

IPD at International Floriculture Trade Fair 2022



VIJFHUIZEN | NOVEMBER 9 – 11, 2022

VISIT US
IN HALL
A4.22



Source your cut flowers from evaluated exporters!

IPD connects you with reliable suppliers from
Colombia, Ecuador, and Kenya!



Make an appointment!



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Import Promotion Desk (IPD)

Discover the blossom of the equator!

Find reliable business partners in Colombia, Ecuador and Kenya.



If you are an importer looking for reliable suppliers of cut flowers and want to open up new supply sources, then Import Promotion Desk (IPD), the initiative for import promotion, will support you.

We identify highly promising cut flower producers for you who are able to reliably meet the seasonal demand on the EU market.

We prepare the suppliers thoroughly for the European market: giving attention not only to **product quality, export capacity,** and **compliance with international standards and certification,** but also to efficiency of logistics.

We offer direct access to small producers whose cut flowers would normally only be available for purchase through larger farms.

Our mediation is neutral, quality-conscious and free of charge.



At IFTF 2022, we will be presenting our export partners from Colombia, Ecuador, and Kenya, who will be showcasing exceptional varieties of high-quality cut flowers.

These equatorial countries offer excellent climatic conditions for flower cultivation, yielding wonderful flowers with beautiful blossoms and strong stems.

Check out the rich offer of the evaluated IPD companies and visit us at IFTF.

On the following pages you can find detailed information about our exporters.

IPD is an initiative of the Federation of German Wholesale, Foreign Trade and Services (BGA) and sequa, the development organization and partner of German business. We are funded by the Federal Ministry for Economic Cooperation and Development (BMZ).

In line with our development policy objective, we aim to increase exports from partner countries, promote innovation and higher value creation in order to contribute towards sustainable economic development in partner countries.

More information about IPD and our individual services at www.importpromotiondesk.de

Your IPD Team



10 Years IMPORT PROMOTION DESK



DR ANDREAS GEMÄHLICH

IPD Expert Sourcing + Markets

Mobile: + 49 160 953 186 51

gemaehlich@importpromotiondesk.de



REMCO JANSEN

External IPD Consultant

Mobile: + 31 6 512 74 001

jansen@importpromotiondesk.de



MATTHIAS HUCKE

External IPD Consultant

Mobile: + 49 176 104 967 67

matthias@hucke.com



LUCY MATTHEWSON

External IPD Consultant

Phone: + 44 778 410 500 1

matthewson@importpromotiondesk.de

**WE CONNECT YOU
WITH EVALUATED
CUT FLOWER SUPPLIERS.
GET IN TOUCH WITH US!**



IMPORT PROMOTION DESK (IPD)

Project Office Bonn
c/o sequa gGmbH
Alexanderstraße 10
D-53111 Bonn
Germany

Phone: + 49 228 909 0081 0
info@importpromotiondesk.de
www.importpromotiondesk.de

IPD partners

IPD works with a network of international organisations in Europe and its partner countries.

Thus we efficiently pool information and know-how.
Our partnerships enable us to tailor our services exactly to the needs of European importers.

