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HortiNews

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**Mercy Mwende,
Tharaka Nithi**



**Elisha Lang'at,
Bomet**



**Stanley Kimalael
Boor, Uasin Gishu**



**Cyrus Nyakundi,
Kisii**

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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. Floralife 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 Netherlands / Nederland
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NL-2693 BC 's-Gravenzande
tel +31 (0)174 440 904

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

Kenya
Off Mombasa Road
KE-Nairobi
tel + 254 (0)20 25 16 265

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Oserian Flowers sponsored Hilltop Primary School Kenya Certificate of Primary Education examination top scorer Deborah Kerubo escorted by Principal Linda Amisi (Left) gets a congratulatory bouquet from Head of Human Resources Mary Kinyua (Right) at the farm pack house in Naivasha. She scored 402 marks, the first time a student from the school has hit 403

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26 Farmers want passion fruit elevated to a major crop

EDITORIAL TEAM

Arim Ogolla - USAID-KAVES
Catherine Riungu -HortiNews
Jane Ngige - Kenya Flower Council
Lusike Wasilwa - KALRO

MANAGING EDITOR

Catherine Riungu

CONSULTING EDITOR

Gatu Mbaria

WRITERS

John Kihia- Floralife Africa
Joyce Kimani - HortiNews
Nelson Maina- Elgon Kenya
Caroline Gikunda
Faith Rono
Bob Koigi
Beth Ngugi

MARKETING

Musyimi Ireri

PHOTOGRAPHY

Allan Muturi
Anita Nkirete
Katherine Karambu - KAVES Fintrac

DESIGN

Samuel Irungu

|| HORTISPOT ||

The award scheme commenced at a time when challenges affecting farming had worsened in Kenya



Five years later, farmers' award scheme still creating celebrities who inspire

Kenya is now commemorating the fifth anniversary of the National Farmers Award Scheme that started off with some 8,000 entries. Besides becoming one of the most important agricultural events in the country, the scheme has brought about a positive revolution in the agriculture sector.

The scheme was a God-send as it commenced at a time when challenges affecting farming had worsened especially within the backdrop of climate change and the attendant unpredictable variations in the weather. As detailed in the magazine, many Kenyan farmers have capitalized on the fete to showcase their farming techniques and products. As a result, the entries have more than tripled which has, in turn, made the competition very stiff. The winners -who have come from a diversity of counties with some hailing from far-off places such as North Eastern region and Mombasa County-, are now celebrities in their own right. Many have now become models or living examples of how farming ought to be conducted especially by smallholder farmers. And as Nelson Maina, Elgon Kenya's Communication Manager, says, the award schemes has had a transformative effect and is consequently raising Kenya's ability to feed itself.

In their quest to capture increasingly sensitive markets abroad, horticulture farmers are resulting to integrated pest management schemes. To address this need, companies have not only come up with environmentally-friendly solutions, but are also joining hands to lobby for the same. Indeed, four companies, Real IPM, Dudutech, Koppert Kenya and Kenya Biologics, have formed an umbrella body -the International Bio-control Manufacturers Association- as the voice of green voices in the horticulture industry.

We also bring the reader's attention to an initiative by a staff member of the Narok County Government who has been turning pastoralists into food producers by offering them free land. Kudos goes to Maison Ole Sasai who has freely opened up his farm to the pastoralists interested in growing crops. Following this philanthropic act, the Eor- Ekule town in the County, now boasts of towering bananas and succulent tomatoes that conspicuously stand on the 20-acre farm. This is not only bringing about a shift in the age-old pastoral practices among the Maasai, but has also tripled household incomes and boosted food security in the area. It is also an example to be emulated in other dryland where pastoralists have been suffering from dwindling pasture and water, occasioned by failed rains. If adopted widely, this can also address rising incidences of conflict over pasture, water and other resources.

Oserian Development Company Limited has shown that it is also part of the solutions to problems affecting pastoralists in the country. The company has rolled out a project that is now making available a superior pedigree ram that is a crossbreed between a dorper imported from South Africa and local Masaai ewes. This initiative is transforming the lives of local communities who earn more than double from the new breeds while improving on the inferior breeds that are susceptible to diseases and attract low market prices.

Within these pages too, is a story about the Naivasha-based company, Plantech, that has been germinating seeds for farmers through an automated unit, the only one of its kind in East Africa. As a result, the company has made seed germination easier and disease-free -a welcome relief to millions of smallholder farmers across the country. Farmers will no longer have to rely on the manual germination of seed which tend to be of poor quality with a lot of them not growing to maturity.

I am inviting all to sample many more interesting stories offering hands-on information that can be used especially horticulture farmers to convert farming into a profitable, worthwhile occupation.

We wish you a merry Christmas and a happy prosperous 2018

Catherine Riungu

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

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KARURI VENTURES LTD

Nature Hse 3rd Floor, Suite 522,
Tom Mboya St. P O Box 1066 - 00518 Nairobi,
Tel: + 254 722848970, +254 710 628 440
horticulturalnews@gmail.com
news@hortinews.co.ke



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Embrace technology in potato production

Under the USAID funded Feed the Future Programme that is being implemented in Kenya through the Kenya Agricultural Value Chains Enterprises, we ventured into potato to increase productivity and income for smallholders as part of our target of assisting about 500,000 farmers to improve incomes across selected agricultural value chains in five years. We picked the potato from our value chains studies which indicate the tuber is big from the beginning to the end of the chain and positioned as food security crop number two in Kenya after maize and mainly grown by smallholders.

Kenya is dependent on maize which has been attacked by various pests and diseases threatening the country's food security. An attack by Maize Lethal Necrosis disease and lately army worms forced a shift to alternatives and potatoes were a natural choice together with bananas and sorghum among other crops as alternatives.

A cost benefit analysis shows there is money to be made in potato farming. However, the potato value chain is encumbered in problems from start to finish. Studies show that seed, storage, agronomy, market systems, consumption and everything else about potato is loaded with challenges amidst a huge potential to create a robust sector like it is in Europe where they eat potatoes all the time either as roast, boiled, fried and more.

However, a lot has been done towards sorting these problems to increase productivity, the most notable being availability of a wider selection of varieties but we are still far. Top hotels are still importing frozen chips due to



Dr Steve New

lack of suitable varieties with the right texture, shape and taste. The Potato National Potato Council of Kenya has done a commendable job of publishing a catalogue detailing the available varieties as allowed by the Kenya Plant Health Inspectorate Service, characteristics, production and the firms supplying the seeds.

In addition, the council has created an online portal titled Viasi Soko where useful information for example on seeds and prevailing prices is available at the touch of a button. The milestones are indicative of positive steps towards creating a robust potato sector in Kenya. Embracing of technology in any industry is always a pointer to improvement.

Marketing systems are still disorganized leading to disparities between farm and markets prices. Farmers are on the tail end of the bargain as brokers dictate the farm gate prices. All in the chain need to understand that everyone needs to make money for sustainability.

Like in many other crops we are working with, it has been established

that there is more potential in smaller units that are easier to manage especially with small farmers who don't have much alternative but make do with the land they have. All that is required is they get organized to give themselves bargaining power.

Storage remains a nightmare in the value chain creating an immediate need for county governments to build coolers for farmers to use for storage and marketing. We cannot have a potato industry without refrigeration. You get best prices six months after harvesting and for this to be achieved farmers need technologies like small tractors for efficiency. It is impossible to farm with jembes. We cannot be farmers without technology. With the right information on inputs and agronomy Kenya can produce huge amounts of potatoes because there is a conducive environment not found in Uganda, Somalia, Tanzania and many other countries.

When it comes to packaging, extended bags are still in use despite a law prohibiting the exploitative practice. Reports indicate that in counties like Meru, growers have successfully kicked out the bags showing it can be done. Farmers need to work together to set the rules of the game. Carrying potatoes in bags is not a good thing. Besides robbing farmers, it is tedious and damages the produce escalating wastage. Embrace technology; carry potatoes in large bins that stock up to half a ton. There will be do damage at all. The secret lies in working as an industry. Inconsistent supply of products affects the chain. Motivation of a farmer is the surety of a market.

Dr Steve New is Chief of Party, USAID Kaves, snew@fintrac.com

We welcome views and perspectives from industry experts. info@hortinews.com



Bomet potato farmers urged to diversify varieties

In the quest to address the shortage of quality potato seed in Bomet County, the USAID funded Kenya Agricultural Value Chains Enterprises Project has interested industrial players to venture into seed multiplication. This took place in 2015 when Deepa Industries, the processors of Tropical Heat brand of crisps, approached Midlands Sacco.

Elisha Lang'at, a 35 year-old farmer attended a training session and took interest in the business. Bomet is a key potato growing county, the preferred source by processors. Production is however hampered by shortage of good quality seed potato.

For this reason, Langa't developed interest in multiplying seed to tap the opportunity to make some money. After the training he took a soil sample and the results turned positive for potato without having to do much since his land was still virgin.

He bought three 50kg bags of starter seed from the Agricultural Development Corporation and planted them on .03 acres. After following all instructions as directed by the local agriculture extension officer he harvested 10 bags from each seed bag, giving himself 30 90kg bags of seed. He sold them and earned ksh 25,000.

Encouraged by the demand and good earnings, he has since expanded to two acres where he is expecting to harvest 80 bags. He has no intention of growing ware potatoes but to fully concentrate on seed multiplication. As he waits for rains to subside to start harvesting, his seed has already been booked by farmers.

He has subdivided his farm into blocks to enable crop rotation to avoid soil overuse and build-up of diseases.

KAVES, that is implementing some of USAID's food security support programmes under the Feed The Future initiative, ventured into potato to increase productivity and income

for smallholders as part of its target of assisting about 500,000 farmers to improve productivity and incomes across selected agricultural value chains in five years. “We picked the potato from our value chains studies which indicate the tuber is big from the beginning to the end of the chain and positioned as food security crop number two in Kenya after maize and mainly grown by smallholders”, said Kaves Chief of Party Dr Steve New at a conference in Bomet mid last month.

Kenya is dependent on maize which has been attacked by various pests and diseases threatening the country’s food security. An attack by Maize Lethal Necrosis disease and lately army worms forced a shift to alternatives and potatoes were a natural choice for Bomet as well as other counties in the North Rift region.

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A lot has been done towards sorting these problems to increase productivity, the most notable being availability of a wider selection of varieties but the industry woes are still



far. Top hotels are still importing frozen chips due to lack of suitable varieties with the right texture, shape and taste, said Dr New.

Marketing systems are still disorganized leading to disparities between farm and markets prices. Farmers are on the tail end of the bargain as brokers dictate the farm gate prices

Storage remains a nightmare in the potato value chain creating an immediate need for county governments to build coolers for farmers to use for storage and marketing. “We cannot have a potato industry without refrigeration. You get best prices six months after

harvesting and for this to be achieved farmers need technologies like small tractors for efficiency”, he added.

According to the Agriculture Sector Development Support Programme - Coordinator in Bomet, Evelyne Mwangangi, a value chain approach analysis in the potato sector unearthed major challenges from inputs supply to exit (markets). “Clean seeds supply is a challenge because producers are doing one variety here - the Dutch Robin being the preferred type by processors. Over the past two years the seed supply has been erratic. The County government has been trying to assist by bulking but it hasn’t helped much. “We reached a few

He has subdivided his farm into blocks to enable crop rotation to avoid soil overuse and build-up of diseases



farmers”, said Mrs Mwangangi adding that due to the declining productivity, processors are going to Narok County denying Bomet farmers the much needed income.

The potato woes in Bomet are exacerbated by poor post harvest handling leading to high losses due to reliance on rainfed production. “When rains are good harvests are good and the opposite obtains if the trend is in the reverse. During glut farmers don’t sell due to poor market links. Brokers take advantage and buy the produce at throwaway prices since farmers have to sell to avoid losing the harvest.

According to Dr New, this can be

addressed by establishment of cold storage facilities where farmers can store potatoes for longer enabling controlled selling. The facilities would also ease buyers pain and costs of having to move from farm to farm collecting potatoes.

To mitigate against seasonal production the government of Bomet is building a mega dam to supply irrigation water and enable year-round production.

Mrs Mwangangi has urged the development partners in Bomet to work together to solve the challenges instead of duplicating efforts with reduced impact.

The National Potato Council of Kenya has compiled a catalogue of potato varieties available in the

country and a list of dealers to enable farmers access information on where to purchase what seeds.

Among the seed producers are - Kisima, Karlo, ADC, Syngenta, Suera, Agreco, GTIL, Leah Rono, Gen-Biotech, Grace Rono, Singus Enterprises and Julius Kandie. Farmers can also get clean tubers from Kimingi Farm, Narok.

Failure to enforce the 2013 packaging at 50kg/bag law to eradicate the extended bags malpractice has continued hampering profitability and quality of potatoes. According to the Kenya National Potato Producers Association, only Meru County has succeeded in this endeavour, an indication that other growing regions could succeed if they committed to kick out the exploitative method



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Something can be Sweet N' Dried after all

USAID, through the Kenya Value Chains Enterprises (Kaves) project has funded an automated air drier to boost the factory's processing capacity. In the middle of a dry village in Kajuki, Tharaka Nithi County, a growing fruit and vegetable processing factory is proving Kenya can add value to fresh produce, increase farmer's earnings and reduce post harvest losses.

A confident Mercy Mwende, the brains behind the trade name Sweet 'N' Dried Enterprises talks endlessly with eloquence about a project she started through trial and error seven years ago

driven by desire to preserve mangoes in a dried form to prevent the losses she witnessed as a fresh fruits seller in Chuka town.

Her efforts have gradually paid off and this year, USAID, through the Kenya Value Chains Enterprises (Kaves) project has funded an automated air drier to boost the factory's processing capacity.

Kaves Chief of Party, Dr Steve New says the grant is part of the USAID support to value addition and product diversification in Kenya to cut post harvest losses and increase incomes under the Feed the Future program. "Our studies indicate that we cannot increase production without embracing

technology in production, processing and preservation.

There is a huge demand in the US and Europe for processed mangoes and Kenya can tap into this opportunity", he said. Due to sanitary and phytosanitary regulations, the US and Japan do not accept fresh mangoes yet the market for processed produce is huge, the studies indicate.

The installation of the air drier comes at a time Sweet 'N' Dried is in the final stages of fulfilling safety certification standards for export markets, according to Ms Mwende. "We have undergone HACCP assessment and we expect to be certified early next year", she said.



**Mercy Mwende,
CEO, Sweet 'N Dried
Enterprise**

Sustaining an export market requires adherence to laid down food safety standards as well as traceability systems. Sweet 'N Dried is set to introduce Global Gap training for its affiliate farmers, an exercise Ms Mwende describes as capital intensive. She requires adequate supply of mangoes for continuous production, sufficient storage facilities and efficient processing capacity.

Currently, she is buying mangoes from 300 farmers in Tharaka Nithi, Meru and Embu. "Export markets require huge regular supplies and I am working on upscaling production at the farms, storage and processing for continuous shipping of the processed products", she says.

Ms Mwende has been to Japan, a country she describes as the mother of value addition, Thailand, Dubai, China and Germany where her products have received good feedback. She is processing export varieties of mango-Kent, Tommy and Apple. A dried fruit



REPUBLIC OF KENYA



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Some of Sweet 'N Dried's products

can stay for up to years and tastes as good as a fresh one.

