu County that has a spacious area with growing facilities to offer a wider range of analytical and technical services

upcoming and digital ones both in the rural and urban setting, or the story of David Mbugua, another potato farmer in Nyandarua who increase his potato yield 5 times to a staggering 12 tons per acre with a non certified local variety, by just applying the recommendations he got from a soil test" Mutua explains.

An important part of our growth strategy is to unlock the tremendous yield potential currently locked up in Kenya's agricultural soils. It's just a matter of time, persistence in repeating the message that with good agronomy practices and knowledge of your soils all Kenyan farmers could be harvesting like Patrick Mbugua" says Mutua. The Croprnuts

Campus with its center of analytical and agronomy excellence which is sitting on a three- acre piece of land in Limuru is already becoming a thriving hub of agricultural knowledge and success, the future is bright and green according to Mutua.

We have moved to a new home



Crop Nutrition Laboratory Services Ltd
Limuru (View on Google Maps)
Phone number: +254 720639933 |
+254 736839933
support@croprnuts.com

Merging of Export Promotion Council and Brand Kenya, almost Complete



Cabinet Secretary, Trade, Industry and Cooperatives Peter Munya when he announced the merge of EPC Kenya and Brand Kenya at Intercontinental Hotel in Nairobi early this year

By MURIMI GITARI

The cabinet Secretary for Industry, Trade and Cooperatives, Peter Munya has announced that the merging of EPC and Branding Kenya is at the final stages after giving it life through a cabinet resolution in October last year.

Speaking during the launch of Kenya Export Market Development Programme (KEMDP) at Intercontinental Hotel in Nairobi, the CS new entity dubbed as Kenya Export and Branding Agency will be complete in the first quarter of this year. He said there will be a meeting that will bring all the stakeholders to discuss the implementation strategy of the merge and what has been happening plus the way forward.

“We need to fast track the implementation of the merge for us to achieve successful fruits,” CS Munya said.

The merge of the two may have come up due to the countries’ inability to diversify its export markets and products as enshrined in Export Promotion Council strategy. Brand Kenya was formed in March the year 2018 and has been struggling to execute its mandate of marketing Kenya’s best products and services to the world.

The merge is expected to grow the countries’

EPC has already lined up a total of 300 events all over the world a move that is aimed at enticing buyers to Kenya’s good and services

exports at an average of 25 percent per annum according to CS Munya. It will be a one stop centre.

EPC has already lined up a total of 300 events all over the world a move that is aimed at enticing buyers to Kenya’s good and services. This is in realization of the government’s agenda of raising volume exports that have stagnated in the recent years.

EPC CEO Mr. Peter Biwott said that they are setting up countries’ export to strengthen exporter-buyer framework to increase sales of products worldwide.

Data from Kenya Bureau of Statistics (KEBS) shows that

Kenya imported goods worth Kshs 997.1 billion in the first ten months of 2018 compared to Kshs 291.8 billion worth of exports.

During the launch of KEMDP, the CS said that a code of conduct has been developed by stakeholders which will help in solving problems like late payments to suppliers and especially Small Medium Enterprises SMEs as investment policy awaits cabinet approval after its completion. He gave a warning to all those that have plans of importing sub-standard goods while the country is focusing to grow the sector.

Exploiting the value of mango fruit during the peak season



Dr. Jane Ambuko displays some of the products made from mangos meant to curb post-harvest losses

By DR. JANE AMBUKO

The mango season is here again as evidenced by dominance of mango fruit in wholesale markets, fruit vendors' stands, grocery stores, fruit salad menus etc. Just a month or two ago before the season started, one fruit (weighing 300-500 g) retailed for 50 – 80 KES in supermarkets and 30 – 50 KES in the open market stalls. Farmers who had an off-season crop cashed in greatly because the on-farm price ranged from KES 15 – 30 per piece. This is 5 to 10 times the farm gate price (KES 3 – 5) during the peak season.

Mango production statistics

Mango season starts from December and peaks in January/February in most of the mango growing Counties in Kenya. Owing to wide adaptation to diverse agro-ecological

conditions, mangoes are produced in many Counties, from the Coast to the Highlands. According to the Horticultural Crops Directorate (HCD), the top 10 mango producing Counties by value include Makeni (30%), Machakos (23%), Kilifi (16%), Kwale (8%), Meru (4.5%), Embu (2.8%), Bungoma (2.1%), Tana River (1.8%), Elgeyo Marakwet (1.1%) and Murang'a (1.1%). Most of the mango fruits produced in Kenya are for the domestic market and mainly the fresh market. A very small percentage (less than 5%) of mangoes produced in Kenya are processed or exported. Therefore during the peak season there is an oversupply of mangoes in the domestic market.

Postharvest losses in mango

This oversupply contributes to high postharvest losses (PHL) reported in the mango value chain. Some studies

give a conservative estimate of PHL in mango as 40-50%. However this figure varies significantly depending on factors such region, year, scale of production etc. The loss figures provided by mango farmers vary significantly from as low as 10 % to as high as 100%. During the last season, some farmers indicated that they lost 100% of their crop because the traders who had promised to buy their fruits did not honor the promise. These farmers had avoided to sale to other brokers in anticipation of a better deal from the trader but ended up with almost 100% losses.

Mango is a very highly perishable fruit and once it matures on the tree it must be harvested, otherwise the fruits will fall off the tree and rot. High perishability of mango; lack of appropriate cold storage facilities to delay ripening/deterioration after harvest; lack of processing facilities to transform the perishable fruits into shelf-stable products predisposes mango farmers to exploitation by traders. The traders know that without cold storage or capacity to process, the farmers are helpless and can accept any price given or else the fruits will rot leading to total (100%) loss.

What options are there for mango farmers during the peak season?

Smallholder aggregation of fresh mango fruit

There have been efforts to promote low-cost cool and cold storage technologies which can be used by farmers (preferably in groups) to aggregate their fruits with the goal of achieving the quantities and consistency required by traders.



Mango pulp



Mango concentrate



Mango juice

Examples of these technologies include Coolbot™ (a low-cost alternative to conventional cold rooms) and the evaporative cooling technologies (including the evaporative charcoal cooler and zero energy brick cooler). The University of Nairobi postharvest project team which is supported by the Rockefeller Foundation under the YieldWise Initiative has used these technologies to demonstrate the concept of smallholder aggregation and how it should work. The concept has been demonstrated in two smallholder aggregation centers in Kenya namely Karurumo Smallholder Horticulture Aggregation and Processing Center in Embu County and Masii Horticulture Cooperative in Machakos County. In Karurumo the installed storage facilities include ZEBEC (2 tons capacity), ECC (4 tons) and Coolbot cold room (4 tons). At any one time the center can aggregate up to 10 tons of mango fruit, which is a reasonable volume for any trader targeting the local or export markets. In Masii the three ZEBECs and one ECC installed can be used to temporarily store up to 8 tons for mango fruits.

