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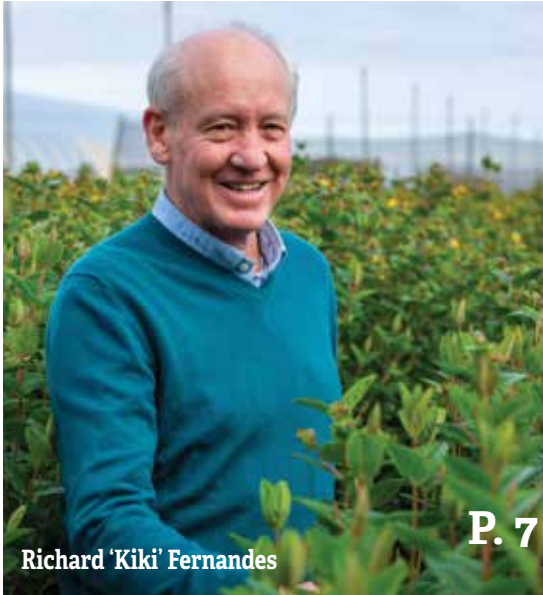
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Disha Copreaux, the Chief Executive Officer who took the reins of managing the farm since the month of June, 2023 says: "The farm is bigger now, we are at 43 hectares now, so we have switched up. We have added to our teams to increase efficiency in the farm. We have created many more employment opportunities within the Ruiru community, and as such we have many more employees. It is such a big development for us, and we are glad we are giving back to the community in this way". There have been key changes in the management staff as well. Red Lands Roses has brought in new talents that share in the vision of keeping up with the Spindler Legacy; a new production manager, marketing and business development manager just to mention a few."



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HORTISPOT



The sector in Kenya plays a pivotal role in the country's economy, serving as a significant source of employment, foreign exchange earnings, and economic growth.
Catherine Riungu

Welcome to IFTEX 2024

Over the past 10 years, Kenya hosted the global flower fraternity at its capital Nairobi for the International Floricultural Trade Expo (IFTEX) in early June. That the expo stands out as a mark of Kenya's leading position as a key supplier of flowers to the world is not debatable if running it every year since 2013 except 2020 due to the Covid-19 disruption is anything to go by. While growers, exporters, breeders and propagators always look forward to showing the markets the best mix of flowers, it is notable that this year has registered the largest number of both participants and visitors from Europe, Kenya's biggest destination for flowers. By latest statistics, 40 per cent of flowers sold in Europe are from Kenya.

The other piece of good news is that IFTEX comes in the wake of the signing of an economic Partnership Agreement between Kenya and the UK, a development that has been hailed as a big gain for the flower sector considering the UK is Kenya's largest trading partner in the EU.

Why the excitement about the converging of the flower industry in Kenya?

The sector in Kenya plays a pivotal role in the country's economy, serving as a significant source of employment, foreign exchange earnings, and economic growth. Renowned globally for its high-quality blooms, Kenya has emerged as a leading grower and exporter of flowers, catering to diverse international markets. The sector not only provides livelihoods for thousands of Kenyan workers but also contributes substantially to the nation's GDP. Moreover, Kenya's flower industry promotes sustainable agriculture practices, environmental stewardship, and social responsibility, positioning the country as a key player in the global floral market. With its favorable climate, skilled workforce, and commitment to excellence, Kenya's flower sector continues to thrive, driving economic prosperity and fostering international trade relationships.

In the context of the importance of the flower sector, we have featured Marginpar, a summer flowers giant that straddles Africa and the Netherlands running farms in Kenya, Ethiopia, Tanzania, Zimbabwe all coordinated from its headquarters in the Netherlands. Kenya and Holland have a special relationship when it comes to the flower sector. For the longest time, Amsterdam has remained the home of flower auctions where flowers from Kenya land for distribution to the rest of the world.

Marginpar, as detailed in this edition has embraced sustainability, the key approach to doing business as we strive to save the planet. The Netherlands Embassy in Nairobi has expressed its support to Kenya's flower sector to transition from air to sea transport, considered necessary as the world fights carbon emissions, an indication of continued flower industry relations between the two countries.

Still in this edition, Red Lands Roses, a farm that has stayed in the frontlines of premium roses has expanded area under production, an indicator that the flower industry in Kenya is still growing despite reports of a flattening supply and demand. The Red Lands Roses expansion story is arguably the cherry on the cake in what is Kenya's rosy story!


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
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AFMASS Food Expo Eastern Africa 2024

Event Dates: June 12-14, 2024
 Location: Sarit Expo Centre, Westlands, Nairobi, Kenya

Since its inception in 2015, the AFMASS Food Expo Eastern Africa has become the premier event for the food and FMCG manufacturing, retail, and HORECA industries in Eastern Africa. This annual trade show is the ultimate platform to explore the latest technologies, packaged food products, investment opportunities, and market trends within Africa's food and agriculture value chain.

Returning to the Sarit Expo Centre for the third consecutive year, the 2024 edition promises to be an invaluable opportunity for professionals and businesses to network, discover innovations, and gain insights into the dynamic food industry landscape in Eastern Africa.



International Floriculture Trade Expo

International Floriculture Trade Expo (IFTEX) 2024 is taking place from 04-06 June 2024 to June 2024 at Visa Oshwal



NATIONAL AGRICULTURE SUMMIT SET FOR JULY 3RD – 4TH, 2024

The Agriculture Sector Network (ASNET) is thrilled to announce that the upcoming edition of the highly anticipated National Agriculture Summit is scheduled to take place on July 3rd and 4th, 2024. The National Agriculture Summit serves as a crucial forum for industry leaders, policymakers, farmers, researchers, and other key players to come together and discuss pressing issues, explore innovative solutions, and foster collaborations to drive the growth and development of the agricultural sector.

9th AGRITEC AFRICA

An International Exhibition & Conference on Agriculture Technologies is going to be held during 12-13-14 June 2024 at Kenyatta International



NAIVASHA HORTICULTURAL FAIR 2024

The Naivasha Horticultural Fair will take place on September at the Naivasha Sports Club in Naivasha

The story of Marginpar: unique since 1988

35 years of African summer

By ANITA NKIROTE | anita.nkirote@hortinews.co.ke

Nanyuki, a popular investment and vacationing town along the Nairobi-Karatina-Isiolo road is largely known for its wildlife conservancies and army garrisons. It is a quaint town that on clear days, affords one a scenic view of Mt Kenya. But outside the town, beyond the rustic and rugged beauty that defines the landscape, are flower farming enterprises.

Many flower growers, perhaps, due to the apparent 'congestion' in the traditional Kenyan flower capital of Naivasha, have been opting to invest elsewhere across the country. And Nanyuki, with its equally ideal climatic conditions, has often presented quite an irresistible option for these flower farming investors.

Born and raised in Nyeri, Richard 'Kiki' Fernandes, the immediate former chairman of the Kenya Flower Council (KFC) is one such investor, who was charmed by the potential of the town. In 2001, Kiki acquired a piece of land in Nanyuki's Kangaita area and established the Kariki Nanyuki Farm. Previously known as Bondet, this is a flower enterprise largely focused on growing summer flowers.

Why summer flowers? One may ask. After all, for many years, roses have been all the rage in Kenya.



Richard 'Kiki' Fernandes, Marginpar Co-CEO

Today, 35 years later, the conglomerate is one of the leading summer flower growers with 17 flower farms spread across Kenya, Ethiopia, Tanzania, and Zimbabwe.



For Kiki, however, summer flowers presented a much more ideal option. They have always been marketable in the markets. European countries do not possess the ideal all-year-round climate for continuous flower cultivation. Therefore, for some time in the year, they are unable to produce these flowers, many of which are grown in open fields.

Kiki was introduced to Marginpar, a Dutch flower company that had been established in 1988. Kiki became a partner grower for Marginpar and by 2007 had expanded the Kariki Group to four locations in Kenya. Later Kiki then-expanded Kariki Group (after acquiring Carzan Flowers Kenya Ltd) and together with Rob Koning they merged and formed the Marginpar Group.

Today, 35 years later, the conglomerate is one of the leading summer flower growers with 17 flower farms spread across Kenya, Ethiopia, Tanzania, and Zimbabwe, and with sales and marketing operations in the Netherlands. In Kenya, Marginpar Group has seven farms, in Ethiopia three and in Tanzania and Zimbabwe it works with seven partner farms.

The different farms grow over 100 different varieties of summer flowers, on these 17 farms that cover a total of 460 hectares of production land and employ 5,000 people across Africa. Each of the countries has its own testing field





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At least 80% of the group's flowers which are, by and large, sustainably grown and produced, are sold through the Dutch flower auction where 800,000 flowers are processed every day at the Group's distribution center..

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for the flowers ensuring that they are, each, able to determine the best-suited locations for the specific flowers that they grow.

From lisianthus airy Clematis to long stems of Delphinium, the bluest of Eryngiums, and big headed Scabiosa, fillers like Solidago, Limonium, Astrantia, Hypericum and Aster, and special niche flowers like Polianthes, Jatropha and Gloriosa, among so many more, Marginpar Group has all these flowers grown on its different farms across the region.

At least 80% of the group's flowers which are, by and large, sustainably grown and produced, are sold through the Dutch flower auction where 800,000 flowers are processed every day at the Group's distribution center. What's more, Marginpar is a market leader in the supply of Clematis, Solidago, Astrantia, and Eryngium, and supplies 99.9% of all cut Clematis in the European Union market segment.

Over the years, Marginpar Group's success in its flower business has, according to Kiki, been attributed to varied factors, including the fact that its farms are situated in rich and floricultural favorable regions. Even so, the concept of Kaizen has, perhaps, played the most key role in helping achieve this feat.