The story of Sweet 'N Dried is typical of post harvest challenges in Kenya where due to seasonality of production, farmers suffer massive losses arising from glut when markets get flooded leading to low sales and massive produce waste. There are no policies and infrastructure for processing of fruits and other seasonal produce and preservation for year-round availability.

The irony of this scenario is that Kenya imports fruit pulp for making juices despite ability to produce the raw material. In certain instances the country exports fresh produce like mangoes, pineapple and passion fruits; and imports concentrates to make juices losing out on the benefits of value addition.

Ms Mwende suffered the same experience as a fresh mangoes seller. After collecting the fruits around the village for sale in Chuka town she would find other sellers competing for fewer buyers and more often than not she would throw away rotting fruits.

She got increasingly concerned about the losses and decided to try drying of mangoes as a solution to curbing losses. With her co-director Mageria Migwi, the engineer who has worked and walked with Ms Mwende in creating the factory, they surfed the internet and got little useful information on processing.

Apart from there being no smart

phones at the time, the few internet cafes suffered poor network. They got a little information on the drying process.

The engineer in Mageria Migwi cobbled up an open dryer in which they placed all the fruits they could lay their hands on – mangoes, bananas, avocado. The banana and mango dried but the avocado turned black. For four years Mageria continued experimenting with improvements at every stage.

He says engineers are patient and get encouraged with any outcome of a process because it offers something to learn. He finally got a machine that could dry fruits and vegetables. Banana was the flagship product. Since then, Sweet 'N Dried has three main lines – fruits, vegetables and flour. On the fruits line it is producing dry mango, bananas and pineapple slices while French beans, carrots, moringa, kales and spinach line the vegetables segment.

The products are sold as Sweet 'N Dried branded or in bulk to customers who wish to rebrand. Depending on customer and market requirements the products presented as flour (single or mixed), slices, powder or dried vegetables.

Ms Mwende is showing the importance of processing in the value chain. "There is too much emphasis on production but not enough on marketing. Farmers are increasingly finding themselves with increased production without markets." She



Participants of the National Agri-Nutrition conference held in November 21-22 watching some of the exhibition

laments.

Succeeding in production was one thing. Who would buy dried products in an environment where fresh produce was readily available? Ms Mwendu travelled to Nairobi and walked long distances searching for shops. One day she walked from the City Centre to Yaya Centre and luckily she found a shop selling dried stuff in Valley Arcade. She had samples which the shopkeeper liked. He not only took all her samples but asked for more and more.

From Valley Arcade she continued with her trek and arrived in Karen's Giraffe Centre where another shop agreed to stock her products. "From the start I knew I was not producing for the locals therefore I went to where the market would be found", she said.

The factory expansion is driven by customer demand. Some who saw dried mangoes asked for dried sweet potatoes, carrots, arrowroots and other traditional foods. She is processing eight crops – banana, mango, carrots, French beans, pineapple, pumpkin, moringa, kales and spinach and traditional vegetables

Mr Mageria on the other hand, whose

The factory expansion is driven by customer demand. Some who saw dried mangoes asked for dried sweet potatoes, carrots, arrowroots and other traditional foods. She is processing eight crops – banana, mango, carrots, French beans, pineapple, pumpkin, moringa, kales and spinach and traditional vegetables

name connotes trying again and again says he can tell the best technology in fruits processing, having been the engineer behind Sweet 'N Dried. He is working on expanding the technology and improving machinery.

Going forward, Sweet 'N Dried plans to start a biofuel plant using the tons of waste from the fruits to power the plant as part of its green economy programme. Currently they are operating with a generator as they wait for Kenya Power to connect the factory

to the national grid that is taking longer and is a costly undertaking.

Sweet 'N Dried has employed 30 workers, 90 per cent of these local women with who she relates with as one extended family.

Mwendu lamented that while the Meru region led in banana production, nothing in the markets tells a buyer where the product originated. "If we did value addition, branded our bananas and packed the fruits nicely farmers would earn more", she added.

But, she interjects her own thoughts, this is changing as focus shifts to profiling products through partnerships with governments and support organizations.

When USAID started supporting enterprises involved in value addition, Sweet 'N Dried was identified as a partner project through field days and trainings. Ms Mwendu shared her experiences of transporting ingredients to Chuka for milling and taking the flour it back to Kajuku for packing and back again to Chuka for sale, USAID supported the installation of a milling plant which kicked off the beginning of today's Sweet 'N Dried.



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Elgon Kenya limited

@elgonkenya



The making of Cyrus Nyakundi's banana republic

The buy-one-get-one scheme was supported by USAID through the KAVES under the Feed the Future programme

On the streets of the bustling Kisii town Cyrus Nyakundi can easily pass for an ordinary hustler. He is the proprietor of Agriplant Technologies, the only tissue culture lab in the Nyanza and South Rift region propagating a wide range of fruits key among his products being clean banana seedlings, backed by a nursery, a block of mother plants and a commercial banana farm. In other words Nyakundi is many things; a technologist, a nursery operator and a farmer all rolled into one, and soon he will add another feather to his cap when he unveils a ripening chamber.

Nyakundi's story is hard to start telling. Does one start with his venturing into agribusiness as a ten year- old class four boy in Kisii, his serving the who is who in Kenya with planting materials as a young agromist with Nairobi-based Genetics

Technologies or setting up a state of the art TC lab in Kisii that has produced millions of banana seedlings and going strong?

Let's start with "Nyakundi little famer" to satisfy curiosity. Nyakundi grew up in a farm under a hardworking mother who encouraged her children to grow crops which she sold in the local market together with her own produce. He grew onions and sweet bananas. She was always transparent with proceeds, disclosed how much she sold and gave them pocket money from the earnings, always reminding the children it was their money. As he progressed in life Nyakundi knew there was money in farming, thanks to his mother.

It is therefore little wonder that in high school he took keen interest in biological sciences and ended up in Kabete, the University of Nairobi College of Agriculture and Veterinary Sciences

from where he graduated with a BSc Agriculture and became an extension officer with the Ministry of Agriculture. He worked in Meru and Kirinyaga before joining Genetic Technologies International Ltd (GT) where he was exposed to grafting young plants. He developed a passion for the science and rose to the position of chief grafter.

It was while here that the work of his hands provided seedlings to big shots in Kenya politics and business among them retired President Mwai Kibaki and former powerful Attorney General Charles Njonjo. He realized that contrary to conventional attitude, farming is loved by the high and the mighty. He wanted to find out what the rich were doing with the large amounts of seedlings they purchased and established they owned acres of commercial farms. They planted in his young mind the desire to go into serious farming.

Raising competitiveness in export markets

Kenya's horticulture industry has courted the national Horticulture Traceability System to increase competitiveness of its produce in the export markets while building confidence among buyers at a time when markets have become jittery about the growing conditions of the products they consume.

The move breathes fresh air to a sector that has been on the spotlight from the international markets since 2013. It is the highlight of collaborative effort between the Ministry of Agriculture, Livestock and Fisheries through Horticultural Crops Directorate (HCD) of Agriculture and Food Authority (AFA), Fresh Produce Exporters Association of Kenya, the Kenya Flower Council and United States Agency for International Development through the Kenya Agricultural Value Chain Enterprises, KAVES.

In July 2013, the European Union, a prime destination market for Kenya's produce, started mandatory inspections which entailed a 10 per cent check on beans and peas coming from countries like Kenya whose produce is considered to have high amounts of pesticide residue. This resulted in a series of interceptions and rejections. With Kenya exporting up to 80 per cent of its produce to the European market, the country suffered a 50 percent drop in exports which affected the livelihoods of over 2.5 million smallholder farmers and workers involved in the production of horticulture for export.

To calm the markets and build confidence, the Horticulture Traceability System has been devised ensuring a rapid response to food safety risks by providing the capacity to identify,



isolate, and rectify non-compliant producers. The system is also meant to provide early warning and responses to pest and disease by promptly locating affected areas.

The system has three main components: a mobile app for registering farmers and capturing routine farm operations and agronomic practices; a web reporting portal for sharing information among stakeholders; and a barcode and Quick Reference (QR) code printing module.

The system is customized for Kenya's smallholder-based export industry and can accommodate up to one million farmers. It can identify the exact source of a shipment through its GPS coordinates, and generate online production and handling reports required by the market.

Its database has details of exporting farms, field produce collection centers; and warehouses that provide real-time updates on growers and input suppliers, share farm activity data between exporting companies and field workers, and provide relevant information between government regulatory

agencies about the traceability system sources of non-compliance. This reduces the time needed for investigation and for applying necessary corrective measures.

"In recognition that both fruits and vegetables are predominantly produced by small holder farmers, the system has opened up the market place for millions of small holder farmers who depend on the export market," Technical Director of Horticulture at USAID-KAVES, Arim Ogolla said.

With the introduction of the system, Mr. Ogolla attests to an 85 per cent improvement as the country now records almost no interceptions. It has also contributed to the drop in inspection by the European Union.

"With the good reputation the system has in the market, it has built confidence for the players as they are aware that there is a system in place to address their concerns. The system not only integrates the Kenyan point of view but also the importers point of view, as it is an access point from which they are able to see what to expect from Kenya," he added.

While working at GT, he started a small nursery back home specializing in TC banana seedlings and introduced his neighbours to the new technology. He would buy seedlings from his employer in disguise as a customer and resell to the neighbours. He realized many farmers wanted to grow but there were no seedlings. He approached the Kisii Agriculture Training Centre to house his pant factory and the institution agreed.

Having been certified by Kephis and the Horticulture Crops Development Authority as a nursery operator, and with rising demand for seedlings, Nyakundi became a sought after supplier.

In 2010, HCDA approached the Kisii Agriculture Training Centre looking for a private nursery to partner with in production of TC banana seedlings. Nyakundi was already doing a perfect job and the authority immediately picked him. He got a net, tank and drip tubes and an order to produce 100,000 seedlings. From then HCDA started inviting him for industry meetings and it was during one of the meetings he met the predecessor of USAID Kaves, the Kenya Horticulture Development Programme (KHCP) and Africa Harvest. He was invited to a meeting in Nairobi where he heard there was a challenge in meeting the demand for seedlings. He thought of starting another nursery.

His breakthrough came in 2014 when the County government of Kisii moved around looking for seedlings and landed at Agroplant Technology. Nyakundi sold 400,000 plantlets .A year later, the government, seeking to encourage farmers to increase banana planting introduced buy-one-get-one scheme and Nyakundi sold a million seedlings. This exercise was supported by USAID through the Kenya Agricultural Value Chains Enterprises under the Feed the Future programme. He started thinking of starting a TC lab, encouraged by the earnings from the deal and rising demand for seedlings.



Nyakundi doing what he loves most

Let's go back to where we found Nyakundi. A few kilometers from Kisii town at his nursery, a modern structure by any standards. Covered under the shade net are banana, avocado, mango, passion, pawpaw, oranges, lemon and lime seedlings.

Our interest here is bananas on the eve of the USAID Kaves banana conference being held in Kisii, the most known banana producing country although it has since been overtaken by Meru in volumes. Nyakundi hardens TC lab tubers in preparation for transplanting. He explains he has a mother block where he harvests the tissues for culturing true to type clean seedlings. We get into the lab, where he shows us the latest technology machine, assuring us you can't find the model anywhere else in Kenya. Inside closed small transparent bottles are thousands of developing seedlings awaiting to be taken outside for hardening.

Soon he started selling seedlings to other counties – Taita Taveta, Migori, Nyanza, Uasin Gishu. He tells us Kephis

visits the lab monthly to ascertain the seedlings are true to type and are disease free as well as resistant to pests and diseases. What is in the nursery must match the mother plant. TC production increases multiplication by 37 % in addition to availing disease-free high yielding plants. This explains why banana production has shot up more than any other crop.

Bananas are best examples of adoption of technology by smallholder farmers, says Kaves Chief of Party Steve New.

Nyakundi's eight year old twins are following in his footsteps. On weekends they visit the nursery where they plant their own crops and looking at the kids one can't help admiring the future farmers.

Nyakundi is earning Ksh 13 million annually from bananas and is in the process of setting up a ripening chamber to add value to his harvest. He hopes to double income from the investment since ripe fruits fetch more.

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Elisha Lang'at harvests of passion

Lang'at, 35, from the proceeds he has planted tea and is planning to set up a zero-grazing unit)

We arrived at Elisha Lang'at farm in Bomet County and found him pruning passion fruits trees planted on a section of his five-acre land. He has six dairy cows, tea bushes and is multiplying potato seed. He had just finished harvesting and was sending his fruits to the collection centre which forced us to hurry the interview in order to catch up with the buyer. We were lucky to observe how the fruit's value chain works.

At the Teganda collection centre, motorcycle taxis (or *boda bodas*) were busy dropping farmers to sell fruits while seedlings were also on sale to those wishing to expand production and to new farmers venturing into the business. Women sold ripe bananas to feed the riders, marketers and hangers

on who idled around watching the activities . It was evident that this is an area where a market center is growing owing to the money farmers earn from cultivating passion fruits. It was a buzz of activity, an indication of how commercial farming is changing lives.

Lang'at said that the earnings he gets from passion has enabled him to pay dowry, build a house, keep dairy cows, buy a car and a motorbike. He has also used the proceeds to plant tea and is planning to set up a zero-grazing unit. This will enable him have more space to plant more passion fruits since the current orchard is aging and he doesn't want to suffer a reduction in earnings. He has set aside blocks for rotation.

Lang'at has been growing passion for two years. He is one of the 200 members of the Tetanyon community based organization that was approached by



Patrick Lang'at admires the product of his labour

USAID through the Kenya Agricultural Value Chains (Kaves) to pilot commercial farming of passion fruits. Out of about 30 who attended the initial training, he was among the first to establish an orchard as others adopted a wait-and see approach.

The farmer attended a field day at the chief's farm in Boito Village. He says that he was inspired by reports of how much a farmer can earn from a .03 of



an acre. The local chief told the farmers that no other crop can give that kind of earnings from such a small parcel of land. Indeed, a study conducted by Dr Agwalla indicates that passion fruit is the most profitable crop on the smallest land unit and can give smallholder farmers a living income. The study emphasizes on the crop as a smallholder investment since it's difficult to manage larger plantations

due to the nature of the crop that requires attention to the minutest detail by hand labour as well management of the plant that flowers, fruits and matures simultaneously. "You will find a flower, a developing fruit as well as a mature one on the same branch of a passion plant requiring careful attention not do damage any of the stages. Spraying is also difficult because of the balance between the flower, the developing fruit and the mature one which requires to be free of pesticides limits, diseases and pests in the market.

Armed with excitement and expectation, Lang'at was determined to find out for himself. He took all the details ranging from farm preparation to hole and row measurements and got down to work. An agriculture extension officer who was part of the training helped him to sample the soil for testing at Mea where it was given a clean bill of health. He was advised to use manure. He dug two foot round square holes, put the top soil aside mixed with a debe of manure and returned the mixture to the hole and planted his seedlings after a month. The reason for this was to give time for decomposition and aeration, mixing and moisture formation to create a conducive environment for the plant to thrive. Decomposition kills harmful organisms. The holes are dug at 3 metres and x 2ft apart between rows and pants respectively.