Effective and profitable marketing the aggregated fruits requires market information and good linkages between the farmer groups and traders. It is expected that with such organization, farmers can negotiate for better prices from the traders. Even with aggregation facilities,

farmers have reported that the price per piece of mango at the aggregation centers ranges from KES 5 – 10. Although this is slightly better than the average market price (KES 3-5 KES) during the peak season, it falls far below what farmers should be paid to make reasonable profits from their mango production businesses.

More value from processing mango fruit into high value products

Although selling mango fruit in their fresh state is the most common and easiest option for farmers to make money (however little) from mango fruit, there is more value from processing the fruit into diverse products. According to an analysis presented at a Postharvest workshop by Ms. Betty Kibaara (Associate Director at the Rockefeller Foundation), the profits from sales of fresh mangoes is estimated to be 284 USD (KES 28,400) per metric ton (MT). However this profit is not assured in instances where farmers lack market for fresh fruits and incur high postharvest losses. Processing of mango fruit into various products offers an alternative cash stream for the farmers while reducing the high postharvest losses. The most common and obvious processed product from mango is juice. Therefore efforts to help smallholder mango farmers to reduce postharvest losses and increase profits have focused more on equipping them with juice processing facilities. In this

regard, there many farmer groups in mango producing regions which have been facilitated with pulping machines. The machines are used to make mango pulp from which other products such as mango concentrate and ready-to-drink mango juice can be made. Processing mango pulp from the surplus mango fruit during the peak season (December to February) provides a better an alternative to leaving the fruits rot away on the farm and the consequent high postharvest losses. This is the approach that has been adopted by various development partners and County governments in mango producing areas. A good example of this intervention is in Makueni County where the Governor (Prof Kivutha Kibwana) has established a juice processing plant for mango fruit. Juice processing is a good intervention but it is not highly profitable for farmers. According to Ms Kibaara, the estimated profits for juice processors is 117 USD (KES 11,700) per MT which is far below the profits from sales of fresh fruits (KES 28,400 per MT).

There is more to mango fruit than mango juice...

Although juice is the most commonly consumed mango product, there are many other products that can be derived from mango fruit. These include jam, chutney, jelly, flour, wine and a



Mango chutney



Mango jam



Mango flour



Mango wine



Mango leathers



(Mango rolls)



Mango chips/crisps



variety of dried products.

According to the projections from Ms Kibaara's analysis, dried mango products provide the highest profit margins estimated to be 4,400 USD (KES 440,000) per MT. It should be noted that approximately one MT of fresh mangoes can yield up to 100 Kg of dried mango chips (10:1 conversion ratio). From Ms. Kibaara's analysis, the profits from dried mango fruit is almost four times compared to the profits from mango juice.

Dried mango products are not new in the Kenyan market. There are several private companies and entrepreneurs who are engaged in the business of drying and/or marketing the products. Some of the private companies contract smallholder farmers to dry the fruits which they buy, package and sell under their company's brand name. Dried mango products such as mango chips and mango leather (rolls) are available in selected market outlets. Unfortunately many Kenyan consumers are yet to appreciate the value of dried fruits (and vegetables).

This could be attributed to lack of awareness about the available dried products and their nutritive value. It is also important to disabuse the misconception that dried fruits (and vegetables) are not as nutritive as the fresh ones. Proper processing practices must be observed during preparation, drying and packaging of the products so as to ensure high quality and safety standards. It is also important to provide correct nutritional information on the package to assure the consumers of the quality and nutritive value. Proper packaging of the dried mango products is important to ensure preservation of the quality during the marketing period.

There is need for concerted efforts to promote dried/dehydrated mango fruit products such as mango chips and mango leather (mango roll) as healthy alternatives to junk foods such as potato chips and crisps. An increase in the demand for dried/dehydrated mango products will have a ripple effect to the benefit of mango farmers who have over the years not reaped from their labor.

The challenge is for County governments (and development partners) in mango producing regions to endeavor to exploit the potential of mango fruit beyond pulping and juice making. Although this offers an alternative to reduce postharvest losses in the mango value chain, it is the least profitable use of the fruit.

Value addition of mango fruits into diverse products and finding reliable markets for the products will ensure better profits for farmers and ultimately improve their livelihoods and food security situation. In addition, small scale processing can spur growth of cottage industries in rural areas, thereby contributing to industrialization as envisioned under the 'Big Four' agenda.

The writer is a Senior Lecturer and Postharvest Specialist, Department of Plant Science and Crop Protection, University of Nairobi. E-mail jane.ambuko@uonbi.ac.ke OR ambuko@yahoo.com



GLOBALG.A.P.

GLOBALG.A.P. CAPACITY BUILDING & FARM ASSURER WORKSHOP - F & V

4-6 June 2019, Kenya, Nairobi

Language: English



COURSE CONTENT

DAY 1 & 2 - CLASSROOM TRAINING

- Detailed review of the General Regulations, the rules of the GLOBALG.A.P. Certification System.
- Detailed review of the control points: All Farm Base, Crops Base, Fruit and Vegetables. These control points are the actual audit checklists used by certification bodies during a GLOBALG.A.P. audit.
- Focused classroom discussions, case studies, and detailed question and answer sessions to understand how the GLOBALG.A.P. System applies in practice.



COURSE CONTENT

DAY 3 - PRACTICAL TRAINING

- Virtual on-farm training day on the last day to consolidate gained knowledge during the classroom training on day 1-2 and to give participants insight in a real audit situation.



www.globalgap.org/ws-registration



Connecting Human Resource to

Flower farms can now outsource employees from a pool created and managed by The Manpower Company



The outsourcing model creates work opportunities for employees while affording employers flexibility; an invaluable benefit for industries that experience seasonality.

“Our wide database of experienced human resource enables rapid mobilization of fit-for-purpose teams to job sites at short notice,” said Kelly Gitari, Human Resources (HR) Manager, who explained that the service comprises recruitment, employee social welfare, retention, payroll processing and payment, compliance with all pertinent laws, industry specific regulations and tripartite agreements.

She expounded, “We employ in our name and assign employees to a client’s site, thereby taking responsibility for the contractual relationship with employees.”