Kaizen is a Japanese concept that facilitates constant improvement or betterment through principles such as self-discipline, common logic, and order. It involves all employees; from the highest to lowest ranks initiating changes - however small they are - which when put together have a significant impact on the organization's overall growth. It focuses on creating continuous improvement based on the

idea that small, ongoing positive changes can reap significant improvements, and is typically based on cooperation and commitment and attitudes. This is in contrast to approaches that use radical or top-down changes to achieve transformation.

At Marginpar Group's farms, the deployment of Kaizen has thus far proved to be a success story. On its Kenyan farms, for instance, the Group has a personalized Kaizen version. Hamuka (an acronym for Hatutaki Muda Kariki) is a slogan for minimalizing (or entirely eradicating) the wastage of resources. Muda is Japanese for waste.

Hamuka works based on the principles of serving and empowering each other, unifying each other into effective teams, showing respect, friendliness, and solidarity, caring for the well-being of the people, and creating a better and healthier working and living environment. These principles are key to Marginpar's being.

Hamuka, according to Kiki, is enshrined in the broader Kaizen concept. While the employees - who are called value adders at Marginpar - based on Kaizen organize themselves at work into natural teams who are responsible for ensuring that the process flow is implemented correctly., ,

“Kaizen (Hamuka) is all about culture and organization. And here, trust is an important component,” Kiki says. “With Kaizen, we move away from the ‘top-down’ model where management and individuals in high positions push to get things done while the employees below them have no idea what's really happening and why.”

He adds: “People come here to work and do a good job. Whenever something wrong happens, you need to ask yourself why it is going wrong. It



shouldn't be about who the problem is, but about what the problem is. That is the mentality that allows people to grow. It is a matter of trust between us and our value adders."

Kaizen, and by extension Hamuka, has seen Marginpar Group's farms achieve so much in terms of productivity and also value adders' satisfaction with their work and the general working environment. For Kiki, the company's value adders are the most important cog that keeps the business up and running.

With the Kaizen model, the employees are always motivated to take initiative and do their work even without supervision. They, actually, manage themselves and report any issues on the farms without necessarily being compelled to, everyone becomes a problem solver.

Each of the employees, he says, knows the targets of the company. Each one of them also knows their team and personal targets and how to achieve them. This facilitates the way they work.

As a result, since its introduction in the Group's farms, Kaizen has seen significant growth in the production of flowers. For instance, before 2012 when it was implemented, Kariki Nanyuki Farm, which mainly specializes in the cultivation of Eryngium, Hypericum, and Astrantia usually produced an average of 1M flower stems monthly. But after Kaizen was adopted, the production more than doubled, under the same conditions; with the same number of staff and flower production hectares.

The employees have, similarly, seen growth in their own personal lives; both psychologically and in terms of economic well-being through the Kaizen way of thinking. Many of the employees have, for instance, grown from junior ranks in the company to senior positions, due to their adherence to the Kaizen way of thinking and doing things.

"Our people are happy. We take care of them. We want to offer decent working conditions that are clean and effective. In the words of Kaizen, there is a place for everything and everything has a place," Kiki indicates. "At the end of the day, it is your people who will make your business successful." □



Congratulations Marginpar!

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The blossoming empire: Marginpar's 17 farms of floral excellence



For 35 years, Marginpar has been at the forefront of cultivating exceptional summer flowers. Their journey, which began in 1988, has blossomed into a floral empire that spans four African countries, producing over 100 varieties of flowers and transforming the landscape of the global flower market.

The Kenyan Crown Jewels

Kenya, with its favorable climate and rich soils, hosts seven of Marginpar's prestigious farms:

1. Kariki Juja Farm
2. Kudenga Farm
3. KS Farm
4. MR Farm
5. ST Farm
6. Kariki Naivasha Farm
7. Kariki Bondet Farm

These farms are the backbone of Marginpar's production, ensuring a continuous supply of high-quality flowers. The Kenyan farms collectively contribute to the annual production of 300 million stems, cultivated on a substantial portion of the 460 hectares of production land.

Tanzania's Flourishing Fields

In Tanzania, three partner farms enhance Marginpar's portfolio:

8. Bondeni Main
9. Michiru Farm
10. Bondeni Machame Farm

These farms thrive under the partnership model, combining local expertise with Marginpar's innovative practices. The Tanzanian farms are crucial for diversifying production and ensuring year-round availability of flowers.

Zimbabwe's Blossoming Beauty

Zimbabwe is home to four remarkable partner farms:

11. Tsanga Flora Farm
12. Dombera Flowers
13. Sunshine Flowers
14. Claremont

These farms contribute significantly to Marginpar's diverse flower varieties, particularly excelling in unique flowers that create unforgettable moments for florists and consumers alike.

Ethiopia's Elegant Estates

Ethiopia rounds out Marginpar's operations with three dynamic farms:

15. Marginpar Ethiopia PLC
16. LArca Investment PLC
17. Simba Horticulture PLC

Ethiopia's rich horticultural heritage and optimal growing conditions are harnessed by these farms, further strengthening Marginpar's production capabilities and market reach.

A Symphony of Sustainability and Innovation

Marginpar's commitment to sustainability is woven into every aspect of their operations. With a goal of achieving 100% sustainable production, they lead the industry in eco-friendly practices, ensuring that each stem is as kind to the environment as it is beautiful.

Market Leadership and Exclusive Offerings

Marginpar is the market leader in Eryngium, Clematis, Solidago, and Atractantia. Their dominance is especially notable in the EU market, where they produce an astounding 99.9% of all cut Clematis. This unparalleled expertise cements their status as a key player in the global floral industry.

A Global Distribution Powerhouse

The Dutch distribution center processes 800,000 flowers daily, ensuring that each bloom reaches its destination in peak condition. With 65% of their flowers sold through the flower auction clocks and 35% to strategic partners, Marginpar's efficient and strategic distribution channels highlight their ability to meet diverse market demands.

Conclusion: The Marginpar Legacy

From the sun-drenched fields of Kenya to the fertile plains of Zimbabwe, Marginpar's 17 farms symbolize a legacy of excellence, innovation, and sustainability. Their dedication to crafting the most exceptional summer flowers has not only revolutionized the flower industry but also created a vibrant tapestry of floral beauty that spans continents. As they continue to pursue perfection in every petal, Marginpar remains a beacon of floral excellence, empowering florists and enchanting consumers around the world. □



Marginpar adopts new constructed wetlands technology for sustainability

By ANITA NKIROTE | anita.nkirote@hortinews.co.ke and
ANDREW MATHENGE | hortinews@hortinews.co.ke

“Marginpar is not just about flowers. Environmental sustainability is very important to us. We are a proud member of the Floriculture Sustainability Initiative (FSI) and aim to achieve 100 per cent sustainable production for all our flowers”, said co-CEO Richard Kiki Fernandes.

The group’s sustainability story is best exemplified at this point in time at the newly constructed wetland, a beacon of innovation showcasing a sustainable and efficient approach to wastewater management that not only purifies water for re-use but also supports biodiversity.

Steve Mwaniki, the Environment, Social, and Governance (ESG) leader takes us through the beautifully designed landscape at Kariki Farm, Juja farm, the face of such landmarks spread across the Marginpar partner farms in Kenya and Ethiopia, Tanzania and Zimbabwe. The constructed wetlands embody commitment to eco-friendly operations. It is not the traditional wetlands we are used to but a state of the art design.

Collecting and Treating Wastewater

The journey of wastewater treatment at begins with a meticulous collection from the various points. These include the Central Spray Unit, where chemicals are mixed, the Central Fertigation Area, where fertilizers are prepared, and from everyday operations such as the pack house, canteen, laundry, and machinery washing areas. This comprehensive collection ensures that all potentially contaminated water is captured for recycling.

Initial Treatment Processes

The first stage of treatment involves an oil-water separator, which efficiently removes fats, oils, and grease. This pre-treated water then moves to deactivation pits containing charcoal and gravel, designed to break down plant protection and post-harvest products, rendering the wastewater safe for further treatment.

The Constructed Wetlands

The heart of the process lies in the constructed wetlands, which mimic natural water purification systems found in marshy areas or rivers. The system is composed of several stages, each playing a crucial role in purifying the water.

1. **Primary Holding Tank:** Wastewater is stored in a large tank with four compartments, allowing solids to settle over two days. The settled sludge, classified as hazardous waste, is responsibly disposed of through the National Environment Management Authority -approved companies.
2. **Secondary Holding Tanks:** The effluent is mixed with a special bacteria called OSP and molasses. This combination accelerates the breakdown of contaminants into nutrients that plants can absorb.
3. **Vertical Flow Bed (VFB):** Leveraging gravity, water trickles through substrates that further break down chemicals, enhancing nutrient absorption.
4. **Horizontal Flow Bed (HFB):** Water flows horizontally under the substrate, which is planted with various species known for their nutrient uptake capabilities. This stage includes gravel bed hydroponics, ensuring efficient nutrient removal.
5. **Surface Cells/Ponds:** The water flows sequentially through five ponds, each populated with different types of hydroponic plants such as papyrus and arrowroots. These plants maximize the removal of remaining pollutants.

Biodiversity and Monitoring

As water moves through these stages, the system supports a thriving ecosystem. Surface cells four and five introduce aquatic life like fish, while frogs naturally inhabit the ponds, indicating a balanced and healthy environment. A unique aspect of the system is the use of Chinese lettuce as a bio indicator. By comparing the root lengths of lettuce in the first and last ponds, the team can assess nutrient levels, confirming the gradual purification of the water.

Ensuring Water Quality

Before the treated water is deemed suitable for irrigation, samples from the final pond undergo rigorous laboratory testing. If the water meets quality standards, it is pumped into a farm reservoir, which also stores rainwater and borehole water. Should the water require further purification, it is recirculated back to the VFB for additional treatment.