Colombia



**PROCOLOMBIA,
COLOMBIA**

www.procolombia.co

asocolflores

Association of Colombian Flower Exporters

**ASSOCIATION OF COLOMBIAN
FLOWER EXPORTERS,
COLOMBIA**

www.asocolflores.org/en

Hall B | Booth 2.19

Ecuador



CORPEI, ECUADOR

<https://corpei.org>



**FEDERACIÓN ECUATORIANA
DE EXPORTADORES,
ECUADOR**

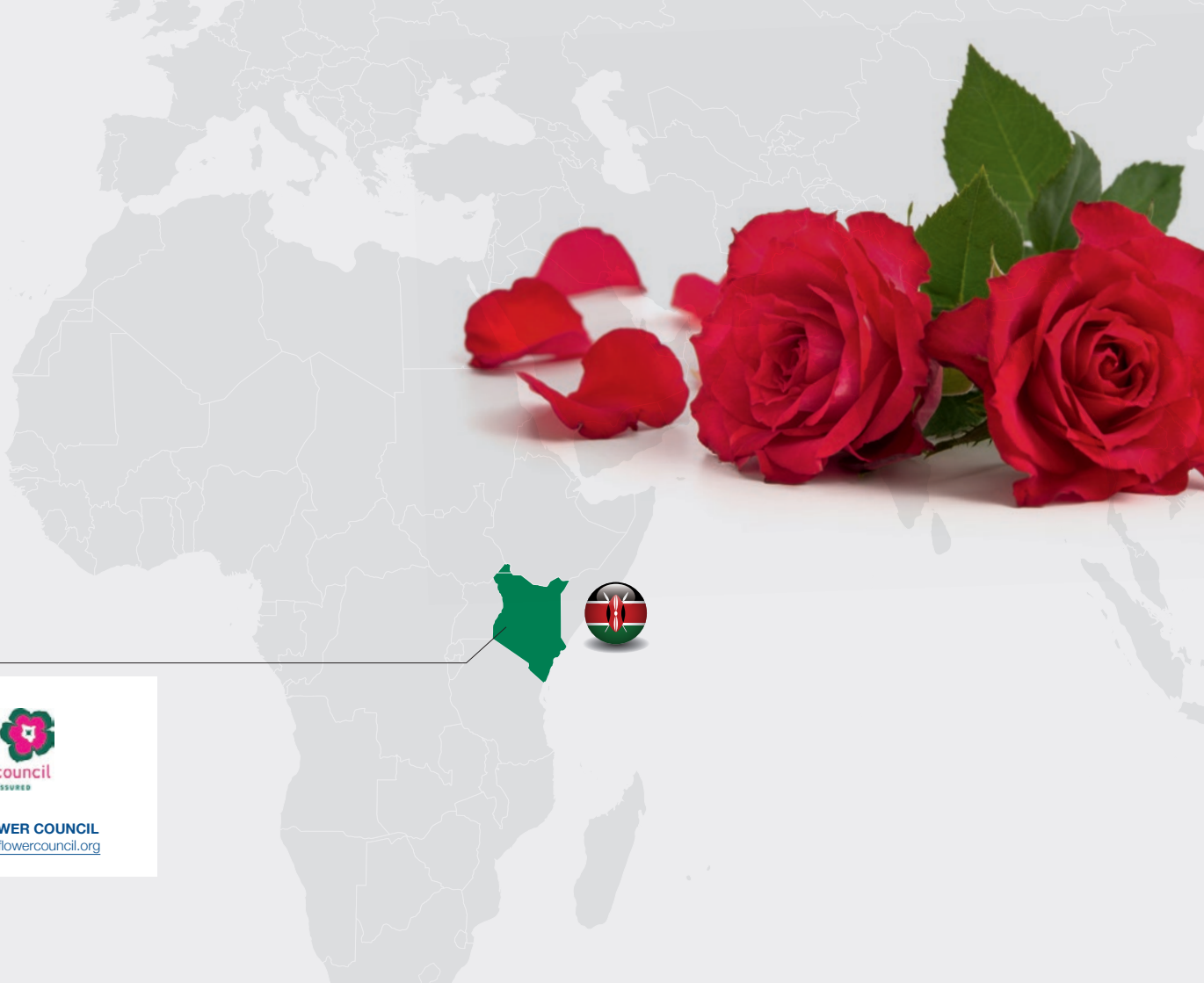
www.fedexpor.com



PRO ECUADOR
Business without borders

PRO ECUADOR, ECUADOR

www.proecuador.gob.ec



Kenya



KENYA FLOWER COUNCIL
<https://kenyaflowercouncil.org>

Product Finder

ALSTROEMERIA

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American Flowers Medellin

IPD booth A4.22



American Flowers is a company located in Eastern Antioquia, growing crops in 6 farms in Guarne and San Vicente. It was founded in 2004 but has been working with hydrangeas since 1998. With the help of roughly 94 employees, American Flowers exports hydrangeas to 12 countries in America, Europe and Asia.

The priorities of the company are simple: to bring the best quality in hydrangeas (including a long vase life) and to do it by taking care of the environment, but especially the local people who work there. In both, American Flowers has achieved important goals but keeps working on them every day.