We employ in our name and assign employees to a client’s site, thereby taking responsibility for the contractual relationship with employees - Kelly Gitari (in a pink dustcoat) Human Resources Manager

Opportunity

HR outsourcing as a strategic tool relieves businesses of HR responsibilities and enables them to focus on what they do best

The model helps build capacity thereby enhancing succession planning. It manages attrition ensuring the client's operations continue without interruptions and also provides employment insights. Clients are kept abreast of developments in HR to embrace best practice.

"We are members of the Agricultural Employers Association (AEA) and National Industrial Training Authority (NITA) accredited," said Ms Gitari.



Why outsource your human resource?

Human Resource outsourcing as a strategic tool relieves businesses of employee responsibilities enabling them to focus on what they do best. "In addition to allowing you to concentrate on your core business, outsourcing creates employment for local communities. It reduces compliance risk, employment liability and increases efficiency and productivity. Other notable benefits include rapid access to a pool of seasoned employees hence reduced uncertainty, and enhanced industrial peace through mediation and conflict resolution," said Ms Gitari.

Unlike the weather, HR forecasts are now predictable!



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ceo@tmc.ke

“

**Would you like to
have better flowers
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Keeps your roses Botrytis free • Enhances colours • Prolongs vase life

Come see us at IFTEX, at stand C2.05. Or contact your account manager now!

CHRYSAL



New Packaging Technology Scoops Award at Ethiopia Hortiflora Expo 2019!

By MURIMI GITARI

Having been introduced in Kenya in the year 2015 in the flower industry and Oserian Development Company Limited being one of the first users, the new packaging technology Cargolite Concept has since then been embraced by various flower farms in Kenya and now finding its way to Ethiopia after scooping an award for the best stand design non-perishables during the Ethiopia Hortiflora Expo 2019 in Addis Ababa, Ethiopia.

The Cargolite concept has immensely penetrated the flower industry in Kenya with Oserian, IPL and Super Flora (from the Dutch Flower Group) leading the way! Other numerous farms like Karen, Branan, Simbi and Penta are using the technology in packaging their products making a monthly order of the boxes.

Last year in 2018, close to 1000 air pallets were airlifted to Holland and UK, this shows that the concept has been embraced positively with zero regrets by the users.

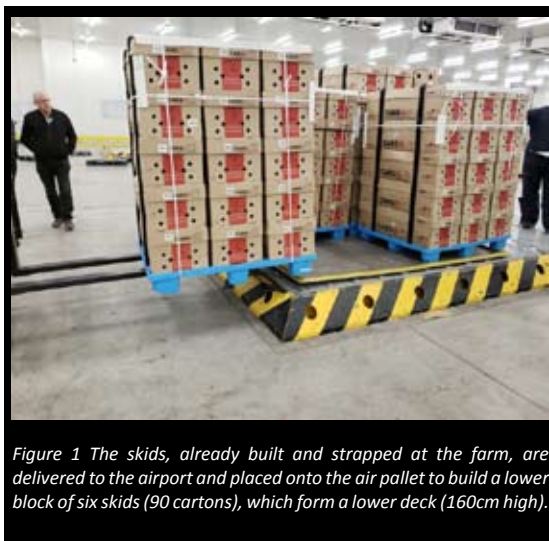


Figure 1 The skids, already built and strapped at the farm, are delivered to the airport and placed onto the air pallet to build a lower block of six skids (90 cartons), which form a lower deck (160cm high).



Figure 2 On top of the lower deck, additional Cargolite cartons are laid to form the desired profile, in this case for a B777 carrier.

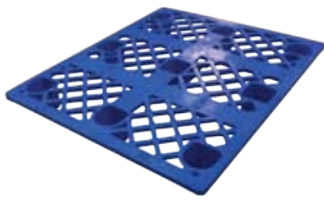
Advantages

The concept of packaging is unique because there are considerably less damages that occur during packaging, after packaging and even after arriving to the destined markets. There is an increase in the pack rate compared to conventional or standard boxes! Furthermore there is much less handling due to the system of palletizing the cartons at the farm, and the boxes do not crush at any stage of packaging even when being airlifted and when offloading. Also the concept lowers transport costs per stem as compared to other boxes.

Joint venture with ACME

In January this year, Cargolite initiated a joint venture with ACME Containers Limited, one of the major supplier of plastic injection moulded industrial products to well established organizations such as The Coca Cola Company Ltd, East African Breweries Ltd, and Bata Shoe Company (K) Ltd. ACME manufactures plastic pallets for exports & frames for Cargolite.

John Kowarsky, the CEO of Cargolite said, "This partnership will enable us to strengthen our marketing position in Kenya."



Plastic

5kg
No treatment
Resale value

Vs



Wood

10kg
Fumigation required
Broken chipped wooden pallets

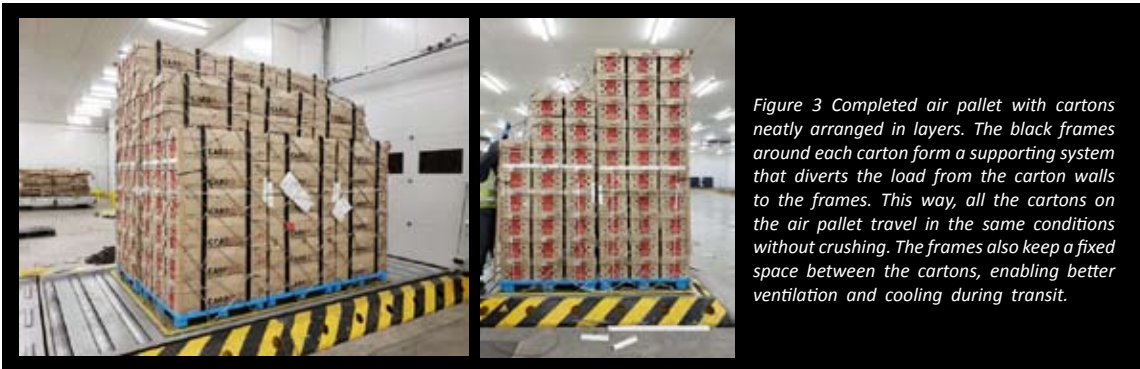


Figure 3 Completed air pallet with cartons neatly arranged in layers. The black frames around each carton form a supporting system that diverts the load from the carton walls to the frames. This way, all the cartons on the air pallet travel in the same conditions without crushing. The frames also keep a fixed space between the cartons, enabling better ventilation and cooling during transit.

With a rise in demand for palletized cargo along with the need for better hygiene standards, plastic pallets are the best solution. Additionally ACME's plastic pallets will weigh 50% less than wooden ones ensuring that there are savings on all cargo shipments by Air.