A Model for Sustainable Agriculture

Kariki Marginpar farm’s constructed wetlands are more than just a wastewater treatment facility; they represent a holistic approach to sustainable agriculture. By integrating natural processes with



innovative technology, the farm not only addresses its water needs but also contributes to environmental conservation. This pioneering project highlights the potential for agricultural practices to harmonize with nature, setting a standard for other farms to follow. As Kariki Farm Marginpar continues to refine and expand this system, it paves the way for a future where sustainability and productivity go hand in hand.

This story of Kariki Juja Farm, told with precision, passion and knowledge serves as an inspiring testament to the power of innovation in achieving environmental stewardship and agricultural excellence. It also attests to the commitment, by the Kenya flower industry, to sustainable practices.

Apart from the constructed wetlands, the Marginpar Group embraces efficient irrigation systems, water recycling, and rainwater harvesting to minimize water usage and reduce the impact on local water sources.

By utilizing renewable energy sources such as solar, e-mobility and energy-efficient technologies such as led lighting in greenhouses and other facilities, the farms have reduced carbon emissions and reduced energy consumption.

The group employs sustainable farming practices such as crop rotation, composting, and integrated pest management to maintain soil fertility, minimize erosion, and reduce the use of synthetic fertilizers and pesticides.

On social responsibility as part of sustainability, MarginPar Marginpar ensures fair labour practices, provides safe working conditions, and supports local communities through employment opportunities, education, and healthcare initiatives. Building additional classrooms, improving roads and infrastructure, fund community projects – the group value adds happily join hands with their neighbours, parents, children in community projects.

Certification

Marginpar BV participates in industry-wide certification programs such as Fair Trade, MPS (More Profitable Sustainability), GlobalGAP (Good Agricultural Practice) and is member of FSI (Floriculture Sustainability Initiative) to demonstrate commitment to sustainability and adhere to recognized standards of environmental and social responsibility. The Group is a silver certificate member of the Kenya Flower Council, based on environmental and social economic principles. The Kenya farms are aiming for KFC Gold, a standard achieved for additional clauses in the compulsory silver. □





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100+ - The number of varieties of summer flowers.

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produced
annually.

460
hectares of
production land.

17- The number of Farms Margingpar is divided into:

7 – Number of Marginpar farms in Kenya.

3 – Number of Marginpar farms in Ethiopia.

7 – Number of Tanzanian & Zimbabwe partner farms.

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Market leader in Eryngium, Clematis, Solidago and Astantia.

99.9%
of all cut
Clematis for the EU market are produced by Marginpar.

800,000 flowers processed daily in our Dutch distribution centre.

65% of our flowers are sold through the flower auction clocks.

35% to strategic partners...

...who bring Marginpar flowers to florists all over the world



Thrips: Tiny Pests with a Big Impact

By PAULINE RONO | partnership@socaa.or.ke

If you're involved in agriculture as a farmer, whether commercial grower or home gardener, chances are you're familiar with the nuisance of thrips. Have you ever woken up to find spots or damage on your plants' leaves? Thrips could be the culprits, and their impact extends beyond mere aesthetics.

As agriculture is the backbone of Kenya's economy, addressing threats like thrips is imperative. Their damage doesn't just affect the appearance of plants; it can have significant economic consequences for farmers and growers. Their feeding behaviour can lead to reduced crop yields, lower quality produce, and decreased marketability of agricultural products, resulting in financial losses for farmers.

What are thrips?

They are tiny, slender plants life-sucking bugs. Often referred to as thunderflies or thunder bugs, these pests are typically about 1-2 millimeters. They have elongated bodies with narrow, fringed wings and unique asymmetrical mouthparts. Depending on the species and developmental stage, thrips can be yellow, brown, or black.

They are adaptable insects thriving in diverse environments such as gardens, greenhouses, and agricultural fields. Their preferred habitats include flowers, leaves, and stems, where they feed and reproduce.

They have unique mouth parts that make it easier for them to feed on economically significant crops. While some species are predatory, most of them primarily feed on pollen and chloroplasts found on the outer layer of plants. They have a preference for tender parts of the plant.

This feeding behaviour often results in deformities, discolouration, and reduced growth, significantly diminishing the marketability of plants. Affected leaves turn pale, splotchy, and silvery before dying, while affected plants become twisted, discoloured, and scarred, further affecting their health and appearance.

They are difficult-to-detect pests because the damage they cause often mimics the symptoms of nutrient deficiencies or diseases rather than an insect infestation. This makes early identification and control challenging, as the signs can easily be mistaken for other plant health issues.

Sign of thrips-infested plants

Due to their size, thrips are not easily visible to the naked eye. Rather than seeing the thrips themselves, you are more likely to observe the damage they inflict on plants.

If your plants are infected, you will likely notice damage to the foliage, flowers, or fruit. This damage can manifest in various ways, including discoloration and scarring of open blooms and petals, deformation of buds and flower heads, and pimpling on certain flowers caused by eggs deposited beneath the tissue.

Thrips feeding on a plant can also lead to the appearance of silvery necrotic spots, which can impact the plant's ability to photosynthesize, distort growth, and further reduce the value of the plant.

The bugs, not only cause damage through their feeding, but the spread of viruses to plants can result in exponentially greater harm. The wounds inflicted by thrips can create an opportunity for botrytis infection. Moreover, thrips are capable of transmitting diseases to plants while feeding, with Impatiens Necrotic Spot Virus (INSV) being the most common one.

How to control Thrips:

Thrips can survive in a range of environments and conditions, making them highly adaptable and sometimes difficult to control. Some cultural ways to control include:

Weed and Grass Management: Remove weeds and grass from garden areas to eliminate alternate hosts for thrips. Additionally, clean up crop debris within the garden. Dry mulch is preferable, as it does not attract thrips, unlike green mulch.

Reflective Mulch Consideration: Reflective mulch can disrupt thrips' ability to locate plants by reflecting light. While effective on smaller plants, its efficacy diminishes as plants grow larger.

Aluminium foil is an alternative for small gardens, although it can be expensive and challenging to reuse due to its delicate nature.

Beneficial Predator Encouragement: Introduce commercially available beneficial insects, such as minute pirate bugs, ladybugs, and lacewings (especially effective in greenhouses). These predators feed on thrips eggs and larvae, preventing them from reaching adulthood and inflicting damage.

Plant Inspection and Monitoring: Before introducing new plants into the garden, thoroughly inspect them for signs of thrips or damage. Infested plants should be promptly discarded to prevent the spread of thrips.

The thrip's life cycle comprises egg, nymph (several stages), and adult stages, which can be completed in as little as two weeks under favourable conditions. Therefore, implementing an Integrated Pest



If your plants are infected, you will likely notice damage to the foliage, flowers, or fruit.



Management (IPM) program is recommended. This program may include greenhouse sanitation, insect-proof nets, yellow or blue sticky cards for monitoring, biological controls, and targeted insecticide application.

Around the world, there are over 6,000 varieties of thrips. It's important to note that not all species are considered pests. Some varieties have dietary preferences including fungal materials, leaf litter, debris, or other small arthropods. Equally, certain species are regarded as beneficial predators. These predators play a crucial role in ecosystems by feeding on other thrips, aphids, mites, and whiteflies.

Since thrips possess mouthparts designed for piercing and sucking plant juices, they are too small to penetrate human skin and are not inclined to bite people because they do not feed on blood. Therefore, you can rest assured that you are safe from thrips bites. □



Agriculture takes center stage in President Ruto's Madaraka day address

In his Madaraka Day speech, Kenyan President William Ruto placed agriculture at the heart of his administration's vision for the country's development and prosperity. Delivering the address at the Masinde Muliro Stadium in Bungoma County, the President highlighted agriculture as a critical strategic pillar of his "Bottom-Up Economic Transformation Agenda."

Recognizing the vital role played by farmers and agricultural workers, the President affirmed that "every form of service and labour" is important to nation-building. He celebrated the determination and contributions of the country's small-scale farmers, who he said have been the backbone of Kenya's agricultural sector despite systemic constraints.

To grow the sector, the President outlined a raft of interventions and policy measures aimed at boosting productivity, enhancing food security, and expanding the country's agricultural exports. These include writing off debts owed by sugar factories and coffee cooperatives, distributing subsidized inputs, and supporting the production of key cash crops.

Notably, President Ruto also unveiled a major initiative to transform the agricultural extension system. During the Madaraka Day celebration, the government introduced 20,000 new agripreneurs who will serve in 36 counties in the first phase of the project's rollout.

The new agripreneur model represents a paradigm shift from the current production-



President William Ruto during Madaraka Day

based extension services, focusing instead on a market-driven approach. Agripreneurs will work closely with farmers to optimize production based on market demand, providing services such as financial literacy, climate-smart advisory, mechanization, and access to inputs and credit.

"The agripreneurs will comprise three categories- General practitioners, animal health and genetics, and fodder agripreneurs," the President explained. "One agripreneur will be allocated 350 farmers, and their services will be mainly digital-based."

The agripreneurs, who will possess degrees, diplomas, or certificates in agriculture-related fields, will be key in collecting crucial farming data to inform tailored solutions for farmers. They will also act as a link between farmers and the market, facilitating value addition and aggregation.

Recognizing the threat posed by climate change, President Ruto pledged to scale up investment in climate action, afforestation, and irrigation infrastructure. He also highlighted efforts to develop Kenya's leather industry and boost production of cash crops like cotton, edible oils, and macadamia nuts.

President Ruto affirmed his administration's commitment to transforming the sector through an "agriculture-led, whole-of-society approach." By empowering farmers, promoting value addition, and enhancing productivity across various value chains, the government aims to realize its vision of making Kenya a competitive, food-secure and economically prosperous nation.