He booked seedlings from the Boito chief at Ksh 40 each, 160 plants and took good care of them through regular weeding, foliar feed application and spraying against pests and diseases. He trellised the plants as per instructions from the agronomist. His neighbours started trooping to his farm to watch the plants grow. A few followed in his footsteps and established own orchards. Six months later he made his maiden harvest. He sold at ksh 80 a kilo. Excited with the earnings he added another 80 plants immediately. On the 8th month the harvest had increased to 150ks with a corresponding rise in earnings. He added another set of seedlings and currently the orchard has 595 plants earning him between Ksh 20,000 - 30,000 weekly.

Whitefly is the most common pest and is controlled through a spray programme that indicates what products to use.

His achievements

He earns Ksh 30,000 weekly from 160 passion fruit plants from which he harvests on average, 1000 kgs per week.

- He has paid bride price
- He has planted tea from proceeds
- He has bought dairy cows
- He has bought a car
- He is setting up a zero-grazing unit to create more space for a fresh passion fruit orchard



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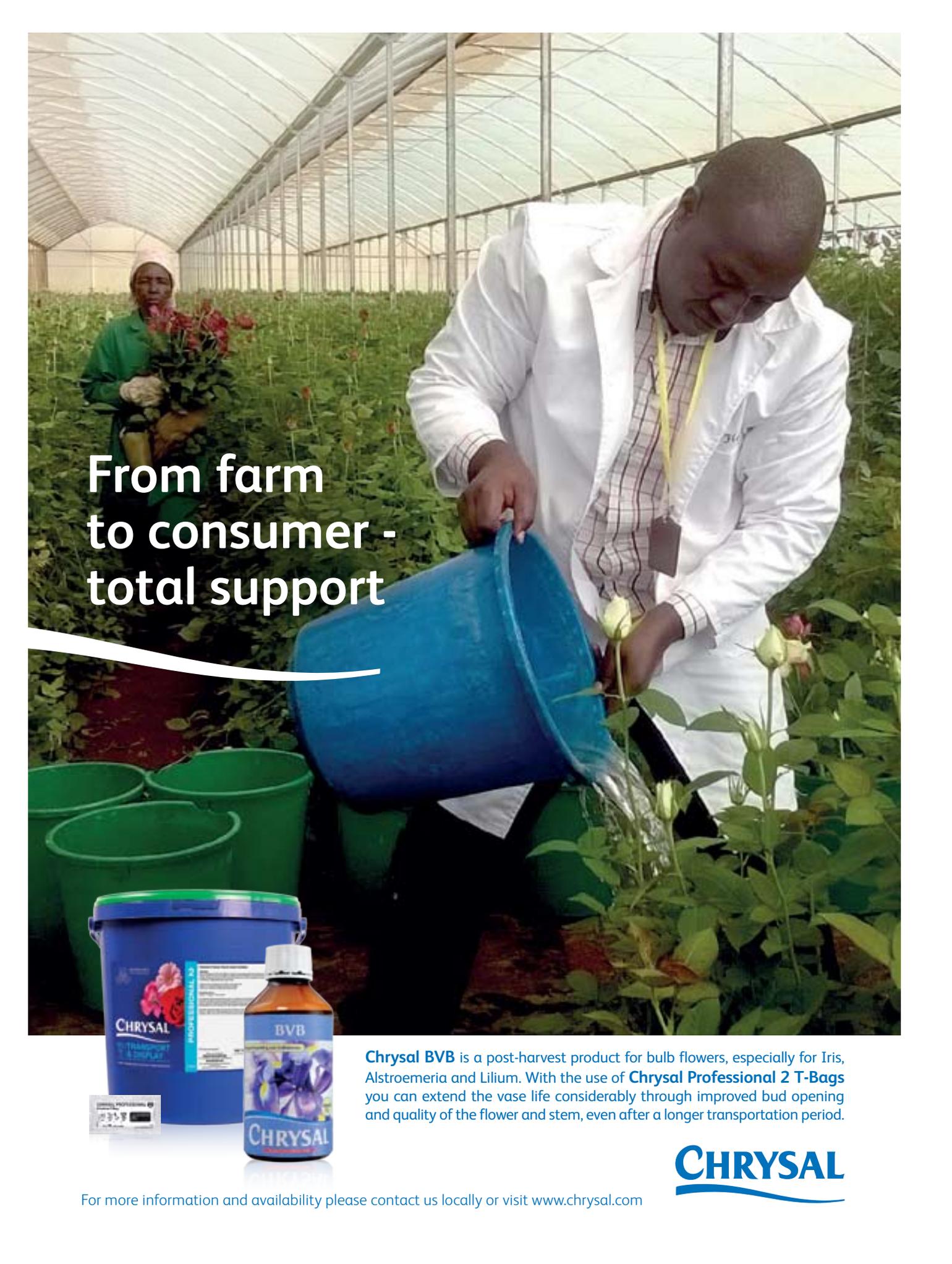
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Farmers want passion fruit elevated to a major crop

Passion fruit farming in Kenya could change for the better if plans to elevate the fruit into a major crop are adopted by the Ministry of Agriculture.

At a USAID-funded stakeholders conference of farmers, buyers and development partners held in Eldoret, last month, details emerged of how Kenya's potential to grow and export the highly profitable crop has been on the decline over the past decade with no exports going to Europe.

The Fresh Produce Exporters Association of Kenya Chairman Apollo Owuor told the gathering that was convened under the theme Making Kenya the Global Leader in Passion Fruit Production and Marketing, the

country produced and exported the popular fruits in the 90s and early 2000 but since 2003, decline in production started because of pest management challenges.

The European market has strict guidelines on pesticides residues and passion was reported to contain above allowable limits.

He added there has not been efforts to revive the industry partly because passion is listed by the Ministry of Agriculture as a minor horticultural crop therefore not in government policy for priority support. The Agriculture Food Authority Horticulture Directorate head Zakayo Magara admitted passion fruit is listed under 100 other minor crops therefore no policy has been developed to promote the crop.

Following the day-long deliberations, the Council of Governors Agriculture Committee, represented by Anne Koech, County Executive Committee Member in charge of Agriculture, Kericho, made a commitment to propose and support the upgrading of the crop to a major so that funds can be allocated to development of passion in counties earmarked as suitable to grow it. She said the county governments would subsidise purchasing of seedlings to improve production and create market linkages to streamline marketing in the Western region, considered a high potential passion fruit production zone.

According to the United States Agency for International Development (USAID) that funded the conference



through the Kenya Agriculture Value Chains Enterprises (Kaves), research and studies have shown Passion fruits can grow anywhere in Kenya due to availability of varieties for warmer and colder parts of the country. “We have yellow passion for the lower, warmer regions and the more common purple variety for the higher cooler parts,” said Dr Steve New, Kaves Chief of Party. He added there is potential for Kenya to be a world leader in tropical juice production due to year-round availability of tropical fruits – passion, mango and pineapple, as the only country in the world that can grow the crops continuously.

Passion fruit is the most profitable in comparison with other crops, according to the Passion Fruit Value Chain Study undertaken in 2015 by Dr Hezekiah Agwara which indicates a farmer can make good income from a small parcel of land measuring 0.3-0.6 of an acre. Dr New describes this as “poverty level minimum” that can sustain a livelihood. He added nothing goes to waste from a passion fruit plant. “Minimal wastage in passion fruit production because there is a

huge domestic market. Passion is also used by processors for juice while neighbouring Uganda is a big market for Kenya passion fruits taking 50 per cent of total production. South Sudan is also buying lots of passion from Kenya.

Dr New stresses that passion fruit is best produced by smallholders due the attention it requires for maximum productivity. At spraying the plant will be at different stages of pest control making it hard for largescale management. On one vine you can have a flower, a young and mature fruit at the same time. The disease and pest control for each is different and non should affect the other, especially the ready to harvest fruit which shouldn't have traces of chemicals. Managing this balance it not easy, he said.

According to Eric Ogumo, UK retail giant, Tesco's, manager for Africa, passion fruit is the most sought after in their shelves in Europe, retailing at Ksh 2,000 (Euro 200) a kilo. “Buyers always ask for Kenya fruits but there are none. Mr Ogumo said Tesco is buying from Southern Africa countries of South Africa, Zimbabwe and Zambia. “There is a ready market if we can get your fruits”, he said adding that Kenya is not benefiting from newest varieties because the country is not exporting. “There are newer, better yielding, pest and diseases resistant varieties for export but they are not being grown here.” Mr Ogumo said.

The biggest challenge of meeting pesticides residue limits is caused by there being only one registered product. The Agriculture Committee of the Council of Governors has committed to bring agrochemical firms together with the Ministry of Agriculture and the Pest Control Products Board to discuss extension of labels to include passion fruits in pest control products available in the country to give farmers options.

Biological control products firms have also not conducted research on the passion due to its minor crop status.



Passion fruit is becoming an important commercial crop in Kenya



From left: Mr Tom Mason, managing director, Dudutech, Mr Baiju Kantaria and Bimal Kantaria, managing director of Elgon Kenya during the signing of the partnership

Dudutech to Enjoy Elgon's Distributorship

L eading agro inputs dealer Elgon Kenya Ltd has entered into a strategic partnership for distributing Dudutech's globally - recognized Integrated Pest Management products.

The two firms have billed the arrangement as a game changer in the country's horticulture industry.

This is part of Elgon Kenya's business model that is anchored on collaboration with like-minded players with a view to availing to its customers trusted brands that transform farms and lives.

The deal will enable Elgon Kenya to distribute eight products from Dudutech which have been acclaimed for tackling some of the most notorious pests and diseases while enriching the soil and ultimately boosting yields. The products are environmental friendly and do not harm beneficial organisms.

"This is a landmark partnership and we are proud to be collaborating with Dudutech on this initiative. It ties with our mantra of finding innovative solutions for our farmers and walking with them in their food production process. The products have been tried and tested world over returning impressive results," said Dickson Macharia a senior agronomist at Elgon Kenya.

Elgon Kenya enjoys a countrywide network of stockists and agrovets making it easier to get the products to farmers across the country. Elgon Kenya also prides itself in having a team of agronomists spread across the country's major food producing zones to assist farmers with any information.

"The need for environmentally safe farming that provides both safe working environment for the farmer and

consumer of the produce have never been more important. Dudutech's product that have stood the test of time and Elgon's distributorship prowess is indeed a synergy of a kind," said Nathan Makori the technical marketing lead at Dudutech.

The Dudutech products available at Elgon Kenya include;

BEAUVITECH™ WP

A biological insecticide containing Beauveria bassiana, a naturally occurring entomopathogenic fungus that is used in the control of whiteflies, Thrips and Aphids. It is known to cause the white muscadine disease in insects.

Fungal conidia become attached to the insect cuticle and, upon germination; the hyphae penetrate the cuticle and proliferate in the insect's body. Relative humidity of above 70

Effective control of Thrips requires an integrated offensive using an arsenal of specialised products.

Adult Stages

Biocontrol:

BEAUVITECH®

BEAUVITECH® WP kills the insect by mechanical damage from tissue invasion, depletion of nutrients and release of toxins.

Physical Control:

BLUE STICKTECH

BLUE STICKTECH uses colour as a lure to attract flying insects and trap them using a special glue.

Larva Stages

Biocontrol:

AMBLYTECH® C

AMBLYTECH® C actively search for their prey and suck them dry.

Pupa Stages

Biocontrol:

NEMATECH S® SP

NEMATECH S® SP kills pest insects by invading their bodies through an entomopathogenic process.

ADVANCED COMBAT
AGAINST THRIPS

AMBLYTECH® C

NEMATECH S® SP

BLUE STICKTECH

BEAUVITECH®

per cent and temperatures of between 18 to 30 degrees Celsius are essential for conidial germination. Infection establishes between 24 and 48 hours. The infected insect may live for 3-5 days after hyphal penetration and, after death conidia are produced on cadaver. Best results will be obtained when treatment starts early before pest populations become heavy.

Beauvitechtm WP is compatible with most Biopesticides and insecticides; however it is generally recommended that the grower refer to the Dudutech pesticide side-effects compatibility guide since some chemicals may have detrimental effects to Beauveria bassiana, as it is a living organism. Avoid chemical fungicide spray at least 3 days before and after using Beauvitechtm WP.

HYPOTECH

Hypotech contains the predatory mite Hypoaspis miles used for the management of Thrips, fungus gnats and Leaf miner. The adults of Hypoaspis are about 1mm in size and normally beige in colour. The larvae and first nymphal stages are white in colour. The Hypoaspis are normally dispersed on to a growth media before or after planting or later on in the early growth period of the crop. Mixing of the Hypoaspis into the growth media is not recommended. Best results are realized when Hypotech is applied before the target pest is well established.

LECATECH WP

Lecatech WP is a biological insecticide based on Lecanicillium lecanii, a naturally occurring Entomopathogenic fungus that is effective against whiteflies.

Upon germination of the spores of Lecanicillium lecanii, the germ tubes penetrate the cuticle of the insect by enzymatic and mechanical actions eventually infecting the insect. The fungus then destroys the internal body contents resulting in mortality of the insects. Larvae and pupae die before the fungus is visible. Dead larvae and pupae of infected insects have a wrinkled non-shiny surface with a light to dark



yellow colouration. Under favourable conditions white fluffy fungal mycelium appears on the infected organism growing best at 18 to 30 degrees Celsius and relative humidity of above 65 per cent.

MYTECH WP

Mytech WP is a biological Nematicide based on Paecilomyces lilacinus, a naturally occurring Nematophagous fungus for control of plant parasitic nematodes that include Root knot nematodes, Cyst nematodes, Root lesion nematodes, Burrowing nematodes and Reniform nematodes amongst others. P. lilacinus parasitizes and subsequently kills eggs, juveniles, and adult females of various plant parasitic nematodes.

TRICHOTECH WP

Trichotech WP contains spores of Trichoderma asperellum, an antagonistic fungus that is used globally for control of soil borne fungal diseases including Fusarium spp., Rhizoctonia spp., Sclerotinia spp., and Pythium spp. In addition, this strain is known to have the ability to increase plant growth vigour. Apply pre-plant, as a seed coat or every two weeks to one month depending on the disease pressure. It is recommended to apply Trichotech at 125g per hectare.

AMBLYTECH C®

AMBLYTECH C® contains live Amblyseius cucumeris mixed with an inert carrier. A. cucumeris are generally beige in color and less than 1 mm in length. These mites crawl around on leaves and within the flower buds looking for thrips larvae and hatching eggs. It also predated on cyclamen mites (strawberry mites) and to some extent on red spider mites.

PHYTOTECH®

PHYTOTECH® is a biological acaricide containing Phytoseiulus persimilis, a predatory mite for the control of the two-spotted mite (Tetranychus urticae). PHYTOTECH® is a specialist predator that feeds on eggs, larvae and adult red spider mites; offering effective control of spider mites. Both adult and immature predators feed on spider mite eggs, nymphs and adults. PHYTOTECH® is the mainstay of integrated spider mite management programs; reducing the reliance on synthetic pesticides for spider mite control.

AMBLYTECH®

AMBLYTECH® contains Amblyseius californicus a predatory mite used for the management of various species of spider mites. The predators can also feed and survive on thrips and pollen and can survive for up to 3 – 4 weeks without food and therefore very good for prophylactic treatments and maintaining low populations of spider mites.