During the Ethiopian Expo, the Cargolite Concept stand comprised of ACME and Cargolite brands. It has been given the mandate and responsibility of marketing Cargolite packaging materials and offering technical support to farms that are using the packaging concept technology in Kenya and East Africa generally.

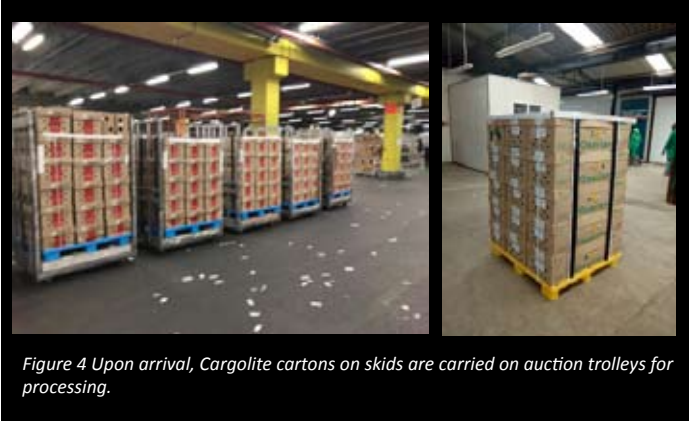


Figure 4 Upon arrival, Cargolite cartons on skids are carried on auction trolleys for processing.

Projecting to Ethiopia

Cargolite had already started talks with Ethiopian Airlines Cargo Department to introduce the concept to the Ethiopian flower farms in 2018. A trial was conducted in the last quarter of 2018 with 2 farms, and the air pallet arrived in Netherlands in good condition giving Cargolite a key positive step forward in convincing the farms in Ethiopia to start using their packaging materials & ACME pallets. Ethiopian Airlines Cargo Department has only been using standard boxes for packaging.

ACME in conjunction with Cargolite are in contact with the Ethiopian farms, so as to conduct a commercial trial. According to Martin Kabaka, the Acme Sales Executive- Perishables, they will have a full container for the commercial trial and

currently a lot of progress and deliberations are ongoing.

“We are organizing with flower farms in Ethiopia to do 20 air-craft pallets which we expect to get them exported from Ethiopia to Netherlands in the months of July and August,” says Mr. Kabaka who is the technical support and sales member.

The expected launch of the concept commercially in Ethiopia will bring more mutually beneficial opportunities to both the farms, Cargolite & ACME.



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Dudutech launches product that could boost fresh produce exports

Nematodes are tiny unsegmented roundworms which grow up to 5 mm in length and move through the soil in a film of water. The most economically devastating species is the Root Knot nematode

The commercial team at Dudutech was excited to announce the entry of **NEMguard® SC** (Soluble Concentrate) into the Kenyan crop protection arsenal in April 2019. By bringing this technology to Kenya, Dudutech aims to help farmers increase production through sustainable management of plant parasitic nematodes (PPNs), which are widely known as the most economically injurious crop pests.

NEMguard® SC is a global player in crop protection, manufactured in the UK and has been proven to provide powerful smart defence against PPNs in countries around the world.

NEMguard® SC contains a powerful formulation of plant-based allicin and selected polysulphides, which are lethal to PPNs when they are absorbed but are safe to users. In 2008, **NEMguard® SC** was included on Annex I of EU directive 91/414/EEC since they do not cause any harmful effects on humans, animals, groundwater or the environment.

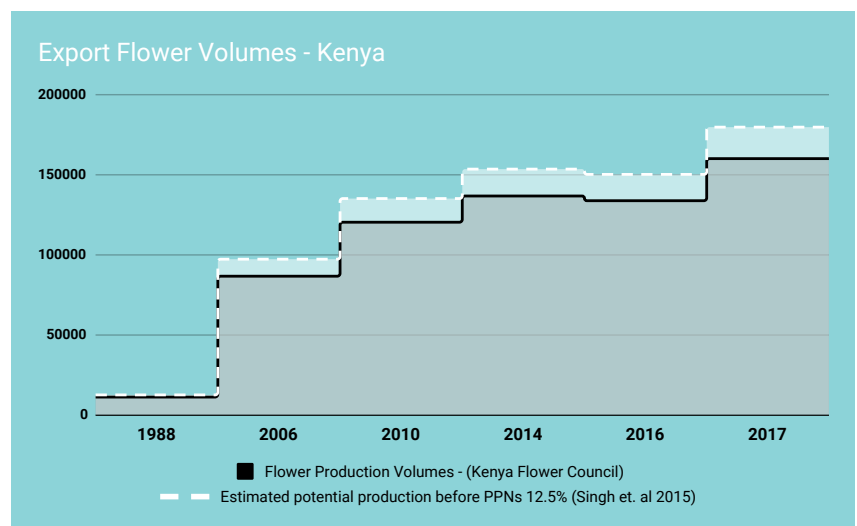
As such, **NEMguard® SC** takes its position in pest management regimens as a safer alternative to the routinely used Class IV nematicides which are potentially harmful to crop workers and consumers alike. Furthermore, growers who export to the EU will benefit from using **NEMguard® SC** as the residues do not appear on the MRL (Maximum Residue Limit) list which regulates the active ingredients growers can use should they wish to export their crops.

Nematodes are tiny unsegmented roundworms which grow up to 5 mm in length and move through the soil in a film of water. The most economically devastating species is the Root Knot nematode (*Melodygene* spp.), which reduces yield and quality by damaging the plant's root system, restricting the uptake of nutrients and water. According to Singh et al. (2015), PPNs cause annual global yield losses of 12.3% equating to US\$157bn. According to the Horticultural Crop Directorate (HCD), Kenya's rapidly growing floriculture industry earned US\$823m in 2017, up nearly 20% from the previous year. By assuming 12.3% yield losses, Kenya lost an estimated US\$101m in potential export earnings due to PPNs from the floriculture industry alone.

According to Barnaba Rotich, Head of Commercial at Dudutech , "by

registering **NEMguard® SC** in Kenya, Dudutech has allowed farmers to strategically harness its benefits in their crop protection plan to improve their overall sustainability profile, output and the safety and quality of their produce." The potential for this product has for Kenyan farmers is significant, as it helps provide a safe and competitive option for nematode control on their crops.

