

September- October 2020

THE LEADING FLORICULTURAL JOURNAL IN THE REGION

FLORICULTURE

Kshs. 400

Tshs. 8,800

S.A Rands 45

USD 6



Zoom and Webinar:
“New Life, New Normal”

*We are Stronger
Together*



**WITH OUR TRUE AND STRONG FRIENDSHIP
WE ARE CHAINED TO GET THROUGH THE HARDEST OF TIMES**

Glory

750 WG

FUNGICIDE

Mancozeb 700g/Kg + Azoxystrobin 50g/Kg

A unique fungicide combination, specially formulated for the control of early and late blight on tomatoes and downy mildew on Roses



The ultimate double power against fungal diseases

- ◆ This combination will provide enhanced control of fungal diseases
- ◆ Easy to mix rapidly in water, dust free and comfortable to use
- ◆ Dual & multi-site action provides an increasing valuable disease control
- ◆ Growth promoting and greening effect thus improving yield
- ◆ Resistance management tool



DISTRIBUTED BY:



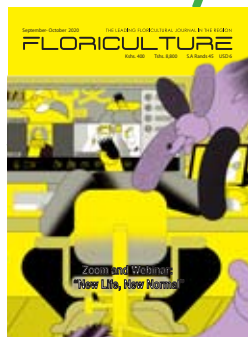
4th Floor, Goodman Tower, Waiyaki Way, Westlands
PO Box 14360 - 00800 Nairobi, KENYA

Tel: +254 772 958 602 www.upl-ltd.com/ke



Contents


- 16. FCM: Delegate 250WG Registered
- 20. Netherlands Ambassador Interview
- 24 Freight Capacity a Challenge
- 30. Pest Threatens
- 32. Agrico East Africa Goes Digital
- 34. Biocontrol Application Mistakes



The Leading Floriculture Magazine

Contributions to **Floriculture** are welcome. Although every effort will be made to return manuscripts and photographs, these are submitted at owners' risk. Opinion expressed by contributors are not necessarily the views of **Floriculture**. All rights reserved. Reproduction in whole or in part without written permission of the publishers is strictly prohibited.

Floriculture is published six times a year and circulated to personnel in the Horticulture Industry, foreign missions and Kenyan Embassies abroad, Flower Growers, Exporters and Consumers, extension officers in the Ministry of Agriculture and counties, research offices and suppliers of agricultural inputs in Kenya.





Maxidor

Your best protection against
Powdery Mildew on Roses and
Rust on Beans & Carnations

.....

Maxidor contains azoxystrobin
and is a fungicide with systemic,
protective and trans-laminar properties.
Maxidor is highly broad spectrum in nature



Distributed by:



CropTech (K) LTD
Phenom Estate 238 Off Langata Road
P.O. Box 137-00618 Ruaraka, Nairobi
Tel. +254 722 703 911

For further information please contact: Robert Wachira
Tel: +254 713 463 937 www.adama.com/east-africa

ADAMA



Crops
with higher
quality



A powerful
tool to counter
resistance
development



Higher
yields



Safe and
easy to use



Fast acting
and long
lasting



Minimal
effect on the
environment



Find us
on Facebook
ADAMA
East Africa

Connecting with customers in times of crisis

The COVID-19 global humanitarian and economic crisis has forced individuals and companies to rapidly change how they live and work. Many elements of business and life are being challenged; in some cases, the next normal may look very different as new ways of working are carried over into the future. Companies are doing their best to manage through this pandemic—from ensuring an effective crisis response, to managing supply-chain disruptions, to safeguarding the well-being of their employees by adjusting daily working practices.

Customer experience takes on a new meaning against this backdrop. Executives are typically approaching customer experience by creating seamless, convenient and engaging customer journeys; however, the needs of customers at the moment have shifted dramatically towards more essential concerns.

Companies need to reorient their customer-experience efforts to meet their customers' primary needs, such as safety, security, and everyday convenience. These actions will inevitably speak louder than words in a world where companies are



increasingly advertising a message of “we are here for you.” By consciously providing empathy and care during this crisis, companies can build a foundation of goodwill and long-lasting emotional connections with the communities they serve.

*Masila Kanyingi
Editor*



Publishers of Floriculture Magazine

P.O.BOX 79396 - 00200, Nairobi.
Tel: 020-2440909 • Cell 0732-558172,
Fax: 020-2244892
Email: info@floriculture.co.ke
Website: www.florinews.com

Floriculture Team

Editor

Masila Kanyingi

Sub-Editor

Edwin Kirwa

Editorial Assistant

Cornelius Mueke

Contributors

Tambuzi

Edwin Kiptarus

Samuel Ndung'u Wairimu

IPM

Rwanda Horticultural Exporters Ass.

KFC

Netherlands Embassy

Agrico East Africa

Janeen Wright

Photographers

Jairus Ndani

Graphic Designer

Evelyne Ndiema

Marketing

Florinews Ltd

Editorial Consultants

Tom Ochieng : Penta Flowers

Victor Juma : Syngenta EA Ltd

Francis Karanja : Corteva

Charles Njuki :

Patrick Ngugi : BASF

Daniel Kisongwo : Consultant

Innocent Arunda : UPL

Maurice Koome : Bayer Cropscience

“The First Flower Farm From Kenya” Tambuzi Achieves Carbon Neutral Gold Standard and joins UN Climate Neutral Now Initiative

“Global warming and climate change are the foremost environmental challenges facing the world today. It is our responsibility to reduce and minimise the emissions of greenhouse gases and proactive organisations, such as Tambuzi, are recognising the impact climate change has on the environment and society, and they are committed to measure, manage and mitigate the carbon emissions associated with its business

their operations. The OCW emissions measurement toolbox is built around the reporting requirements of the Green House Gas (GHG) Protocol Corporate Standard and compatibility with international standards ISO 14064 and PAS 2060.

Tambuzi has measured and offset Scope 1, 2 and Scope 3 emissions with verified carbon credits which are supporting reforestation projects around the world and were

action to help achieve a climate neutral world by mid-century, as enshrined in the Paris Agreement. By signing the UN Climate Neutral Pledge, Tambuzi joined a growing group of leading organisations and individuals to incentivise behavioral changes which in turn will drive the change within their industries and networks, helping align them with the Sustainable Development Goals.

As part of their reduction strategies, Tambuzi has introduced solar lamps and electric bicycles in their community. They have also been using renewable solar energy, harvesting rainwater, substituting synthetic nitrogen fertilisers with organic fertilisers, using waste as compost, amongst other actions to reduce their carbon footprint and to operate in a more environmentally friendly way.

“At Tambuzi, we work hard to grow flowers that deliver happiness in a way that makes us proud. We are very excited to stand shoulder to shoulder with other like-minded businesses at UN Climate Neutral Now, as we measure and take responsibility for our climate impact”, says Maggie Hobbs– Director of Tambuzi.

“We are thrilled to announce that Tambuzi are the first flower farm to participate from Kenya and to achieve both the Carbon neutral International Standard and the UN Climate Neutral Now Initiative participation, which clearly shows how strongly they are committed to sustainability. It was an amazing privilege to present their journey to carbon neutrality at the UN Summit, truly an inspiration for all attendees”, says Andrew Bowen – CEO of One Carbon World.

operations and portfolio.”

Tambuzi is an ethically run business and a leading specialist supplier of traditional garden scented roses and sustainability has always been important to them.

With the support of One Carbon World (OCW), Tambuzi has assessed and validated their carbon footprint of

selected through rigorous process, measuring job creation, community benefit, high standards of health and safety, fair wages, biodiversity.

This enabled Tambuzi to join the UN Climate Neutral Now Initiative, the first UN participant from Kenya to do so. The Climate Neutral Now is an initiative launched by UN Climate Change in 2015 to encourage everyone in society to take



Thrips Management in Flowers

By Edwin Kiptarus

Western Flower Thrip (*Frankliniella occidentalis*) and Onion Thrip (*Thrips tabaci*) are the most common species of Thrips affecting the flower industry in East Africa. Of the two species, Western Flower Thrip (WFT) has given flower growers sleepless nights as they are the most destructive insect pests. WFTs damage flower crops not only by feeding on the leaves and flowers but they are also vectors of destructive tospoviruses. In practical terms, management of Thrips make up close to 20 % of the crop protection budget per Ha in a flower farm. WFT is also a quarantine pest and is the main cause of interception and rejections of exportable flowers in Kenya.

It is thus important to constantly review what scientists and farmers do across the globe and check what crop protection experts recommend for effective management of Thrips.

Differentiating the Thrip species



Western Flower Thrip



Onion Thrip

Insecticidal resistance

One of the reasons that Thrips are difficult to control is the presence of many potential host plants. For instance, if a flower farm is surrounded by maize, open field vegetables or wheat, Thrips finds these crops as hosts. In most cases, such crops are already sprayed with harsher chemicals than the safer ones used in flowers.

According to Jensen S, WFT are difficult to control because of its thigmokinetic behavior and resistance to insecticides. Most farms have adopted Integrated Pest Management (IPM) strategies which have yielded positive results although achieving the desired control is still elusive.

So, what are some of the mechanisms that insects use to resist insecticides? Owing to the short generation time, high fecundity, and haploidiploid breeding system, insects combine these factors to lead to fast development of resistance to insecticides.

According to research, it is understood that insecticide resistance in Thrips is polyfactorial. Thrips use 1. reduced penetration, 2. detoxification by P450-monooxygenases, esterases and glutathione S-transferases, and 3. alteration of acetylcholinesterase.

Understanding the insecticidal resistance mechanism is important for flower farms in order to manage Thrips effectively and calls for adoption of Integrated Pest Management (IPM) or Insecticides Resistance Management (IRM) strategies that are available in the industry to evade current difficulties.

Other causes of difficulty to control Thrips

Apart from insecticide resistance, difficulty in control of Thrips could be caused by;

- Use of the wrong pest control material,
- Wrong spray timing associated with the age structure of WFT populations,
- Inadequate spray coverage,
- Wrong PH of the spray solution,
- Wrong frequency of applications and
- Migration of WFT populations into greenhouses from outdoors, which may have already been exposed to a similar mode of action that will be used in the greenhouse.

In practice, use of miticides to manage spider mite could kill predatory mites used to manage Thrips resulting in surge in Thrips population immediately after spray. It is therefore prudent to re-introduce the predators soon after spray.

Take home recommendations

- Borrowing from Professor Cloyd R. of Kansas University, start with a proper sanitation program. Remove all weeds, and plant debris that act as reservoirs for WFT and potential inoculum sources for the viruses transmitted by WFT.
- Scout crops routinely using colored (yellow or blue) sticky cards. Determine which house or location in the house or bays are affected and pay attention to these in your scouting program. There are commercial IT tools available that can help you map your greenhouse and guide your intervention/spray plan.
- Establish thresholds (e.g., 10 to 20 adults per sticky card per week) for WFT adults, but be flexible, as these will likely change based on the crop stages, varieties and time of the year.
- Use insecticides with broad modes of action early in the crop production cycle. **SIVANTO** is a good example of such a product. If populations are starting to increase (based on numbers of WFT captured on sticky cards) then incorporate pest control materials with site-specific modes of action. Also, be sure to develop rotation programs that involve pest control materials with different modes of action.
- Use biological control agents such as predatory mites, predatory bugs, and possibly beneficial nematodes.
- In cases where spider mite is present at the same time with Thrips, use chemical products that are safe to predator mites such as **REGUIEM** and **MOVENTO** to manage the mites.

This will save you the cost of re-introducing predatory mites.

**Edwin Kiptarus is the
Go To Market Manager, Flowers, Bayer East Africa**



Integrated crop Protection

with **SIVANTO® prime**

- ▶ Broad and reliable insect control
- ▶ Fast activity leading to quick feeding cessation
- ▶ Flexible application timing
- ▶ Favourable safety profile

Apply Sivanto Prime at the rate of 1 litre per ha

For more information contact

Maurice Koome: 0704 411 325 **Simon Kihungu:** 0704 411 315 **Simon Ngucugua:** 0704 411 301 **Joseph Ngunju:** 0715 407 193

Distributed by Elgon Kenya Limited.

Disclaimers: Always consult the product label for detailed information. The information and recommendations set out in this brochure are based on tests and data believed to be reliable at the time of publication. Results may vary, as the use and application of the products is beyond our control and may be subject to climatic, geographical or biological variables and/or development resistance. Any product referred to in this brochure must be used strictly as directed and in accordance with all instructions appearing on the label for that product and in other applicable reference materials. So far as it is lawfully able to do so, Bayer CropScience Kenya accepts no liability or responsibility for loss or damage arising from failure to follow such directions and instructions.

Why Kenya's Budgeting and Planning For Agricultural Development Needs Change

Samuel Ndungu Wairimu

Kenya's Treasury Secretary, Amb. Ukur Yatani presented the 2020/2021 budget estimates in parliament with analysts trying to see how the government plans to navigate through a ballooning public debt, unmet tax targets and the covid-19 pandemic. Last year, I wrote this piece <https://agriculture-first.com/2019/06/28/what-the-2019-20-kenyan-budget-had-for-farmers/> concerning the 2019/2020 budget breaking down what it meant to the farmers. My focus then being the little allocation to the agriculture sector relative to the huge role it plays in the economy and the Malabo Declaration. This year I want to focus on our agricultural planning while looking at the implementation, monitoring and evaluation of projects.

Various stakeholders in including the government seem to agree on the problems facing the agriculture sector. For instance, expensive farm inputs, climate change shocks, low productivity, accessibility to markets and lack of diversification are some of the issues the proposals seem to target.

The problem is the policy instruments deployed to

solve them. I do not want to assume that the government is short of competent staff in policy making but maybe we should start by evaluating whether previous interventions were implemented and their effectiveness.