"On this 61st Madaraka Day, we join the people of Bungoma, Kenyans of goodwill and friends of Kenya to acknowledge the contributions that food chain value actors have made towards the country's food, nutritional and economic needs," the President concluded □



Dr. Bimal Kantaria

The Fertiliser Association of Kenya and the Agrochemicals Association of Kenya AAK-Grow, on behalf of fertilizers and agrochemicals have made presentations to the Parliamentary Finance Committee on the proposed tax changes to the sector in the Finance Bill 2024.

Present from FAK were Dr. Bimal Kantaria (Chairman) and Dr. Lillian Wanjiru (CEO), while AA-Grow were represented by Mr Eric Kimunguyi (CEO) and Mr Joel Mutai.

"We jointly made presentations to the Committee particularly around taxation matters on fertilisers and agrochemicals, and we hope that that we get a positive response from the Parliamentarians", said Dr Kantaria who is also the Chairman of the Agriculture Sector Network ASNET.



Niels van Doorn, General Manager and Margriet van der Ploeg, Senior Technical Consultant, Chrysal Africa International.

Long-term flower storage: A game-changer for the floral industry

By CATHERINE RIUNGU

In the intricate world of floral logistics, where the delicate beauty of flowers meets the rigors of global transportation, adaptability is key. HortiNews spoke with Margriet van der Ploeg, Senior Technical Consultant, and Niels van Doorn, General Manager, both from Chrysal Africa International, about the evolving landscape of flower transport, particularly amidst the challenges posed by the current disruption of sea freight plans.

The shift from Air to Sea Freight has been touted as the preferred mode of transport in the flower industry, offering a cost-effective and environmentally friendly solution for shipping delicate flowers to distant destinations. However, with the disruption of normal Sea Freight routes due to the Middle East crisis, it will take longer than earlier planned, for the much anticipated shift.

“
The shift from Air to Sea Freight has been touted as the preferred mode of transport in the flower industry, offering a cost-effective and environmentally friendly solution for shipping delicate flowers to distant destinations
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Despite the setback, one advantage that has emerged from the preparations is the concept of Long Storage. Initially conceived as a project by Chrysal since the inception of their Rose Dip service in 2019, Long Storage has emerged as a new innovation in recent months. Essentially, Long Storage involves storing flowers for extended periods before sending them out at a later date by air, in the absence of Sea Freight. Traditionally, the longest flowers have stayed at the farm before shipment has been about six days. While Long Storage may lack the cost-saving benefits and lower carbon emissions associated with sea freight, it presents several advantages for industry players.

One of the primary benefits of Long Storage is the ability to time the market according to supply and demand dynamics. By holding onto flowers and selling them at a later date when prices are higher, growers can maximize their profits. Additionally, Long Storage reduces the need for flushing and minimizes waste by allowing growers to sell flowers during periods of peak demand rather than disposing them off during periods of oversupply. Moreover, Long Storage offers operational advantages, such as the flexibility to process and sell flowers at different times, rather than being constrained by fixed shipping schedules associated with sea freight.

“

One of the primary benefits of Long Storage is the ability to time the market according to supply and demand dynamics. By holding onto flowers and selling them at a later date when prices are higher, growers can maximize their profits

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However, for Long Storage to be successful, certain requirements must be met, including maintaining high product quality, proper management, and having access to adequate cold storage facilities at the farm. As Van der Ploeg and Van Doorn emphasized, the transition to Long Storage has been embraced by many growers as a pragmatic response to the current challenges facing the industry. Chrysal, along with other industry stakeholders, is actively supporting growers in adopting Long Storage practices by providing technical expertise and logistical assistance. While Sea Freight remains the future of flower transport, the emergence of Long Storage as a viable alternative underscores the resilience and adaptability of the floral industry. By embracing innovative solutions and collaborating across the supply chain, growers and stakeholders are navigating these uncertain times and ensuring the continued availability of fresh blooms to consumers worldwide.□



CHRYSA SERVICES

by Chrysal Africa

- Keeps your roses Botrytis free
- Enhances colours
- Ensures uniform opening
- Prolongs vase life
- Enables for Long Storage

Long storage has always been an interesting option, since the introduction of Chrysal Rose Dip Service in 2019. As sea freight possibilities are under pressure at the moment, we are increasingly offering our customers the option of long storage.

Having more flexibility over selling flowers

Chrysal Long Storage

What we have seen in the recent months is a strong adoption of long storage, whereby roses are stored longer than normal at farms to be shipped by air freight at a later moment than normal. Although the benefit of a cheaper freight option and less carbon emission is not there, in the case of sea freight of flowers, still the advantages - if well managed - outweigh the disadvantages:

- Timing the market following supply and demand; sell at a later date with higher price.
- Reduced need for flushing.
- Avoid waste of flowers that are produced at times of lower demand.
- Sell red roses when there is a market.
- Creating of operational advantages of not processing all flowers at once.
- Lastly, and this is an advantage purely to long storage, having more flexibility over selling flowers, not only today or in 4 weeks (sea freight), but with this option anywhere in between.

The requirements for success remain the same as for sea freight, but with the added requirement of

having good, sufficient and preferably dedicated cold store space at your farm. Input quality of your product remains key. Management of your product and proper timing of sell-date is important. Having a (dedicated) cold store available set at a low temperature is paramount where the climate is constant and stable.



To conclude, many good growers have adopted long storage nowadays in their processes in absence of sea freight, and Chrysal is working with many other growers to support this as well.

Everything is new at Red Lands Roses

Disha Copreaux, the Chief Executive Officer who took the reins of managing the farm since the month of June, 2023 says: “The farm is bigger now, we are at 43 hectares now, so we have switched up. We have added to our teams to increase efficiency in the farm. We have created many more employment opportunities within the Ruiru community, and as such we have many more employees. It is such a big development for us, and we are glad we are giving back to the community in this way”. There have been key changes in the management staff as well. Red Lands Roses has brought in new talents that share in the vision of keeping up with the Spindler Legacy; a new production manager, marketing and business development manager just to mention a few.”

New blocks, new greenhouses, a new cooling system, new management, new offices, new plantings, new technologies and new markets. Many new things are happening at Red Lands Roses as the expansion programme started two years ago gives the farm a fresh look.

Philip Musonye, a manager charged with the responsibility to ensure the new production units fully integrate with the farm's growth strategy took HortiNews for a Red Lands Roses walk and the difference between now and when we were here last (2023) is evident.

Expansive greenhouses some with ready to harvest flowers, some still under construction, others newly planted; all pointed to bustling activities at Red Lands Roses where premium flowers are at different stages of growth, all under hydroponics- the soil-less growing technology adopted by the farm since inception in 1996. Julietta, said to be the farm's signature rose and a favorite of founder Mrs. Isabelle Spindler, and a flower loved by many; Happy Birthday, Lady Ella, Isabelle, Birds

Song, Spasibo Bolchoi, La Mandarina, See You Soon!, Ritual and Wangari Maathai are among the 210 varieties in the grower's stable.

“The expansion has brought the farm to 44 hectares, up from 28 and created new 300 jobs. The greenhouses are automated – they close and open automatically to regulate temperature and humidity by fogging. We have also other levers such as greenhouse fans/ventilators to help in regulation of temperatures and better air circulation all tailored towards achieving optimum desirable climate for our

premium roses”, said Musonye.

At this farm, variety selection activities are carried out periodically to gauge the clients' preferences and reception to the farm's products in line with the customers' needs and taste. Occasions also play an integral role, as the variety to be grown goes hand in hand with specific seasons and what works for their clients. They disclosed to us that Russia and France remain their biggest clients in the market as the demand in the two countries is higher than anywhere else in the world currently. □



NCBA congratulates **Red Lands Roses Plc** on its remarkable expansion. Your dedication to quality and sustainability, evidenced by innovative hydroponic systems and water recycling, is commendable. As you grow with new greenhouses, advanced technologies, and a new rose collection, we celebrate your leadership in the global flowers market. Proud to be your banking partner, we wish you continued success ahead.

For more information on our Agribusiness solutions reach out to Oliver Gitahi on Oliver.gitahi@ncbagroup.com

ncbagroup.com **Go for it**

Regulated by the Central Bank of Kenya



PVC Chemical Wear



Cold Room Wear

Safesol Ltd wishes Red lands Roses

Warmest congratulations on your incredible achievements! You're remarkable. Thank you for giving us the opportunity to partner with you on the supplies of personal protective wears and gears.



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Scholastica Gikonyo, Post-Harvest Manager has worked at the farm for 23 three years and counting.

With Scholastica Gikonyo, post Harvest Manager, Red Lands Roses

By MARGARET OGADA | margaretogada@hortinews.co.ke



The highlight of my work here at the farm is days when set targets are met, for example when an increase in production has been noted.



Tell us about your journey working at Red Lands Roses.

I joined Red Lands Roses in September, 2001. Initially, I had applied for the position of Quality Controller because it had been my designation at my previous job. I was then told that they were not looking to hire for that position at the time. However, there was a position for a Greenhouse Operator. Given my previous experience and even more my desire to work in the flower industry, I took up the offer. Within just three I was promoted to Assistant Supervisor. I worked as a Junior Assistant Supervisor for one year before being promoted to the Senior Assistant Supervisor level which I worked in for five years.

My track record kept speaking for me and before long, I was approached by our then Executive Director, Aldric Spindler. He wanted me to be moved from Production to Post-Harvest.

By this time, I was doing well for myself as an Assistant Head Grower. I was adamant to leave but after much persuasion I moved as Assistant Post-Harvest Manager.

Another farm had been bought around that time, but there was a large margin in terms of quality and quantity as compared to the standards at Red Lands Roses. I was sent over to the new farm where I stayed for three years and massive developments were recorded since I set foot there. Seven months down the line, I was elevated to Pack House Manager.