PRODUCTS, VARIETIES & QUANTITIES PER YEAR

- + Hydrangea white / 2,000,000 pieces
- + Hydrangea blue / 150,000 pieces
- + Hydrangea emerald / 700,000 pieces
- + Hydrangea antique / 450,000 pieces
- + Hydrangea mini (green, white, blue, emerald) / 1,200,000 pieces

CERTIFICATIONS

- + RAINFOREST ALLIANCE

GROWING REGION & ALTITUDE

- + Guarne, 2,150 m.a.s.l.
- + San Vicente, 2,150 m.a.s.l.



ADDRESS

American Flowers Medellin SAS
Vereda la Clara Guarne
Antioquia
Colombia
Phone: + 57 444 45 62 ext: 204
www.americanflowersmedellin.com

CONTACT

Ms. Milena Pastor
Sales Manager
Phone: + 57 312 851 32 86
ventas@americanflowersmedellin.com

Mr. Federico Uribe
Sales Manager
Phone: + 57 314 832 17 63
sales1@americanflowersmedellin.com

Mr. Jeronimo Suescun
Sales Manager
Phone: + 57 323 584 63 40
sales@americanflowersmedellin.com

IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



COLOMBIA

Flores el Pandero

Booth D4.05

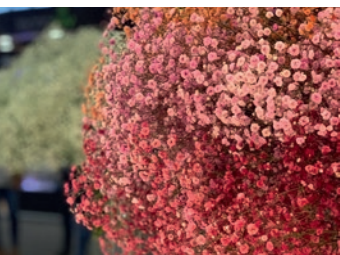


Flores el Pandero was founded 2002 in Bogotá, Colombia, as a family business with social consciousness working along the lines of sustainable development.

Flores el Pandero specializes in the production of Gypsophila. To achieve excellence in this product, they have have skilled workers, who are the architects of this great company. Together with them, they have grown respecting the environment. This all allows them to be proud of their products.

PRODUCT / VARIETIES

- + Gypsophila xlence
- + Ginga way
- + Million star



CERTIFICATIONS

- + MPS-ABC

GROWING REGION & ALTITUDE

- + Sabana de Bogota,
2,600 m.a.s.l.

ADDRESS

Finca Flores el Pandero
Vereda Portachuel
Zipaquirá
Colombia

www.floreselpandero.com

CONTACT

Mr. Felipe Pinzón
Managing Director
Phone: + 57 310 244 88 99
floreselpandero@hotmail.com

IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



COLOMBIA

Hydraflora

IPD booth A4.22



Hydraflora Farms are located in Ceja, in the the eastern region of Antioquia, Colombia, 45 minutes away from Medellin city, and 25 minutes away from the international airport.

Hydraflora is a producer and distributor of flowers, mainly hydrangeas, and foliage. The company was founded in 2006 as a hydrangea grower for export. In 2011 they started to export their products to different clients in North America, Europe, and Asia. The company aims to position itself in the flowers market as a leading company in quality and service. It has a broad portfolio of products with world-class certifications, meeting the demands of the customers and suppliers, and contributing to the growth and development of the region through job creation.

PRODUCTS, VARIETIES & QUANTITIES PER YEAR

- + Hydrangea white / 20 colours / 20 hectares
- + Ornithogalum / 1 variety / 0.5 hectares
- + Ruscus / 1 variety / 1 hectar
- + Calla / 1 colour / 1 hectar

CERTIFICATIONS

- + RAINFOREST ALLIANCE

GROWING REGION & ALTITUDE

- + La Ceja, Colombia, 2,100 m.a.s.l.

ADDRESS

Hydraflora S.A.S.
Km 1.5 Vereda El Tambo
La Ceja
Antioquia
Colombia

CONTACT

Mr. Hugo Osorio
Phone: + 57 314 645 339 1
hugo@hydraflora.com

Mr. Juan José Buitrago
Phone: + 57 313 873 59 85
comercial@hydraflora.com

Ms. Laura C Valencia
Phone: + 57 322 346 53 15
sales@hydraflora.com

IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



COLOMBIA



Yasa is a company dedicated to produce Chrysanthemum (Anastasias and Spray Poms), located in Bogotá, Colombia. It was founded 15 years ago on the need to reinvent the concept and process of producing flowers in Colombia, under a scheme of technology and productivity. Its facilities consist of 87,500 m² under greenhouses with mechanized roof ventilation, computerized irrigation systems, efficient lighting systems (unique in the country), allowing to ensure a consistent quality production all year round. The farm counts 182 employees of which 70 % are mothers and head of families.