AMBLYTECH® can be used complementarily with PHYTOTECH® (Phytoseiulus persimilis) to manage red spider mites; the latter is good for hot spot treatment.

NEMATECH S® SP

NEMATECH S® SP is a biological insecticide containing Steinernema feltiae, a naturally occurring insect killing nematode used to control Thrips and sciarid flies in vegetables and ornamentals. The nematodes enter the insect body to complete their life cycle; in the process they kill the insect.

FOCUS ON BIO-CONTROL

Bio-control firms' joint fight for safe products & practices



IBMA Kenya Treasurer: Chris Kolenberg



IBMA Kenya Chairman (Acting): Henry Wainwright

Companies that specialize on biological crop protection products have formed an umbrella body to champion for safer, cleaner and environment-friendly products thereby priming Kenya's horticultural products for acceptability in a market that has become increasingly sensitive.

Real IPM, Dudutech, Koppert Kenya and Kenya Biologics, have formed the dubbed International Bio-control Manufacturers Association of Kenya (IBMA Kenya) at a time when the export market has become increasingly sensitive to growing standards.

Launched this year, IBMA Kenya is positioning itself as the green voice of the horticulture industry and seeks to rope in exporters and small growers who also target local market. It is an offshoot of the IBMA global network, a consortium of over 85 members spanning from manufacturers, research

organizations, extension service providers, consultants and distributors of bio controls from across the world. It provides a platform for members to share their views on the industry; championing their interest in the global arena while working with key global institutions including FAO, GIZ and the European Union to deepen understanding of biological pest control mechanisms

According to Real IPM Director, Dr. Henry Wainwright, as business of fresh produce production expands in Kenya, a growing number of smallholder farmers are set embrace their technologies even as they serve the local market.

"The association intends to cooperate with other organizations in the promotion of quality food production, environmental matters and public health. It will promote safety standards and quality controls," Henry said.

Members will exchange vital

information on the industry, including the trends and global dynamics through the association according to Henry who also added that plans are in the offing to roll out expert groups concerned with sustainable plant protection and public health through the expertise of its members.

"We are determined to raise and provide funds for commercial implementation of bio-control and sustainable methods of pest control," he said.

The association is timely, coming at a time when Kenya has been identified as a global frontrunner in the use of biological pest control methods, as the list of banned conventional pesticides in the export market grows.

Even as Kenya prides itself in having year round favourable climate that is ideal for horticulture farming, it has had to contend with a proliferation of pests and diseases that prefer such weather. Conventional pesticides to tame these threats have in many instances proven counterproductive, with pests developing resistance to the pesticides, environmental pollution, loss of biodiversity and the numerous health hazards on worker necessitating the need for alternatives that can keep pest populations below economically injurious levels. For the past ten years, bio controls have thus evolved as a potent crop protection strategy that even the export market has warmed up to.

"We look forward to having better informed stakeholders from regulators, farmers and the general public. We would like to have regulators recognize that our technologies are safer and low risk," Henry emphasized.

The CEO Kenya Biologics, Chris Kolenberg expressed his delight at being part of the newly formed association affirming that the collaboration was

Farmers Awards Scheme still churning out celebs that inspire



Lucy Muthoni Kuria, Winner of Small Farmer Gearing Towards Commercialization category of the National Farmers Awards 2017, receives a trophy and certificate from President Uhuru Kenyatta at the Nairobi Show

Tens of farmers across the country have been turned into celebrities, in turn creating a farming revolution that commenced with the introduction of the annual National Farmers Awards scheme premiered in 2013.

The fete, now celebrating its fifth birthday, has metamorphosed into one of the most important events in the farmers' calendar.

Having started with 8,000 entries in the pioneer edition in a handful of counties, the entries have more than tripled. Competition has gotten stiffer and almost all counties are now on board, with winners coming from as far as North Eastern and Mombasa.

Navigating through rough terrain to reach as many farmers as possible and understand their perspectives on the awards and agriculture in general is the judging team that comprise of agriculture experts from the national and

county governments. They have been mesmerized at the farmers' growing resilience even in the wake of emerging threats to agriculture including the changes in weather.

"It has been a very a humbling experience. From North Rift to coastal counties, the passion to produce food even in such tough conditions is ever evident. It has also been gratifying to see how farmers want to better what they do despite having done so much already. You need to interact with the farmers firsthand to see the transformative efforts being put in feeding this country," said Nelson Maina the Head of Communication at Elgon Kenya.

At the heart of the revolution are former winners who are inspiring their counterparts and also the youth into farming. Having become celebrities in their areas, farmers have built a lot of trust in them. They are been listened to more because they indeed practice what they tell other farmers.

In Kirinyaga County, Flechia Wambui, the best female farmer in Kenya in the 2014 awards, has inspired hundreds of Kirinyaga residents into farming. The county government of Kirinyaga has picked her as their ambassador. Her farm, a picturesque lush of green vegetation that contains tissue culture bananas, coffee shrubs and horticultural produce, is used as a demonstration plot. Everyday farmers congregate at her farm to learn best practices. It is a model the county government says has done wonders. More youth are now taking up agriculture and embracing it as a money-making venture.

"I live for such moments. I feel overly excited that an idea we hatched five years ago would grow this big," says Mr. Bimal Kantaria, the patron of the National Farmers Awards. Mr. Kantaria says the scheme has overwhelmed everyone. "We first toyed with this idea inspired by the need to celebrate our farmers whose daily toil keeps us fed

FARMERS AWARDS 2017

yet no one recognized them. While we have achieved that, the award has metamorphosed into a university of a kind, where winners, besides being soil celebrities, have gone on to inspire many more into farming, creating an impressive revolution.”

The success of the scheme has been the collaborative efforts of both the national and county governments who monitor the entire judging process to ensure the very best in the industry are feted.

“The policy thrust of the government is to transform agriculture from subsistence to commercial and market oriented farming. As part of this effort, my administration has partnered with Elgon Kenya Limited to conduct an annual Farmers Awards scheme. I will today award recognition certificates to the farmers who, in the competition have emerged best in various categories. I

congratulate them all,” President Uhuru Kenyatta said while rewarding farmers during this year’s Nairobi Trade Fair.

The award has also grown in the number of the categories that have roped in the youth, women and persons with disability. Constituencies that have traditionally been ignored in the food production debate -even as they remain a key panacea in ending the hunger cycle- have also been brought to the picture.

Margaret Amimo, one of the pioneer winners, has gone ahead to organize fellow farmers in Vihiga County into a group that is adding value to bananas and making flour, crisps and biscuits, a venture that is boosting members’ incomes and tackling malnutrition. She has inspired a new generation of young people into farming, including John Kidulla who would be crowned one of

the winners in the 2015 awards.

“So many things have happened to me since winning. I have met experts who have shared in my passion and inspired me to dream more. I have seen lives transformed. The motivation grows with each harvest,” Mrs. Amimo said.

Such testimonies are shared across hundreds of thousands farmers who have made a stab at the awards spanning from doctors, bankers and teachers who have made the resolve to get their hands dirty.

“The five years we have carried out the awards have been the culmination of a journey that we have all traveled together, and is testament that Kenya can comfortably feed itself and that the era of carrying begging bowls is behind us. We are proud to have witnessed in witnessed ordinary people doing extraordinary things,” said Mr. Kantaria.

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President Kenyatta salutes Elgon Kenya for farmers fete

President Uhuru Kenyatta lauded Elgon Kenya Limited for supporting government efforts to promote agribusiness. The president was speaking during this year's Nairobi Trade Fair, where he honoured the first batch of top winners of the 2017 National Farmers Awards.

The Head of State said; "it is the policy of the Government to transform agriculture from subsistence to commercial and market-oriented farming. As part of this effort, my administration has partnered with Elgon Kenya Limited to conduct an annual Farmers Awards scheme."

Elgon pioneered the scheme in 2012 to reward outstanding farmers who run their enterprises commercially in eight broad categories. Every year hundreds of thousands of farmers across the 47 counties participate in the competition that is adjudged by the Ministry of Agriculture. It was the brainchild of Bimal Kantaria, Elgon Kenya's Managing Director, who has been rewarded for his

efforts.

Mr. Kantaria also congratulated this year's winners, who will be hosted to a gala dinner in the next few weeks. He thanked Ministry of Agriculture officials for going through thousands of application forms, short listing winners in a highly competitive scheme and traversing the country to judge participating farms.

Five years later, about 100 farming champions have collected trophies, certificates and other rewards, many reporting that their farms have not been the same since the crowning. A number have graduated into model farms where other farmers regularly go for training.

Farmers who shook the President's hand at the Nairobi Show are an inspiration to their counterparts who look up to them with a hope to one day have the same honour.

The following are the farmers who won in different categories:

1. Small Scale farm gearing to commercialization category was won by Lucy Muthoni Kuria of

- Lucypark Farm in Kiambu County
2. Small scale farm fully commercialized category went to Peris Wangui Gitau of Nakuru County
3. Large scale farm fully commercialized was won by Fresh Gold (K) Limited in Laikipia
4. Women in Agriculture category went to Gladys Wangechi Migwi of Nyeri County
5. Youth in Agriculture category was won by Nicholas Njogu from Muranga County
6. Large Scale Agro-input Dealers (i.e. more than Ksh.5m) Category was taken by Mochama Oluoch of Josema Distributors Kenya (K) Limited in Kisii County
7. Small Scale agro-input dealers (less than Ksh.5m) went to Beatrice Okello of Tiva Agrovet in Kisumu County
8. Disability in Agriculture category went to Antony King'ori of Anwa Farm in Nyeri County

It's a FreshGold Medal



By Caroline Gikunda

Tacked in a serene environment of Laikipia County is a new flower farm that has bagged the gold award in the Large Scale Fully Commercialized category of the National Farmers Awards.

“We were informed of the award scheme by an Agricultural officer and we decided to apply,” said John Karimi, the Farm Manager, John Karimi adding, “it was our first time and we look forward to the presentation of the award.

FreshGold is located a few Kilometres from Nanyuki town in a semi- arid area along the Nanyuki - Rumuruti road. Some meters from the farm flows the Ewaso Nyiro River, a permanent river fed by various streams and seasonal rivers. The farm exclusively grows some 20 varieties of roses for export on 16 hectares.

The name FreshGold is derived from the fact that the land where the farm stands has never been cultivated. It was established on virgin soil which is very good for farming. The area was hardly settled on until the farm sprung up. “Upon establishment the farm, the area started attracting people in search of employment. They gave the farm a moniker, ‘fresh gold’ to imply the new earnings they got. The farm adopted the name,” said Mr Karimi.

The farm is only two and a half years old and sources water from the Ewaso Nyiro River and harvests rain water. It has installed three dams for water storage with the main reservoir getting water from Ewaso Nyiro River while the other two dams are filled from the skies. “When it rains we harvest every drop which we store in our dams,” said Mr Karimi.

When rains stop, the company stops pumping water from the river and use the water already harvested and stored in the dams. The water amounts to over 120 million liters in storage dams, enough to even supply the neighboring community. They offer piped water to a nearby school, a police station and a church. The locals also quench thirst from the farm. The water can sustain the farm for four to six months, making the vital commodity available through the seasons.

FreshGold farm strives to meet the requirements of global standards in water and environment conservation. They have planted over 25,000 trees and plans are in the pipeline to establish a tree nursery to supply seedlings to the communities around to plant in their land. The fact that water is properly harvested enables the farm and residents



Arysta Life Science marketing manager, Eric Kimugunyi (right) and Innocent Arunda, Sales & Marketing Manager (Flori & Horticulture) display a sample of Delphin 6.4. The product was launched at the Naivasha Horticultural fair

Arysta's new products signify what's coming

Arysta Life Science launched two products at the Naivasha Horticultural as part of its continuous strategy to expand its portfolio in the region and to serve and address the ever-growing customer's and grower's needs.

The innovative products are part of the range the company has lined up to provide growers with effective crops' solutions and enable them remain profitable in a highly competitive market.

Disarm 480 SC (Fluoxastrobin 480g/L), is the next generation, low-use fungicide with Xylem Pro Technology™. The unique Xylem Pro Technology aids in distributing the active ingredient throughout the plant, moving to all areas of the leaves with water flow.

Once applied to the surface, Disarm 480SC moves quickly into the plant, stopping the disease and protecting it from unexpected environmental threats. And with short restricted-entry and pre-harvest intervals, Disarm 480 SC provides maximum application flexibility with excellent residual control and protects new leaf tissues.

"The challenge facing growers has to do with getting higher yields, better quality produce and less diseases pressure within the constraints of the budget in a sustainable way," said Eric Kimugunyi, Arysta Lifescience's Marketing Manager. Kimugunyi added that the powdery mildew (*Sphaerotheca pannosa*) is one the diseases that occur almost throughout the growing season. "Various intervention strategies exist for management of the diseases but the

market pressure on pesticides limits the choices the growers can use. Arysta Life Science in recognition of this fact has worked with scientists and researchers to develop Disarm 480 SC with the growers in mind."

He also said that the product only takes fifteen minutes to transverse the whole plant. This means quicker and long residual control with unmatched plant health benefits. "Its plant health benefits will translate into improved yield and quality effects that you have grown to expect; these include increased efficiency of carbon assimilation, nitrogen fixation and water utilization, among others. Plants you treat with Disarm 480 SC will have greater tolerance to adverse conditions and quicker recovery, giving you maximum yield potential," he added



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Oserian rams deliver goodies for communities and nature

By Beth Ngugi

A project by Africa's largest rose producer, Oserian Development Company Limited, that crossbreeds the superior pedigree dorper ram from South Africa with the local Masaai ewes is transforming the lives of neighbouring communities by doubling their income while helping to improve conservation.

The project has grown into a full-scale initiative, in line with Oserian's mantra, Flori4Nature.

It is altering the lives of the surrounding, pre-dominantly Maasai community who have traditionally depended on the inferior breeds that are susceptible to diseases and attract low prices. The community's fortunes have been waning due to fragmentation of land and drindling of pasture as a result of overgrazing.

But Oserian, through the Oserengoni Wildlife Sanctuary that it manages, has been working with

the local communities through the "Dorper ram project" to address this by improving the quality of the local breeds.

The resultant breed, christened Dormaa by Oserian technical directors, is given to elders and custodians in the community who then pass it on to the members for breeding. After the ram reproduces, it increases chances of the ram producing sheep from its family tree after a while.

The hardy sheep is fast maturing and can reproduce in irregular and low rainfall environments. It also consumes less pasture compared to the indigenous breeds while fetching a higher market price.

It has found favour among the pastoralists who have been on the lookout for a breed that matures faster while consuming less.

John Ndegwa, the Conservation Manager at Oserengoni Wildlife

Sanctuary and who is actively involved in the project, says that the initiative is suitable for sustainable management of grasslands. Farmers, he says, have embraced the new breed and livelihoods are being changed as evidenced in the increase in flocks and better market prices.

"We train them on the philosophy of more for less. This means that the pastoralists can manage the pasture that they have by only having fewer sheep. The financial returns are higher in selling few of these superior breeds than they would be with the traditional ones," Ndegwa explained.

So far, Oserian has donated 27 rams to the community in a Sh2 million project that has also involved training farmers on the new breeds, management, inputs and cost of field officers.