Without scrutinizing these issues, politicians will always get away with anything they propose. Even bad policies are designed to work for some people and that's one of the reasons some stakeholders resist reforms designed to work for the majority. Just to highlight an example, the Ksh3bn Coffee Cherry Revolving fund proposed in last year's budget. The fund was to provide farmers with advances at 3% but to date it has never been released despite being appropriated by the National Assembly.

I am sure there are other projects or proposals earmarked in last year's budget that have not been implemented. After ensuring the projects have been implemented, it is paramount to conduct evaluations and determine the effectiveness of the policies or the returns on projects. Queries on the effectiveness of continuing projects will ensure that policy makers

get it right the first time by using evidence to back their proposals. If not properly checked, politicians who have dominated our policy making arena will get away with anything. A case point is the Galana Kulalu project that continues to be funded by the taxpayers despite the dismal returns. As I have previously indicated, the Kenyan government should not have involved itself in the business of growing maize rather it should have ensured a conducive environment for maize farming and market forces would have pushed up the production.

In addition, as to any policies as they say, the devil is in the details. It is one thing to allocate funds to let's say the Climate Smart



Agriculture project but the exact activities to be funded are another thing. There should be mechanisms to plan and prioritize activities to ensure that funds are utilised prudently. This is possible through involving the targeted beneficiaries in the designed interventions. Use of evidence in policy making should be a norm. The government collects massive data during periodic surveys, and they would be of no use if their findings are not used in designing policy interventions. County governments should also actively collect agricultural data and work jointly with the national government to convert it into actionable plans.

National development planning (including agriculture) is not an easy task because in most contexts like ours, it is done in a political system that employs a short-term approach then dealing with bad consequences later. On this, we as



citizens are equally to blame as we demand quick fixes to problems that require a long-term approach and that's what we get. Jean-Claude Juncker, immediate former European Commission president once said, 'We all know what to do; we just don't know how to get re-elected after we've done it'.

Last but not the least, corruption is a huge problem in the government and the agriculture projects have not been spared. In last year's budget funds meant for Aror and Kimwarer were allegedly misappropriated. Even though, the Director of Public Prosecutions claims the investigations are narrowing on how the loans were acquired, the projects have stalled, and we are yet to see which projects have been earmarked for this year's allocation to irrigation.

In conclusion, planning for agricultural development is complex in an economy such as ours that relies heavily on agriculture. It is linked and dependent on other sectors and as such, must be done within a national development plan considering varying ecological, geographical and market needs.

Trade and taxation policies among others come into play. This means policy coherence is of essence. It does not make sense for the Trade Ministry to promote 'Buy Kenya Build Kenya' initiative while Treasury and Agriculture Ministries cannot evaluate which taxes (if any) in our agri-food chain are increasingly forcing us to rely on Uganda and Tanzania. Agricultural planning should be done over the long-term say 15-20 years with some form of a medium term 5 year rolling plan that allows for adjustments as circumstances dictate. That means it should not be affected significantly by change of governing parties. The Kenyan Vision 2030 relaunched by the Grand Coalition government in 2008 was a good framework but has been overshadowed by other short-term plans such as the Big Four Agenda- President Uhuru's legacy projects for his second and final term. With ten years left and some projects yet to start, I doubt its aims will be achieved. Even the Kenya Agricultural Sector Transformation and Growth Strategy (2019-2029) seems to have been just another document.



Zoom and Webinar: “New Life, New Normal”

What Coronavirus-Imposed Workplace Transitions Are Here to Stay? Floriculture Magazine examines five shifts that were forced on us by Covid-19 and asks which were only temporary and which one we cannot live (and work) without.

Although the news around the world was speaking about an economic standstill, agribusinesses also has another story. Business doesn't stop, crops keep growing and employees need labour. We know now that the pandemic has clearly left and continues to leave an impact on our lives as we know it, but we were wondering how some of the agribusinesses in our network kept going during this pandemic. We reached out to hear their stories and learned that for example, some of the agribusinesses developed new strategies and techniques.

We no longer shake hands, we speak to each other on video conference calls instead of in-person, and we work under difficult conditions, including with kids on our laps. It all happened so quickly and we got used to everything. Terms like “flattening the curve,” “exponential growth,” “exit strategy,” or “the new normal,” which have rapidly taken over our conversations, emphasize the speed and force of the changes we have gone through. The coronavirus (Covid-19) crisis has, without a doubt, altered the way we work as



everything once performed in the real world suddenly shifted to the web.

The return to normalcy is happening quickly too. Suddenly everything is open, employees are returning to the offices, and children are preparing to go back to school. Pretty soon bars, restaurants and coffee shops will open unrestrictedly. Have we really adapted to this new routine or will the changes we experienced due to Covid-19 be merely temporary?

Working from home

The undisputed leader, when it comes to coronavirus' impact on the workplace, is work from home. Any company that could, sent its employees to work from home even before government regulations required them to, did. The debate over work from home practices did not start with Covid-19,

but the outbreak certainly hurried things along, forcing companies that wanted to keep operating to allow employees to do so even if in the past they were in no rush to allow it. While some have told their workers that they can continue to work from home regardless of the pandemic, others have opted to bring employees back to the office gradually. Few companies, meanwhile, announced they were planning to pivot a large part of their workforce to work from home over the coming decade and shift to a decentralized workforce.

People talk about work from home, but the definition itself is a mistake. Home is meant for other things, but the concept of remote work or decentralized work will stay on. Covid-19 proved that you could get results from a distance and many CEOs are questioning whether it is necessary for all

employees to work from a single location every day, without exceptions. Work from home may not remain in place completely, most people will go back to their offices and the way things were before, but not everyone. Some companies, for example, may decide that 20% of employees will continue to work remotely. There will be more flexibility and organizations will be less vehement in their opposition to work from home.”

Work from home amid the pandemic was something of a paradigm shift for many organizations. For many organizations shifting to work from home was not the result of a decision, they had no choice. Once they made the shift and saw that it works and saves employees time, it is hard for employers to argue that it is impossible or ineffective. Maybe not everyone will work from home, but there will be much more flexibility.

While for large companies, returning to the office may pose a logistical problem, for small startups there is supposedly little to prevent them from going back to working in a central physical location.

One conception that Covid-19 work from home practices have already altered is the measurement of workers' performance by their number of work hours. It is extremely difficult to monitor employee working hours without violating their privacy when they work from home, but productivity and task completion can be measured. Therefore, instead of defining positions by working hours, definitions and success might shift to productivity and ability to meet goals.

Conferences and exhibitions

Conferences and tradeshows are an inseparable part of the business world. During the outbreak they were cancelled one after the other and then, shortly

thereafter, they re-emerged as online events. Conferences and meetups are designed to teach, but mostly serve as a platform for mingling and networking.

Some questions raised by this development are: how do you do that online? Can the advantages of face-to-face meetings be translated into the digital space? Do we want them to? Will webinars and virtual conferences remain with us after the restrictions on large gatherings are lifted?



In my mind, webinars were always meant to achieve a specific purpose, nearly exclusively as a tool for companies to pass on information to a large number of people, in many cases for the implementation of a specific product. Clearly that definition was very limited, but I have yet to encounter enough webinars that are relevant to me and definitely haven't been drawn to take part in enough to change my perception of them as a tool. But then Covid-19 came around. It radically and suddenly shifted a lot of our perceptions about things we used to view as trivial, so much so that we had stopped thinking about how and why we do things and whether they can be done

differently. This shift is particularly noteworthy when it comes to conferences and business events, which drove a major boost in webinars. The question is whether this is a temporary shift that was forced upon us, or whether they are here to stay.”

Similarly to work from home, the shift to the virtual space made even conference addicts recognize previously unimaginable benefits. We suddenly discovered that it was easier getting people to convene around a virtual

table. Online, it is easier to sync calendars, even across different time zones and the opposite side of the globe is as close as the building next door, that's the beauty of it.

My conclusion is that all our future physical conferences will be broadcast online too. It may take a while, but physical conferences will return too. People will continue to travel for business meetings and events, but they will remember that it can be done otherwise. The webinar scene has its advantages and disadvantages, but it is now clear that it is an adequate substitute

To Page 12

From Page 11

and sometimes even preferable to physical meetups.

Organizational culture

Remote work has produced challenges when it comes to organizational culture and workforce retention. How can you maintain an atmosphere, culture, and feeling of belonging when the workers are not present in the office?

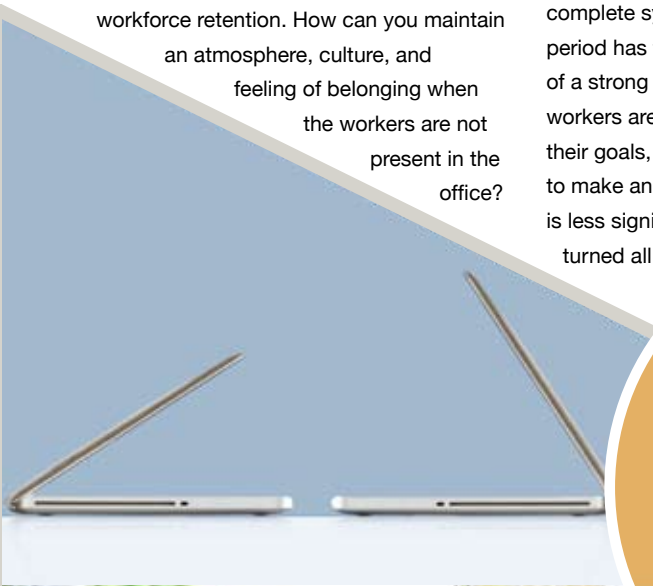
culture face the challenge of holding on to their employees over time.

When geographic location no longer play a role, it can have an impact on hierarchy and organizational structure too. We discovered that the organization became completely flat. Teams were formed working in complete sync from all over the world. This period has taught us the critical importance of a strong organizational culture, where workers are committed, feel connected to their goals, and feel like they have the ability to make an impact. Since physical location is less significant, we turned all our

people's roles will be expanded. Marketing people, for example, will be expected to do more in the field of data. The importance of employees' skills will only increase.

Zoom out?

Throughout March, when most countries shifted to remote work, the use of video calls doubled. Conversations that, in the past, would be held face-to-face or over the phone, shifted to video calls. Though the technology was available long before the virus, quarantine and stay-at-home regulations led to a growing need for human interaction and video calls were the closest thing to a face-to-face meeting.



How do you retain veteran workers or forge a connection with new ones? Does the fact that everyone is working remotely change the organizational hierarchy or workflow?

local activities, such as training sessions, update meetings, and joint exercise classes, into global activities.

Doing more with less

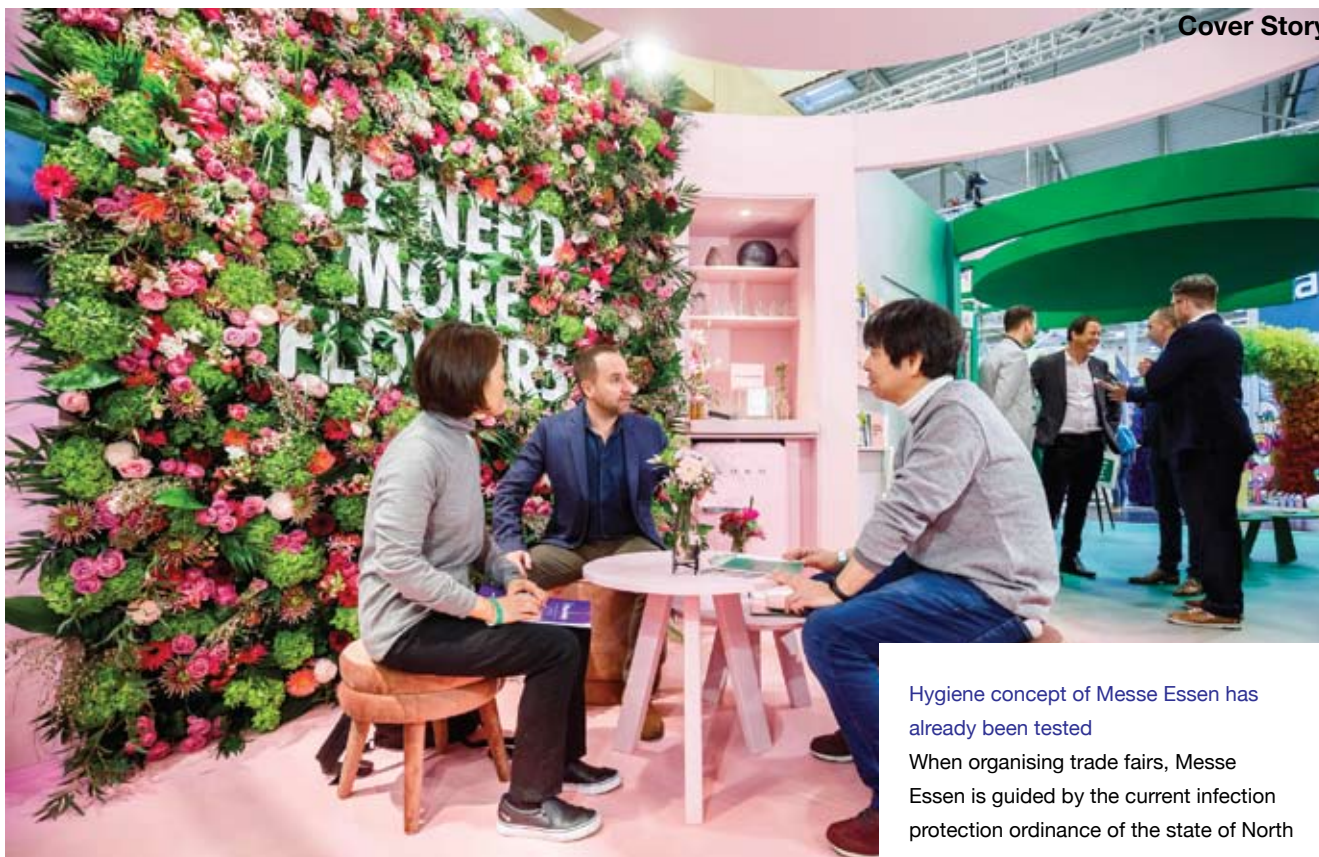
During the outbreak the notion of essential workers became a defining currency. Workers suddenly asked themselves what it means that they were registered as non-essential and how they could make themselves essential to the job market in the future.