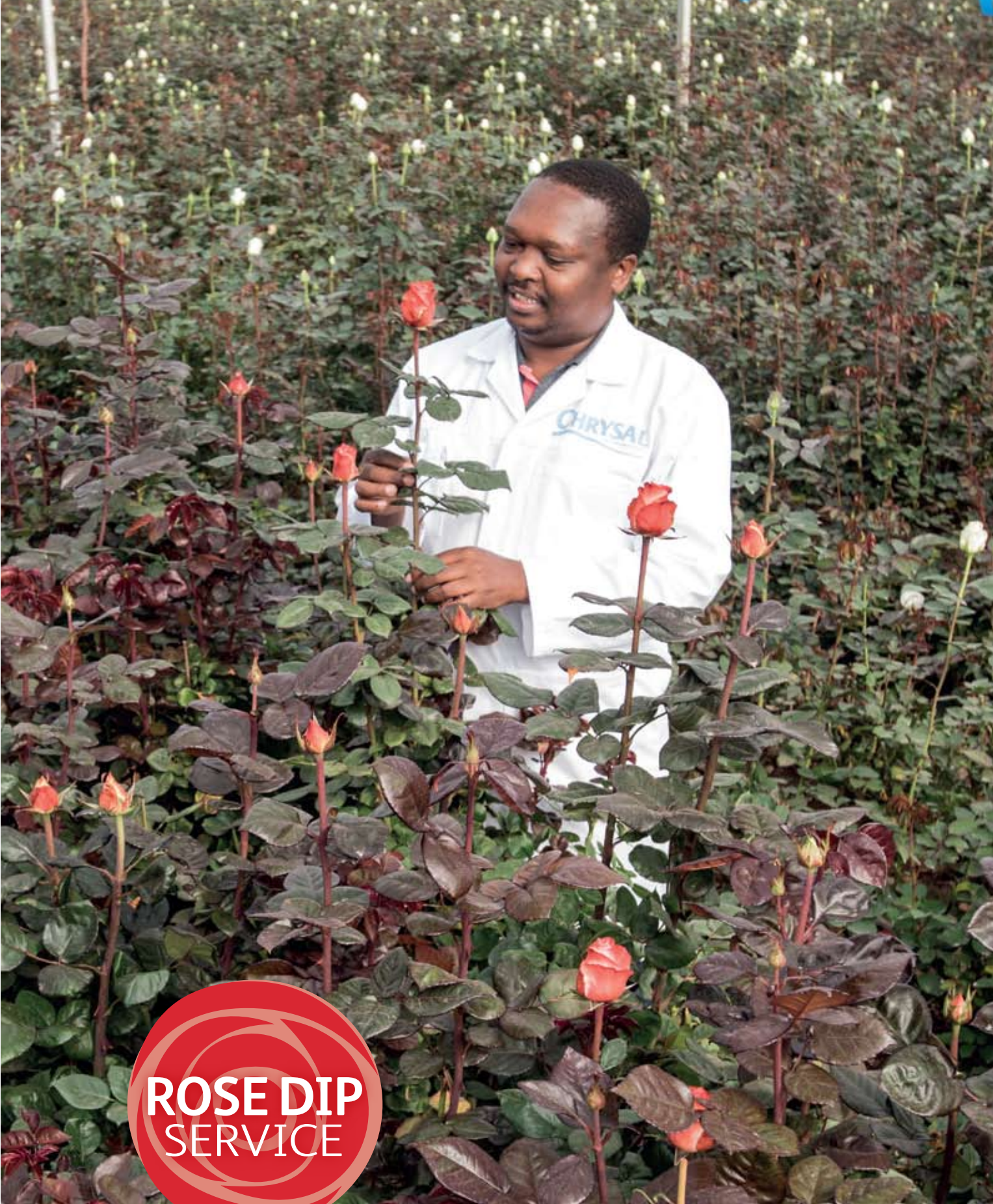
"Although the product has been labelled for use on roses and french beans, Dudutech has expressed keen interest in extending the label to other key crops. Available data indicates that Nemguard effectively reduces populations of plant parasitic nematodes on Tomatoes and Carrots amongst other agricultural crops. **NEMguard® SC** also effectively reduces cabbage root fly in brassicas," - Jack Adundo, Technical Manager, Dudutech .



National farmers awards







**ROSE DIP
SERVICE**

Keeps your roses Botrytis free • Enhances colours • Longer vase life

Would you like to have better flowers and increase profit?

Chrysal Rose Dip; beautiful roses and low wastage. Every grower wants to ensure beautiful flowers and low wastage. However, according to a study by Innovative Fresh, the amount of waste caused by Botrytis in supermarkets is on average 12%. Waste also occurs at the farm, during transport and at the final customer. The total cost of Botrytis damage amounts to millions of Euro's.

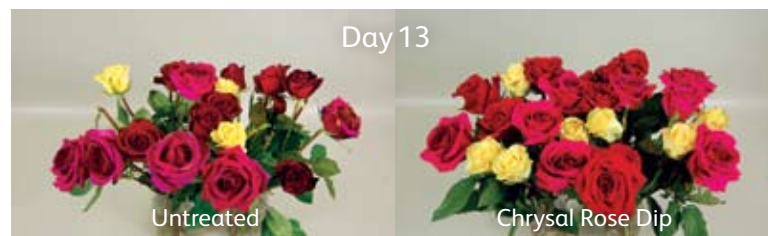
What is Botrytis?

Botrytis cinerea (grey mould) is a fungus which causes a loss of quality in flowers like Rosa, Chrysanthemum, Gerbera and Lisianthus. The place of origin, season, hygiene during processing and storage, weather conditions and climate control play an important role in the appearance and development of Botrytis. The fungus thrives on both living and dead plant materials. The infection starts when miniscule little mould spores, spread through the air. Starting as a little white speck ('pock') on the flower petals, it spreads right to the bottom of the flower. It gradually changes its colour to brown and finally all the petals fall off. Unfortunately Botrytis is an irreversible condition. Whilst infected flower petals are often removed by hand, there can be no guarantees that the fungal infection has not already damaged the rest of the petals. Throwing the flower away is the only remedy to prevent further infection.

Keeping your flowers Botrytis free with Chrysal

Chrysal now has the perfect solution to this problem and is introducing a new unique concept, Chrysal Rose Dip. Rose Dip is extremely effective against Botrytis and

helps growers to keep their beautiful roses, fresher longer, full of colour and free of Botrytis. Chrysal offers a unique service in which the entire process of dipping the flowers locally at the grower after bunching is monitored by a Chrysal specialist. So the best results are guaranteed and the grower does not need to worry about the correct application and dosing.



Chrysal Rose Dip is the only registered anti-Botrytis product, making it safe to use and up to 95% effective against Botrytis.