Yasa is known for selling flowers mainly in Japan, Australia, Spain, Czech Republic, UK and the Netherlands.

PRODUCTS, VARIETIES & QUANTITIES PER YEAR

- + Anastacias / 5 varieties / 8 hectares / 8,500,000 stems
- + Spray chrysanthemum / 15 varieties / 4 colours / 2 hectares / 5,000,000 stems

CERTIFICATIONS

- + FLORVERDE
- + GLOBALG.A.P.

GROWING REGION & ALTITUDE

- + Savannah of Bogotá 2,650 m.a.s.l.



ADDRESS

Yasa
K.M 1.5 vía Siberia Cota PAO
Bodega 4 Local 19
Cota, Cundinamarca
Colombia
Phone: + 57 518 56 34
www.yasacisa.com

CONTACT

Ms. Cristina Duque
Marketing Manager
Phone: + 57 310 811 50 14
cduque@yasacisa.com

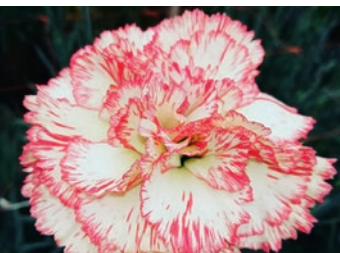
IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



Coexflor

IPD booth A4.22



Founded in 2017 by fourteen associated partners, Coexflor Ecuador is a Floricultural Producer Cooperative with many years of experience cultivating the most beautiful and unique carnations. Thanks to its geographical location, Coexflor Ecuador is able to cultivate an excellent quality of carnations. It produces 30,000 selected carnation stems per week, 32 varieties and 15 colors, and it employs 26 direct workers. Additionally, it grows eight different colors of Mathiola, Sunflowers and Dianthus.

Coexflor Ecuador uses 50% organic and 50% chemical fertilizers. The organic fertilizers enable the producers to reduce as much as possible the use of all types of pesticides, thus, reducing health risks as well.

PRODUCTS, VARIETIES & QUANTITIES PER YEAR

- + Carnations / 30 colors / 3 hectares
- + Mathiola
- + Sunflower
- + Dianthus greenball

CERTIFICATIONS

- + BPA (Good Agricultural Practices)
(in process)

GROWING REGION & ALTITUDE

- + Cotopaxi, 2,850 m.a.s.l.

ADDRESS

Coexflor
Patutan; close to the main plaza.
Latacunga
Ecuador
Phone: + 593 098 845 33 89
+ 593 322 708 33
coexflorec@hotmail.com
<https://coexflorec.com>

CONTACT

Ms Rosa Vargas Toaquiza
Managing Director
Phone: + 593 98 419 0187
rosavargastoaquiza@gmail.com

IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



ECUADOR

Everbloom Roses Ecuador

Booth D1.23



Everbloom Roses Ecuador is a small 6 hectare family farm. The company was founded in 2009 with 0.6 hectares by 3 family members. At the moment it employs around 60 people, 45% women, and is looking for new partners to offer its high-quality production of fresh roses.

Currently they have 25 varieties in production and will have 5 more by the end of 2022. The roses have long stems ranging from 50 to 100 cm and big heads from 5.5 to 8 cm.



PRODUCTS, VARIETIES & QUANTITIES PER YEAR

- + Roses / 30 varieties / 6 hectares / 3 million stems

CERTIFICATIONS

- + FLOR ECUADOR

GROWING REGION & ALTITUDE

- + Carchi,
3,100 m.a.s.l.



ADDRESS

Everbloom Roses Ecuador
Finca La Grada
Calle principal s/n
Barrio Jesús del Gran Poder Parroquia
La Libertad
Cantón Espejo
Provincia El Carchi
Ecuador

www.everbloomroses.com

CONTACT

Mr. Federico Santa Cruz
Sales Manager
Phone: + 593 992 628 178
f.santacruz@everbloomroses.com

IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



ECUADOR

Milanflor by Hortijardines

Visitor available at IPD booth A4.22



Milanflor is an Ecuadorian company with the primary goal of being a top notch rose farm. Focused on taking the best care of the products and customers. Milanflor was initially founded as callas farm. However, as the team proved to master this product, the farm branched to other products. These products include hydrangeas, calas, roses, and fillers.