"We target community members living along the boundaries of the conservancy, women groups as well



as youth. The strategy is hinged on building successful model farms within each community area whose success becomes 'training centers' for the rest of the society. To prove success of the project to the locals, we at the Sanctuary identify and isolate hardworking farmers and use them as role models for other members. This ultimately encourages partnership between the role models and other community members," Ndegwa added.

Oserian has particularly tapped into women as it seeks to give them lasting solutions to their economic problems which has seen majority of them form support groups. According to Ndegwa, women have had to sell their entire flocks to take care of pressing family needs like school fees for their children. The project therefore gives them more value should they decide to sell the sheep.

"Women from these groups have started embracing this initiative. Given the ease of breeding this type of sheep as seen in minimal labour input, the women have more time to engage in other social and economic activities. Most are now taking care of their family sheep. In the past, it required them to sell a number of their sheep to cater for their children's school fees. Today, one sheep gives them same or more return as from selling a number of sheep," Ndegwa noted.

Petero Ole Panin, a clan elder in the area and one of the pioneer farmers in

the project lives on the South- Western boundary of the conservancy and is constantly moving around the shores of Lake Oloiden in search of pasture.

Holding his grazing stick, he stretches his hand and points at his flock identifying a black head sheep as the seed. He explains how the community breeds the seed with local sheep for best results and later consumes or sells the sheep.

"In the past, we would sell each sheep at Sh3000 to Sh3500 on average due to the small size and light weight. Today, we sell at between Sh12, 000 and Sh20, 000. Petero is grateful to Oserian for giving the community a viable source of income.

John Kimani and his wife, now in their old age have been in the business of rearing sheep their entire lives. They have had to contend with death of their flock as diseases and harsh climatic conditions take a toll on their livestock. They manage 18 sheep, a number John says has decreased as they have had to consume some of them during prolonged dry spells and sell others. He however is looking to doing away with all his local breeds for the dorper which he describes as hardy, disease resistant and heavier compared to local breed.

"During dry seasons, I keep immunizing the local breeds due to their inability to withstand the harsh climatic conditions. The dorper ram has the ability to endure," he said.

Hanna Njeri another farmer at the Maela escarpment has seen better days with the dorper ram which she says has transformed her sheep rearing experience including fetching more returns.

"The dorper ram is a good seed. The sheep upkeep expenses are less. Since Oserian gave me the ram, it hasn't fallen ill. The breed born out of the ram and my sheep is also strong and resistant to diseases," Hannah revealed.

Even in dry seasons, she makes good money from selling the sheep. She hopes to receive another dorper ram in order to keep on enhancing her flock.

Oserian takes pride in the blossoming relationship with the community. According to Ndegwa, this is a great platform for goodwill and enlightening the community on conservation, security and better animal husbandry.

"The community has become economically empowered. They have upgraded to high yielding sheep. Others have become commercial farmers. Lives have generally been transformed for the better," he affirms.

The project however has not been without headwinds. Some farmers have not taken good care of their sheep attributing it to lack of capacity and time. Others have fallen into the temptation of selling the ram, which is key in crossbreeding, as butchers and traders, aware of the ram's premium value, come calling with irresistible offers.

Generous Narok County official turns pastoralists into farmers

By Beth Ngugi

In Eor- Ekule town, Narok county, towering bananas and succulent tomatoes conspicuously stand on a 20 acre farm, representing a shift from the age-old pastoral practices among the Maasai community to crop production that has more than tripled household incomes and boosted food security.

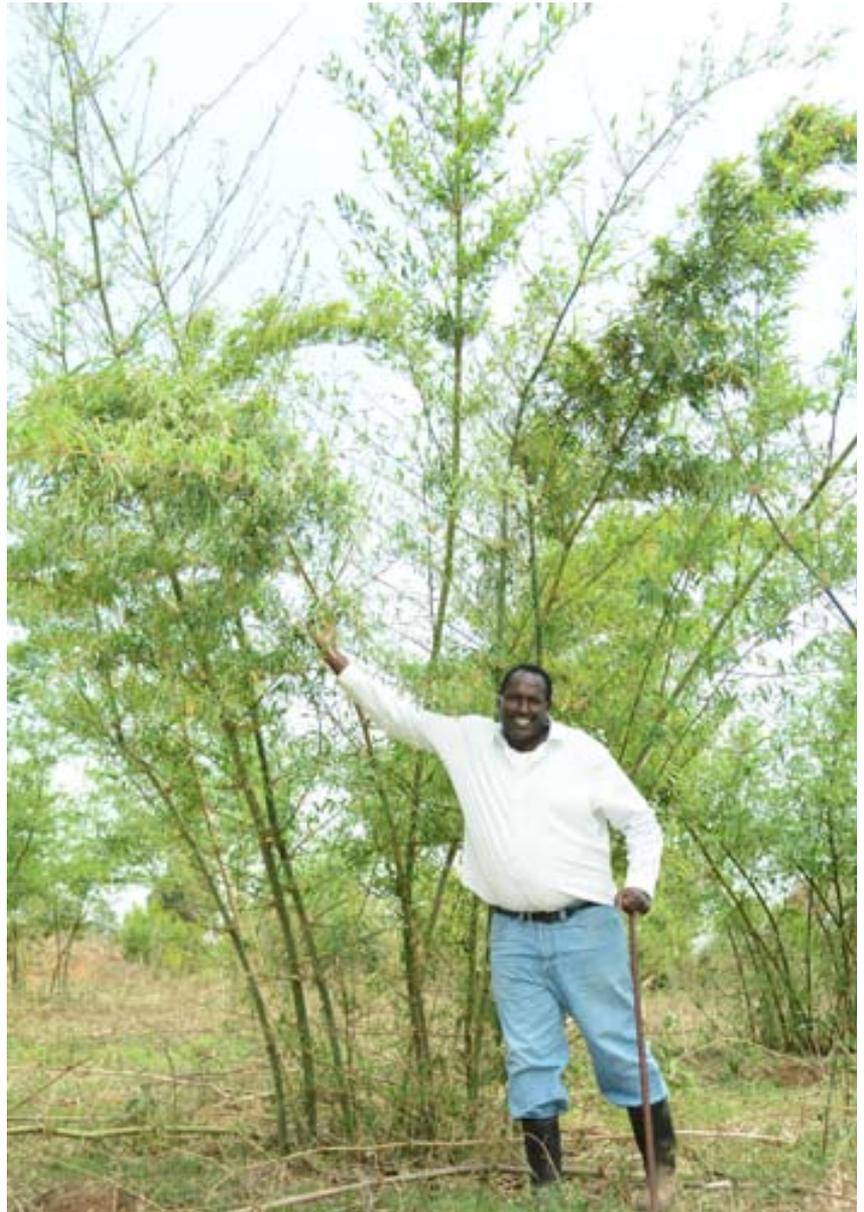
Dwindling pasture and water, occasioned by failed rains over the years, have taken a toll on the Maasai community and their pastoral practice. With unpredictable variations in the weather, livestock, their treasured possession, has increasingly faced imminent death, making the Maasai people to adjust their way of life.

One man, cognizant of this predicament, has decided to do something about it.

Maison Ole Sasai, has opened up his farm to pastoralists interested in growing crops and has given it to them for free. Farmers interested in the arrangement also get free inputs and all farm expenses are catered for. Once the produce is harvested, the profit is shared between Maison and the farmers. The idea is to incentivize more pastoralists into crop production to insulate them from the vagaries of weather that have threatened to wipe out their entire livelihoods. His idea is working.

What started as a trial in a one acre piece of land has metamorphosed into a 20 acres farming success story that rakes up to Sh300, 000 every harvest.

“There are people looking for jobs. I’m giving them an opportunity and all they have to offer is their labor. It benefits both ways; they fend for their families and I venture into what I’ve always wanted, agribusiness,” Maison who doubles up as the chief of staff at Narok County Government said.



Maison Ole Sasai, the Narok County Official who has opened up his farm to pastoralists interested in growing crops

The farm is a cocktail of produce that includes tomatoes, capsicum, corn flower, French beans, bananas, pineapples and avocados.

“During one season, I can harvest up to 10 tons of tomatoes in a four

acre piece of land. Roughly, I can make a profit of about Sh300, 000 per acre which I share with the farmers,” he added.

Pastoralists have warmed up to his initiative and jumped onboard. He is at



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SEEDS OF SUCCESS



Maison Ole Sasai in a tomato farm

the moment working with a group of 20 farmers, with each group that is made up of four farmers cultivating four acres. The success of this arrangement has inspired him to expand the venture as he now scouts for more pastoralists to recruit.

“I am happy that the neighbours are embracing this project. Although it’s still new, I am confident that it will break even and they will start making profits. I have introduced them to good propagators to ensure they plant quality seedlings,” Maison said.

Patrick Njiru, one of the farmers in the partnership has more than tripled his monthly income since he dumped charcoal business for farming. He is all smiles as he irrigates his crops while counting his newfound fortunes.

“I used to sell charcoal for a living. On a good month, I would make about

Sh20, 000. Today, I earn on average Sh400, 000 in six months,” Njiru notes.

Jeremiah Tumanga who has lived his life as a pastoralist is in awe at the turnaround crop production has made to his livelihood insisting that farming will remain his cash cow. On a good harvest, he earns Sh300, 000 a staggering difference from the little he would earn tending to his cattle.

But the project hasn’t been without hiccups. Disagreements among farmers have threatened to put the brakes on the progress of the initiative but they have managed to nip the problems in the bud. In cases where the disagreements escalate Maison intervenes with a view to finding lasting solution.

The farmers have also been struggling with poor market prices especially during rainy seasons when flooding delays produce getting to the market

in time and ultimately affecting prices. Maison hopes to counter this through sourcing for long term contracts with customers who will insulate the farmers from market inconsistencies.

“In a few years’ time, I want to expand and be a big producer. My hope is that the government and other potential investors gets us a market especially for value addition,” he said.

Beyond getting more pastoralists to farming, his initiative has been an inspiration to his daughters, fresh from university who have now decided to also get their hands dirty. “I always tell my daughters and all young people that the future is in farming and if you combine the university skills with agribusiness you move from being a job seeker to a job creator which is what this country needs,” he added.

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FOCUS ON BIO-CONTROL



Charles Macharia, General Manager, Koppert Kenya

We are happy and proud to be a founder member of IBMA-Kenya. The formation of this association is very timely. Beyond creating the formal structure by which the bio-control industry can lobby regulators and government, it is also a unique opportunity to jointly raise awareness on biological control as a tool for sustainable crop protection. Globally, Koppert is 50 years old this year; while we have been present and active in Kenya for 11 years now. Koppert is therefore happy to bring a wealth of global pioneering experience and expertise into the Kenyan industry.

major step in boosting sustainable farming in the country.

“Kenya is uniquely positioned in the use and production of bio-control products. Forming this association has again confirmed Kenya’s pole position in the global bio-control production,” Chris said.

According to Nathan Makori the Marketing Manager at Dudutech, the opportunities and the safety guarantees that bio control products offer should not be taken lightly and the association had given the pursuit for safe production of horticultural produce in the country more gusto.

“There is unimaginable potential in the organization with the current shift to green farming. As champions of safe workers, safe consumers, safe environment and increased agricultural production, this is an unimaginable opportunity. Let’s embrace it,” Nathan said.

Netherlands development organization, SNV through its horticultural sector programme, Horti Impact has been financing the operations of the body, even as the

association looks to self-fund.

IBMA Kenya that has opened its doors to more members now hopes to scale its operations by partnering with players across the value chain as it looks to innovative and affordable ways of making bio control products available in the country. Its pursuit has been relentless and rewarding. It was feted for being the best in innovation at this year’s Naivasha Horticultural Fair Trade.



IBMA Kenya Secretary: Patrick Mathenge

International Bio-control Manufacturers Association (IBMA)



Nathan Makori, Technical Lead (Marketing) at Dudutech

1. When was IBMA formed and the reasons for the formation?

IBMA Kenya was established in 2017 with the aim of representing the biological control industry in Kenya. As this is the fastest growing sector in the global crop protection industry it is essential that this is well represented in Kenya. There has been a strong increase in the manufacturing of biological control agents in Kenya. They are

distinct and have special properties from other crop protection measures, hence we needed a separate association.

2. What will be its role?

- To promote the biological control industry
- Raise stake-holders awareness
- Lobby regulators and government to appreciate the merits of this technology

3. IM Current members and the value proposition to attract more members?

- Dudutech
- Real IPM
- Koppert Kenya
- Kenya Biologics

IBMA Kenya is the vehicle for Manufacturers of Biocontrol Products to learn about, and promote, Biocontrol products together with likeminded companies. Being on top of the fastest growing agricultural input category is imminent for future success.

4. Achievements so far?

IBMA Kenya won an award for the best innovation in the Naivasha Horticultural Fair on Friday the 15th September 2017

5. What are the challenges so far?

It is still a young organization in Kenya and we need to get more members. We need to educate the many different stakeholders as to the benefits of biological control.

6. What are its future strategies?

Greater recognition of the biocontrol technology. Increased involvement of the various stakeholders including regulators and government officials. Tap into the opportunities available in the IBMA global to ensure we have the maximum resources available to IBMA Kenya.

7. What is your message to the current and potential members?

There is unimaginable potential in the organization with the current shift to green farming. As champions of safe workers, safe consumers, safe environment and increased agricultural production, this is an fantastic opportunity, lets embrace it!

8. Where do you see this association in five years?

Having a regional and eventually African representation.



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Koppert Celebrates Golden Jubilee



BY FAITH RONO

The story of Koppert Biological Systems goes back to the sixties when cucumber grower, Jan Koppert, just like any other grower, experienced a great deal of setbacks with pests in his crop. Together with his son, Peter, he set out to find a natural solution to protect his crop and experimented with the deployment of predatory mites against a spider mite infestation. It proved to be a successful solution that led to the foundation of the company. A continuous growth has been witnessed in a couple of decades lifting the company from pioneer to a global market leader in biological crop protection solutions.

Fifty years later, Koppert continues to uphold the international reputation of reliability, innovation and quality. Our worldwide network has seen us work alongside growers every day, partnering with nature to offer our technical know-how on the best practices to

optimize crop production through sustainable growing systems. We believe in offering innovative crop management solutions that meet the highest possible standards of quality, offering the best value for growers' money.

From the humble beginnings of a brand that started in a family greenhouse, Koppert Biological Systems now has dozens of products that are sold in over 100 countries spread across all continents of the world. The company now boasts of 27 subsidiaries and over 1,300 dedicated employees.

To mark the Golden Jubilee this year (i.e. 2017), a series of events were lined up. For instance, on the 14th September, an inspirational "Partners with Nature" seminar was held at the headquarters in the Netherlands. This was attended by over 700 guests from across the world who were inspired to contribute to the goal of establishing sustainable growing practices. The Dutch King, Willem-Alexander, graced the event and officially opened the Experience Center. This is an exhibition center that will display Koppert's history, mission and vision, the current holistic approach to crops and the R&D and production processes of our microbial and macrobial products.

On the 15th of September, Koppert employees were treated to an exciting anniversary party. During the celebration, the Board of Directors had the opportunity to thank all employees for their continued contribution to the company's existence and growth. To crown the party, the Dutch King through Mayor van der Stadt presented two of Koppert's directors, Paul Koppert and Henri Oosthoek, the royal decoration of Officer in the Order of Oranje-Nassau. The royal decoration was bestowed on them for their 'broad input and meaningful work' to the society.