Rose Dip is extremely effective at controlling Botrytis in the entire flower chain, making long transport possible, by reducing their vulnerability during the challenges of transportation. The application of Chrysal Rose Dip also enhances the colours, slows down the opening of the flowers and thus increase vase life. Growers can save costs while improving their quality. **It's an all-round winner; happy grower, happy retailer, happy customer and happy roses!**

OSERIAN TROPHIES



Renewable Energy Champions: Harun Agumba of Oserian, Mary Kinyua Director of Human Resources and Administration, Andrew Kamau, Principal Secretary in the State Department of Petroleum, Ministry of Energy & Petroleum, Catherine Riungu Oserian Head of Communications and Fred Apollo geothermal Manager during Kenya Association of Manufacturers (KAM) Energy Management Awards (EMA) 2019 ceremony at Safari Park hotel Nairobi.



Oserian Development Company Limited staff during the International Grower of the Year Awards ceremony in Germany. They won best grower award in cut flower category.



Signs of brighter days ahead: An elated Oserian Development Company Administration Director Mary Kinyua at the firm's stand at IFTEX 2018. They won Bronze for the best stand award-non perishables and Silver award for the best grower quality for lady variety



Oserian feted at Employer of the Year Awards- For Innovations, Productivity, Responsible Business Conduct, Inclusivity and Diversity

New and exciting varieties

De Ruiter the leading rose breeder from The Netherlands will once again welcome all industry participants & guests to its stand at B4.12 in Hall B, from Wednesday 5th to Friday 7th June 2019. Our team will be on hand to discuss our exciting 'Big Five' colour mixes, special shapes, bi-colours, Kangaroo Paw & Hydrangea lines.

This year our breeding, commercial & marketing teams have been hard at work to present new & refreshing varieties with revamped selections. Our unique marketing concept of 'The BIG Five' colour lines, Red, White, Orange, Yellow & Pink each represented by one of the African big five animals, Lion, Elephant, Leopard, Rhino & Buffalo has been carefully considered since last years trade shows to bring a clean & refreshing line up for this years trade fair in Nairobi.

In 'Red' we have introduced two varieties; Furiosa® & Born Free® our exciting,

highly producing varieties in the retail segment. Furiosa® has been proven to be resilient against certain diseases namely Agro-bacterium & Born Free® has been proven as a low altitude retail variety & also grown successfully at altitude in South America to achieve impressive budsize & production figures.

In 'White' we have introduced two new varieties in 2019; Epic White® with a vibrant white colour & impressive 200+ production figures. Bright Light® newly named in May 2019 this variety boasts a vibrant colour & good vase life.

In 'Orange' we have introduced two alternative varieties from last year; Wannahave® a vibrant coloured, highly productive rose which can be grown in high or low climates. Orange Crush® has been selected for her slightly longer stem & highly productive character for the retail segment.

We have revamped our 'New Big Five' Pink colour mix by including our proven and successful variety Celeb®.

In 'Yellow' we have introduced Lavida® a highly productive yellow whom boasts 270 stems/m2.

Also showcased will be our best selected varieties in other ranges; Peach X-Pression®, Marvel®, London Eye®, Capriola® & Sunset X-Pression in the special/bi-colour segment, new introductions; Pink Valley®, Dream Girl®, Zanta® & Priti® recently obtain commercial status & our exciting spray lines B-Bubbles®, Misty Bubbles®, Romantic Bubbles®, Purple Tambourine®, Pink Essence® & Cherry Kheops®.

Our Kangaroo Paw line; Early Spring®, Gold Fever® & Golden Gem® & Hydrangea varieties will give our range a unique diversity through a wide spectrum of the markets.

The De Ruiter team are looking forward to welcoming its shareholders to its stand to discuss 'Creating Flower Business'.



The image shows the De Ruiter logo, which includes a royal coat of arms with a crown and the text 'KONINKLIJKE BESCHIKING' and 'HOFLEVERANCIER'. To the right of the coat of arms, the text 'De Ruiter' is written in a large, white, serif font, with a crown above the 'i'. Below 'De Ruiter', the tagline 'creating flower business' is written in a smaller, white, sans-serif font. The background of the logo is a dark blue gradient, and the entire logo is set against a close-up image of a white rose.

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



MADUMBI EAST AFRICA



Backed by Science. Loved by Nature.

Market leaders in BioStimulant and BioManagement solutions

Madumbi believes in a holistic approach to agriculture, providing integrated solutions from seed to fork. As partners of choice, Madumbi delivers biorational products sourced both locally and globally, along with expert technical guidance and application support.



Backed by Science. Loved by Nature.

“Backed by Science, Loved by Nature” summarises Madumbi’s commitment towards the delivery of nutrient-dense, low-residue food using innovative solutions for sustainable food production. Through integrity, passion and innovation the Madumbi team aims to achieve excellence in all aspects of its business.

Incorporated in 2018, Madumbi East Africa is a subsidiary of the Andermatt Group offering biorational solutions for sustainable farming of all crops.



Madumbi East Africa

+254 (0) 20 213 9324 | stephen@madumbi.co.ke | www.madumbi.co.ke



Backed by Science. Loved by Nature.

MADUMBI BIORATIONAL SOLUTIONS

Eco-T[®]

Reg. No. (Nambari ya kuandikishwa): PCPB (CR) 0852 FRAC CODE: NC

Eco-T[®] is a highly concentrated formulation of beneficial fungus *Trichoderma asperellum* registered for the control of crop root diseases and enhanced growth. *Eco-T[®]* has the following benefits:

- Effective against a wide range of fungal soil pathogens; an ideal 'insurance policy' against root diseases.
- Larger, healthier root systems are better able to access water and nutrients, resulting in improved plant growth, especially under sub-optimal conditions (e.g. drought stress, soil nutrient imbalances, etc.).
- Actively grows and colonizes plant roots being more persistent in the root zone than many chemical options with multiple modes of action.
- Can be applied as a soil drench or seed dressing.
- A safe, residue free product with no MRL constraints.

AgriSil K50[®]

BioStimulant

AgriSil K50[®] is a Potassium Silicate based liquid fertilizer, containing an extremely soluble plant available form of Silica for supplementation in all crops. Most soils are short of Silica, which has an impact on the reduction of crop stress factors (abiotic and biotic) that impact plant health, yield and the farmers financial returns.

- Silica increases root density improving nutrient and water uptake.
- Silica strengthens plant cells improving crop quality (e.g. reduced lodging in wheat, longer shelf-life of flowers and fruits).
- Silica deposits around vascular tissue improving water use efficiency and nutrient translocation.
- Silica is a catalyst activating plant natural resistance responses. Induced Systemic Resistance (ISR) enhances immunity to a wide range of pests and diseases.