They consider themselves as a boutique family farm, all clients around the world get high-quality flowers paired with great attention to detail. They want the clients to feel at home and become part of the family.



PRODUCTS, VARIETIES & QUANTITIES

- + Roses / 27 varieties / 3 hectares
- + Hydrangeas & Eryngium / 8 colours / 1.5 hectares
- + Callas, open and closed cut / White / 1 hectare
- + Lather leaf fern & ruscus / 3 hectares



GROWING REGION & ALTITUDE

- + 3 farms: Cayambe, 3,050 m.a.s.l. & 2,800 m.a.s.l., Carchi, 1,300 m.a.s.l., Ecuador

ADDRESS

Milanflor by Hortijardines
Via Otavalo KM #5
Cayambe
Ecuador
www.hortijardines.com

CONTACT

Mr. José Ignacio Cordovez Roman
Sales Manager
Phone: + 593 992 622 430
sales@hortijardines.com

IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



ECUADOR

NativeFarm

Visitor available at IPD booth A4.22



NativeFarm is a family business with a conglomerate of farms on the Ecuadorian coast. Its tropical flowers are the ones that excite the most, due to their unusual shapes and vibrant colors, giving each space a natural and wild touch.

The farm is located on the Naranjito – Bucay Highway in a highly productive area.

Ecuador is considered as the producer of the best flowers in the world. NativeFarms' tropical flowers are no exception. They are able to produce flowers of excellent quality and above all, throughout the year.



PRODUCTS, VARIETIES & QUANTITIES PER YEAR

- + Heliconias, ginger and more / 200,000 stems
- + Greens / 400,000 stems
- + Tropical bouquets / 50,000 bq

GROWING REGION & ALTITUDE

- + Guayas, 300–700 m.a.s.l.



ADDRESS

NativeFarm S.A.
Naranjito – Bucay Highway,
km 63 Naranjito – Bucay
Ecuador
info@native-farm.com
www.native-farm.com

CONTACT

Mr. Alonso Padilla Rizzo
Manager
Phone: + 593 985 798 044
sales@native-farm.com

Mr. Christian Daniel Loachamin Aldaz
Sales Representative
Phone: + 593 985 798 044
info@native-farm.com

IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



ECUADOR

Proteas del Sol Andino

IPD booth A4.22



Founded in 2006, Proteas del Sol Andino is located in Tabacundo, Ecuador, near the international airport and grows more than 16 varieties of Proteas, Leucadendron and Leucospermum. The weather conditions, the good lighting and the perpendicular solar rays allow the flowers to develop their flowering and bright colours, keeping a permanent production all year around. 50 loyal and skillful employees work hard everyday to send the flowers in perfect conditions to the costumers, respecting the environment by being as eco-friendly as possible.

The propagation area gives Proteas del Sol Andino an advantage in renewing the plants constantly, being more productive and keeping a high standard of quality.

PRODUCTS, VARIETIES & QUANTITIES PER YEAR

- + Leucadendron / 3 colours
(red, green, green-red) /
17 hectares / 2 millions stems
- + Leucospermum / 3 colours
(red, yellow, orange) /
1 hectar / 120,000 stems
- + Protea / 3 colours
(pink, hot pink, light pink) /
4 hectares / 135,000 stems

GROWING REGION & ALTITUDE

- + Tabacundo, 2,830 m.a.s.l.

ADDRESS

Proteas del Sol Andino S.A.
Panamericana Norte km 28 S/N
Tabacundo
Ecuador
sales@proteassolandino.ec
www.proteassolandino.ec

CONTACT

Ms. Mireya Valencia
Sales Manager
Phone: + 593 99 779 3188
+ 593 98 610 3984
mvalencia@proteassolandino.ec
sales@proteassolandino.ec

IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



ECUADOR

Quito Inor Flowers

IPD booth A4.22



Founded in 1995, Quito Inor Flowers is a high-end flower farm. It specializes in growing several products. The farm, also known as El Boliche, is located in the province of Cotopaxi at 3,100 meters above sea level.

The farm grows over 100 varieties of flowers available from 50-100 cm. This allows the company to create beautiful custom boxes tailored to the consumer's needs.