Here in Kenya, the celebration week ran concurrently with the annual Naivasha Horticultural Fair that Koppert Kenya attended. To appreciate our loyal clients, partners and those visiting our stand, each was given a special 50-year gift.

As we look forward to our next 50 years, we are dedicated to the success of our growers and our commitment is to keep introducing new sustainable solutions to combat pests and diseases and support resilient cultivation. Our goal is to enable growers to produce top quality produce with minimal reliance on chemical pesticides.

Looking back to where the journey began, we can confidently say that much has been achieved but there is still a great deal to develop and strive for. In partnership with nature, we continue to make agriculture healthier, safer and more productive. We cannot think of a better cause to dedicate our work to.

Faith Rono, marketing communication officer, Koppert Kenya

FOCUS ON BIO-CONTROL

Carol Achieng'a of Koppert Kenya shares a commemorative 50-year package with a visitor at Naivasha Hortifair.

Some major accomplishments by Koppert during its 50-year history:

1. From pioneer to global market leader
2. Remains a solid family company
3. 27 subsidiaries established
4. Dozens of products sold in over 100 countries worldwide
5. Establishment of a world class Experience Centre

An artistic presentation during the jubilee celebrations.



Paul Koppert is joined by the rest of the Koppert board as he addresses the audience.

New unit at Plantech sires seed at enviable rates

A company in Naivasha is germinating seeds for farmers with an automated unit, the only one of its kind in East Africa, which is replacing disease-prone and poor germination methods while guaranteeing 95 percent germination rate.

This is a welcome relief to millions of smallholder farmers across the country who have had to contend with manual germination of seeds. The traditional method leads to a mere 70 percent germination rate with only 50 per cent of the seedlings growing to maturity and ultimately affects yields. Germination is sensitive to the seed and soil conditions.

It is an experience Idan Salvy, the co-founder of the Naivasha based company Plantech Kenya Ltd, knows all too well having received only 60 per cent of seedlings from a manual propagator he had taken his seeds to for germination. Even the 60 per cent were of poor quality and wouldn't grow to maturity. He decided to do something about it and flew back to Israel, his home country, to look for a solution. And he did find one in the form of an automated propagation machine which he acquired following intervention by an investor. He would later set up shop in Naivasha Flower Business Park, Nakuru County where the business of seedling propagation was birthed.

The company germinates cabbages, broccoli, tomatoes, capsicum, chillies, onion and herbs.

It works with all seed companies in Kenya by buying certified seeds from them at a discount which they germinate for farmers. In case farmers bring their own seeds, they are charged a fixed propagation fee which is usually

a maximum of Sh2.

HM.CLAUSE, a seed company whose operations dates back to 1750, has been working with Plantech to supply it with high quality seeds. According to the East Africa Area Manager, Benoit Montalegre, a good seed gives the plant a chance to express its genetic potential.

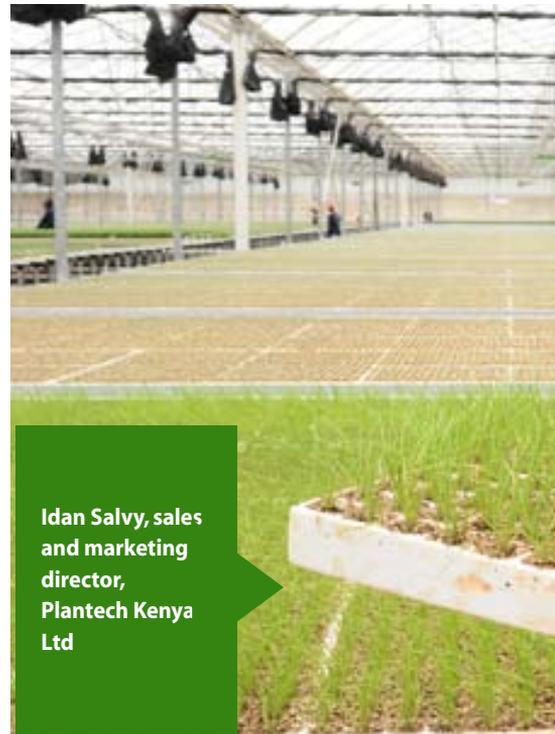
"We work with professional propagators like Plantech, as we can understand our varieties when we are trying them in the local environment. We are able to identify their strengths and weaknesses according to the local climate and local disease pressure," Benoit noted.

George Kamunya the Technical sales and marketing executive at Kenya Highland Seed, another company working with Plantech, says that a key factor that determines the yield a farmer expects is plant population.

"Through Plantech's technology, our farmers are happy that they get the ideal number of seedlings they require for their designated planting spaces. This minimizes the uncertainty of poor germination. The farmer instead invests their time doing proper land preparation on their farms as they await delivery from Plantech," he said.

Upon purchase of the seeds, trays made of the smooth Styrofoam material are used in the germination to prevent plant roots from sticking on them. This is particularly important when farmers are transplanting to ensure they don't damage the feeble root system.

"Our innovation can propagate half a million cabbages in an hour. Not even a finger will touch the seedling. Everything is automated. One of the most important things in a seedling is uniformity. If there is no uniformity,



the farmer will not make money. The seedlings will grow at different rates therefore harvested at different times. Seedlings with uniformity are harvested at a go," Idan said.

The multi-billion machine works like a conveyer belt. Instead of natural soil or coco peat that manual propagators rely on, it uses peat moss, a dark brown, compact matter, which ensures the plug has the ability to hold enough water and a lower drying duration which facilitates suitable air flow which is vital for root development. This means that a farmer doesn't have to necessarily plant immediately after delivery.

"In a click of a button, the machine is loaded with trays. Each tray contains 442 holes. It places the peat moss on each hole and moves it to the punching section. It creates holes where the seeds will be dropped. The seeds are released into the holes and covered with vermiculite. It is then irrigated and piled according to order, ready to be taken into the germination room. This process takes about 17 seconds," Idan explained.

The seeds are taken to the germination room for two days to acquire uniformity. The rooms are



divided into two; hot and cold room whose temperatures are 30 degrees Celsius and 16 degrees Celsius respectively. From there they are moved to the greenhouse for more growth for about 30 days depending on the crop variety.

“Kenya is an agricultural hub, but, farmers’ ignorance on proper seedling handling creates a huge propagation gap. Not a single farmer makes good money from growing their own seed. Farmers need to realize that a key factor to successful farming is working with a combination of a good variety of seed and a quality seedling,” Idan noted.

The speedy process allows the company to produce up to three million seedlings in a week with orders coming from across the country. It has a capacity of producing 12 million seedlings every month.

“Today, farmers are tripling their yields with seedlings from this technology. They are producing roughly 300 crates per acre. In the past they would harvest approximately 90 crates,” he said.

Farmers like David Kamau, kilometers away from the company’s operating base, are a living testimony. Known in the farming circles as one of the biggest

tomato producers in the country, David whose 150 acre farm is in the outskirts of Thika Town knew no peace before he learnt of the automated germination technology. Some of the seedlings he planted would later dry out even he struggled with the uniformity of the seedlings and the constant attacks by diseases.

“I once tried to grow my own seedlings and i failed terribly. I tried with manual propagation and only got a 70 per cent germination rate. Through other farmers, I got to know about the automatic propagation technology at Plantech and was able to double my yields and increase my earnings,” he said.

It is an experience shared by Maison Ole Sasai a Maasai elder in Narok County who has turned around his fortunes since discovering Plantech.

Maison who is among the pioneer beneficiaries of the Plantech technology used to realize 40 per cent germination of the seedlings following numerous attempts at manual germination.

“From this farm I made a profit of two million shillings which I shared equally with my partners. When I

used to grow my own seedlings, the rooting system did not grow fully. During transplanting, the roots would disperse from the soil. With the seedlings propagated using this technology, roots are formed fully. The peat moss used hardens the rooting system therefore a strong foundation,” Sasai notes.

He compares his previous way of growing seedlings and says that it would take him a week for the seedlings to shoot up, but, today the seedlings are usually up by the next day. He describes the seedlings as being uniform and disease resistant.

But beyond the success of Plantech’s intervention is the staggering number of farmers still stuck with manual germination methods that continue to disappoint even as they remain unaware of the new technology. Currently Plantech has only managed to reach one per cent of the farmers in the country. The resolve to reach more however is on course.

The company is also investing in building more units closer to farmers with a view to bridging the distance which has been one of the major challenges in reaching a critical mass.





ORGANIZATION	CONTACT PERSON	EMAIL	PHONE
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Kenya Flower Council	Ms. Jane Ngige	info@kenyaflowercouncil.org	+254 733 639 523
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This section highlights eight regions in Kenya where flower farms are located

(A) FLOWER FARMS IN NAIVASHA

ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Aquila development company	Naivasha	Flower grower & exporter	Mr. Abhay marathe	254-722-205368	info@aquilaflowers.com
Beauty line	Naivasha	Gypsophila	Mr. Peter gathiaka	0722 676925	peter@beautyline.com
Bigot flowers	Naivasha	Roses	Mr. Jagtap k	0 722205271	jagtap.kt@bigotflowers.co.ke
Bila shaka	Naivasha	Roses	Ms. Judith zuubier	047 87898169	bilashaka.flowers@zuubier.com
Blue sky	Naivasha	Flower grower & exporter	Mr. Mike	0720 005294	info@blueskykenya.com
Carzan flowers	Naivasha	Carnations	Mrs. Carol manji	0707110030	info@carzankenya.com
Colour crops	Naivasha	Summer flowers	Mr. Simon baker		simon@siluba.co.ke
Colour vision roses ltd	Naivasha	Rose breeders	Mr. Peter vandemeer	254-05050310	petervandemeer@terranigra.com
De ruiters	Naivasha	Roses	Mr. Fred okinda	0722 579204	fred.okinda@deruiter.com
Dummen orange	Naivasha	Flower breeder	Mr. Steve outram	254-733-609863	s.outram@dummenorange.com
Esmeralda breeding	Naivasha	Summer flowers	Mr. Loui hooyman	31-297-385444	loui@esmeraldafarms.nl
Finlay's flamingo	Naivasha	Roses, fillers	Mr. Peter mwangi	0722204505	peter.mwangi@finlays.net
Finlay's kingfisher	Naivasha	Roses	Mr. Charles njuki	0724391288	charles.njuki@finlays.net
Florema(k)ltd	Naivasha	Flower grower & exporter	Mr. Perter maina	254-050-2021075	info@floremakenya.co.ke
Florensis hamer	Naivasha	Flower grower & exporter	Mr. Eddy verbeek	020 50010	verbeek@florensis.co.ke
Galaxy	Naivasha	Roses	Mr. Kiran		kiran@vegpro-group.com
Groove	Naivasha	Roses	Mr. John ngoni	0724448601	groovekenya@gmail.com
Hamwe ltd.	Naivasha	Hypericum	Mr. Adrew khaemba	+254722431170	hamwe.production@kariki.biz
Harvest flowers	Naivasha	Roses	Mr phanuel ochunga	0722 506026	phanuel.ochunga@gmail.com
Indu farm	Naivasha	Flower grower & exporter	Mr. Wesley koech	0715 546908	
Interplant roses	Naivasha	Flower breeding	Mr.gavin mouritzen	254-729-406668	info@interplante.co.ke
Karuturi flowers	Naivasha	Roses	Mr. Sylvester saruni	+254 722873560	henry.muller@karuturi.com
Kentalya	Naivasha	Flower grower & exporter	Mrs. Lynette	0733 549773	lynette@kentalya.com
Kongoni farm	Naivasha	Roses	Mr. Anadpatil	0728 608785	anad.patil@vegpro-group.com
Kreative roses	Naivasha	Roses	Mr. Bas smit	0722 200643	
Larmona	Naivasha	Roses	Mr. Peter mureithi	0722 238474	larmonaaccounts@africaonline.co.ke
Leekem holding ltd.	Naivasha	Flower grower & exporter	Mrs. Margaret muthoni	720-267004	leekement@gmail.com
Loldia	Naivasha	Flower grower & exporter	Mr. Gary	0721 237936	locland@bidii.com
Longonot horticulture	Naivasha	Roses	Mr. Shado rai	050501473	longonot@vegpro-group.com
Maridadi flowers ltd	Naivasha	Roses	Jack kneppers md	07-33333289	jack@maridadiflowers.com
Mbegu farm	Naivasha	Roses	Mr. David mousley	0722 833 122	mbegufarm@connect.co.ke
Multgrow investments	Naivasha	Flower grower & exporter	Mr. Peter mbugua	0724-977259	peter_murimi@yahoo.com
Nini farm	Naivasha	Roses	Mr. Philip k	05050406	philipk@niniitd.com
Nirp east africa ltd.	Naivasha	Flower breeder	Mr. Alessandro ghione	020-3563141	info.ke@nirpinternational.com
Oserian development company	Naivasha	Flower grower & exporter	Mr. Hamish ker	0722204701	hamish.ker@oserial.com
Panda flowers	Naivasha	Flower grower & exporter	Mr. Charkara	0786 143515	chakra@pandaflowers.co.ke
Racemes	Naivasha	Flower grower & exporter	Mr. Bonny	0721938109	bonny@kenyaweb.com
Rift valley roses	Naivasha	Roses	Mr. Peterson muchiri	0721216026	rivr@livewire.co.ke
Savannah international	Naivasha	Flower grower & exporter	Mr. Ignaitus lukulu	0728 424902	i.lukulu@savannahinternational.com
Schreurs east africa ltd.	Naivasha	Flower breeder	Mr. Haiko backer		sales@schreurskenya.com
Shalimar flowers (k) ltd	Naivasha	Roses	Export manager	0722 811832	info@eaga.co.ke
Star flowers	Naivasha	Flower grower & exporter	Mr. Dinkar	0722 203750	dinkar@vegpro-group.com
Stockman rozen	Naivasha	Roses	Mrs. Sarah tham	0720 603990	info@srk.co.ke
Subati	Naivasha	Flower grower & exporter	Mr. Naren patel	0712 584124	naren@subatiflowers.com
Sun buds	Naivasha	Hypericum	Mr. Paul kamau	0728339953	sunbudsltd@gmail.com
Terra nigra	Naivasha	Rose	Mr. Peter	0722926588	petervandermeer@terranigra.com
Tulaga flowers	Naivasha	Roses	Mr. Denis wedds	0724 819377	tulagaflowers@africanonline.co.ke
Twiga roses	Naivasha	Roses	Mr. Pius kimani	0721 747623	pius.kimani@gmail.com
Van den berg roses	Naivasha	Roses	Mr. Johan remeus	0505050439	johan@rosekenya.com
Wac international	Naivasha	Flower breeder	Mr. Richard mcgonnell	0722810968	richard@wac-international.com
Wildfire flowers	Naivasha	Flower grower & exporter	Mr. Patrick mbugua	0722204669	office@wildfire-flowers.com
Rainforest	Naivasha	Flower grower & exporter	Mr. Fabian philippart	0716 686998	fphilippart@fleurafrica.com

(B) NAIROBI REGION.

ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
African Kenya Ltd.	Nairobi	Flower grower & exporter	Mr. Charles Mwangi	0722711925	charles.mwangi@afriscan.co.ke
Black tulip group	Nairobi	Flower grower & exporter	Mr. Mohan Choudhery	0722825429	m.choudhery@bth.co.ke
Caly flora Ltd.	Nairobi	Cut flowers	Mrs. Catherine Gichugu	0725456930	info@calyflora.co.ke
Credible blooms	Nairobi	Roses	Mr. Francis	020 2102019	info@credibleblooms.co.ke
Everest enterprises Ltd.	Nairobi	Flower grower & exporter	Mr. John Karuga	0722720876	jdkaruga@everest.co.ke
Flamingo flora	Nairobi	Roses	Mr. Sam	0721 993857	s.ivor@flamingoflora.co.ke
Flora delight	Nairobi	Fresh cut-flower	Mr. Marco van Sandjik	0722384188	info@floradelightkenya.nl
Karen roses	Nairobi	Roses grower & exporter	Mrs. Juliana Rono	0722717187	sales@karenroses.com
Kordes roses e.a ltd	Nairobi	Flower breeding	Mr. Christian Meuschke	0733363642	info@kordesroses-za.com
Kreative roses Ltd.	Nairobi	Roses	Mr. Bas Smit	0 733501640	info@kreative-roses.com
Lakshmi group Ltd.	Nairobi	Roses	Mr. Serghei	0714551969	serghei.lakshmi@gmail.com
Magana flowers	Nairobi	Flower grower & exporter	Mrs. Ann Gitari	020-2017651	marketing@maganflowers.com
Magnate flowers	Nairobi	Flower grower & exporter		0722-777051	magnateflowers@gmail.com
Mzurrie flowers	Nairobi	Roses grower & exporter	Mrs. Irene Njeru	0722203630	irene@winchester.co.ke
Ngong roses	Nairobi	Roses	Mr. Charles Maina	0202700660	maina@africanonline.co.ke
P.p flora	Nairobi	Flower grower & exporter	Mr. Robert Rukingi	-	ppflora02@gmail.com
Particle blooms co. Ltd.	Nairobi	Flower grower & exporter	Mr. Aleb Amunga	0704040101	info@particleblooms.com
Phinna flowers Ltd.	Nairobi	Flower grower & exporter	Mrs. Ruth Thuo	0723582476	phinnaflores2014@gmail.com
Redhill flowers	Nairobi	Flower grower & exporter	Mr. Isaac Bwire	0702344047	redhillflowers@yahoo.com
Rose bunk international	Nairobi	Flower grower & exporter	Mr. Nahashon Macharia	0773754140	nahashon@rosebunkintl.com
Shallimar flowers Ltd	Nairobi	Flower grower & exporter	Mrs. Elizabeth Wahogo	0738391832	elizabethw@eaga.co.ke
Sian agriflora Ltd	Nairobi	Flower grower & exporter	Mr. Jos van der Venne	0725961961	info@sianroses.co.ke
Soloplant (k) Ltd	Kikuyu	Flower grower & exporter		0733 632969	pr@soloplant.co.ke
The flower hub	Nairobi	Flower grower & exporter	Mr. Stephen Swainston	0722509970	info@theflowerhub.com
Tripple f. Agencies	Nairobi	Flower grower & exporter	Mr. Amos N. Wakiria	0735405982	wakiria@fagencies.co.ke
United selections	Nairobi	Rose breeder	Mr. Jelle Posthumus	0203656135	jposthumus@united-selections.com
Van kleef kenya	Nairobi	Flower grower & exporter	Mrs. Judith Zurbier	0722364943	judith@vankleef.nl
Winchester farm	Karen	Flower grower & exporter		020 2170540	mulinge@sianroses.co.ke
Zaina blooms	Nairobi	Flower grower & exporter	Mr. Michire Mugo	0736-080070	zainablocks@gmail.com
Nathe enterprises	Uthuru	Summer flowers	Mrs. Pamella Gakenia	0722526959	pgakenia@gmail.com

(C) ATHI RIVER-KAJIADO REGION

ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Carnation plants Ltd	Athi river	Carnations	Mr. E. Fieldman	02045162	evi@exoticfields.com
Charm flowers	Kitengela	Roses	Mr. Ashok Patel	0202222433	info@charmflowers.co.ke
Desire flora k.ltd.	Isinya	Roses	Mr. Rajaat Chaoan	0724264653	rajatachaoan@hotmail.com
Harvest flowers	Athiriver	Roses	Mr. Gilbert Gathu	0725058546	gilbert@harvestflowers.com
Interplant roses e.a ltd	Athiriver	Flower grower & exporter		0733-220333	nfo@interplantea.co.ke
Isinya roses	Isinya	Roses	Mr. Rathna Vel	0738574403	gm@isinyaroses.com
Kalka	Isinya	Flower grower & exporter	Mr. Shiva	0715 356540	shiva@kalkaflowers.com
Maasai flowers	Kitengela	Roses	Mr. Wilfred Munyao	0725848912	wmunyao@sianroses.com
Maua agritech	Isinya	Roses	Mr. Kori	0722206318	gm@mauaagritech.com
Pj. Dave	Isinya	Cut roses	Mr. Ananth Kumar	0729405450	marketing@pjdave.com
Shade horticulture	Isinya	Flower grower & exporter	Mr. Ashutosh Mishra	0722 792018	mishra@shadehorticulture.com
Sian maasai flowers	Kitengela	Flower grower & exporter	Mr. Andrew Tubei	0722728364	atubei@sianroses.co.ke
Sian roses	Kitengela	Roses	Mr. Jos van der Venne	0202170540	info@sianroses.co.ke
Waridi Ltd	Athi river	Roses	Mr. Kadlag	0724407889	kadlag@waridifarm.com

(D) THIKA - KIAMBU REGION

ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Branan & mosi Ltd.	Thika	Roses	Mr. Anthony Wahome	0722 204911	mwaiwahome@mosiflowers.co.ke
Ever flora Ltd.	Juja	Roses	Mr. Khilan Patel	0675854406	everflora@dmbgroup.com
Branan flowers Ltd.	Thika	Roses growers	Mr. Brian Wahome	0734424648	brianwahome@transebel.co.ke
Enkasiti flowers	Thika	Roses	Mr. Thambe	0724722039	enkasiti@gmail.com
Gatoka farm	Thika	Roses	Mr. M.k Gacheru	0733619505	gatoka@swiftkenya.com
Jedini ventures co Ltd	Thika	Exporter	Mr. Nicholas Mwaniki	0727 237354	info@jedini.co.ke
Kariki limited	Juja	Hypericum	Mr. Samuel Kamau	0722 337579	samuel.kamau@kariki.co.ke
Kenflora	Kiambu	Roses	Mr. Aleem Abdul	0722311468	info@kenflora.com
Kenya cuttings	Thika	Cuttings	Mr. Martin Kolvenbach	060-2030280	martin.kolvenbach@syngenta.com
Mosi Ltd	Thika	Roses	Ms. Alis Murugi	0722204911	alicemurugi@mosiflowers.co.ke

Munyu growers	Thika	Flower grower & exporter	Mr. Muthom ngaru	0721956307	munyugrowers@gmail.com
Penta flowers ltd.	Thika	Roses	Mr. Tom ochieng	0 733625297	tom@pentaflowers.co.ke
Pollen sygenta ltd.	Ruiru	Cuttings	Mr. Daniel kisavi	0 733603530	daniel.kisavi@sygenta.com
Red lands roses ltd.	Ruiru	Roses	Mrs. Sabelle spindler	0733600504	gm@redlandsroses.co.ke
Selecta kenya/kpp	Juja	Flower grower & exporter	Mr. Wilson kipketer	020 352557	w.keter@selectakpp.com
Simbi roses ltd.	Thika	Roses	Ms. Pauline nyachae	0204448230	pauline@sansora.co.ke
Solo plant kenya ltd	Kiambu	Roses	Mr. Haggai horwitz	0-732439942	hagai@soloplant.co.ke
Transebel ltd	Thika	Roses	Mr. David muchiri		admin@transbel.co.ke
Valentine kibubuti	Kiambu	Roses	Mrs. Suzan maina	0203542466	info@valentineflowers.com
Windsor ltd	Thika	Roses	Mr. Pardeep	0674208	farm@windsor-flowers.com
Zena roses	Thika	Carnations.	Mr. Rakesh	0724631299	info@zenaroses.com
Riverdale blooms ltd	Thika	Flower grower & exporter	Mr. Antony mutugi	020 2095901	rdale@swiftkenya.com

(E) Mt. KENYA REGION

ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Batian fowers	Timau	Roses	Mr. G.muriungi	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
Colour crops	Timau	Summer flowers	Mr. Simon baker		simon@siluba.co.ke
Equinox	Timau	Roses	Mr. Tom lawrence	0722312577	tom@equinoxflowers.com
Finay's siraj	Timau	Flower grower & exporter	Mr. Paul salim	0722470717	paul.salim@fnlays.net
Finlays sirimon	Timau	Lilies	Ms. Purity thigira	0733606411	purity.thigira@finlays.net
Kisima	Timau	Roses	Mr. Martin dyer	0722 593911	flower@kisima.co.ke
Lobelia farm	Timau	Roses	Mr. Peter viljoen	06241060	info@lobelia.co.ke
Protea farm	Timau	Roses	Mr. Philip		info@lobelia.co.ke
Timaflor ltd.	Timau	Roses	Mr. Julius kinoti	06241263	timaflor@wananchi.com
Timau flair	Timau	Roses	Mr. Philip ayiecha	0723383736	
Vegpro-k ltd	Timau	Roses	Mr. Vivek sharma		vivek@vegpro_group.com
Uhuru flowers	Timau	Roses	Mr. Ivan freeman	0722863252	ivan@uhurufowers.co.ke
Fides kenya ltd	Embu	Roses	Mr. Francis mwangi	06830776	info@fideskenya.com
Liki riverfarm	Nanyuki	Flower grower & exporter	Mr. Madhav lengare	0722 202342	madhav@vegpro-group.com
Live wire ltd	Nanyuki	Hypericum,	Mr. esau onyango	0728 606872	info@livewire.co.ke
Lolomarik	Nanyuki	Roses	Mr. Topper murry	0715 727991	topper@lolomarik.com
Tambuzi	Nanyuki	Roses	Mr. Paul salim	0722 716158	paul.salim@tambuzi.co.ke
Mount kenya alstroemeria	Nanyuki	Flower grower & exporter	Mr.edwin van der veen	0718240581	info@mountkenyaalstroemerialtd.com
Sunland roses	Timau	Flower grower & exporter	Mr. Peter viljoen	0702095696	sales@sunlandroses.com

(F) RUMURUTI-LIMURU REGION

ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Aaa roses	Rumuruti	Flower grower & exporter	Ms. Jennifer sassi	0204453970	jennifer.sassi@aaagrowers.co.ke
Africa blooms	Rumuruti	Roses	Mr. Samir chandokrkarr	0735-384552	samir.chandokrkarr@xflora.net
Black petals ltd.	Limuru	Roses	Mr. Nizra junder	0722848560	nj@blackpetals.co.ke
Celinico flowers	Limuru	Roses	Mr. Chris shaw	066721710	celinico@nbinet.co.ke
Flora delight	Limuru	Summer flowers	Mr. Hosea andanyi	0724373532	hosndai@yahoo.com
Golden tulip	Olkalau	Flower grower & exporter	Mr. Umesh	0739729658	
Hatabor rainbow blooms	Limuru	Flower grower & exporter	Mr. John ndungu	07213850959	
Highlands plants	Olkalau	Flower grower & exporter	Mr. Leonard kanari	0721345829	sales@highlandplants.co.ke
Kemaks blooms limited	Aberdare ranges	Summer flowers	Mr. Peter gakuna	0792705160	kemaksblooms@gmail.com
Leekem holdings ltd	Nyandarua	Flower grower & exporter	Mrs. Margaret muthoni	0720 267004	leekement@gmail.com
Mahee flowers ltd	Olkalau	Roses	Mr. Vijay kumar	020822025	info@eaga.co.ke
New hollands flowers	Olkalau	Roses	Mr. Francis	0 700718570	guna@bth.co.ke
Primarosa flowers	Athi river	Flower grower & exporter	Mr. Vishal metha	073488223	mvishal@primarosafowers.com
Suera flowers limited	Nyahururu	Flower grower & exporter	Mrs. Peris mureithi	0724082797	perismureithi@yahoo.com
Tambuzi flowers	Narumoru	Roses		0623101917	info@tambuzi.co.ke
Tegmak bloom	Nyandarua	Flower growers & exporters	Mr. Edward kaguchu	0722292242	tegmakbloomsLtd@gmail.com
Terrasol	Limuru	Cuttings	Mr. Sjaak nannes	0722387943	info@terrsolkenya.com
Tropiflora	Limuru	Carnations	Mr. Krasensky	0724646810	tropiflora@tropiflora.net

ELDORET - KITALE REGION

ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Equator flowers	Eldoret	Roses	Mr. Charles	0721 311 279	cmutemba@sianroses.co.ke
Sirgoek flowers	Eldoret	Flower grower & exporter	Mr. Andrew kosgey	0725 946429	sirgoek@africaonline.co.ke

Finlay chemirel	Kericho	Roses	Mr. Aggrey simiyu	0722601639	aggrey.simiyu@finlays.co.ke
Finlay lemotit	Kericho	Flower grower & exporter	Mr. Richard siele	0721 486313	richard.siele@finlays.co.ke
Finlay-tarakwet	Kericho	Flower grower & exporter	Mr. Japheth langat	0722 863527	japheth.langat@finlays.co.ke
Zena-asai	Eldoret	Roses	Mr. Laban koima	0722 554119	koima@zenaroses.co.ke
Zena-sosiani	Eldoret	Roses	Mr. Sylvester sarumi	0722 635325	saruni@zenaroses.co.ke
Maji mazuri	Eldoret	Roses	Mr. Wilfred munyao	0725 848912	wmunyao@majimazuri.co.ke
Mt Elgon orchards ltd	Kitale	Roses	Bob andersen	0735330592	info@mtelgon.com
Panocal International Ltd.	Kitale	Flower grower & exporter	Mrs. mercy njuguna	721637311	mercy.njuguna@panocal.co.ke