AgriSil K50[®] is synergistic with *Eco-T[®]* (*Trichoderma asperellum*) and *RhizoVital[®]* (*Bacillus amyloliquefaciens*) a bio-fertilizer for improved nutrient availability and root growth stimulation. *AgriSil K50[®]* enhances their effect on plant root health.

Madumbi East Africa looks forward to launching virus-based biocontrol products produced by world renowned virus specialists, Andermatt Biocontrol in Switzerland for the management of False Codling Moth (FCM) in roses, Capsicums, avocado and Fall Army Worm in maize.





Big Win for Kenya avocados as they get cleared for China market

By MURIMI GITARI

A trade deal struck by Kenya president Uhuru Kenyatta and his counterpart, the president of China Xi Jinping in Beijing when President Kenyatta visited the country on an official duty has made Kenya to be the first African country to export its popular hass avocados to the Asian nation.

This comes after Chinese experts visited the country late March and early April this year for inspection and certification of the avocados for approval of exporting them to the Chinese market which has over 1.4 billion consumers.

Kenya has been exporting Stevia and other farm produce like flowers, mangoes, vegetables, bixa, macadamia and meat to the Chinese market and now avocados will become the second farm produce to be exported to the

country after Stevia making China to be the largest importer of the fruit as it will absorb over 40 percent of the total produce in the country. This is a big win for the fresh produce this year after Mauritius also lifted its ban on Kenya's fresh produce with hass avocados being part of it.

The two countries came to a deal by signing an agreement on sanitary and phytosanitary that relates to health of plants was a major hurdle of the produce to be accepted in China. The market in China is highly regulated in terms of quality standards.

Trade cabinet secretary Peter Munya, who is in the company of the president in China welcomed the deal and has assured of an immense benefit to Kenyan farmers as this will expand the market and improve the prices. He was speaking to the media after signing of the agreement on the export of the

frozen avocados.

"Farmers in avocado growing counties should take this as an advantage for them by increasing the volumes of the avocados they grow and ensure they follow the guidelines and rules in matters of getting quality standards for them to be able to meet the Chinese strict regulations," CS Munya said.

On his part, president Kenyatta thanked the Chinese government for the continued support they are offering to Kenya and most importantly for opening its market to Kenyan products as this will lead to great benefits to the people of Kenya especially farmers.

The two presidents led their delegations in discussing matters that will promote economic and trade exchange in key initiatives that include industrial promotion, trade facilitation, infrastructure connectivity, people-to-people exchange among others.

Food security: What Africa needs to borrow from Brazil

By MURIMI GITARI

Brazil is set to open a second Africa office in Nairobi next month. The Brazil Africa Institute will serve the East Africa region like its branch in Accra, Ghana, serves West Africa.

Speaking at the Strathmore Business School on 7th of May this year during a Knowledge Session on Food Security Prof Joan Bosco Monte, the president of the institute said the institute will target training the youth to get into agribusiness to improve production in the country.

"We have a youth technical training programme, YTTP, in Brazil that offers training and ideas to youth leaving them to transform the ideas into business without any kind of interference from us. It helps us know if they were able to internalize the training and how productive the youth can be with the ideas given to them," Prof. Monte said.

She Joan emphasized on the need of useful networks in making consultations, get what one needs and access to vital information and techniques from resourceful people in the agribusiness sector.

The professor launched the Brazil Africa Forum here in Kenya, scheduled to take place at Sao Paulo-Brazil in November. The forum will bring together various spheres of governments, decision makers, researchers and investors to exchange ideas and experiences in agriculture, job creation and entrepreneurship for food security through economic growth.

Brazil has grown into a global agricultural powerhouse after going through a transformation path, becoming the world's fifth largest producer and exporter of agricultural products after United States, Netherlands, Germany and France. This



Prof Joan Bosco Monte, the president of Brazil Africa institute giving a brief on the upcoming Brazil Africa Forum and its impact on Africa's Agricultural Markets.

is a sharp contrast from the 70s when it was a net importer of farm products. This has been achieved through investing in technology over the past 50 years.

Many farmers in Brazil have greater entrepreneurial capabilities with the country having the largest biodiversity reserves in the globe with the production and exportation of sugar, coffee, orange juice, soybean, beef, tobacco, ethanol, and broiler chicken. The country has so far adopted technologies and modern innovations that would change agricultural practices by providing seeds, fertilizers, agro-chemicals and mechanization so as to have a productive agriculture environment.

For instance, the government would provide 100 hectares of communal-based land to about 10 people and rent them machinery, train them on how to operate and maintain the machines by practicing large commercial farming that will later lead them to becoming viable farmers without depending on state.

Strong cooperation and association

of farmers guarantees them higher bargaining power and information exchange that motivates them in enhancement of decision making. They have the power and the rights of putting into action the ideas they are provided with after undergoing training.

Mr. Marcos Brandalise, the CEO of Branzafric Group of Companies explained how technology, combined with techniques, innovation and extension services lead to agriculture transformation in any part of the world when combined with affordable finances, sound research and development.

"A government that has sound policies will make agribusiness and agriculture at large a success story as with the case in Brazil and it is my hope that Africa adopts new innovations and modern technology in agricultural practices that would lead to economic freedom," the CEO said. He added this will revolutionize the agricultural landscape in Africa.

Export Promotion Council launches export market development programme



Cabinet Secretary for Trade, Industry and Cooperatives, Peter Munya (Fourth left) franked by State Department PSs Chris Kiptoo (second left) and Betty Maina (third from right), Mp Kanini Kega, the Parliamentary Chairman, Trade, Industry and Cooperatives, the EPC CEO MR. Peter Biwott and other officials during the KEMDP launch

By MURIMI GITARI

In an event graced by the Cabinet Secretary for Industry, Trade and cooperatives, his two permanent secretaries and the officials from Export Promotion Council led by the Chief Executive Officer Peter Biwott and the Chairman Mr. Jas Bedi, the Kenya Export Market Development Programme (KEMDP) was launched by EPC at the Intercontinental hotel in Nairobi. The programme is a calendar of promotional events that will guide its export market development activities.

Speaking during the launch, CS Munya said this is a milestone of promoting

Kenya export with the document containing key promotion events that will consolidate and enlarge the traditional export markets that we are in existence.

‘We currently have export markets for East African Community (EAC), Common Market for Eastern and Southern Africa (COMESA) and European Union (EU) and we aim at diversifying into new and emerging markets of North America, Eastern Europe and the rest of Africa,’ the CS said.