They believe in sustainability beyond the checklist. They are proud on having truly sustainable practices – not because of a certificate but because they think it's the right thing to do.



PRODUCTS, VARIETIES & QUANTITIES PER YEAR

- + Garden roses / 0.5 hectares
- + Roses / 8 hectares
- + Spray roses / 0.5 hectares
- + Garden spray roses / 0.25 hectares
- + Stock / 2 hectares

GROWING REGION & ALTITUDE

- + Cotopaxi,
3,100 m.a.s.l.



ADDRESS

Quito Inor Flowers
(Flower's House Group)
Lasso
Ecuador

www.flowershousegroup.com

CONTACT

Mr. Luis Cadavid
CEO
Phone: + 182 594 519 31
tradecadavid@flowershousegroup.com

IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



ECUADOR

Wayra Roses Farm

IPD booth A4.22



Wayra Roses Farm is a family business that exports high quality roses.

Wayra means "wind" in Quechua. This name represents the people and the place where it is located. It is part of an indigenous community by choice in order to help them to progress. Also the wind blows strongly in this area.

More than 25 years working as consultants of the most prestigious Ecuadorian and Colombian flower companies allows them to guarantee high quality roses. Wayra Roses is a growing business, so be ready to find more varieties in the near future.

PRODUCTS, VARIETIES & QUANTITIES PER YEAR

- + Roses / 12 varieties /
1.5 hectares

GROWING REGION & ALTITUDE

- + Cayambe, 3,020 m.a.s.l.

ADDRESS

Wayra Roses Farm
Panamericana Norte kn 177
Cayambe
Ecuador

CONTACT

Mr. Ismael Herrera
General Manager
Phone: + 593 99 632 3687
saleswayrarosesfarm@outlook.com

IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



ECUADOR

Everest Enterprises

Visitor available at IPD booth A4.22



The farm is nestled in the Mt. Kenya region, Central province of Kenya. Established in 1988, the company's focus is on using eco-friendly growing methods, being environmentally responsible and balancing the farms production with the communities and its families.

From the fields, one has a spectacular view of Mount Kenya towering over Nanyuki. The beautiful scenery combined with a committed and expert team makes Everest Enterprises reliable and the most trusted Kenyan exporter of high-quality premium roses in the industry. Utmost customer satisfaction is a top priority.



PRODUCTS, VARIETIES & QUANTITIES PER YEAR

- + T-Hybrid roses / 9 hectares / 14 million stems
- + 12 varieties: Athena, Ever red, Pink journey, Sankara, Tacazzi, Wham, Madam red, Confidential, Salimia, Bellerose, New Orleans



CERTIFICATIONS

- + GLOBAL.G.A.P.
- + SMETA

GROWING REGION & ALTITUDE

- + Mt. Kenya Region, 2,100 m.a.s.l.

ADDRESS

Everest Enterprises Ltd.
P.O. Box 52448 (00200)
Bukani Rd
Nairobi
Kenya
sales.flowers@everest.co.ke
www.everest.co.ke

CONTACT

Ms. Nicola Karuga
Sales and Marketing Manager
Phone: + 254 717 031 221
nicolakaruga@Everest.co.ke

IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



KENYA

Fina Flora

IPD booth A4.22



Fina Flora, located on the western highlands of Kenya's Great Rift Valley, enjoys ideal weather for high quality all year production. Fina, the short form of "Dafina" in Swahili, means a treasure of delightful things. This is reflected in the value of elegant hypericum with rich vibrant coloured berries, consistent quality and long vase life. The farm's directors, with more than 40 years of agri-business experience, partner with over 130 employees from neighbouring families organized into schemes that promote ownership and commitment.

PRODUCTS, VARIETIES & QUANTITIES PER YEAR

- + Hypericum green power (green) / 800,000 stems
- + Hypericum triumph (red) / 4,000,000 stems
- + Hypericum lightning (red) / 300,000 stems
- + Hypericum royal princess (pink) / 1,000,000 stems
- + Hypericum cherry (brown) / 700,000 stems
- + Hypericum seasons (chocolate) / 700,000 stems
- + Hypericum snowprince (white) / 200,000 stems

CERTIFICATIONS

- + GLOBALG.A.P.
- + GRASP

GROWING REGION & ALTITUDE

- + Highlands West of Rift Valley, Kenya, 2,300 m.a.s.l.