People scheduled Zoom calls for all hours of the day. There were Zoom courses, Zoom meetups, Zoom classes for kids and Zoom family gatherings. It did not take long for the conversation to develop around Zoom fatigue, as it turns out it is more difficult to remain focused during a video chat than it is in person. With video calls we have to work harder at processing non-verbal signals like facial expressions, tone, or body language. In addition, video calls often suffer from technical malfunctions, the sound is not great, and the image gets interrupted. We also spend a lot of time looking at ourselves and our body and facial movements, which we do not do in face-to-face meetings. Looking at a mirror for many hours of the day can also be tiresome.

Video calls shorten distances, people do not have to fly or drive and can meet easily in a simulation of the real thing. The question is whether, when the circumstances permit, we will still prefer to meet on a video call or pick up the phone and schedule a meeting over a cup of coffee.

Some Companies had cultivated the remote work culture even prior to Covid-19. People got used to there being an organizational structure and culture, even when they don't come into the office. Other, younger companies that don't have a remote work

Some people realized that they wanted to improve their position and some companies realized that they could do and expect more from their employees. There is no doubt that we will see that organizations must do more with their existing resources and



IPM Essen: “Personal Contact Cannot Be Replaced by Digital Communication”

“Personal contact cannot be replaced by digital communication”, the advisory board of IPM Essen agreed in its first meeting after the Corona break. The crisis has made it clearer than ever how important exchange within the green industry is in order to stay up to date and to drive the business forward. The next IPM Essen from 26th to 29th January 2021 at Messe Essen offers all this. In addition to an extensive range of exhibits in the fields of plants, technology, floristry and garden features, a supporting programme with trend shows, workshops, forums and competitions will accompany the fair for horticulture.

The Advisory Board of IPM Essen met for the first time after the compulsory corona break. The representatives from industry associations, economy and politics see a high demand for information and communication for the coming IPM Essen. Not only the corona virus was occupying the industry. Climate change and sustainability

as well as the shortage of skilled workers are still the decisive topics.

“The corona pandemic has a global impact on the green industry. The market has to sort itself out again. Fortunately, gardening products such as fruit and vegetable plants, but also bedding and balcony plants are more popular than ever. Many other aspects, such as environmentally friendly packaging solutions and energy-efficient production, are still topical in horticulture. IPM Essen is therefore all the more important. It is our motor and our platform to discuss future questions and find answers.

It creates security and makes a considerable contribution to mastering crises together and strengthening positive signals,” says Eva Kähler-Theuerkauf, Chairwoman of the Advisory Board and President of the North Rhine-Westphalia State Horticultural Association, looking forward to the next edition of the fair for the horticultural sector.

Hygiene concept of Messe Essen has already been tested

When organising trade fairs, Messe Essen is guided by the current infection protection ordinance of the state of North Rhine-Westphalia. At the present time, it provides, among other things, for a clearly defined maximum permissible density of persons on the fairgrounds, the wearing of a mouth-and-nose protection, the registration of all fair participants, the exclusive sale of online tickets, generous aisles as well as a maximum of hygiene measures. Conversations in a seated position and at a distance at the exhibition stand are permitted without a mask.

Under these conditions, the first fair in Germany after the Corona compulsory break, the European Bridal Week, an international trade fair for bridal and evening fashion, was successfully held at Messe Essen at the beginning of July. It is regarded as best practice for subsequent fairs and congresses in Essen and beyond.

Oliver P. Kuhrt, Managing Director of Messe Essen: “The health and well-being of our guests is our top priority. The hygiene concept is well thought-out and tested.

Experience has shown that trade fairs with appropriate measures work perfectly. The thoroughly positive feedback makes us look confidently towards IPM Essen 2021”.



It's hard to train flower growers during a pandemic but not to Syngenta East Africa Ltd. For Syngenta, the advent of social distancing forced them into changes which may never go even after reopening.

Commanding growers' attention is getting harder. Initially the sales reps were visiting them in their farms, because they were always available on appointment. When Covid-19 shut down hit, most scheduled meetings earlier this year were cancelled. But this was not to deter Syngenta East Africa Ltd which was determined to service their customers. Unlike other manufacturers who postponed most of their product launches and trainings hoping for more favourable conditions later in the year. Syngenta East Africa took the lead in reinventing their marketing pitches to virtual trainings. The team had to become adept at working across "a combination of personal, virtual, and digital" interactions.

Recently they held three virtual meetings with their customers in the flower sector. "We have been using zoom in our own company operations and we were well prepared for it", says Mr. Victor Juma, Lawns and

Syngenta East Africa Lead Agrochemical Manufacturers to Zoom Trainings

Gardens Business Manager East Africa.

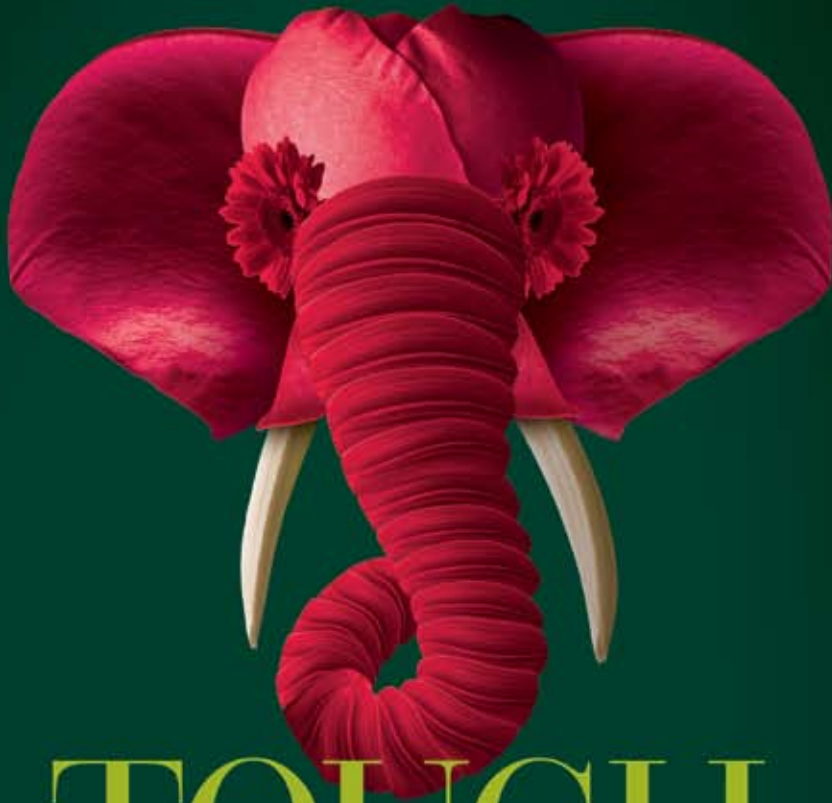
The 3 webinars attracted over 100 growers per webinar, including key decision makers and who is who in the sector who rarely attend physical trainings. Other growers had a team attending through erected flat screens, for the trainings that otherwise would've happened in person. Growers were taken through spraying, to better help them understand the best sprayers and spraying techniques for maximum efficiency. The company- virtually trained growers on how to use adjuvants to ensure better crop coverage. Growers were also trained on water volume.

The Kenyan team backed by their counterparts abroad took growers through the trainings and remained close to their customers as before. We are flexible using our own in-house digital capabilities. "We've got to meet them where they are," Mr. Juma says, whether it's by phone, email, FaceTime, Zoom, or another method.

Syngenta has conducted workshops with virtual role-playing to train growers to be more effective, answering questions and making sure they are in touch with their customers.

Now that its reopening, some sales visits to farms have also restarted, albeit with masks, regular symptom and temperature checks, and other restrictions. Some growers are meeting marketing reps outdoors to reduce risk, or having them wait in their cars until a scheduled appointment time.

All said and done Zoom and Webinar trainings will remain a valuable tool. But "the reality is, farming relies on significant in-person engagements, whether between supplier and farmer or between the industry and key parts of the supply chain. This may not fundamentally change. It's going to be hard to go back to something different at this point, because ultimately we had growers trained at once and so most companies will practice both virtual and traditional face to face for their trainings.



TOUGH BUT FRIENDLY

Arima provides an effective and noble control of spider mites that guarantees high quality roses for demanding markets.

- Highly compatible with biological controls.
- Quick knockdown and long lasting activity against spider mites at any stage of development.
- Ideal complement for anti-resistance programs.
- Safe solution for crops and spray operators.

EVERY FLOWER TELLS A STORY™



syngenta®

DELEGATE 250WG Now Registered For Control of False Codling Moth

Flower growers are adaptive creatures. Things that seemed inconceivable six months ago, are now an integral part of their daily life. No longer shake hands, now speak to each other on video conference calls instead of in-person; and this was well proven during the Virtual launch of DELEGATE 250 WG on False Codling Moth (FCM). The launch hosted through a Zoom conference was attended by the who is who in the flower sector. The launch not only attracted some senior managers who rarely attend physical launches but also saw some farms' production staff using flat screens to follow the launch. The coronavirus (COVID-19) crisis has, without a doubt, altered the way we work as everything once performed in-person in the 'real world' suddenly shifted to the web.

DELEGATE 250 WG is not a new product in the local market. Nevertheless, being the first registered FCM product on flowers in the market, had most growers keenly following the launch. The Zoom chat through the Q&A session easily spelt how



Evelyn Pamba,
Integrated Field Scientist ESCA



growers feel towards the product and the pest.

In his opening address, Mr. Shyaka Luc the moderator said, "Today we are all gathered here to give FCM a final send-off". Amidst laughter from the attendees, he continued, "...before the end of the session, we must all say goodbye to FCM in flowers".

The attendees were treated to an almost audio recorded oratory from Anampiu

Kithinji, the ESCA region Commercial Director, who took growers through the Corteva brand and how it has positioned itself as a partner to the flower sector. Anampiu informed flower growers that Corteva Agriscience has a comprehensive, balanced and diverse seed and crop protection business platform with global commercial scope committed to sustainability. The new kid on the block has a long heritage focused on offering complete solutions to the growers. The aim is to enrich the lives of producers and consumers, ensuring progress for generations to come.

In her presentation; Evelyn Pamba, Integrated Field Scientist ESCA region and the key

To Page 18



Delegate™ 250 WG

INSECTICIDE



Immediate and effective control of False Colding Moth (FCM)

BE EXPORT READY

Quick knockdown activity on; False Colding Moth, Caterpillars, Thrips & White Fly Nymphs in Ornamentals.

Contains: Spinetoram 250g/Kg

Application Rate: 150g/Ha(15g/100L)

Corteva Agriscience™

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

Lachlan
A UNITED COMPANY

Distributor:

Lachlan Kenya Limited | P.O. Box 49470-00100, Nairobi, Kenya
Tel: + 254 20 2073912 | Cell: +254 722 209 474
Email: info@lachlanafrika.com | www.lachlanafrika.com

Manufacturer:  Dow AgroSciences

For more information call: 0724 22 18 70



Francis Karanja,
the Sales Manager ESCA

It is a unique product that is highly active at the target site in the pest's nervous system. DELEGATE 250 WG has low impact on beneficial arthropods making it compatible with IPM programs. Its short environmental persistence and greater ingestion versus contact activity minimises impact on natural enemies. It has minimal impact on pollinators once the spray deposit has dried up. It is practically non-toxic to honey bees when spray has dried up.

be mixed with most adjuvants. I am presenting to you a product which has won Presidential Green Chemistry awards in the USA, as well as AGROW award as Best New Crop Protection Product. It is also classified by EPA as a reduced risk pesticide”.

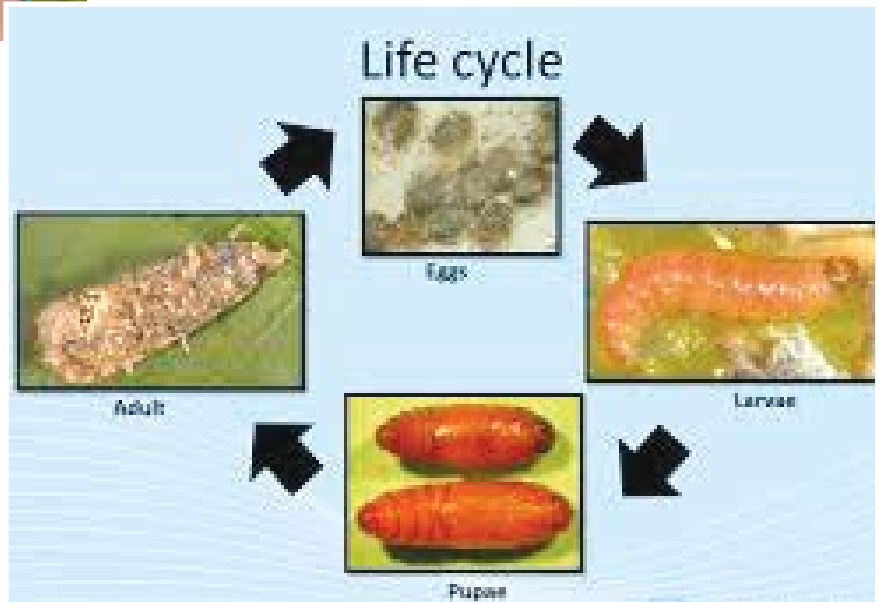
Francis Karanja, the Sales Manager ESCA region; trained growers on FCM, a quarantine pest. Mr. Karanja took growers through the FCM biology as a nocturnal pest with 1.25cm-2cm wings and colour variation. He said the pest has a 30-174 days lifecycle and can produce 2 to 10

From Page 16

speaker assured growers that DELEGATE 250 WG will enable to enhance their flower quality. She explained: “DELEGATE 250 WG is an insecticide belonging to the Spinosyns class and to Group 5 mode of action classification.