The market development programme

involves both the public and private sector stakeholders in consultations whereby they submit their activities to EPC for collation and analysis. The council undertakes to identify export market opportunities for Kenyan goods and services through market studies, investigations, market intelligence as well as profiling of target markets and formulate appropriate market entry and penetration strategies.

Mr Jas Bedi, speaking about Kenya export initiatives in support of the BIG 4 Agenda by the government said that Kenyans import more than they export



Stakeholders during the launch of the Export Market Development Programme containing promotion activities like market research, trade missions, contact promotion programmes, buyer/seller meetings, solo exhibitions, trade fairs and inward buying missions

thus straining the economy but lauded the government due to the direct US flight that will definitely change the exportation status.

“With the new US direct flight, it is now the high time we embrace ethical export behaviour and develop standards due to the exporters that have got very little to export,” Mr. Bedi said. He lauded the floriculture industry for their quality products that they export.

The principal secretary, state department for Trade CBS, Dr. Chris Kiptoo said that there are 276 export promotion events all over the world lined up by EPC that are meant to provide information on what is happening. He announced the formation of Export Development and Promotion Strategy that is awaiting implementation. An export delivery unit

is being set up that targets 25 percent growth of exports annually.

The KEMDP contains promotion activities that include market research, trade missions, contact promotion programmes, buyer/seller meetings, solo exhibitions, trade fairs and inward buying missions. The implementation of these activities is a collective effort by stakeholders, including Embassies and Missions abroad where these activities take place. KEMDP also supports the government’s Big 4 agenda by finding markets for the manufacturing sector in the country.

“We aim to spur the manufacturing sector to 15 share percent of the GDP (Gross Domestic Product) with exports playing an important role in realization of this target,” CS Munya said. The expectation of this is to grow

manufacturing output by an addition of Kshs 1.6 trillion as a result.

The CS encouraged Kenya companies to attend any kind of events organized by EPC with counties being the new frontiers of exportation. He also challenged EPC on more valued addition and sensitization to targeted agencies

Also in attendance was Kanini Kega, the Parliamentary Committee Chairperson, Industry, Trade and Cooperatives who pledged to dispense off any acts that comes before the committee and working closely with the executive in support of exports. He challenged the ministry to come up with a Trade Bill containing all necessary acts that take trade, industries and cooperatives into consideration and are addressed in one bill.



The locally assembled Cold Chain logistic vehicles by Isuzu East Africa that are improvised to support farmers and companies in transportation of temperature –sensitive farm produce

Isuzu EA introduces Cold Chain Logistic Vehicles

By MURIMI GITARI

Isuзу East Africa has unveiled their first ever locally assembled Cold Chain logistic vehicles that are improvised to support farmers, hoteliers and a diversity of retailers in transportation of temperature –sensitive farm produce or products from factories to consumers in an entire supply chain with the aim of quality preservation.

It is estimated that fresh produce losses occur at an average of between 20 to 30 percent during transportation from the farms to the market and it is for this reason Isuzu EA in collaboration with Sai Raj and Specialized Fibre Glass that are vehicle accessories suppliers developed the cold storage vehicles to mitigate the fresh produce losses. The introduction of these cold chain

logistic vehicles has led to a tremendous reduction of the cost incurred when purchasing refrigerated and insulate reefer bodies saving about Ksh 300,000 to Ksh 1,000,000 in some of the vehicles. The preservation and storage efficiencies raised to these vehicles will bring a positive impact on producer revenues and profitability.

Speaking during the first interactive forum on Isuzu Cold Chain Solutions, the sales and marketing Director, Mr. Wanjohi Kangangi said that the introduction of these vehicles will support the Big 4 Agenda on food security by addressing post-harvest losses experienced by farmers and retailers while improving food safety, hygiene and quality.

“It is our excitement to introduce

these vehicles that will help farmers and retailers reduce their post-harvest losses, increase profitability and ensure Kenyans get quality farm produce consistently,” Mr. Wanjohi said. He added that they have enough confident that their cold chain solution will address the lack of affordable and practical heat insulated trucks which necessitates the adoption of practices such as overnight transport and as Isuzu EA they are keen to introduce innovative ways to support the government in realization of its Big 4 Agenda for the country.

“We are contributing to the Big 4 Agenda whereby cold chain is plugging in the gap left after post-harvest losses and also ensuring people get quality food products that are healthy thus a



An inside part of the assembled cold chain logistic vehicles by Isuzu EA which they lauched early this year

key point in matters related to health that is part of the government's agenda," the Sales and Marketing Director said.

The trucks have temperature control unit where one can adjust temperatures at the touch of a button from the comfort of driver's seat with real time monitoring. This monitoring helps in provision of data about temperature that can be printed using a printer that is also fixed inside the vehicle.

The body of the trucks is insulated to prevent transfer of heat or temperatures inside the truck and can be able to maintain and retain ambient temperature conditions. This makes the integrity of the products being transported remain constant regardless of where the location of the truck. They have sensors that monitor the temperatures, more so the performance and movement of the truck.

"High value agricultural produce is generally grown for national and international markets thus it is highly dependent on efficient transport. The

solutions provided by Isuzu East Africa feature temperature controls ranging from 50 C to -50 C for chilling products such as flowers, milk and meat, -50 C to -180 C for preserving products such as seafood and -180 C to -300 C for freezing products like ice creams," the General manager Supply and Chain Market, Kelvin Ochieng' explained when making a presentation during the interaction forum at Isuzu EA offices. According to Ochieng', these will help ease the pressure on farmers and suppliers who rely on 3am late night temperatures to transport their produce to the market so as to retain their quality which probable is not met.

Increased volume capacity per tonne, global quality packaging standards, fuel efficiency and easier working hours are some of the other benefits to be experienced by retailers and distributors who will purchase the vehicles which have already been tested and are in working conditions.



The body of the trucks is insulated to prevent transfer of heat or temperatures inside the truck and can be able to maintain and retain ambient temperature conditions. This makes the integrity of the products being transported remain constant regardless of where the location of the truck.



Directory



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@maganafowers.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

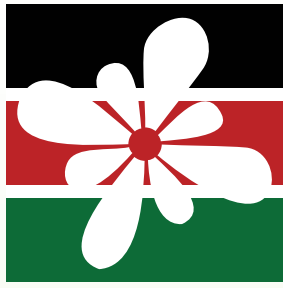


Flower Growers in Ethiopia

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	vaibhavaggarwal1@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	Ermias Solomon		0921 094373 ermiasziwayroses@yahoo.com
Herbug	Roses	Ziway	Hubb		hubb@herburgroses.nil
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	Crysanthemums	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



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