ADDRESS

Fina Flora Ltd.
PO Box 18992-00500
Nairobi
Kenya
www.finaflora.com

CONTACT

Mr. Stephen Muasya
Director
Phone: + 254 72 860 4555
info@finaflora.co.ke

IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



KENYA

Florencia Blooms

Visitor available at IPD booth A4.22



Florencia Blooms is a Kenyan-based summer flowers farm located at the Rift Valley in Kenya. They ensure a consistent supply of fresh summer flowers all year round. Founded in 2018, the farm is equatorially located at an altitude of 6,300 ft above mean sea level, which gives them an edge with an all year-round productive weather favorable for summer flower production.

They have made investments in sustainable green energy, research and innovation with a fully operational farm research department that ensures a rigorous and strict process of flower evaluation and selection. This, alongside partnerships with the leading global breeders ensures introduction of new, vibrant and colorful summer flower varieties. The workforce is 70% female, ensuring gender equality, decent work and economic growth whilst ensuring there is responsible consumption and production in the farm for eco-friendly and sustainable growth.

PRODUCTS, VARIETIES & QUANTITIES PER YEAR

- + Anigozanthos / 3 varieties / 1.75 ha / 1,440,000 stems
- + Limoniums / 4 varieties / 0.2 ha / 672,000 stems
- + Echinacea / 3 colours / 0.5 ha / 360,000 stems
- + Carthamus / 1 colour / 0.5 ha / 480,000 stems
- + Ammi / 2 varieties / 0.5 ha / 336,000 stems

23

CERTIFICATIONS

- + GLOBALG.A.P.
- + KFC – SILVER (F.O.S.S)

GROWING REGION & ALTITUDE

- + Highlands West of Rift Valley, Kenya, 2,300 m.a.s.l.

ADDRESS

Florencia Blooms Ltd
P.O BOX 36-00517
Nairobi
Kenya

info@florenciablooms.com
www.florenciablooms.com

CONTACT

Mr. Gilbert Towett
Managing Director
Phone: + 254 720 912 128
gilbert@florenciablooms.com

Mr. Timothy Murega
General Manager
Phone: + 254 721 537 698
gm@florenciablooms.com

IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



KENYA

Mount Kenya Alstroemeria

IPD booth A4.22



Mount Kenya Alstroemeria is an award winning Alstroemeria company located in Nanyuki on the slopes of Mount Kenya, 2100 m above sea level. They are growing exceptional quality: 4-6 head flowers with a wide assort of 23 varieties all on 4 hectares.

Mount Kenya Alstroameria has a dedicated team of professionals who combine talent, values, experience and commitment to ensure excellent service, aimed at fulfilling a client's needs and expectations.



The company is proud to offer a large assortment and wide range of alstroemeria varieties that guarantee consistency in supply. It also enables value addition should a client require mixed bouquets.

PRODUCTS, VARIETIES & QUANTITIES PER YEAR

- + Alstroemeria / 7 colors /
4 hectares / 4,5 million stems

CERTIFICATIONS

- + GLOBALG.A.P.
- + MPS-ABC
- + KFC
- + SEDEX

GROWING REGION & ALTITUDE

- + Nanyuki, Kenya,
2,100 m.a.s.l.



ADDRESS

Mount Kenya Alstroemeria
1148-10400
Nanyuki
Nairobi
Kenya

orders@mountkenyaalstroemeriatd.com
www.mountkenyaalstroemeria.com

CONTACT

Mr. Antony Klimani
Sales Manager
Phone: + 254 743 514 028
antony@mountkenyaalstroemeriatd.com

IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



KENYA

Mt. Kenya Sprouts

IPD booth A4.22



Mt. Kenya Sprouts is a trusted fast growing summer flower producer. It is located in the iconic high altitude slopes of Mt. Kenya, with 16 hectares under production.

Through their sustainable techniques, Mt. Kenya Sprouts produces high-quality summer flowers ensuring a consistent production of a unique range of flowers that are available all year round.

Mt. Kenya Sprouts is always working to grow, diversify and maintain a good and satisfied customer base.