Red Lands Roses has made big leaps in its expansion. What's new, and how has the expansion impacted operations at the farm?

Our farm has expanded by fifteen hectares. The increase has come with need for more workers. Currently we have 70 people working in the Pack House, and 120 in all the other sections. In just a year after the expansion, our staff in Post-Harvest have increased to 284 from 160. We have staff in senior positions that have worked in the farm for a period going up to twenty years, and going forward we intend to build working relationships with staff we can actually depend on for durations that are just as long. We have been able to create many more employment opportunities especially for people within the Ruiru community, and in turn increasing production. Additionally, we have improved on our staff performance checks to maintain the quality of the work done in the farm.

We have a new cooling system that enables flowers to be kept at the cold store at two to four degrees Celsius for six to 24 hours depending on the sensitivity of the flowers.

What are your best and worst days?

The highlight of my work here at the farm is days when set targets are met, for example when an increase in production has been noted. We measure progress on a daily basis and so for me any positive change means the most. Positive remarks from clients who are overly impressed by our service motivates me to keep doing my very best. One such time when we really caught some clients' eye was the February-March period this year. That was an undoubtedly peak season for us. One other thing that makes my day is bagging high profile clients. My dream is that Red Lands Roses becomes unrivalled globally, and seeing prospective clients of high caliber pay attention to our flowers tells me we are headed in the right direction. We are tapping into markets wider than the European scope, and so far the progress is something to be real proud of. □



Lucille Clement: Finding home in a bed of roses

Meet Lucille, a young, beautiful and vibrant French-born, Kenyan-based lady who has found a whole lot of love in Kenya, a country she now calls home. She welcomes us into her office beaming, and it is the start of a series of impactful conversations and hearty laughter. This is the story of Lucille Clement, Chief Marketing and Business Development Officer at Red Lands Roses flower farm. Let's read on, shall we?

"I was working at the French Embassy. Red Lands Roses used to supply flowers to the embassy for big events. I used to host an annual event that involved wine tasting and building business networks. We held one of these events in June last year, and it was after I gave my vote of thanks that I met Isabelle Spindler, the founder and executive director of Red Lands Roses who was also one of the guests." She begins. She tells us that she had been in the country for two years

and that her contract with the French Embassy was coming to an end. Spindler was particularly impressed by her demeanor and approached her for a marketing role at the flower farm. Initially, Lucille had wanted to renew her contract with the embassy but more interestingly, her heart was pulling towards Red Lands Roses. "I wanted to stay in Kenya. My key goal was to be part of something that empowers women [especially in Africa]. While at the agriculture section at the embassy, I realized that agriculture is a great way for women to achieve economic empowerment...I once did a project on the aquaculture sector in Kenya and it was overly impressive seeing how many women were involved in it."

Lucille goes on to tell us that it took quite a while for her to be adapt to living in the country-compared to the experience she had while living around West Africans in France- given that it took a while for the locals to warm up to her too but as time went by, she finally found her niche. It meant even more to her that she uses her work to paint Africa as a whole in a beautiful light. Red Lands Roses provided the ideal opportunity as it sells luxury flowers, predominantly serving markets in Russia, Eastern and Central Europe. Her goal was to show the world that there is so much more to the continent and that it has got a lot to offer as opposed to the depiction of war, terrorism, hunger and poverty that is put up in the media for the world to believe. She speaks so lovingly of our country, her experience and progress so far living here. Working with Red Lands Roses was everything she dreamt of as she got to work in Africa as she desired, she stepped up career wise and achieving the biggest goal which was creating an impact, in this case women empowerment. □



False Codling Moth; “We have a solution,” says Andermatt Kenya

Since its outbreak in Kenya in 2007, the False Codling Moth has remained one of the most problematic pests in Kenya's fresh produce export sector. Flowers, specifically roses, are increasingly facing interceptions in Europe due to the pest. Last year, the European Union advised it was considering increasing minimum percentage of plant health import inspections from Kenya and Ethiopia, to 25 per cent up from 10 and 5 respectively. The changes are expected to take effect anytime this year. Current reports indicate there is no letup in the headache, but all is not lost according to crop protection experts. CATHERINE RIUNGU interviewed HAMISH KER, CEO Andermatt Kenya, on effective management of the problematic quarantine pest.

Andermatt is a leading biological solutions provider with a range of products, some specific to effective control of FCM in the Kenyan rose, to mitigate the increasing risk associated with this pest for market access. The Swiss top biological pests, diseases and plant nutrition products manufacturer in Europe opened in Kenya five years ago as Andermatt Kenya Limited to serve the country and the Eastern Africa region with natural inputs for safe management of plant problems.

Catherine : Today, Kenyan rose farms are facing increasing threats from FCM with its status as a notifiable pest. Can you advise us why you believe Andermatt Kenya has a solution for the pest?

Hamish: Let me start by giving a background on the long history of the company so you understand why we are confident we have a solution. Andermatt Kenya is a subsidiary of the Andermatt Group, which was founded over 30 years ago by Dr Martin and Dr Isabel Andermatt. Incidentally, the group started with the production of a plant protection product called MADEX, based on baculoviruses to control a specifically challenging pest, the Codling Moth, and this was a great success. Today, as a result, the Andermatt Group is recognized as a global leader in providing such bespoke biological solutions.

Catherine: What is baculovirus, what is Madex, and what is the success you were talking about?

Hamish: Baculovirus is an insect specific virus which is naturally present in the environment. Madex is the first baculovirus product which was

developed by the Andermatt Group. It specifically infects *Cydia pomonella*, the codling moth, a key pest in pome fruit production. The first registration was received in 1988 in Switzerland, where it was

then successfully introduced in organic apple production as at that time there was no effective biological control method for this pest.

Later on, issues with resistance to chemical insecticides created a demand for alternatives in integrated production, where nowadays Madex is an important part of the codling moth control. Since then, Madex products have been registered in over 30 countries worldwide. Besides effective control of codling moth, the main reasons for its worldwide use are protection of beneficial organisms, zero residue production and resistance management



Catherine : What is the Andermatt solution for the FCM and why do you believe in its efficacy?

Hamish: As I have mentioned, the Andermatt Group developed Madex, a target/pest specific baculovirus to manage Codling Moth over 30 years ago and with this success they have over the years developed a number of world leading baculovirus solutions to manage challenging resistant pests such as the FCM. One of the most effective products in this line is CRYPTEX® (*Thaumatotibia leucotreta*) for control of the FCM. It has been proven to be the leading preventative/curative product in multiple crops in Africa including grapes, citrus and avocado to name a few. Following the success of CRYPTEX® in Southern Africa in a range of crops, Andermatt Kenya has successfully registered CRYPTEX® (PCPB (CR) 1969 as the go to product to control FCM in roses, avocado and capsicum.

Cryptex[®]

Reg. No. PCPB(CR)1969.

Cutting edge granulovirus technology for the suppression of False Codling Moth (FCM) on ornamental and horticultural crops.

Andermatt - Leaders in Biostimulant and Biocontrol solutions.

Andermatt's vision for Africa is focused on feeding the continent sustainably, as well as strengthening African economies through the export of high quality, residue-free, healthy food.

As partners of choice, Andermatt delivers the best biorational products, sourced both locally and globally along with expert technical guidance and support.



Healthy Food and Healthy Environment, for all



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Cryptex[®] contains *Cryptophlebia / Thaumatotibia leucotreta* Granulovirus (CrleGV). Reg. No. PCPB(CR)1969. Andermatt Kenya Limited. Address: Two Lakes Business Park, Moi South Lake Road, Naivasha, Kenya. Reg. No. PVT-GYU2RYX.



In addition to CRYPTEX® we have Thuricide®H.P (PCPB (CR) 0105) a bioinsecticide containing spores of Bacillus thuringiensis (Bt) sub species Kurstaki, a spore forming bacterium which produces crystals of protein Endotoxin. The Endotoxin is specifically toxic to many lepidopteran(caterpillar) larvae including the FCM.

Lastly we have Eco-Bb (PCPB (CR) 2308) a broad spectrum contact bioinsecticide containing spores of fungi Beauveria bassiana which has proven to be effective at controlling a broad range of critical roses pests from thrips, red spider mites, mealybugs and FCM.

For more detail on the specific modes of action please visit Andermatt Africa website and look up our product range.

Catherine: You have talked us through the solutions but how can rose farmers be confident that these products will firstly control the current FCM pressure as well as future outbreaks ?

Hamish: These products have been tested for their efficacy both in the registration process as well as commercially on a number of farms in Kenya, and based on their recorded efficacy we are confident they provide both an effective as well as environmentally sound solution to these all important pests.

Catherine : What other challenges to do you see in managing FCM and what can the industry do collectively to insure this pest does not continue to threaten the industry in Kenya ?

Hamish: The KEY challenge is to have a joint approach to managing this pest from all sectors in the agri industry as it affects not only roses but also other export crops such as avocado and capsicum - we need to have a national focus on this pest in order to manage/contain the population especially in and around key farming areas to ensure the pest is not breeding/multiplying in areas/farms adjacent to KEY commercial export farms/crops - FCM pest is not about managing it individually as a farm but collectively as interceptions impact the status of Kenya as a whole so we must join hands as the fresh produce industry and put in place measures to control this pest in a consistent manner and not wait for flare ups/outbreaks which in a number of cases is too late, leading to interceptions in Europe - I am confident if farms/Agricultural sector put in place control measures and consistent preventative programmes we will see a significant reduction in this pest avoiding further escalation of the same in our valued export markets.



Catherine: Hamish we have talked of the FCM challenge to roses but is FCM a wider risk to Kenyan export industry - I understand FCM also affects avocado and chilli?

Hamish: Yes as I stated earlier it also effects avocado as well as capsicum - so we need to ensure we control this pest not only in roses but in all other crops susceptible to FCM attack, which potentially can be impacted given the export status of this pest.