NAKURU REGION

ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Agriflora	Njoro	Flower grower & exporter	Mr. Clement		cngetich@sianroses.co.ke
Amor	Nakuru	Flower grower & exporter	Mr. ketan jerath	0738119774	flowers@xflora.net
Bliss flora Ltd.	Nakuru	Flower grower & exporter	Mr. Shivaji Waghn	0720895911	shivaniiket@yahoo.com
Buds&blossoms-bliss flora	Nakuru	Roses	mr. shivaji	0720 895911	shivaniiket@yahoo.com
Elbur flora	Elburgon	Roses	Mr.Peter Kagotho	0 724722039	eflora@africaonline.co.ke
Flora ola	Solai	Flower grower & exporter	Mr.Wafula	0708382972	floraolaltd@gmail.com
Fontana ayana	Nakuru	Roses	Mr.Gideon Maina	0721178974	gideon@fontana.co.ke
Fontana-akina	Nakuru	Roses	Mr.Girish Appana	0 722728441	girish@fontana.co.ke
Jatflora	Gilgil	Summer flowers	Mr. James Oketch	0 724418541	jatflora@gmail.com
Kimman roses ltd.	Elburgon	Flower grower & exporter	Mr. Daniel Moge	0721734104	kimmanexp@gmail.com
Kudenga flowers	Mau summit	Hypericum	Mr. Joseph juma	0725 643942	kudenga.fm@kariki.biz
Molo Greens ltd	Molo north	Flower grower & exporter	Mr .Justus metho	0722755396	info@mologreens.com
Molo river roses	Muserechi	Flower grower & exporter	Mr Alice Mureithi	0724 256592	andrewwambua@yahoo.com
Omang-africa	Nakuru	Roses	Mr. Inder Nain	0 733724029	flowers@xflora.net
Preesman kenya	Nakuru	Roses	Mr. Michael Kikwai	0720574011	kikwai1980@yahoo.com
Redwings	Kabarak	Flower grower & exporter	Mr. Sayer simon	0722 578684	sayer@redwingltd.co.ke
Roseto limited	Rongai,	Flower grower & exporter	Mr. Yogheesh		farm.florenza@megaspingroup.com
Sian agriflora (sian roses)	Nakuru	Roses	Mr. Jos van der venne	0722203630	info@sianroses.co.ke
Sierra roses	Njoro	Flower grower & exporter	Mr. Sharrif	0787 243952	farm.sierra@megaspingroup.com
Xpression flora ltd.	Njoro	Roses	Mr. Mangesh	0 720519397	info@xflora.net
Subati flowers	Subukia	Roses	Mr. Ravi Pate	0726657448	info@subatiflowers.com
Baraka farm	Nakuru	Roses	Mrs. Lucy	0720 554106	lucy@barakaroses.com
Mahee roses	Nakuru	Roses	Mr. Sriniva	0711 368756	sринi@eaga.co.ke
Milmet	Nakuru	Flower grower & exporter	Mr. Pravin		pravinyadav.29@gmail.com
Ravine roses	Nakuru	Flower grower & exporter	Mr. Peter kamuren	0722 205657	pkamuren@karenroses.com
Pp flora	Nakuru	Roses	Mr. Prakash	0718 045200	ppflora2010@gmail.com
Carzan	Rongai	Flower grower & exporter	Mr. Francis	0720 890920	rongai.production@carzankenya.com
Mau flora	Nakuru	Roses	Mr. Mahesh	0787 765684	mahesh@maufloira.co.ke
Porini	Nakuru	Flower grower & exporter	Mr. Pitambar Ghahre	0726 774955	porini@isinyaroses.com
Flamingo flora	Njoro	Roses	Mr. Sam Nyoro	0721 993857	s.ivor@flamingoflora.co.ke
Vankleef	Nakuru	Roses	Mrs. Judith zuurbier	0722 364943	judith@vankleef.nl
Morop	Bahati	Summer flowers	Mr. Wesley Tonui	0720 983945	wesley@moropflowers.co.ke



FLOWER AND VEGETABLES FARMS IN KENYA

COMPANY	LOCATION	PHONE	EMAIL		
FPEAK	NAIROBI	+254 20 205160333	info@fpeak.org		
ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
AAA growers	Nairobi	Horticulture	Mr. Neville ratemo	4453970-4	admin@aaagrowers.co.ke
Avenue fresh produce		Horticulture	Mr. Muchiri	020-825342	avenue@avenue.co.ke
Belt cargo services export ltd	Nairobi	French beans	Mr. Muigai	0204448821	bcs@beltcargo.com
Best grown produce(k)ltd		Horticulture	Mr paul mugai	0204448821	bestgproduce@yahoo.com
Bogmack	Timau	Horticulture	Mr. Anderson	0722350020	kathendusn@yahoo.com
Brandon enterprises		Horticulture	Ms .grace nyokabi	020-242090	Brandon@springs.com

Canken international ltd	Eldoret	Chilies and fruits	.	020-222736367	canken@cankencargo.com
Chirag kenya ltd	Nairobi	Spices and herbs	Sales team	254-203573000	naturesown@swiftkenya.com
Darfords enterprises ltd	Athi river	Vegetables	Mr. Abdul	254-206622857	abdulkarim@darfords.co.ke
Delmonte kenya ltd	Thika	Fruits	Sales manager	020-672141600	nanasi@freshdelmonte.com
Dominion vegfruits ltd	Nairobi	Fruits and vegetables	Mr. John mairura	020-823002	vegfruits@wananchi.com
Doralco (k) ltd		Horticulture	Ms. Christina	0733-262150	doralco@samnet.com
East African growers ltd	Nairobi	Fruits and vegetables	Mr. Peeush mahajan	020-822034	peeush@eaga.co.ke
Equatorial 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
Farmland express		Horticulture	Mr. Ali rashid	020-749314	Rashid@arcc.or.ke
Fian green kenya ltd	Mombasa road	Fruits and vegetables	Mr. Francis thuita	020-826157	info@fiangreens.co.ke
Fresco produce ltd	Nairobi	Vegetables	Mr. Charles mbugua	0722764395	mbugua@freshproduce.co.ke
Fresh an juici ltd	Embakasi	Fresh and vegetables	Ms. Maleka akaberali	020-826090	maleka@freshanjuici.co.ke
Frigoken ltd	Nairobi	Fruits and vegetables	Mr. Karim	020-2391717	frigoken@africaonline.co.ke
From eden ltd	Nairobi	Vegetables	Mr. Zulfikar jessa	020-8562203	roy@from-eden.com
G.n farm		Horticulture	Mr. Joseph mungai	0733-949696	
Gekins exporters		Horticulture	Mr. Geoffrey kingau	020-240715	
Global fresh ltd	Nairobi	Vegetable & fruits	Mr. Chaudhry	020-82749/50	info@globalfresh.co.ke
Green kenya organization	Luanda	Onions and tomatoes	Mr. Charles butiko	0723119111	greenkenya28@gmail.com
Green ventures		Horticulture		020-728724	
Greenlands agro producers ltd	Nairobi	Fruits and vegetables	Mr. Murungi	020-827080/1/2	murungim@greenlands.co.ke
Highlands canners ltd	Nairobi	Fruits and vegetables	Sales manager	020-8564048	info@highlandcanners.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	Sameer park	Fresh fruit and vegetables	Mr. Christian bernard	020-550215/6/7	info@indu-farm.com
Jakal services ltd	Mombasa	Fruits and spices	Mr. Bandali	07412229435	jakal@ikenya.com
Jungle macs epz ltd	Thika	Fruits and vegetables	Sales manager	020-2451841	info@junglemacadamias.com
Kakuzi ltd	Thika	Fruits	Mr. Richard collins	060-2033012	rcollins@kakuzi.co.ke
Kandia fresh produce suppliers ltd	Nairobi	Fruits and vegetables	Ms. Lucy mundia	020-3500866	kandia@swiftkenya.com
Keitt exporters ltd	Nairobi	Fresh fruit and vegetables	Asif aman	020-822829	asif@keitt.co.ke
Kenana farm		Horticulture		0722-725002	pkenana@africaonline.co.ke
Kenya fresh exporters ltd		Horticulture	Ms. Priscilla king'angi	020-826267/8	kenyafresh@swiftkenya.com
Kenya horticultural exporters ltd		Horticulture	Mr. Manu dhanani	020-650300	
Kenya orchads ltd	Nairobi	Fruits and vegetables	Sales manager	254-2054161	
Krin Agribio (k)		Horticulture	Mr. Karima	0161-30776	krinken@africaonline.co.ke
La pieve		Horticulture	Mr. Peter zwager	020-30210	
Mace foods ltd	Eldoret	vegetables	Sales manager	254-720391290	info@macefoods.com
Makindu growers and packers ltd	Nairobi	Passion fruit	Mr. Okra	020-822812/196	infoa@makindugrowers.co.ke
Mboga tuu ltd	Nairobi	Chilies and vegetables	Mr. Kent	020-3877988	mtl@wananchi.com
Meruherbs		Organic	Marketing manager	020-4442081	meruherbs@meruherbs.com
Migotiyo plantations ltd	Nakuru	Herds and seed production	Mr. Rao	051-2214898	alphegaisal@wananchi.com
Mixa foods and beverages	Kisumu	Fruits and milk	Charles o.odira	0733-714584	info@mixafoods.co.ke
Mosi ltd	Juja	Fruits	Rose wahome	0722204911	mwaiwahome@mosiflowers.com
Mugama farmers	Murang'a	Vegetables	Sales team	0728358211	mugamaunion@yahoo.co.uk
Muount elgon orchard	Kitale	Orchards	Bob andersen	254-5431352	info@mtelgon.com
Myner exporters		Horticulture	Mr. Maina	020-607997	maner@spacenetonline.com
Namelok exotic (k) ltd		Horticulture	Mr. Sinkeet	0724-743258	info@namelokexotic.com
Nicola farms ltd	Nanyuki	Fresh fruit and vegetables	Ms. Grace wanjiku	020-2048874	marketing@nicola.co.ke
Njambiflora ltd		Vegetables	Njambi	020-822506/7	njambiflora@yahoo.co.uk
Olivado kenya epz ltd	Nairobi	Avocado	Nairobi general managers	020-710535303	gh@tanlay.com
Pj dave epz ltd	Isinya	Dried herbs and roses	Import and export manager	020-3542012	pjdaveflowers@wananchi.com
Sacco Fresh Ltd	Nairobi	Fried beans	Mr. Muia	020-824687/8	info@sacco-fh.com
Saw africa epz ltd	Thika	Horticulture	General manager	254-722531106	wainana_patrick@yahoo.com
Shree ganesh ltd	Online	Vegetables and onions	Mr. Kanji kalyan patel	020-80243645	meleka@freshanjuici.co.ke
Sian agiflora kenya limited	Nairobi	Calla lilies	Ms. angelina mangat	020-822220	rano@sianexports.com
Sunripe (1976) ltd	Nairobi	Fresh fruit and vegetables	Mr. Hasit shah	020-822518	info@sunripe.co.ke
Super veg ltd		Horticulture	Mr. R.kachela	020-63820	superveg@net2000ke.com
Syngenta ea ltd	Nairobi	Seeds	Sales manager	254-203222800	synjenta.east_africa@synjenta.com
Valentine growers co ltd	Kiambu	Vegetables	Sales team	254-720203765	info@valentine-flowers.com
Value pak foods	Nairobi	Horticulture	Mrs. Patel	020 2695633	valuepak@wananchi.com
Veg afric ltd		Horticulture	Mr. Chawdry	0733-747859	
Vegmon agencies		Horticulture	Mr. Ndungu	020-247420	vegmon@insight.com

Vegpro group	Nairobi	Horticulture	Dipesh devraj	0722 204391	ddevraj@vegpro-group.com
Vert fresh ltd		Horticulture	General manager	576-217	
W.m.c		Horticulture	Mr. Daniel kibe	0722-924638	
Wamu investments ltd	Nairobi	Fresh fruit and vegetables	Mrs. Peris muriuki	020-822441	peris@wamu-investments.com
Wesyways ltd			Dr. Solomon karanja	0722-341968	skaranja@yahoo.com
Woni Exporters			Mr. Mutiso	020-545303	woni@swiftkenya.com



ETHIOPIAN HORTICULTURE PRODUCERS EXPORTERS

NAME OF THE GOVERNING ORGANISATION. CONTACT EMAIL

Ethiopian Horticulture Producers Exporters Association (EHPEA) **ehpea@ethionet.et (+251) 11 663 67 50**

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-Agricerft	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	Etsghita@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	
Oilij Roses	Debra Zyeit	Bas Van Der Lee		0911 507307	B.vanderlee@oilijethiopia.com
Yassin Flowers	Roses	Debra Zyeit	Tesfaye Gidisia	0911 897856	Kamevision@yahoo.com
Z.K Flowers	Roses	Debra Zyeit	Abebe Mamo	911526529	Abemic/2006@yahoo.com
Friendship Flowers	Roses	Debra Zyeit	Edwin	(251) 911304967	Friendship.flowers@yahoo.com
Evergreen Farm	Roses	Debra Zyeit	Hiwot	0912 125065	Hiwot.Ayaneh@yahoo.com
Rainbow Colours	Roses	Debra Zyeit	Tedessa Kelbessa	0911 389729	Rainfarm@yahoo.com
Sher Roses	Ziway	Ramesh Patil		0912 131940	Braam.roses@hotmail.com
Braam Farm	Roses	Ziway	Ben Braam	0920 746270	
Sher Koka Farm	Roses	Ziway	Alemitu Biru	0912 097824	
Ziway Roses	Roses	Ziway	Ermiyas Solomon	0921 094373	Ermiasziwayroses@yahoo.com
Herbug	Roses	Ziway	Hubb		Hubb@herbugroses.nil
Aq Roses	Ziway	Wim			Wimjr@agroses.com
Margin Par	Hypericum	Ziway	Hayo Hamster	251 911505845	Marginpar@ethionet.et
Tal Flowers	Gypsophila	Ziway	Uri		Uridago@walla.co.il
Ewf Flowers com	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		Firdnsis@ethionet.et
Maranque	Crysenthemums	Merjetu	Mark Drissen	(251) 221190750	Md@maranqueplants.com
Freesia Ethiopia	Freesia And Statice	Sebata	Ronald Vijverberg	(251) 115156259	Freesia@ethionet.et
Yelcona	Hypericum	Sebata	Andreas	0921 146930	Andreasndieolens@hotmail.com



FLOWER FARMS 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	Raghibir 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

NAME
Tanzania Horticultural Association (TAHA)

EMAIL
info@taha.or.tz

PHONE
+255 (27) 2544568

NAME	PRODUCT	LOCATION	CONTACT PERSON	PHONE	EMAIL
Kilifi flora	Roses	Arusha	Jerome bruins	255 27-2553633	Jbruins@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	Hypericum	Arusha	Greg emmanuel	255 784 392 716	Greg@kilimanjaroflair.com
Multi flower ltd	Crysanthemums	Arusha	Tjerk scheltema	255 27 255 3138	
Fides Crysanthemums	Arusha	Greg emmanuel		255 27 255 3148	Fides@habari.co.tz
Dekker bruins	Crysanthemums	Arusha	Lucas gerit	255 27 255 3138	Info@tfl.co.tz
Arusha cuttings	Crysanthemums	Arusha	Tjerk scheltema	255 27 250 1990	Tjerk@arushacutting.com



FLOWER FARMS IN RWANDA

NAME
National Agricultural Export Development Board

EMAIL
info@naeb.gov.rw

PHONE
(+250) 252 57 56 00

ORGANISATION	LOCATION	PRODUCT	CONTACT PERSON	PHONE	EMAIL
Rulindo flowers Ltd	kigali	Flower Grower & Exporter	Mr. Simon M. Ethangatta	+250-785-277530	ethangattasimon@gmail.com



FLOWER FARMS IN BURUNDI

NAME
Association for the Development of Horticulturists (ADH) of Burundi

EMAIL
info@adhburundi.org

PHONE
+257 77 661824

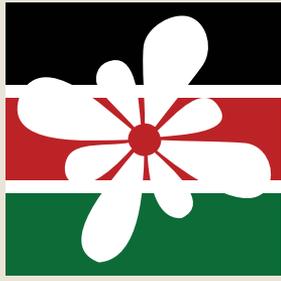
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THE CHAIN OF TRUST IN FOOD PRODUCTION

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



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