DELEGATE 250 WG has improved potency at target site, improved residual control, increased penetration through cuticle, increased activity at the target site and is more stable in sunlight. It provides greater, uniform activity on key pests from *Lepidoptera*, *Thysanoptera*, *Diptera* and *Coleoptera* and other pests such as Pear Psylla and Asian Citrus Psyllid.

Due to its rain-fastness and improved photo-stability with no breakdown in sunlight, the product has better weather resilience. It delivers exceptional, fast-acting activity within minutes to hours with a fast knockdown on contact toxicity. DELEGATE 250 WG is effective through ingestion and contact, which causes paralysis within minutes. It is also effective on *Lepidoptera* pests, whiteflies nymphs and has ovi-larvicidal activity when sprayed on eggs.



DELEGATE 250 WG is safe with minimal risk (if any) to predatory lacewings, ladybird beetles, predatory mites, and parasitic wasps.

Moreover, it is a valuable tool in resistance management, it has no cross resistance with different IRAC groups.”

Evelyne added, “DELEGATE 250 WG is highly effective when ingested and has translaminar activity. It has a quick knockdown effect, with no phytotoxicity, no varietal sensitivity observed and can

generations in a year laying up to 800 eggs. Eggs hatch into larvae in 20-22 days. At maturity, the larvae exit from the fruit and drop on the ground. The pupae then undergo a metamorphosis to winged adults and the cycle restarts. On pest management, Mr. Karanja said FCM can be controlled using cultural, biological and chemical methods. He assured growers if properly utilised, DELEGATE 250 WG has the potential of further cementing Kenya's position as the leading flower exporter to the European markets.

What is the Way Forward For Rwanda's Horticulture Industry?

There is need for an organised value chain to boost productivity and increase Rwanda's horticulture export revenue, horticulture exporters have said. The call was made at the official launch of Rwanda's Horticulture Exports Association in Kigali.

According to Robert Rukundo, Chairman of the association, the industry's performance has been mainly hurt by management and organisation issues. He said, "As exporters we want to organise ourselves. Bringing our efforts together in order to boost the sector performance while we also address the existing challenges in this industry"

Rukundo highlighted that, "The spirit of individualism, (selfishness), people wanting to work individually by not sharing information, has been the biggest challenge in horticulture export business." However, the chairman also pointed out that owing to the current coronavirus pandemic, other challenges hurting the horticulture business include; financial capability, high cost of freight charges, a limited number of products exported, issue of discrepancies in data among others.

Speaking to this paper, Jean Marie Vianney Munyaneza, Diversification and Product Manager at NAEB, cautioned that the new association should strive for the sector to thrive. Munyaneza said that, "This should work as an ingredient to see that what is expected from this sector can be achieved with no excuses. Coming together is indeed a great milestone because if exporters are not organised themselves," He highlighted that the Government forecast shows that

the country will generate annual export revenue of \$130 million from horticulture by 2024. "Seeing that the group is ready to come together and put efforts together, it is a sign that our work is also going to be easier and better" said Fanny Musheja, Supply Chain Manager at DP world.

Additionally, Musheja noted that "We are optimistic that this will not only lead to an organised sector but it will also, ensure smooth operations with stakeholders".



The association founded in 2016 has now grown to a tally of 38 exporting companies, but Munyaneza said that there are over 60 registered export companies. Boosting productivity, foreign revenue Bosco Gakwaya, Cargo Manager, RwandAir, challenged the exporters to seek to enter bigger markets such as the UK, in a bid to increase the foreign revenue.

Rukundo the head of the association said that: "We want to prioritise partnerships

with different stakeholders, while we also deal with the issue of price wars and registration of exporting companies"

He also lauded the government's interventions to help the sector survive the current pandemic crisis, while he vowed to increase production in the industry.

"Increase in productivity can only be done through the structured systems of traceability code. This will help us identify where goods are coming from, right from the farm, to the cold room up to the airline until it is exported as cargo," he said.

Currently the cost of airfreight has been said to be high by exporters standing at \$1.8 per kilogramme compared to \$1.4 before the pandemic. Andre Ndikumana, the acting Chief Executive of NAEB, said earlier that there are engagements with the airline to access ways to reduce the costs to improve the competitiveness of the exports and improve returns of producers.

Beyond working with RwandAir to reduce cost of airfreight, NAEB is also engaging them to open up more destinations which have demand for fresh produce such as Dubai, China and South Africa. The country's horticulture exports are dominated by onion, fresh beans, fresh peas, tomato, cabbage, carrots, cucumber, eggplants, French bean, pepper, and mushrooms.

Others are chili, snow peas, flowers, broccoli, macadamia, avocado, and passion fruits.

Interview with Ambassador of the Kingdom of The Netherlands to Kenya, Somalia and the Seychelles,

H.E. Frans Makken

After 5 years H.E. Mr. Frans Makken, the Ambassador of the Kingdom of the Netherlands to Kenya, Somalia and the Seychelles, will return to the Netherlands. The embassy thanks Ambassador Makken for his leadership and extraordinary service. We took the opportunity to ask the Ambassador a few last questions before his departure.

After 5 years in your current position as the ambassador of the Netherlands to Kenya, Somalia and the Seychelles and the Permanent Representative to the United Nations Office in Nairobi, you are departing.

How have you experienced your time in Kenya?

Ambassador Frans Makken: My five years in Kenya have been a tremendous experience and I could not imagine a better way to end my career. Kenya has proven to be a dynamic, beautiful and inspiring country to work in. But the posting as such, wearing four different hats, was also a culmination of the experience that I have gathered along the way. My time with FAO came in handy as Permanent Representative to UN Office Nairobi, the years spent in agro-economic research fit very well with the mainstay of our programme for Kenya (notably agriculture,

food security and water) and my experience with conflict areas prepared me for the situation in Somalia. A new, but very pleasant experience was dealing with a member of Small Island Development States such as the Seychelles. This has made the work extremely diverse and



interesting. Outside office hours, my family and I also greatly enjoyed travelling in Kenya and the region. A personal highlight for me remains Amboseli National Park, nothing beats seeing so many elephants roam at the foot of the Kilimanjaro.

How would you characterize the bilateral relations between Kenya and the

Netherlands?

Ambassador Frans Makken: Ever since its independence Kenya and the Netherlands have had very strong ties. During my tenure we entered a new phase in our bilateral relationship, as we went from an aid to a trade approach. This was highly appreciated by the Kenyan government, since it meant the start of a real partnership on an equal footing rather than the traditional donor-recipient relationship. This also allowed me to work much more closely with the Kenyan government, as we were dealing with such matters as improving the trade and investment climate by tackling institutional hurdles and helping Kenya to improve its doing-business ranking.

There is a lot at stake: for the last five years in a row, the Netherlands has been ranked as the largest export market for Kenyan products in Europe, the main destination for Kenya's cut flowers, vegetables and fruits. I am proud of the fact that despite COVID-19 we managed to get the cargo flights going again, even to the point of daily flights already a few weeks after the start of the pandemic. This strong relationship, but also the fact that so many summits take place in Kenya, brought many ministers to Kenya, which underscores the relevance of our work in Kenya.

“There is a lot at stake: for the last five years in a row, the Netherlands has been ranked as the largest export market for Kenyan products in Europe, the main destination for Kenya’s cut flowers, vegetables and fruits.”



What are you most proud of in terms of what you have been able to achieve over the past 5 years?

Ambassador Frans Makken: Nothing can be achieved without teamwork and I have been particularly proud of the very dedicated and professional colleagues that I was privileged to work with. We achieved a lot in going from aid to trade, starting innovative projects and coping with challenges during election time and currently COVID-19. We have introduced innovative financing methods to attract private investment in the water sector; we initiated the set up a multi-disciplinary platform in the health sector uniting private sector, government and civil society; we were instrumental in the digitalization of court systems which proved to be particularly helpful during Covid-19; and we set up an Agricultural Working Group to connect Dutch and Kenyan actors in agricultural development. This is just to name a few! I should also mention the fact that we are an active member of ‘Team Europe’, which represents the largest trade and development partner of Kenya. Our concerted effort allowed us to promote stability around election time, to support human rights defenders, contribute to food security and establish a vibrant EU-Kenya business dialogue. It is the mutually beneficial EU-Kenya cooperation that will ensure both our regions and countries flourish.

How is it for you to say your goodbyes in the midst of the COVID-19 pandemic?

Ambassador Frans Makken: After a long and fulfilling career, time has come for me to retire. But the wrapping up and saying goodbyes is quite unlike I ever could have imagined. Part of my colleagues are either repatriated to the Netherlands or in quarantine. Taking leave from the presidents of Kenya, Somalia and Seychelles has to be virtual. But this is only minor in the face of the enormous impact COVID-19 has on the world in general and Kenya in particular. On leaving I am expressing the wish that Kenya will be spared from debilitating infection rates and that life can go soonest back to normal, even if it is a new normal.

The Netherlands Embassy stands ready to continue its private sector programmes to deal with the crisis after the crisis to get Kenya back on its economic feet. There is so much work that still needs to be done. I therefore wish my successor, Ambassador designate Maarten Brouwer, all the best in his new assignment. I am confident that Kenya will be as welcoming to him as it was to me.



Roses are delicate flowers and need the best care you could give

Treating the water with Chrysal RVB Clear enables the flowers to drink as much as they can. However, sometimes roses endure even harder conditions: temperature swings and traveling long distances. Common problems arising are dropping of buds, flowers and leaves, accelerated ripening, leaf yellowing and curved growth, which all are negative effects of ethylene.

Chrysal AVB

is a post-harvest conditioner for ethylene sensitive flowers such as roses. Research has shown that allowing your flowers to have a solution with Chrysal AVB as their first drink after harvest will help them better to endure these conditions. Therefore, Chrysal recommends to have your ethylene-sensitive flowers in Chrysal AVB (1ml/l) for four hours after harvest. Make sure to use clean buckets and clean water so you can reuse this solution.



Following this, overnight conditioning of your roses in RVB Clear (1ml/l). This way Chrysal AVB helps to improve the vase life of your roses, diminishes dropping of blooms, leaves and buds and improves opening. ***Your roses are getting the best care they can!***



Chrysal RVB Clear

Stimulates water uptake and improves quality.

Chrysal AVB

prevents dropping of buds and premature aging.

CHRYSAL

Clement Tulezi, Kenya Flower Council: **Freight Capacity Available Is Still Too Low**

The auction is still less as, in terms of volume.” Currently, about 50 percent of the Kenyan Flowers are being exported to the direct market.

Lifting produce from Nairobi to other markets is still a major challenge due to limited freight capacity. During the holiday season in July and August, as the demand is usually low during this time of the year, growers had less problems shipping the demanded flowers, but as the holiday season is almost over, challenging times are ahead. In September, demand will increase again and freight capacity available is still too low.

Kenya Flower Council (KFC) is doing its utmost best supporting the industry to enable them ship their flowers. They are talking with the airlines as well as the government to lower the costs for the grower in different areas. “The demand is there, but getting the product to market, and for a reasonable price, is still a challenge”, says Clement Tulezi, CEO at KFC.



Floriculture: Briefly describe flower demand?

Tulezi: The volumes being exported are not back at the same level as pre-COVID-19, but are definitely better than in March and April.

From Mid-March till the end of April, we were down 80 percent. We were only exporting 20 percent of what we expected to export. Fortunately, after European Mother’s Day, demand went up and now, demand is still there and growers are getting orders again. And particularly the growers who supply the direct market. The auction is still less as, in terms of volume. Currently, about 50 percent

of the Kenyan Flowers are being exported to the direct market.

Floriculture: Is air freight still a major challenge?

Tulezi: Even though the demand is there, getting the flowers to their final destination is still a challenge as freight capacity is still too low. Over the last months, as the demand was low due to the holiday season, we were able to manage it, but in September, the capacity will not be enough. On average, we need 3,800 tons per week, but now, even with the onset of passenger flights, we are still less than 3,000 tons per week.

And besides the low capacity, the costs are also still much higher than pre COVID-19. They are almost double than before and it eats both in the profit and production costs. It is particularly challenging as their main competitors, growers in Ethiopia, are not having to deal with this issue as they have enough capacity due to their national airline.

Floriculture: How can you describe the future?

Tulezi: Like everyone else, I hope that the COVID-19 infections will go down. Then, there will be less demand for medical supplies and there will be more room again for flowers. Due to the need for medical supplies and as countries are willing to pay more for these shipments, a lot of carriers shifted from shipping flowers to medical products. We dropped from about 15 carriers to 4 carriers in April. Now, we are at about 7 to 9 carriers. So, in September, when the demand is expected to increase again. It will be the big test to ship the demanded flowers.

Floriculture: Are you in touch with the airlines?

Tulezi: KFC is having a lot of discussion with carriers to interest them to come back to Nairobi. First, we give them data on how much volume we have in Nairobi

and show them that there is demand for flowers. Second, we've been talking with the government to come with a stimulus package for airlines. So, instead of charging double they can charge the growers less or similar prices as pre-COVID. In total, the government has a stimulus package available of 100 million euro to support the horticulture industry in Kenya and we hope that a part will be available to the airlines. Finally, we show the airlines that we can consolidate produce in Nairobi. This will cut extra costs for the airlines as they do not have to pick up small shipments across the region. So, at the moment, we are talking with partners to realize the plans of consolidating in Nairobi.