PRODUCTS, VARIETIES & QUANTITIES PER YEAR

- + Ammi, Solidago, Lepidium, Carthamus, Asters / 1 hectare
- + Eryngium / 2 varieties / 10 hectares
- + Limonium / 9 colours / 4 hectares
- + Bupleurum / 1 variety / 2 hectares



CERTIFICATIONS

- + GLOBALG.A.P.

GROWING REGION & ALTITUDE

- + Timau / 2,500 m.a.s.l.
- + Nanyuki / 1,950 m.a.s.l.

ADDRESS

Mt. Kenya Sprouts
1496,
Nanyuki,
Kenya

info@mtkenyasprouts.com
www.mtkenyasprouts.com

CONTACT

Mr. Abraham Kimani
Managing Director
Phone: + 254 721 793 286
abraham@mtkenyasprouts.com

Ms. Muthoni Wachira
Lead Administrator
Phone: + 254 700 294 440
muthoni@mtkenyasprouts.com

IPD CONTACT

For more information please contact:
Dr Andreas Gemählich,
IPD Expert Sourcing + Markets
Mobile: + 49 160 953 186 51
gemaehlich@importpromotiondesk.de



KENYA

Floorplan Opening times for visitors

November 9, 2022 | Wednesday
10.00 – 18.00

November 10, 2022 | Thursday
10.00 – 18.00

November 11, 2022 | Friday
10.00 – 17.00

Hall C

Hall B

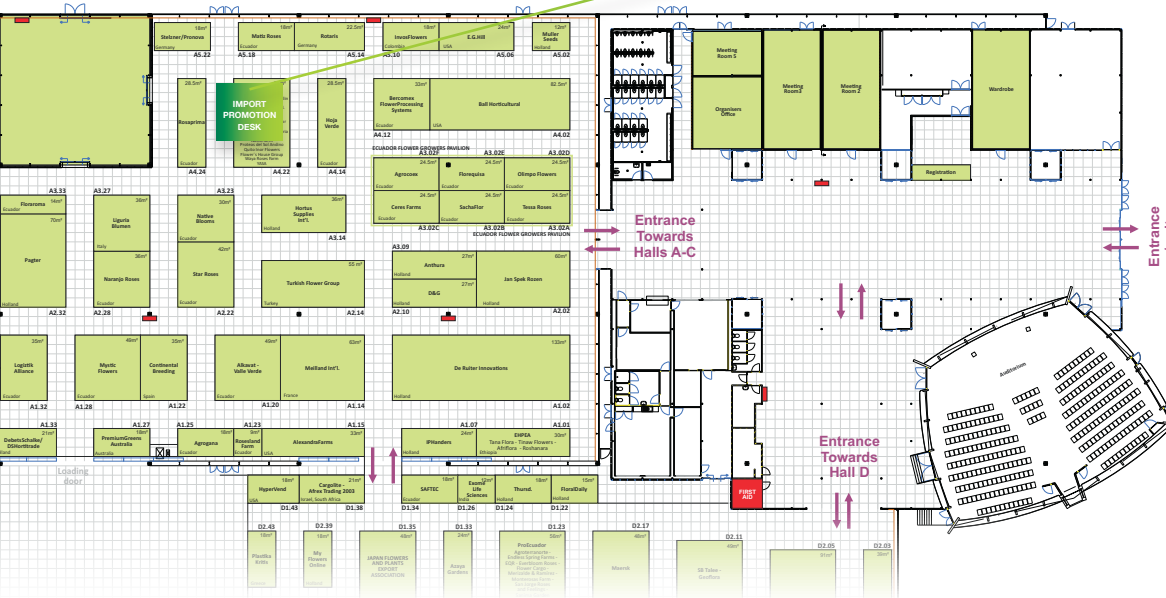


Visit us here:



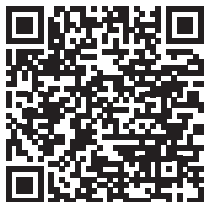
HALL A
BOOTH
A 4.22

Hall A



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IMPORT PROMOTION DESK (IPD)

Project Office Bonn
c/o sequa gGmbH
Alexanderstraße 10
D-53111 Bonn
Germany
Phone +49 228 909 0081 0
info@importpromotiondesk.de
www.importpromotiondesk.de



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