Catherine : Further to biological control of FCM in roses do you see biological solutions providing Rose/flower farmers with both practical and sustainable answers to the future of cut flower production as we see the global market moving towards a greener world ?

Hamish: Good question! There are multiple biological solutions to improve farmers returns as well as simultaneously reduce their impact on the environment - as Andermatt we look to nature to provide real answers and given that nature gave rise to the pest/disease challenges it will also be the one to provide the solution to balance/correct the same but in a sustainable way - we focus on first and foremost on plant nutrition and this begins with a healthy foundation of roots and soil (media) - if we take care of the nutrition/health of the crop in a truly holistic way we will grow crops which are far more resilient and productive but also in a way that is more cost effective for the farmer and grow produce which is based on the Andermatt Ethos of "Healthy Food, Healthy Environment, for all"

Catherine : Parting shot?

Hamish: We have a demo farm in Naivasha, and welcome farmers, crop protection and nutrition practioners; agriculture students and other interested stakeholders to visit and see a practical approach to nature's solutions to nature's challenges by Andermatt. Seeing is believing! ☺



For more details on the specific modes of action please visit Andermatt Africa website and look up our product range <https://andermattafrica.com>



The Life beneath our feet

An intricate web of life lies beneath our feet that is often overlooked but plays a crucial role in shaping the health and fertility of our planet. Soil microbiology is of paramount importance in understanding the intricate relationships that exist between plants, soil, and the environment. The dynamic interplay of these microscopic organisms contributes significantly to soil fertility, nutrient cycling, plant growth, and overall ecosystem health.

So, why is soil microbiology so important and how does it impact sustainable agriculture?

The Microbial Tapestry of Soil

A healthy soil teems with an astonishing diversity of microorganisms, including bacteria, fungi, protozoa, viruses, and archaea. As the saying goes, "One teaspoon of soil contains more living organisms than there are people on Earth". These microorganisms interact with one another and their environment in complex ways, forming a symbiotic network known as the soil food web. Each plays a unique role, and their combined activities have far-reaching effects on the soil ecosystem.

Nutrient Cycling and Decomposition

Many of our soils are imbalanced, excessively acidic, and poorly aerated. Common management practices take everything out of our fields, including all crop residues. This leads to a poor environment which suppresses biological activity.



Soil microorganisms interact with one another and their environment in complex ways, forming a symbiotic network known as the soil food web. Image from soilsolutions.org



Many of our soils are imbalanced, excessively acidic, and poorly aerated. Common management practices take everything out of our fields, including all crop residues.



When calcium, magnesium, and potassium levels are balanced, pH levels corrected, and organic matter increased, we can build up our soil biology, which will in turn unlock our soils so that the soil can feed our crops.

Bacteria and fungi break down complex organic matter, such as dead plant material and animal waste. This process releases and mineralizes plant nutrients such as nitrogen, phosphorus, and potassium, into simpler forms that can be readily absorbed by plants. Without the microbial decomposers, organic matter accumulates, and nutrients remain unavailable to plants and crops. Unlocking this soil life can reduce our fertilizer rates resulting in cost savings while improving our quantity and quality of yield.

Symbiotic Relationships

Certain microorganisms establish symbiotic relationships with plants, forming mutually beneficial partnerships. A prime example is the

mycorrhizal fungi forming intricate networks around plant roots, extending the plant's effective root superficial area, and extending its reach for nutrients and water in exchange for carbohydrates produced by the plant through photosynthesis. This symbiosis enhances nutrient uptake, improving plant resilience to stress, leading to healthier and more productive crops.

Disease Suppression

Increasing the biological diversity of the soil allows us to control soil-borne disease pathogens from dominating the soil environment by direct competition for food sources. Some bacteria and fungi are natural antagonists of plant pathogens. This biological control can reduce the reliance on synthetic pesticides, promoting sustainable agricultural practices and minimising the ecological impact of chemical interventions. One of the impacts of chemical interventions is the destruction of microbiological life itself. The use of fungicides in the control of downy mildew for example, not only suppresses the harmful fungi, it also destroys the beneficial fungi, compromising the health of the soil.

Soil Structure and Carbon Sequestration

Bacteria produce a sticky substance called exopolysaccharides, fungal hyphae and spores of mycorrhizal fungi produce glomalin, a glycoprotein which acts as a natural glue. All these exudates help bind soil particles together, forming stable aggregates, the basis of good soil structure. Soil structure is essential for creating a network of interconnected pores – i.e. improving porosity – that enhance water infiltration, water holding capacity, root penetration, air movement, and nutrient retention. Good soil structure ensures optimal conditions for plant growth and reduces the risk of soil compaction and loss of fertility through erosion.

Furthermore, fungal hyphae create a vast network that enhances soil structure and increases its ability to store carbon. For every 1% organic matter that you build up in your soils, you can hold approximately 48 cubes more water for your crop, greatly reducing irrigation and whilst greatly increasing crop tolerance to drought.



Ectomycorrhizal mycelium (white) associated to *Picea glauca* roots (brown) – From Wikimedia Commons



Soil health practices promote soil biodiversity, reduce soil erosion, conserve water, and minimise the need for synthetic inputs, ultimately leading to more resilient and productive farming systems.

Promoting Sustainable Agriculture

Understanding the importance of soil microbiology is crucial for promoting sustainable agricultural practices. We can advise you on how to harness the power of beneficial microorganisms, through the adoption of techniques such as cover cropping, crop rotation, and composting to balance your soils, enhance soil health and fertility. These practices promote biodiversity, reduce soil erosion, conserve water, and minimise the need for synthetic inputs, ultimately leading to more resilient and productive farming systems.

We can advise you on how to “turn your soil on”. Building healthy soil through the adoption of our biological farming system approach will reduce your reliance on increasingly expensive inputs and result in a highly sustainable and profitable farming operation producing higher quality, nutrient dense products. These offer better nutrition for consumers allowing growers to demand better prices.

Soil microbiology is a fascinating realm that holds the key to sustainable agriculture and ecosystem health. The intricate interactions between microorganisms and their environment influence soil fertility, nutrient cycling, disease suppression, and carbon sequestration. By acknowledging and harnessing the power of soil microbiology, we can pave the way for environmentally friendly agricultural practices that nourish both our planet and future generations. □



Controlling False Codling Moth (FCM) with Delegate 250 Wg

Biology of the FCM

The False Codling Moth, *Thaumatotibia leucotreta*, is a highly polyphagous pest, feeding on more than 50 plant species, mostly crops of economic importance. The pest has been spotted on export crops such as *Capsicum* spp, *Citrus* spp and *Rosa* spp. In the recent past the pest has become an increasingly important pest, necessitating more attention from a pest management point of view.

False Codling Moth (FCM) is a nocturnal pest with 1.25cm-2cm wings and colour variation. The eggs of FCM are laid singly or in small groups on the surface of the flower buds and the tender parts of the plants. Eggs are difficult to detect because they are flat and take same colour with the substrate. The pest has a 30-174 days lifecycle and can produce 2 to 10 generations in a year laying up to 800 eggs depending on multiple factors including temperature, food availability and quality, and humidity. Eggs hatch into larvae in 20-22 days. At maturity, the larvae exit from the fruit or flower buds and drop on the ground.

The stage likely to be detected during inspection is the larva, while in the field adult stages can be detected on traps. Larval stages are internal feeder in flower buds in the case of Roses. The larval stages are visually detected by use of a hand lens, usually done by looking out for symptomatic buds, which when opened small holes are observed in the bud where the larva has penetrated and exited the bud. Frass can also be observed protruding from the hole, larvae may migrate to the centre of the bud. The pupae then undergoes a metamorphosis to winged adults and the cycle restarts.



Pest management,

Cultural method:

- Remove all the unwanted affected plant parts.
- Keep the beds clean, free of plant debris. This would limit chances of Pupa stages hiding.
- Remove crown galls.

Biological method:

- Attract and Kill by use of pheromones
- Mating disruptors if available.

Chemical method:

Solution from Corteva Agriscience
Delegate 250 WG

DELEGATE 250 WG is the first registered FCM product on flowers in the market. The new kid on the block has a long heritage focused on offering complete solutions to the growers. The aim is to enrich the lives of producers and consumers, ensuring progress for generations to come. DELEGATE 250 WG is an insecticide belonging to the Spinosyns



Delegate™ 250 WG
Jemvelva™ active

INSECTICIDE



UNMATCHED PROTECTION

Quick knockdown activity on:

Thrips, False Codling Moth (FCM) & other Caterpillars in Ornamentals.

Active Ingredient: Jemvelva (Spinetoram) 250g/Kg

Application Rate: 150g/Ha

Corteva Agriscience™

Keystone Park, Block B, 3rd Floor, Riverside Drive
P.O. Box 53384 - 00200, Nairobi Kenya
Tel: + 254 709 142 000

For more information call: 0723 771 666

class and to Group 5 mode of action classification. DELEGATE 250 WG has improved potency at target site, improved residual control, improved translaminar activity and penetration through the plant cuticle, increased activity at the target site and is more stable in sunlight. It provides broad spectrum activity on key pests from Lepidoptera, Thysanoptera, Diptera and Coleoptera and other pests such as Pear Psylla and Asian Citrus Psyllid. It is also effective on whiteflies nymphs and has ovi-larvicidal activity when sprayed on eggs.

Due to its improved rain-fastness and photo-stability property with no breakdown in sunlight, the product has better weather resilience. It delivers exceptional, fast-acting activity within minutes to hours with a fast knockdown on contact toxicity. DELEGATE 250 WG is a unique product that is highly active at the target site in the pest's nervous system causing paralysis within minutes its effective through ingestion and contact making it difficult for the target pest to escape the activity of the product.