Floriculture: What is being done for the farms?

Tulezi: KFC is doing their utmost best. We are investing our efforts in putting money in the pockets of our growers and exporters.

We as KFC have had discussions with the government regarding giving back the Value Added Tax refunds and it worked. Two months ago, the government released almost 70% of which they were owing the growers for many years. Now, the growers have some money in their pockets to keep on going. And in the coming months, the government promised to pay off all our members 100% percent. On top of that, KFC is also talking with the government about the current taxes. We are trying to convince them to give our growers rebates or delayed payments of some taxes so that the growers can meet their costs.

KFC has also made some great gestures to the farm workers. A total of 6,000 workers across 28 farms received dispatched food packages as a relief measure due to disruption of income as a result of COVID-19 pandemic. In Kenya, we have very

To Page 27





Our Knowledge, Your Success.



NEUDOSAN

Active Ingredient: 515 g/l potassium salts of natural fatty acids

Liquid insecticide to control sucking insects and spider mites on ornamental plants, vegetables and fruits.

Pest	Rate per Ha	Application Timing
Whiteflies, Thrips, Aphids, Spidermites	3 - 5 L/Ha	Apply at the first sighting of infestation; ensure full coverage of the crop. Repeat at 14 days intervals if required.



Mode of Action

After spraying with Neudosan, insects quickly die. The active ingredient disrupts the cell structure of soft-bodied insects causing the cell contents to leak out.

The pests dehydrate in the spray liquid. It also damages the respiratory organs. In contrast to insecticides, which attack the nervous system of insects, the dead pest remain attached to the leaves for a short while before they wither and drop off.



Old Airport North Rd. - Embakasi
P.O. Box 30327 - 00100, Nrb, Kenya
Email: pr@amirankenya.com

A member of the Balton CP Group of Companies

f Amiran K Ltd @amiran_kenya www.baltoncp.com/amirankenya



Call us on our toll free number
0800 720720

From Page 25

skilled workers and it is very important to keep them on the farm. We were glad to see the positive reactions of the workers with this small gesture. Resources were limited, but we would love to do it again with another partnership. We are trying to find a way to keep them on the farms; we are doing whatever we can.

Floriculture: How are the farms doing?

Tulezi: So far, the farms are still in business. Currently, most workers are again back on the farm and they are very pleased with how the government supported them along the way. When there were restrictions in terms of movement, the government allowed our produce and employees to move. Also cargo flights were still allowed to come in. This was a very good move of the government. If they restricted it, it would all have been much more difficult for the growers.

Floriculture: Expectation: Do we expect increment in hectares and growers?

Tulezi: So far so good, but I expect that things will change and that these changes will become visible in 2021. We expect to see more mergers among farms and the smaller farms being taken over by the bigger farms. All in all, we do not expect the cultivation hectares to shrink, only the number of companies. The farms that are not embracing efficiency will have to close. Fortunately, we have not seen it yet, but we may see it next year.

Floriculture: Do we expect recovery of the industry?

Tulezi: When talking about the recovery of the industry, I expect this to happen Mid 2021. However, governmental support is important.

It is an industry that employs over 200,000 people and has an annual turnover of 1 billion USD. The government needs to look at us as a special category. Now, with the current tax, it is difficult to expand as an industry. So, if they want us to grow, they need to give us some leverage on that and that is what we as KFC are lobbying on behalf of our members and the industry.

All in all, the Kenyan flower industry will exist in the future. It might not be that glossy in the coming months, but it will be in the future.



Agriculture No-Go Zone In Kenya, US Trade Talks



The Kenyan negotiating team should by now have noted that US Midwest agricultural outputs are the US team focus. And this may be in conflict with Kenya's ongoing efforts to revive and reform a struggling agricultural sector that seeks to enhance national food security.

I have a lot of faith in bilateral trade agreements, especially when these are fairly and smartly negotiated to maximise wider value for Kenya without limiting Kenya's participation in wider global and regional trade. While following global oil and gas markets, I have closely watched US and China negotiate their yet to be finalised bilateral trade deals, and what I have observed is that a negotiating team needs a clearly mandated strategy that maximises value for its country.

And without doubt any negotiated deal for Kenya should directionally empower

agriculture, the anchor productive sector for this country, and which carries the highest potential for employment and household incomes. For this reason, Kenya's negotiating team should include a strong contingent of agricultural economists to support trade experts.

Our negotiating team needs to understand US motivations and what they are trying to achieve. No doubt US is belatedly seeking to re-enter Africa, a trade and infrastructure playground dominated by the Chinese over the last two decades. And Kenya happens to be picked by President Trump as an ideal entry point.

Secondly, it is the US Midwest agricultural production that President Trump may be trying to empower with export opportunities for grains, dairy and livestock products. The Midwest also happens to be a critical Republican political base. US is aware that in Africa it cannot compete with China in exports of general manufactured goods, considering US higher productions costs.

Nor in infrastructure where the Chinese have perfected the art of negotiating



construction deals with African nations. In the high-tech ICT, the US is already well represented in Africa and Kenya, and the only US focus may be to keep the Chinese Huawei out of Africa.

The Kenyan negotiating team should by now have noted that US Midwest agricultural outputs are the US team focus. And this may be in conflict with Kenya's ongoing efforts to revive and reform a struggling agricultural sector that seeks to enhance national food security. However, we should seek to increase exports of tea, coffee, and horticulture exports as these are not in conflict with US Midwest food crops. The USA team will dangle the African Growth and Opportunity Act (AGOA) "carrot", seeking reciprocal matching from

Kenya. How to maintain and even improve on AGOA without jeopardising sensitive agricultural crop sub-sectors is the key challenge and opportunity for our team. Agricultural economists will advise on "no-go" areas.

Further, our team needs to understand that US is a free market economy with minimum regulatory interventions, while Kenya may need protective policies and regulations to nurture agricultural reforms and revival.

The Americans will likely view such policies as unfair market entry barriers for their agricultural exports into Kenya, and this will make negotiations tricky. But reforms to strengthen Kenyan food security are not negotiable.

There is no way Kenya's agricultural production costs will match US economies of scale enabled by highly mechanised production. Kenyan agricultural production is mainly driven by small scale holders. As such, allowing free entry of USA agricultural products will be suicidal to the wider endeavour by Kenya to feed itself while providing livelihoods for rural Kenyans. One day we shall graduate to high tech farming, but we are not there yet.



Let us look at our struggling dairy sub-sector. The CS for agriculture recently intervened to protect the dairy farmer by limiting cheap imports from neighbouring countries, while guaranteeing a producer minimum price of Sh30 per litre (which still does not cover production costs). Allowing the large-scale US Midwest farmer an unrestricted export entry for his surplus milk powder to Kenya will be a disastrous mistake.

Further, Kenya should by now be developing its capacity for oil crops which also support animal feeds industry. Allowing free access for US soya crop into Kenya will mean that Kenya will never develop a sustainable local value chain for cooking oil and animal feeds.

I am confident that the ongoing agricultural revival of moribund crops will succeed. However, until this happens, it is untimely to introduce unfettered competition from agricultural imports. When reforms have succeeded and our production costs are down and quality up, we can relax tariffs. And this is the key message for our negotiating team.

Pest Threatens Tighter Checks For Kenya's Horticulture Exports

Summary

- At a meeting held in Brussels, Kenya was given up to September to address the issue.
- Interception of Kenya's horticultural produce has been heightened of late following the presence of the False Codling Moth.
- Stakeholders fear that they could lose up to 40 per cent of their market if corrective measures are not taken.



Europe has given Kenya up to september to comply with phytosanitary requirements for taming pests on its horticulture produce or have its fresh cargo subjected to tighter checks, which would make it uncompetitive in the lucrative export market.

At a meeting held in Brussels, Kenya was given up to September to address the issue, failing which the level of sampling of commodities coming from the country would be increased to 25 per cent from the current 10 per cent and five per cent initially.

Interception of Kenya's horticultural produce has been heightened of late following the presence of the False Codling Moth, which is a quarantine pest in Europe.

If the level of sampling is increased to 25 per cent, it means exporters will have to wait longer before their commodity gets to the shelf, and as such they will incur extra charges for storage in the cold room.

Lose Market

Due to this, stakeholders fear that they could lose up to 40 per cent of their market if corrective measures are not taken.

"We fear that we are going to lose the market advantage that we have in Europe if we do not address the issue of these pests in our exports," said Fresh Produce Consortium of Kenya Chief Executive Officer Ojepat Okisegere.

"As we wait for our products to be cleared, other countries that have complied with the requirements will have their commodities in the shelves way ahead of us and this is how our crucial market will be weakened," he said.

Avoid Open-Field Cultivation

Head of Horticulture Directorate Benjamin Tito said the pest poses a serious threat to the country's main market and that they are moving with speed to sensitise growers on this insect

that mainly affects flowers and capsicum. "We shall be talking to farmers on the appropriate methods to use in order to contain these pests and protect our European market," said Mr Tito.

Mr Tito said they are advising growers to avoid open-field cultivation and instead encourage the use of screening nets to curb the pest.

He noted that the menace is a challenge for Kenya given that the most pesticides recommended for its control are not allowed in the EU and its use will lead to high levels of residues in the crops, which could lead to a ban on the exports.



Agrico East Africa Goes Digital and Kenyan Potato Farmers Love It...



The Agrico East Africa team was working hard the past few months to produce video tutorials on 'Profitable Potato Farming in Kenya'. They did this in a well-rewarded effort to continue their work of rendering agronomic support to smallholder farmers in Kenya, despite the debilitating COVID-19 restrictions that was imposed on Kenyan citizens during the pandemic.

Agrico East Africa (EA), operating as Potato Services Africa Limited, has been working in Kenya since 2015 as a merchant of – Kenyan produced – certified potato seed.

Corien Herweijer, Business Development Manager for Agrico East Africa says that she and her team managed over the last 5 years to develop a profitable and sustainable value chain in Kenya – providing certified potato seed to Kenyan smallholder potato farmers who were struggling to get access to good quality certified seed and other inputs.

Corien says that according to estimates, only about 5% of the annual demand for

certified potato seed is currently being met. “Kenya is estimated to have about 800,000 smallholder farmers, and each of them operate on an average of less than 1 acre / season,” Corien says. “In Kenya, potato is the second most important agricultural crop after the staple food maize,” she says.

“However, looking at production statistics over the years, Kenyan potato smallholder farmers have always struggled to attain a high level of productivity and therefore lack profitability with their potato crops. Studies show that Kenyan farmers achieve an average production level of only 3-4 tons per acre, whereas a yield of at least 8-10 tons is needed for a farmer to break even and then starting to make a profit,” Corien says.

Whilst selling certified, high quality seed, the team at Agrico EA noticed in the past that there was a great lack of knowledge amongst farmers about good agronomical practices. This includes basic knowhow about crop rotation, land preparation, suitable nutrition and an effective spray program for pest and disease management. This led them then to engage farmers more in training, mainly through organized producer groups and cooperatives and with the support garnered from the Counties in the country.

Corien Herweijer says that Agrico East Africa developed a ‘Potato Growing Guide’ in which they explain in text how Kenyan farmers can improve their potato farming practices and methods. “Our team noticed that a majority of the farmers who were willing to make the investment to buy certified seed from Agrico EA (average investment of US\$500/acre, equivalent to a farmer’s 1-2 monthly income), hardly ever managed to invest 20 minutes of their time to read this guide,” Corien says.



This realization sent the Agrico EA team “back to the drawing board” so to speak, they came back from that with a solution: video tutorials instead of text... “Our goal was to replicate and demonstrate in these videos the very same principles and techniques that are communicated to farmers in-person in the field,” Corien says. “Experience has shown us that this kind of education methods pays off: smallholders that have adopted Agrico EA’s modern agricultural practices have witnessed an average yield growth to more than 14 tons per acre, and an average net income boost of more than USD 2,000 per acre,” she says. “This is of course in combination with access to modern seed potato varieties, other essential inputs, and much needed finance,” she notes.

It was obvious to the Agrico EA team that having short video clips that can easily be shared through modern media seems the way to go to reach potato farmers.

Especially in view of the fact that in Kenya there are relatively good mobile phone and Internet access services available, coupled with the reality that most of Agrico EA’s customers are highly fragmented and geographically dispersed across a wide area. “And that marked the start of the Agrico EA video tutorials,” Corien says.

“Interestingly enough, the timing of the development of the video tutorials could not have been better,” Corien told us. “When COVID19 hit Kenya in March 2020, the Kenyan government very quickly announced severe restrictions in movement and the gathering of people in large groups. Farmer field days and exhibitions have become impossible to organize and attend as before. The videos should now prove themselves to be a very effective replacement of these meetings instead,” Corien says. “Exploring the use of new media targeting users in rural areas is an interesting experience for our Agrico EA team,” says Corien. “Feedback

on this is slowly trickling in, but we can tell that farmers love the visual aid the videos provide, and it of course enables them to refer back to tutorials at any time as they need – rather than being in the field and consuming all information at once.”

In the videos, an Agrico agronomist takes farmers through each critical step of potato cultivation, including ‘shamba’ (farm) preparation, planting, growing and harvesting. Says Corien Herweijer: “Agrico EA has no doubt shown its dynamic capacity to keep learning and growing, as part of an ambitious attempt to aide the Kenyan farmers achieve Profitable Potato Farming goals, and through achieving this goal, also increase potato value chain effectiveness, whilst boosting food security for the Kenyan nation.”

Source: Agrico East Africa

3 Biocontrol Application Mistakes to Avoid in the Greenhouse

By Janeen Wright

Biocontrol application mistakes add up in terms of lost time and money, not to mention crop losses due to ineffective control of the targeted pest. Many biocontrol products work great when used in accordance with the manufacturer's direction. But when applied incorrectly, compromised efficacy and inadequate coverage can occur.

Here are three

mistakes to avoid when applying your biocontrols.

1. Rigging Up Your Own Device

The equipment you choose to apply your biocontrols is critical to your success.

Beware if you have plans to put your own dispersal system together. You may harm or stress the insects you are trying to disperse, compromising their performance.

Although growers are very creative in rigging up their own systems, they often skip the step of making sure that the insects are not compromised in the process. This is especially relevant when any type of force, suction, or pressure is used to disperse the biocontrol. Rig up your own dispersal

system, and you run the risk of harming the insects you're trying to disperse. In addition, certain insects are just more sensitive than others, and you need to know which ones fall into that category.

2. Timing Your Applications Wrong

Timing is everything. Biocontrol products must be used at the right stage of development in a pest and/or disease life cycle and during the right environmental conditions in the field to maximize efficacy.

Many biocontrol products are live organisms and require time to populate at levels in or on the target pest to deliver the best efficacy. Depending upon the biocontrol product, this can take a few minutes or up to 72 hours for control to be realized.

Understanding the mode of action and how, when, and where biocontrols should be applied is essential to maximize success from a biocontrol application.



3. Mixing Product Inadequately

Make sure the dispersal product you use for biocontrol application has the proper agitation capabilities to keep a product mixed well, or you will get uneven introduction. Also, nematodes and other microorganisms applied in water require oxygen to survive. You must take precautions with stock and tank solutions to provide adequate aeration during the application process. And don't forget about tank mix compatibility. Not all biocontrols can be tank mixed, so it's prudent to familiarize yourself with the compatibility information for the specific products you plan to use.

Precision Biocontrol Application Via Sensor Technology on the Horizon

Biocontrol application devices have progressed from traditional hand-dispersal methods to simple handheld blowers, fully automatic blowing devices, tractor- and rail-mounted devices, and high-tech drones. Meanwhile, there have been many advancements in monitoring or scouting systems that track pests, weeds, and disease.

Sensing technologies are the perfect fit for biologicals because these products work best when applied preventatively at early stages of disease or before pest pressure rockets out of control.

The ability to identify pest, weed, and disease pressure with sensing technology takes away a lot of the guesswork

when scouting a crop where timing and weather play a big factor in the success for both biologicals and conventional control products.

In the future, a combination of application devices with monitoring or scouting systems technologies could be the key to precision delivery of biocontrols. It's just a matter of time before the technology is available for biocontrol application.

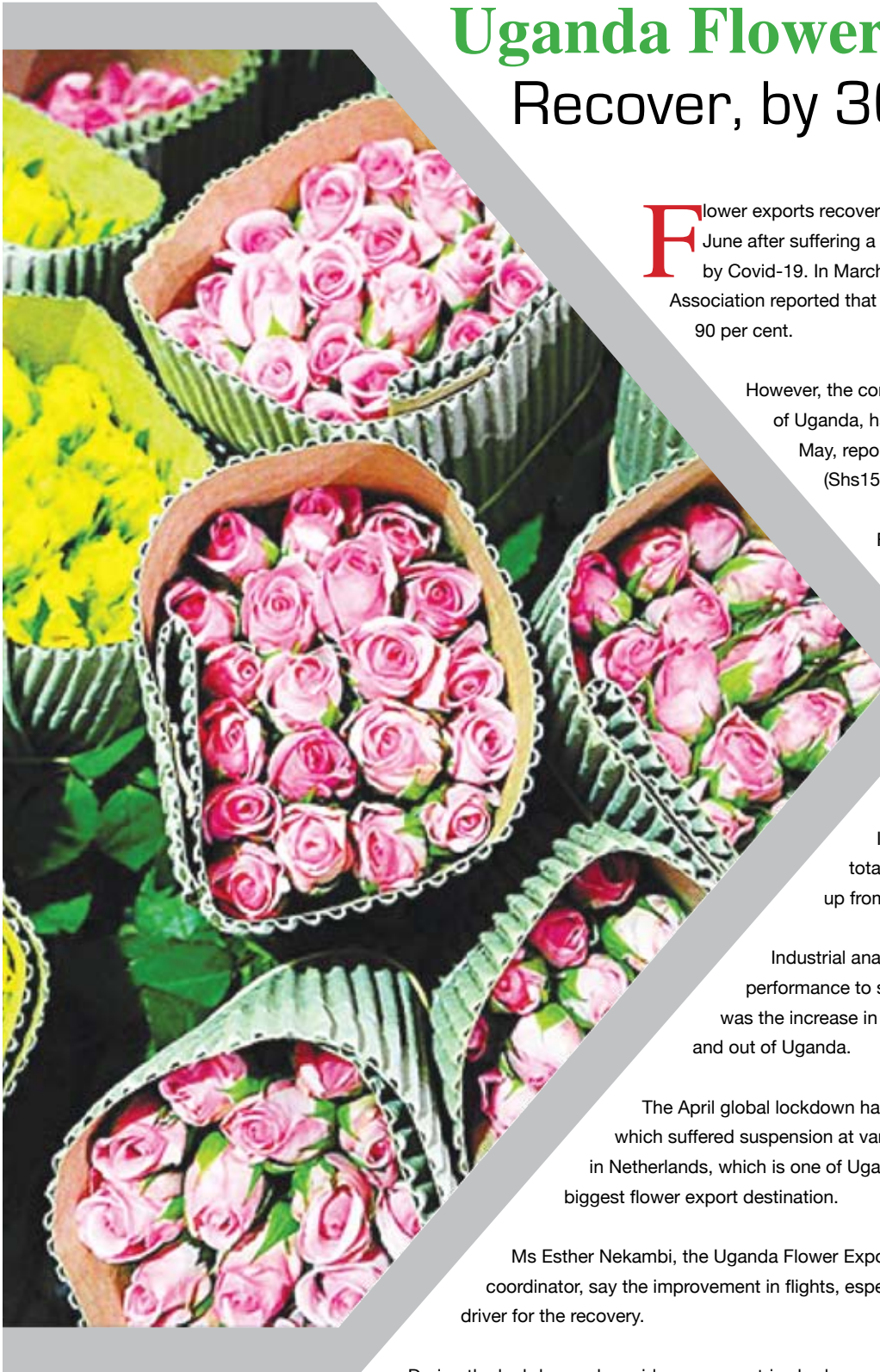
The scouting programs are making pest pressures visible, and when linked with the application devices, it's theoretically possible to apply what is needed and where it is needed. To do this automatically is still under development; however, farmers are already making applications in line with this. For example, they drive the tractor at half the speed in hot spots, thus doubling the introduction rates with a Koppert rotobug in those areas. In the same way, drone flight patterns can be changed based on the pressure.

4 Steps to Vet Biocontrol Application Devices

There is a lot that can go wrong with the application of beneficials. So before you start using dispersal devices for biocontrol application, do the following:

- If you already have a biological program in place, make sure that using application devices is the only variable you are changing.
- Partner with a company that can provide you with the help you need to mitigate all possible points of failure.
- Work directly with a company that provides both the products and the services. The more parties involved (farmers, pest control advisers, third-party applicators, manufacturers of introduction devices, etc.), the more difficult it becomes to find out why an application did not work the way it was supposed to.
- Make sure the manufacturer of the device has done their homework. Ask for trial data. Ensure they have spent as much time on verifying the effects of the application technology on the insects and their ability to establish and thrive as they have on the engineering of the device.

Uganda Flower Exports Recover, by 30 percent



Flower exports recovered for the period ended June after suffering a massive decline occasioned by Covid-19. In March, Uganda Flowers Export Association reported that exports had fallen by at least 90 per cent.

However, the commodity, according to Bank of Uganda, has been recovering since May, reporting export receipts of \$4.2m (Shs15.5b) in May.

Flower exports have further, according to Bank of Uganda, recovered in June, recording revenues of \$6m (Shs22b), which represents a percentage recovery of 30 per cent.

In the period under review, a total of 760 tonnes were exported up from 528 tonnes in May.

Industrial analysts attribute the improved performance to several factors, among which was the increase in the number of cargo flights in and out of Uganda.

The April global lockdown had eaten into the flower sector, which suffered suspension at various auction markets including in Netherlands, which is one of Uganda and Eastern Africa's biggest flower export destination.

Ms Esther Nekambi, the Uganda Flower Exporters Association programme coordinator, say the improvement in flights, especially cargo, was the major driver for the recovery.

During the lockdown, she said, many countries had suspended flower exports, but

Ugandan exporters had sustained supply to most countries, although at reduced volumes.

“We were able to leverage on that advantage. There was scarcity in the market,” she said, noting that Uganda was also helped by the harsh weather in flower export countries such as Kenya.

The flower industry employs more than 10,000 people, majority of whom are women (80 per cent).

However, the industry continues to work below capacity due to partial lockdown, especially at Uganda’s main entry and exit point – Entebbe International Airport.

“We are anxious because of the increasing cases of Covid-19,” Ms Nekambi said, noting the industry had experienced a lot of difficulty, during the lockdown, especially in terms of logistics and transportation.

The recovery, she noted, is still shaky given that some of the export destinations such as Europe, are facing the threat of recurrence in Covid-19 case and lockdowns.



“So, we are hoping there will be no lockdown in Europe. We are trying to see and hoping that it doesn’t get worse than it is already,” Ms Nekambi said.

Major challenge

The flower industry continues to grapple with the high cost of energy. On average electricity bills per farm is between Shs25m and Shs30m per month.

According to Ms Nekambi, in order to survive in business alternative sources of fuel are used like diesel to run the generators, which on average costs between Shs10m and Shs20m.

Creating the Ideal Flowerbox

It is not long when Dutch embassy hosted a workshop focused on flower packaging. The workshop was initiated by the Holland Flower Alliance, a strategic and open alliance between Amsterdam Airport Schiphol, KLM Royal Dutch Airlines and Royal FloraHolland. The alliance aims to improve flower logistics processes (between Kenya and the Netherlands). One of the focus points that the alliance has identified is the packaging of flowers.

flowers in Kenya is not contributing to the quality of the supply chain. During the interactive morning session, it became clear that achievements can be made by improving packaging. The workshop was themed: 'The ideal flower box'. The objective was to have an open discussion about the current situation, the challenges, and the ideal situation regarding flower boxes.

Participants agreed that the current quality standard of the boxes is lower than in e.g. South America, price vs. quality is not ideal, and that the different box sizes remain a challenge. Moreover, the trend is not standardization of boxes, but the opposite: as direct trade increases, customers demand higher quality boxes, resulting in further diversification of flower packaging.

The industry and value chain are not yet geared towards this changing market. Another issue that was raised in association with box



quality is that flowers bound for the flower auction in Aalsmeer, are generally not packed for more than 72 hours. Resulting in lower quality of the box, as they are only used for a relatively short period (compared to e.g. South America). Furthermore, the group discovered that there is not one common perception on ideal packaging in the industry.

So why does the industry want change and how can this be achieved

Once the quality of packaging improves there are clear benefits. Stakeholders (from airlines to growers) can reduce the loss of produce and optimize the use of

Current situation

The workshop revealed that the current quality of packaging of



space when transporting the flowers.

This creates a more sustainable value chain.

Moreover, a more unified packaging would enable more efficient handling of boxes. This will increase the quality of flowers in the market and thus improve the image of the products.

The stakeholders agreed that the benefits are clear, however a holistic approach is needed; it is not just the box that needs changing; it is also the use of new trucks, building of new stable road etc. Focus should lie on all processes between farm and shop. The question then is who is going to initiate these innovations, as the first mover likely will not reap the benefits. Hence, benefits should be shared along the chain in order to trigger each stakeholder's contribution to innovation.



Way forward

By sharing experiences and insights, this workshop has created an integral awareness among all stakeholders that there is room for improvement regarding transport and flower boxes.

All stakeholders agreed it would be beneficial if the flower sector in Kenya would adopt a number of standard sizes, create more transparency and share knowledge throughout the flower supply chain.

Only by working together as an industry can we improve the way flowers are transported from farm to vase.



Civil Society Organisations under Hivos East Africa's Women@Work Campaign and the Kenya Flower Council (KFC) dispatched food packages and mobile money transfers worth approximately Ksh8 million to workers in selected flower farms.

A total of 7,500 workers in the flower sector are set to receive the rations as a relief measure due to disruption of income as a result of COVID-19 pandemic. Hundreds of permanent workers were sent home on paid and unpaid leave during the month of March and April, while seasonal workers have been rendered jobless.

Although most flower farms, in recent weeks, have recalled their workers as exports to various markets continue to pick up, many are still at home and unemployed. The flower sub-sector employs over 200, 000 workers employed directly on the farms across the country.

"We have been implementing projects with the flower farms under our Women@Work programme - which advocates for good working conditions for workers in horticulture. It is only prudent for us to extend some support to the workers in this extraordinary period," said Hivos East Africa's Regional Director, Mendi Njonjo.

Kenya: Ksh. 8 Million Aid Worth to Cushion Flower Workers From COVID-19 Effects

A study by Hivos East Africa on the effects of Corana Virus on women working in horticulture showed that majority of workers were struggling to buy food and worried about loss of income. Even as COVID-19 effects continue to ravage, Hivos believes that it's important to include human rights, such as protection of the vulnerable and respect of human dignity to not only curtail the spread of the virus but also cushion and safeguard women workers who stand to be the most affected by the pandemic.