DELEGATE 250 WG with low impact on beneficial arthropods making it compatible with IPM programs. Its short environmental persistence and greater ingestion versus contact activity minimises impact on natural enemies. It has minimal impact on pollinators once the spray deposit has dried up. It is practically non-toxic to honeybees when spray has dried up. DELEGATE 250 WG is safe with minimal risk (if any) to predatory lacewings, ladybird beetles, predatory mites, and parasitic wasps.

Moreover, it is a valuable tool in resistance management, it has shown no cross resistance within existing chemistries of the IRAC groups.”

With no phytotoxicity, no varietal sensitivity observed making it a suitable partner to be a mixed with most adjuvants when necessary, in addition to being compatible with commonly used Fungicides, Insecticides and Foliar Fertilizers.



The product won Presidential Green Chemistry awards in the USA, as well as AGROW award as Best New Crop Protection Product. It is also classified by EPA as a reduced risk pesticide. If properly utilised, DELEGATE 250 WG has the potential of further cementing Kenya's position as the leading flower exporter to the European markets.

To reduce the potential for resistance development we recommend alternation of DELEGATE 250WG with different Mode of Action actives recommended against control of FCM.

Pictorial: Breeders open days 2024



DIRECTORY

ORGANIZATION	PRODUCTS	CONTACT PERSON	PHONE	EMAIL
Adonai Flower Limited	Flowers		0718278616	nairobbyflowers@Gmail.com
Africalla (K) Limited	Flowers	Rob Holtrop	066-76453	sales@Africalla.com
AIB Petals Ltd	Flowers		0798888977	info@Aibpetala.com
Annak Limited	Flowers	Mrs. Mwendu	0724955232	mwende@Mandaorchids.co.ke
Aurum Roses	Flowers	Anne Mbuthia	0756778823	anne@Aurumroses.com
Azalea Blooms Ltd	Flowers	Saskia Sighh	0736364155	info@AzaleabloomsLtd.com
Benev Flora Ltd	Flowers	John Ndungu	0722318793	johnndungu@Benevflora.co.ke
Benyama Supplies Ltd	Flowers			
Best Harvest Farm Produce Suppliers Ltd	Flowers		0716617840	
Big Flowers Plc	Flowers	Mr.sunny	+971564142431	trade@Btfgroup.com
Bliss Flora	Flowers	Mr. Shivaji Wagh	0704501932	appachu7@Yahoo.com
Black Tulip Group Ltd	Flowers	Mohan Choudhery	0789999924	trade@Btfgroup.com
Bloomingdale Roses Ltd	Flower	Riya Bunty Shah	0722514931	riya@Bloomingdaleroses.com
Bohemian Flowers Ltd	Flowers	Bharat Kumar	0722209600	
Bonelflora Limited	Flowers			
Bos Flowers Limited	Flowers			
Broban Export & Import Agencies	Flowers	Obango	0722317932	obango@Brobanflower.co.ke
Buchati Gambier Blooms Limited	Flowers		0723840820	bgambier@Gmail.com
Buchero Enterprises Limited	Flowers			bucheroenterpriseskenya@Gmail.com
Canopy Farms	Flowers			canopyfarms.maine@Gmail.com
Cartesia Bloom International	Flowers			
Castelig Freight Trading Ltd	Flowers		0791646717	info@Casteligfreight.com
Cedar Wood Properties	Flowers			
Celie Blooms Ltd	Flowers		0722731763	
Cenacle Kenya Ltd	Flowers	Bonny	0722465674	bonny@Cenaclekenya.co.ke
Chalvin Far Fresh Ltd	Flowers		0713717971	sale@Chalvinfarm.co.ke
Cheche Flora Ltd	Flowers	Wangari	0721110217	Wangaricate07@Gmail.com
Clenton Enterprises	Flowers			
Clove Flower And Fruit Ltd	Flowers		0720793331	
Coming Up Roses Ltd	Flowers		0750009009	cominguproseskenya@Gmail.com
Cultural Horticrop Ltd	Flowers		0714536937	www.culturalhorticrop.com
Daleflora Limited	Flowers	Ms. Jennifer	0722206555	
Dasev Flowers Limited	Flowers			
Delight Flora Ltd	Flowers		0113213752	sales@Floradelightkenya.com
Demaru Limited	Flowers			info.@Demarulimited.com
Dhamiri Limited	Flowers			
Driplets Limited	Flowers		0722316282	info@Dripletsflowers.com
Dutch Flower Group Kenya Limited	Flowers		+31297389389	info@Dfg.nl
Eco Roses Limited	Flowers	Madhukar Bhalerao	0799555440	mbhalerao.eco@Btfgroup.com
Elegant Blossoms	Flowers	Paul Muli	0724004502	paul@Elegantblossoms.co.ke
Mount Elgon Collection	Flowers	Channa Van Der Spek	0610472528	channa@Rosehandling.com
Equinox Horticulture Ltd	Flowers	Mr. Tom Lawrence	0722312577	tom@Equinoxflowers.com
European African Trade Ltd	Flowers			
Exavier Fresh Exotics Ltd	Flowers			
Fair Flora Ltd	Flowers			info@Fair-Flora
Fairy Flowers Kenya	Flowers		020888999	info@Lathyflora.com
Farmco Fresh Limited	Flowers			
Fenmolt Flowers	Flowers	Sarah Mwangi	0717720844	sarah@Fenmoltflowers.com
Fides Kenya Ltd	Flowers	Mr. Francis Mwangi	06830776	info@Fideskenya.com

Fina Flora Ltd	Flowers		0728604555	info2finaflora.com
Flawless Flowers International Limited	Flowers	Susan Kuria	0734964031	kevin@Flawlessempiredltd.com
Floralchain Africa Limited	Flowers			info@Floralchain.app
Flora Lead Enterprises	Flowers			
Floramarket Kenya Ltd	Flowers		07204184546	sira@Bidii.com
Flora Ola Limited	Flowers	Lucas Choi	0721832710	lucas.choi@Floraola.co.ke
Floriken Blooms	Flowers	Elizabeth Muasya	0724306279	florikembloom@Gmail.com
Flower Cliq	Flower	Shabistan Khan	0736255477	info@Flowercliq.com
Gabbana Fresh	Flowers			
Galaxy Flowers Limited	Flowers	Tatyasaheb Zipare	0722711791	galaxyflowers@Yahoo.com
Golden Slate Limited	Flowers			
Golden Swift Ltd	Flowers		0114409522	info@Goldenswift-Ltd.com
Gos Limited	Flowers		0722203359	info@Globalgos.com
Greenbrook Fresh Products Ltd	Flowers	Kevin	0721665603	
Greystone Commodities Ltd	Flowers	Mr. Silas Mbaabu	0722312316	silas.mbaabu@Greystones.co.ke
Groove Limited	Flowers	Mr. Mark	0726116780	groovekenya@Gmail.com
Mark@Grooveflowers.com				
Hanna Roses Ltd	Flowers		0754200200	info@Hannaroses.com
Henat Enterprises Limited	Flowers		0722205044	sales@Henatflowers.com
Heritage Flowers Ltd	Flowers			
Herany Flora Kenya	Flower		0711638506	heranyflora@Gmail.com
Holio Growers	Flowers	Esther Simon	0741845388	
Hombe Flowers Investments Ltd	Flowers			
Horaizo Blooms Limited	Flowers	George Kamunge	0719112962	horaizobloom25@Gmail.com
Hortech	Flowers	Aiyappa Kushalappa	0738461111	aiyappa@Hortech.biz
Hub Imports And Exports Limited	Flowers		0723852512	sales@Hubimportsandexport.com
Hybrid Agricultural Support Ltd	Flowers	Philip Kuria	0114954222	hybrid@Hybridagrisupport.com
Imani Flowers Ltd	Flowers	Roy Gachoki	0724629897	roy@Imaniflowers.co.ke
Interlinkflowers (K) Ltd	Flowers			
Isinya Roses Limited	Flowers	Mr. Rajesh P. Dave	0721403175	info@Isinyaroses.com
James Finlay Kenya Limited	Flowers		0722202365	info@Finlay.co.ke
Jan Spek Rozen	Flower	Steve Outram	0733609863	steve@Rozen.com.www.rozen.com
Jasm Trading Limited	Flowers			
Jatony Flowers	Flowers			
Johari Flowers Limited	Flowers		0782495500	info@Johari-Flowers.com
Jowa Blooms	Flowers		0711746765	bloomsjowa@Yahoo.com
Karwiz Floral	Flowers		0743607821	info.karwizfloral@Gmail.com
Kenfloraa Ltd	Flowers	Mr. Allem Abdul	0206761198	info@Kenflora .Com
Kensalt Limited	Flowers		0720905611	info@Kensalt.co.ke
Kentalya Ltd	Flowers	Mrs. Linet	0733549773	lynette@Kentalya.com
Kenya Cuttings Ltd	Flowers	Mr. Martin Kolvenbach	0602-2030280/81	kolvenbach@Sygenta.com
Kikwetu				
Kiki Flowers (K) Ltd	Flowers	Mercy Ndumba	0718366974	kikiflowers2018@Gmail.com
Sales@Kikiflowers.com				
Kisementi Oak Farm Ltd	Flowers			
Knet Flowers Ltd	Flowers		0720693370	info@K-Netflowers.co.ke
Kr Farms Limited	Flowers		0722627375	krfarmlimited@Gmail.com
Kranian Farms	Flowers	Rachel Muturi	0701640801	rachel@Kranianfarms.com
Lamiflora Ltd	Flowers	Mary	0757629613	mary@Lamiflora.co.ke
Lathyflora K Ltd	Flowers		0722455996	t.nannes@Planet.nl
Lauren Fresh Limited	Flowers			