"The flower industry is also one of the largest employers in the Kenya. The industry has an immerse pool of highly skilled labour" says Clement Tulezi, Chief Executive Officer, Kenya Flower Council. "Workers are the backbone of the flower industry. KFC is delighted that this simple gesture to demonstrate how much workers are valued and their contribution appreciated."

The Agriculture and Food Authority reported that Kenya's earnings from horticulture exports, including flowers, fruits and vegetable, fell 7 percent in 2019 to Sh142.72 from Sh154.7 billion in 2018, mainly due to lower prices of flowers at the auction in the Netherlands. The flower sector is expected to bounce back once restrictions around the globe on COVID-19 are lifted.

War On Waste



Waste is an inevitability in all industries. For flower farms, the monetary cost, environmental impacts and societal expectations have shifted this once peripheral issue, into a core component of business strategy.

Embracing new waste management practices and seeking more cost-effective collection and disposal options are vital tools in improving the bottom line as well as boosting a business's reputation in an increasingly environmentally conscious society. This article explores the various methods available to growers to reduce waste and provides practical advice on improving the environmental impact of production without sacrificing profit.

Summary

• Waste reduction and management are critical factors for individual business prosperity and in reducing environmental impacts

• Reducing the impact of waste begins with procurement decisions; purchasing materials and stock that has less packaging should not only be cheaper, but reduces the time spent dealing with waste

• Conducting a waste audit self-assessment will enable nurseries to identify the types and volume of waste being generated, enabling the development of a waste reduction strategy

• The Government is investing in local resource recovery industries. It's expected that there will be an increase in waste collection services as a result

• The value of waste is dictated at the end-user, based on how well disparate waste streams are separated. Clean, single-type uncontaminated waste improves the value of waste

• Start a conversation. Engagement with peers, staff, and customers will help to encourage action on waste across the industry

Background

There are numerous waste streams within the flower industry. The largest streams are:

1. **Greenwaste** – In most farms, the second largest waste volume. It includes plant cuttings, rejected plants and used growing media.

2. **Plastics** – The most common types of plastics used in farms are growing containers, product packaging and pallet wrap. However, be aware, different types of plastics are not able to be baled or recycled together, resulting in several sub-streams.

3. **Controlled waste** – potentially hazardous materials like pesticides, fertilisers and paint.

4. **General waste** – typically the largest



waste stream comprising materials that are unable to be recycled, have no collection infrastructure in place and typically end up in land fill.

Waste industry

A simple definition of waste is any surplus material that is no longer required for the intended purpose. It is an inevitability of business but one that until recently has been an afterthought in business management. However, the waste industry is evolving. As landfill sites are steadily filled and the long-term impacts of waste become clearer, society has moved away from a landfill approach, to a focus on resource recovery.

Each of the above waste streams and sub-streams can be reclassified as a commodity with a dollar value. As a result of government investment, proactive organisations are launching programs which will take various waste products away for free, with a view to profit from the resale or re-manufacture of these raw materials. The initial value of this waste can be heavily influenced by how strong waste management practices within the farm are. With this in mind, there is no better time to review current waste management

practices in order to improve profitability and environmental impact.

By changing how the industry looks at waste management, more time, money and resources can be spent on the core business – growing plants.

Improving Waste Management Practices

There is no one-size-fits-all approach to waste management. Each farm will have different volumes of waste, different resourcing and the range of collection services varies greatly by location. However, by implementing just some of the following practices, a farm can improve its bottom line, improve its environmental impact and create a better environment for its employees

Conduct a waste audit

Self-assessment

The first step to improving waste outcomes is to conduct an audit on the types and weight/volume of the waste being created. The information can be used to calculate the size of the problem, triage focus areas and to negotiate waste collection contracts. A farm self-assessment template is available for download from.

Assess suppliers

The best way to reduce waste is to review procurement arrangements. In negotiating contracts, suppliers that use less plastic packaging should be favoured. In theory, not only should less plastic mean a cheaper product, it also means less waste to manage once the purchased goods have been used, ultimately saving money and time. Suppliers that use recyclable packaging should also be prioritised.

Invest in sterilisation equipment

Reusing materials can drastically

improve the bottom line of a business.

A core example is in the sterilisation of growing containers.

Implement waste separation strategies

Waste recovery companies are actively seeking various forms of waste. However, the value of this waste is determined by the level of contamination by foreign materials or other waste types. By installing a baler and implementing sound separation strategies, the value of waste and likelihood of free collection will increase. Collection, or a convenient drop-off can typically be organised for greenwaste, plastic, controlled and general waste.

Partner with other businesses

Smaller farms should explore partnerships with nearby businesses to pool waste streams. By creating economies of scale through larger volumes, the value of waste streams will increase.

Engage staff

In order to ensure that waste management procedures are followed, all staff must be engaged, educated and empowered. Staff should be trained to identify different waste streams to assure the value of waste at collection. If staff feel personally invested in waste management, it will pay dividends for the business.

When in doubt – follow the waste hierarchy

The simplest way to devise a waste management strategy is to consult the waste management hierarchy e.g NEMA. By prioritising the avoidance or reduction of materials which will become waste, less waste will be generated and for less cost to the business, economy and environment. Beyond that, farms should explore methods to reuse, recycle or recover materials before disposal is considered.





FLOWER & VEGETABLE FARMS IN KENYA

FARM NAME	PRODUCT	LOCATION	CONTACT PERSON	TELEPHONE	E-MAIL
AAA- Flowers-Rumuruti	Roses	Rumuruti	.	-	-
AAA- Flowers -Chui Farm	Roses	Timau	Ravi Kumar	0759 500403	ravikumar@aaagrowers.co.ke
Farm-Sunripe		Naivasha	Antony	0711827785	naivasha@sunripe.co.ke
Across Agriculture Ltd	Herbs	-	Emily Chepkemoi	0729080186	chep28@gmail.com
Africalla Kenya Ltd	Cuttings	Eldoret	Meindert	-	meindert@africalla.com
Africa Blooms	Roses	Salagaa	Ramnath Sarbande	0780314387	ramnath.sarbande@xflora.net
Afriscan Kenya Ltd	Hypericum	Naivasha	Charles Mwangi	-	-
Aquila Development Co	Roses	Naivasha	Abhay Marathe	0729776656	gm@aquilaflowers.com
Balaji Flowers	Roses	Olkalou	Ra0 Venkatesh	0726337266	-
Baraka Farm	Roses	Ngorika	Lucy Yinda	-	lucy@barakaroses.com
Batian Flowers	Roses	Nanyuki	Dirk Looj	0720102237	dirk@batianflowers.com
Beautyline	Flowers	Naivasha	Peter Gathiaka	0721392559	peter@beautyli.com
Big Flowers	Roses	Timau	Simon Blinco	0723234927	simon@maufloa.co.ke
Bigot Flowers	Flowers	Naivasha	Kakasaheb Jagtap	0722205271	jagtap.kt@bigotflowers.co.ke
Bila Shaka Flowers	Roses	Naivasha	Joost Zuurbier	0722204489	bilashaka.flowers@zuurbier.com
Black Petals	Roses	Limuru	Nirzar Jundre	0722848560	nj@blackpetals.co.ke
Bliss Flora Ltd	Roses	Njoro	Appachu Sachin	0789101060	appachu7@yahoo.com
Blue Sky	Gypsophilla	Naivasha	Patel Sushant	0725622333	info@blueskykenya.com
Bloom Valley		Salgaa	Ramnath Sarbande	0780314387	ramnath.sarbande@xflora.net
Blooming Dale Roses Kenya Ltd	Roses	Nanyuki	Sunil	0718991182	info@bloomingdaleroses.com
Buds and Blooms	Roses	Nakuru	Shivaji Wagh	0720895911	shivaniiket@yahoo.com
Carzan (K) Ltd KS	Summer flowers	Salgaa	Stanley Rotich	0721931710	stanley@carzankenya.com
Carzan (K) Ltd ST	Hypericum, solidago		Adung'o	0716019094	adung'o@carzankenya.com
Carzan - Molo	Carnations	Molo	Charles Chelule	0728784081	charles.chelule@carzankenya.com
Charm Flowers	Flowers	Athiriver	Ashok Patel	020 352583	ashki@charmflowers.com
Chestnut	Flowers	Mt. Kenya	Gabriel Kiai	-	gabriel.kiai@aaagrowers.co.ke
Colour Crops	Hypericum	Nanyuki	Kennedy Wanyama	0716389472	colourcrops@tmu.com
Colour crops	Summer Flowers-	Bahati	Patrick Kipkurui	0727806184	kipkirui89@gmail.com
Colour crops Naivasha	Flowers	Naivasha	Geoffrey Mwaura	0722200972	nva@colourcrops.com
Credible Blooms	Flowers	Rumuruti	Eliud Njenga	0722382859	eliud@pigeonblooms.com
Credible Blooms	Flowers	Ngong	Eliud Njenga	0722382859	eliud@pigeonblooms.com
Dale Flora	Roses	Mogotio	Ajay Sutar	0711102266	ajay.sutar24@gmail.com
Desire Flowers	Flowers	Isinya	Rajat Chaohan	0724264653	rajatchaohan@hotmail.com
De ruiters	Breeder Roses	Naivasha	Fred Okinda	0722579204	Fred.okinda@deruiter.com
Double Dutch	Cuttings	-	Pharis Wainaina	0728207661	-
Dummen Orange	Flowers Breeders	Naivasha	Steve Outram	0733 609863	s.outram@dummenorange.com
Eco Flora	Roses	Salgaa	Kimani	0733605219	production@fontana.co.ke
Elbur flora- kimman	Roses	Nakuru	Daniel Moge	0721734104	kimmanexp@gmail.com
Enkasiti Thika	Flowers	Thika	Tambe	0734256798	enkasiti@gmail.com
Equinox	Flowers	Nanyuki	Harry Kruger	0707266956	harry@equinoxflowers.com
Everest Flowers Ltd	Flowers	Mt. Kenya	-	-	-
Everflora Ltd.	Flowers	Thika	Bipin Patel	0735873798	everflora@dmbgroup.com
Evergreen Crops		Nairobi	Arun Singh	0721941009	arun@evergreencrops.com
Exotic Peninah	Roses/ Carnations	Athiriver	Dan	0734626942	dan@exoticfields.com
Fairy Flowers	Flowers	Limuru	Sylvester	0753444237	sylvesterkahoro@yahoo.com
Fides Kenya Ltd	Cuttings	Embu	Bernard Marindany	0726 366 752	B.Marindany@DummenOrange.com
Finlays -Tarakwet	Flowers	Kericho	Lelon Chepkwony		
Finlays Chemirel	Flowers	Kericho	Aggrey Simiyu	0722601639	aggrey.simiyu@finlays.co.ke
Finlays- Lemotit	Flowers	Kericho	Japhet Langat	0722 863527	japhet.Langat@finlays.co.ke
Fontana Ltd - Akina farm	Roses	Njoro	Mahindra Patil	0798254199	--
Fontana Ltd - Ayana Farm	Roses	Mau Narok	Aiyappa		aiyapa@fontana.co.ke
Flamingo Holdings Farm	Flowers	Naivasha	Peter Mwangi	0722204505	peter.mwangi@flamingo.net
Flamingo Holdings-Kingfisher Farm	Flowers	Naivasha	Mr. Isaac Karanja	0720473502	kingfishercarnations@flamingo.net
Flamingo Holdings- Kingfisher Farm	Flowers	Naivasha	Jacob Wanyonyi	0722773560	jacob.wanyonyi@flamingo.net
Flamingo Holdings-Siraji Farm	Carnations, Roses	Nanyuki	Peris Muturi	-	-
Flamingo Flora	Roses	Njoro	Sam Nyoro	0721993857	s.ivor@flamingoflora.co.ke
Flora ola	Roses	Solai-Nakuru	Lucas Choi	0721832710	lucas.floraola@gmail.com
Flora Delight	Summer flowers	Kiambu/ Limuru	Marco	0710802065	marcovansandijk@yahoo.com
Florensis Ltd	Cuttings	Naivasha	Anne Marie		annemarie@florensis.co.ke