Laurel Investment Ltd	Flowers	Lydia Macharia	0720483502	marketing@Fairtradeafrica.net
Lauren International Flowers Limited	Flowers	Mr. Chris Ogutu	0722783598	laurenflowers@Access.co.ke
Legrane Limited	Flowers		0741024455	marketing@Legrane.com
Lenara Belle Limited	Flowers		0785145507	lenarabelle@Gmail.com
Lolomarik Ltd	Flowers	Mr. Simon	0722206173	simon@Lolomarik.com
Info@Lolomarik.com				
Maaskant Flowers Ltd	Flowers	Hanna Mwangi	0722915595	maaskantflower@Gmail.com
Manuchar Kenya Limited		Evalyne Wambui	0796672670	evalyne.wambui@Manuchar.com
Merest Flowers Ltd	Flowers		0725869017	saleske@Merestflowers.co.ke
Merybery Trading Company Limited	Flowers		0725412429	marketing@Meryberytradingcompany.com
Mevrose Exports Ltd	Flowers			
Mikom Flowers	Flowers			
Milush Enterprises Ltd	Flowers			
Milele Flowers	Flowers	John Kimani	0712370192	john@Mileleflowers.com
Molo South Buds Limited	Flowers		0705400400	
Mount Kenya Alstroemeria Ltd	Flowers	Miriam	0716162671	miriam@Mountkenyaalstromerialtd
Moriah Growers	Flowers	Eric Muthi	0716582000	moriahgrowerskenya@Gmail.com
Mp Flowers Kenya Ltd	Flowers			mpflower@Comcast.net
Mt. Kenya Sprouts Ltd	Flowers	Alice Muthoni	0700294440	muthoni@Mtkenyasprouts.com
Multi Grow Investments	Flowers		0724977259	info@Multigrow.com
5Growers09@Gmail.com				
Mumiflora Limited	Flowers	Lucy	0740383695	barakaroses@Gmail.com
Sales@Barakaroses.com				
Murara Plants Limited	Flowers		0780625253	murara@Muraraplants.co.ke
Mwihoko Flowers	Flowers			
Nathe Enterprises Limited	Flowers	Mr. JT Njoka	0722115598	jtnjoka@Gmail.com
Pkemei99@Hotmail.com				
Neat Logistics Limited	Flowers			
Neptune Flowers Agencies	Flowers		0722808385	sales@Neptuneflowers.com
Ninth Avenue Limited	Flowers	Reginah Gathoni	0705424147	regina@Ninthavenueltd.com
Nirp East Africa Ltd	Flowers	Alessandro Ghione	0724264653	info.ke@Nirpinternational.com
Ole Engai Growers	Flowers	Akshay Haria	0724352515	a.haria@Oleengai.com
Olij Kenya Propagation Ltd	Flowers		020888999	info@Olijkenya.com
Ol-Njorowa Ltd	Flowers	Mr. P. Isaiah	0202722584	info@Olnjorowa.com
Panda Flowers Limited	Flowers	Mr. Richard	05050046/50198	richard@Pandaflowers.co.ke
Penta Tancom Ltd T/A Penta Flowers	Flowers	Mr. Tom Ochieng	06752136	penta@Kenyaweb.com
Philiam Group Cargo Limited	Flowers			servise@Nbd.ltd
Phinna Flowers Ltd	Flowers	Mrs. Ruth Thuo	0723582436	phinnaflowers2014@Gmail.com
Pigeon Blooms Limited	Flowers			
PJ Dave	Flower	Hillary	0719324853	marketing@Pjdave.com
Pollen Sygenta Limited	Flowers	Mr. Daniel Kisavi	06725056	info.pollen@Sygenta.com
Pollyfleur Ltd	Flowers		0726680095	sales@Pollyfleur.com
Prime Flora Ltd	Flowers	Mr. Moses	0722977214	moses@Primefloraltd.co.ke
Precise Flowers Ltd	Flowers		0720287411	info@Preciseflower.co.ke
Primaflora Limited	Flowers		020311678	paul@Primaflora.co.uk
Pro-Root	Flowers	Julias	0722200890	
Q-Star Farms Limited	Flowers			
Rainbow Bouquets Limited	Flowers			
Range Farm	Flowers	Connie Muneo	0780716110	xxportsranges@Gmail.com
Rebby Touch Flowers	Flowers		0721634110	rebbytouchflowers@Yahoo.com
Rhema Agro Ltd	Flowers	Caren Obuya	0725302105	sales@Rhemaflowerltd.com
Rhino Floriculture Limited	Flowers			
Rimi Flora Limited	Flowers		0722357678	info@Rimiflora.com

Romade Produce	Flowers			
Rosa Park Flowers	Flowers			
Royal Deep Dreams Limited	Flowers			
Royal Floraholland Kenya Limited	Flowers		0740887502	contact@Nlbh.ke
Royal\$Fresh Limited	Flowers		0732657227	remboflowerskenya@Gmail.com
Rembo Flowers	Flowers			
Rift Valley Roses(K) Ltd	Flowers		0721216026	info@Riftvalleyroses.com
Fm@Riftvalleyroses.co.ke				
Simbi Roses	Flowers	Mr. Jefferson K. Karue	06744292, 0202042203	simbi@Sansora.co.ke
Simona Flowers Limited	Flowers		0740800026	simonaflowers74@Gmail.com
Slikweid Kenya Limited	Flowers		+31628209841	info@Slikweid.nl
Sojanmi Springfields Ltd	Flowers			
Sololo Agriculture Limited	Flowers		0721602130	
Soloplant Kenya Limited	Flowers	Mr. Hagai	0202017448	hagai@Soloplant.co.ke
Sosiani Flowers Limited	Flowers			
Sq Flora Ltd	Flowers			
Stokman Rozen Kenya Limited	Flowers	Mr. James Hutchings	0720604000	info@Srk.co.ke
Sunfloritech Limited	Flowers		0721937455	trade@Btfgroup.com
Supreme Floral Ltd	Flowers		0727233485	supremefloraltd@Gmail.com
Sabwani Flowers Limited	Flowers		0721176070	sabwaniflowers@Gmail.com
Sand Pro Growers Ltd	Flowers		0758434343	info@Sandprogrowers.com
Saruni Blossoms	Flowers			
Savanna Flowers Plc	Flowers	Peter Barker	0740103609	info@Savannaflowers.com
Selecta Kenya	Flowers			
Shalimar Flowers Kenya Limited	Flowers	Mrs. Elizabeth Wahogo	0738391832	elizabethw@Eaga.co.ke
Sierra Flora Limited	Flowers			hello@Sierraflora.com
Tambuzi Ltd	Flowers		0790539344	info@Tambuzi.co.ke
Terrasol Kenya Limited	Flowers	Mr. Sjaak Nannes	0722387943	info@Terralsolkenya.com
The Flower Patch Ltd	Flowers			
The Flower People Limited	Flowers	Jane	0702545524	jane@Theflowerpeople.co.ke
The Flower Source	Flowers			
Tripple F Agencies	Flowers	Amos	0735405982	sales@Fagencies.co.ke
Tulaga Flowers Limited	Flowers	Esther Kamau	0708350122	marketing@Fairtradeafrica.net
Twee Flowers	Flowers			
Two Chiefs	Flowers	Waiyaki Ngugi	0714194720	waiyakit2ctfloral.com
Tambuzi Ltd	Flowers	Tim Hobbs	0722881707	info@Tambuzi.co.ke
Timaflor Ltd	Flowers	Mr. Julias Kinoti	06241263	timaflor@Wananchi.com
Tropiken Blooms Ltd	Flowers		0714805872	info@Tropikenblooms.co.ke
Ultra Flo Ltd	Flowers		0720858465	info@Ultraflo.biz
Uniflora Services Limited	Flowers		0721957949	uniflowerandplants@Gmail.com
United Selections Kenya Ltd	Flowers		0203566135	
Valentinegrowers Co.ltd	Flowers	Alex Maina	0202020585	alex.maina@Valentinegrowers.com
Van Den Berg Limited	Flowers	Loek Van Adrichem	+31631791898	loek@Bergroses.com
Victoria Dale Flowers	Flowers			
Wermort Industries Ltd	Flowers		0733723258	info@Wermortflowers.co.ke
White Valley General Merchant	Flowers	Margaret	0722486225	info@Whitevalley.co.ke
Wilfay Investment Ltd	Flowers		0203874477	wdkiboro@Gmail.com
Xpressions Flora Ltd	Flowers	Mr. M Rasam	0202312888	info@Xflora.net
Zamzam Flowers	Flowers			
Zeeflora Ltd	Flower	Shaban Kurji	0724493344	shabankurji@Zeeflora.com
Zedgee Flowers Ltd	Flowers			
Zedgee Ltd	Flowers			



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Congratulations to Marginpar from Osho Chemical Industries Ltd on the momentous occasion of celebrating 35 years of excellence in the floral industry! Your steadfast commitment to innovation and sustainability, as evident from your diverse range of sustainably produced flowers, is truly commendable. From your dedication to fair trade practices to your continuous efforts in reducing environmental impact, Marginpar sets a remarkable standard for ethical business practices that inspire us all.

As we reflect on the remarkable journey of Marginpar, it's evident that your passion for floral innovation has not only shaped your company but has also enriched communities and ecosystems around the world. Your commitment to quality, coupled with a vision for a greener future, exemplifies the values we admire and strive for at Osho Chemical Industries Ltd.

Furthermore, Marginpar's implementation of the Japanese method of working, "Kaizen" or "Hamuka", underscores your commitment to organizational culture centered on trust and continuous improvement. This approach, which values people and fosters a culture of trust, aligns with our shared belief in the importance of empowering individuals to grow and thrive within their roles. Here's to Marginpar's remarkable achievements over the past 35 years and to the continued success and positive impact you'll undoubtedly bring in the years to come.



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