FLOWER & VEGETABLE FARMS IN KENYA

FARM NAME	PRODUCT	LOCATION	CONTACT PERSON	TELEPHONE	E-MAIL
Florenza Ltd	Roses	Solai	Yogeesh	0737453768	farm.florenza@megasingroup.com
Fresh Gold Flowers Ltd	Flowers	Mt. Kenya	John Karimi	0721622294	karimi@freshgolkenya.co.ke
Gatoka Roses	Roses	Thika	Herman Njuguna	0728 854 844	info@gatokaflowers.com
Golden Tulip	Roses	Olkalao	Umesh Choudhery	0739729658	umesh@bth.co.ke
Groove	Flowers	Naivasha	John Ngoni	0724448601	groovekenya@gmail.com
Hanna Roses Ltd	Roses	Thika	Kadlag Palaji	0723149968	kadlag.paraji@hannaroses.com
Harvest Flowers Group	Roses	Murungaru	Paul Salim	0722 470 717	paul.salim@harvestflowers.com
Harvest Ltd	Roses	Athiriver	Paul Salim	0722 470 717	paul.salim@harvestflowers.com
Heritage Flowers Ltd	Roses	Rumuruti	Shailesh Kumar	0722203750	hfl.srk@gmail.com
Highland plantations	Cuttings & Herbs	Olkalao			production@highlandplants.co.ke
Imani Flowers	Summer Flowers	Nakuru	Raphael Otieno	0792302466	raphael@imaniflowers.co.ke
Interplant Roses	Roses	Naivasha	Gavin Mouritzen	0733220333	info@interplantea.co.ke
Isinya	Flowers	Isinya	Rajesh	-	pm@isinyaroses.com
Karen Roses	Flowers	Nairobi	Peter Mutinda	0723353414	pmutinda@karenroses.com
Kariki Ltd- Thika	Flowers	Thika	Miriam	-	production@kariki.co.ke
Kariki Ltd - Nanyuki	Eryngiums	Nanyuki	Richard Fernandes	062-31023/6	bondet.production@karik.biz
Kariki Ltd - Naivasha	Hypericum	Naivasha	Peter Kamwaro	0721758644	hamwe.fm@kariki.biz
Kariki Ltd - Molo	Fowers	Molo	James Oluoch	0716333717	jame.oluoch@kariki.biz
Kariki - Hamwe	Hypericum	-	Benjamin Ribai	0723721748	hamwe.fm@kariki.biz
Kenflora Limited		Kiambu/ Limuru	Abdul Aleem	0722311468	info@kenflora.com
Kentalya	Cuttings	Naivasha	Linnet	0733549773	lynette@kentalya.com
Kisima Farm Ltd	Roses	Timau	Craig Oulton	0722205828	craig@kisima.co.ke
Kordes Roses	Roses- Breeders	Karen	Luce	0735995566	info@kordes-ea.com
Kongoni River Farm - Gorge Farm	Roses	Naivasha	Anand Patil	0728608785	anand.patil@vegpro-group.com
Kongoni River Farm - Liki River	Flowers	Nanyuki	Madhav Lengare	0722202342	madhav@vegpro-group.com
Kongoni River Farm - Star Flowers	Flowers	Naivasha	Prabhakaran. M	0743078733	prabhakaran@vegpro-group.com
Kongoni River Farm - Kongoni	Flowers	Timau	Oppaso Bandgar	07120070053	oppasobandgar@vegpro-group.com
Kongoni River Farm - Bemack	Flowers	Timau	Mangesh	0797 874583	
Kongoni River Farm - Galaxy	Roses	Naivasha	Kiran Nangare	0787787544	kiran@vegpro-group.com
Kongoni River Farm- Longonot	Roses	Naivasha	Rakesh Kuttaiah	0724631299	rakesh.kuttaiah@vegpro-group.com
Lamorna Ltd	Roses	Naivasha	Mureithi	0722238474	admin@lamornaflowers.com
Lathyflora		Limuru	Mbauni John	0753888126	info@lathyflora.com
Lauren International	Flowers	Thika	Chris Ogutu/Carlos	0722783598	laurenflowers@accesskenya.co.ke
Laurel Investment	Roses	Nakuru	Rajendra Jadhav	0738359459	rajendra.laurel@bht.co.ke
Livewire	Hypericum	Naivasha	Esau Onyango	0728606878	management@livewire.co.ke
Lolomarik	Roses	Nanyuki	Topper Murry	0715 727991	topper@lolomarik.com
Magana	Roses	Nairobi	Geoffrey Suguvi	0720806239	assistantntproduction
Mahee Flowers	Roses	Olkalao	Natarajan	0738999149	natarajan@eaga.co.ke
Maridadi Flowers	Flowers	Naivasha	Jack Kneppers	0733333289	jack@maridadiflowers.com
Maua Agritech	Flowers	Isinya	Madan Chavan	0738669799	production@mauaagritech.com
Mau Flora	Roses	Molo	Mahesh	0787765684	mahesh@mauflora.co.ke
Milenium Growers	Summer Flowers	-	Sushant Wankara	0731316000	sushant@marvelgreens.com
Molo Greens	Solidago, carnations	-	Justus Metho	0722755396	justus@mologreens.com
Mt. Elgon Flowers	Roses	Eldoret	Bob Anderson	0735329395,	bob@mtelgon.com
Mwanzi Flowers Ltd	Roses	Rumuruti	Ram	0722265845	-
Mzuurie Flowers - Maji Mazuri	Roses	Eldoret	Mark Juma	0727471034	mjuma@majimazuri.co.ke
Mzuurie Flowers - Molo River Roses	Flowers	Kilelwa	Andrew Wambua	0724256592	awambua@moloriverroses.co.ke
Mzuurie Flowers - Winchester Farm	Roses	Karen	Raphael Mulinge	0725848909	rmulinge@winchester.co.ke
Mzuurie Flowers - Winchester Farm	Flowers	Bahati	Raphael Mulinge	0725848909	rmulinge@winchester.co.ke
Nini Farms	Roses	Naivasha	Philip Kuria	0720611623	production@ninitd.com
Nirp East Africa	Roses	Naivasha	Danielle Spinks	0702685581	danielles@nirpinternational.com
Ol Njorowa	Roses	Naivasha	Charles Kinyanjui	0723986467	mbegufarm@icconnect.co.ke
Oserian	Flowers	Naivasha	-	-	-
Panda Flowers	Roses	Naivasha	Geoffrey Kanyari	0712215419	farm.manager@pandaflowers.co.ke
Panocol International	Roses	Eldoret	Mr. Paul Wekesa	0722748298	paul.wekesa@panocal.co.ke
Penta	Flowers	Thika	Tom Ochieng	0723904006	tom@pentaflowers.co.ke
Pendekeza	Roses	Nanyuki	Richard Siele	0722716158	tambuzi.sales@tambuzi.co.ke
PJ Dave Flowers	Flowers	Isinya	Sanjiv Dogra	0737576966	pjdaveflowers@wananchi.com



FLOWER & VEGETABLE FARMS IN KENYA

FARM NAME	PRODUCT	LOCATION	CONTACT PERSON	TELEPHONE	E-MAIL
PJ Flora	Roses	Isinya	Santos Kulkarni	0738990521	santosh@pjdave.com
Plantech Kenya Ltd	Propagators	Naivasha	Idan Salvy	0702187105	idan@plantechkenya.com
Porini Flowers	Roses	Molo	Vivek Sharma	0731040498	gm@poriniflowers.com
Primarosa Flowers Ltd	Roses	Oljororok	Jai Prakash	0780785603	production.mp2@primarosaflores.com
Rain Forest Farmlands Ltd	Roses	Naivasha	Lucas Onena Ongere	0718925040	longere@fleurafrica.com
Ravine Roses Flowers	Flowers	Nakuru	Peter Kamuren	0722205657	pkamuren@karenaroses.com
Redland Roses	Flowers	Thika	Aldric Spindler	0733603572	aldric@redlandsroses.co.ke
Redwing Flowers	Flowers	Nakuru	Simon Sayer	0722227278	sayer@redwingltd.co.ke
Rift Valley Roses (K) Ltd	Flowers	Naivasha	Peterson Muchiri	0721216026	fm@riftvalleyroses.co.ke
Rimiflora Ltd	Hypericum	Njoro	Richard Mutua	0722357678	richard@rimiflora.com
Riverdale Blooms Ltd	Flowers	Thika	Antony Mutugi	0202095901	rdale@swiftkenya.com
Roseto	Roses	Roseto	Aravind	0786157344	gm.roseto@megaspingroup.com
Savannah international	Geranium	Naivasha	Ignatius lukulu	0728424902	i.lukulu@savanna-international.com
Selecta Kenya		Thika	Robert Khamala	0727 467 464	r.khamala@selectakenya.com
Sojanmi Spring Fields	Roses	Njoro	Ashesh Mishra	0792217088	ashesh@xflora.net
Schreus	Roses	Naivasha	Haiko Backer	-	-
Shades Horticulture	Flowers	Isinya	Ashutosh Mishra	0722972018	info@shadeshorticulture.com
Shalimar Flowers	Flowers	Naivasha	Dinkar Wandhekar	0702418174	dinkar@eaga.co.ke
Sian Roses - Maasai Flowers	Flowers	Isinya	Anthony Kipng'eno	-	-
Sian Roses - Agriflora (K) Ltd	Roses	Nakuru	Charles Mulemba	-	cmulemba@sianroses.co.ke
Sian Roses - Equator Roses	Roses	Eldoret	Nehemiah Kangogo	0725848910	nkangogo@sianroses.co.ke
Sierra flora	Roses	Njoro	Sharieff	0787243952	farm.sierra@megaspingroup.com
Simbi Roses	Roses	Thika	Karue Jefferson	067 44292	simbi@sansora.co.ke
Sirgoek Flowers	Flowers	Eldoret	Andrew Keittany	0725 946429	sirgoek@africaonline.co.ke
Solai Millmet/Tindress	Flowers	Nakuru	Jagtap	0733996202	solairoses@gmail.com
Subati Flowers	Roses	Subukia	Naren Patel	0712 584124	naren@subatiflowers.com
Subati Flowers	Roses	Naivasha	Naren Patel	0712 584124	naren@subatiflowers.com
Suera Flowers Ltd	Roses	Nyahururu	George Kimathi	0724622638	gkbuuri@gmail.com
Sunfloritech	Roses	-	Peter Wekesa	0729163607	-
Sunland Timau Flair	Roses	Timau	Ken Mwiti	-	info@lobelia.co.ke
Stockman rozen	Roses	Naivasha	Julius muchiri	0708220408	julius@srk.co.ke
Syngenta Flowers - Kenya Cuttings	Flowers	Thika	Kavosi Philip	0721225540	philip.munyoki@syngenta.com
Syngenta Flowers - Pollen	Flowers	Thika	Joseph Ayieko	0733552500	joseph.ayieko@syngenta.com
Tambuzi	Roses	Nanyuki	Richard Siele	0722716158	tambuzi.sales@tambuzi.co.ke
Terrasol	-	Nairobi	Jacques	0705 519 633	jacques@pvdhaak.nl
Timaflor Ltd	Flowers	Nanyuki	Simon van de Berg	0724443262	info@timaflor.com
Top Harvest	Roses	-	Pius Kimani	0721747623	pius.kimani@gmail.com
Transebel	Flowers	Thika	David Muchiri	0724646810	davidmuchiri@transebel.co.ke
Uhuru Flowers	Flowers	Nanyuki	Ivan Freeman	0713889574	ivan@uhuruflores.co.ke
Utee Estate	Chrysanthemums	Nairobi	Appaso Mane	0737 513 844	mane.uel@btfgroup.com
United Selections	Roses -Breeder	Nakuru	Fred Kisumo	0720107691	fkisumo@united-selections.com
V.D.Berg Roses	Flowers	Naivasha	Johan Remeus	0721868312	johan@roseskenya.com
Valentine Ltd		Kiambu/Limuru	Joseph Kariuki	0728 093 379	joseph.kariuki@valentinegrowers.com
Van Kleef Kenya Ltd	Roses		Judith Zuurbier		roses@vankleef.nl
Van Kleef Ltd	Roses	Njoro	Karan Mandanna	078500460	karan@vankleef.nl
WAC International	Breeder	Naivasha	Richard Mc Gonnell	0722810968	richard@wac-international.com
Waridi Ltd		Athi River	Julius Ruto	-	farmmanager@waridi.com
Wilham Kabuku	-	Nairobi	Natarajan	0735 792 063	natarajan@eaga.co.ke
Wildfire	Roses/summer	Naivasha	Eliud Kimani	0727598349	roses@wildfire-flowers.com
Wilfay Flowers	Gypsophila/hypericum	Subukia	Makori	0723358644	makoriwilfay@gmail.com
Wilmar Agro Ltd	Summer Flowers	Thika	Alice Muiruri	0722 321203	alice.muiruri@wilmar.co.ke
Windsor		Thika	Pradeep Bodumalla	0736 586 059	farm@windsor-flowers.com
Xpressions Flora	Roses	Njoro	Brijesh Patel	0715469732	brijesh.patel@xflora.net
Zena - Asai Farm	Roses	Eldoret	Phanuel Ochunga	0722506026	pochunga@zenaroses.com
Zena Roses - Sosiani Farm	Roses	Eldoret	Jackson Mbanya	-	-

Cryptex[®]

Reg No. PCPB(CR)1969

Cutting edge granulovirus technology for the suppression of False Codling Moth (FCM – *Thaumatotibia leucotreta*) on Ornamentals and Horticultural Crops.

• • • • •
Backed by Science. Loved by Nature.

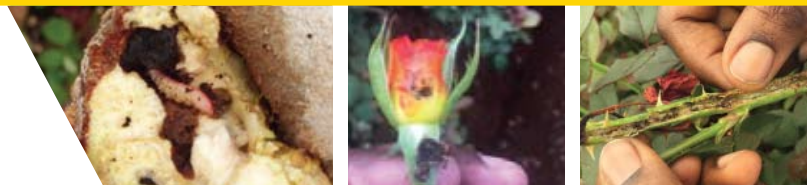
NATURAL EFFICACY THAT IS RELIABLE

Madumbi aims to change the way food is grown. We believe all people should have access to healthy, nutritious food, free of chemical residues.

Madumbi continues to develop quality biological solutions. Solutions which support growers in building bio-active soils, maximising soil and plant health, and providing proven pest management solutions which have minimal impact on the environment – and everyone in it.

Join us in leading this change.

www.madumbi.co.za | +254 722 888 377 | stephen@madumbi.co.ke





Our Knowledge, Your Success.

EPIISODE 480SC[®]

LAST GENERATION, HIGHLY ACTIVE
INSECTICIDE, DERIVED FROM NATURALLY
OCCURRING SOIL FUNGI AGAINST
LEPIDOPTERA PESTS AND THRIPS

BENEFITS

- ★ Excellent environmental profile
- ★ Spinosad TC is approved for use in organic agriculture.
- ★ Low toxicity to people and other mammals.
- ★ Highly effective against pests difficult to control.
- ★ Safe to most common beneficial organisms.
- ★ Unique mode of Action: IRAC Group 5.
- ★ IPM Compatible.

NB:

**Produced by fermentation of naturally occurring bacteria.
(*Saccharopolyspora Spinosa*)**



Old Airport North Rd. - Embakasi
P.O. Box 30327 - 00100, Nrb, Kenya
Email: pr@amirankenya.com

A member of the Balton CP Group of Companies



Call us on our toll free number

0800 720720