

The Kenyan flower industry is developing faster than ever; new markets in Asia and North America are opening, while the existing market is seeing many new developments. At FlowerWatch, we're eager to help you improve your customer satisfaction and profitability by solving and preventing problems in your supply and cool chain. We can help you optimize your harvesting, packaging, cool chain, postharvest and cut flower handling.

We are a renowned training company in the floriculture industry, we have developed a series of five training modules, assisting your team to upgrade their standards and take on the competition. The course comprises of 5 modules whereby each module is carried out as a day workshop. This provides opportunity to work in teams, exchange experience and develop a multi-disciplinary way of working. Kindly see the training schedule below.

#### TRAINING SCHEDULE 2019

Training Modules	Naivasha	Nakuru – Njoro – Eldoret - Kitale	Nanyuki	Thika – Nairobi – Limuru - Athiriver
<b>Botrytis Management:</b> (training with Real IPM and Crop Nutrition)	28 <sup>th</sup> March	29 <sup>th</sup> March	3 <sup>rd</sup> April	5 <sup>th</sup> April
<b>Packaging:</b> (Invited box manufacturer – Silpack)	2 <sup>nd</sup> May	3 <sup>rd</sup> May	22 <sup>nd</sup> May	24 <sup>th</sup> May
<b>Cool Chain Management:</b> (Invited cooling engineer – Celtic)	4 <sup>th</sup> July	5 <sup>th</sup> July	17 <sup>th</sup> July	19 <sup>th</sup> July
<b>Post-harvest technology and water:</b> (training with Crop Nutrition)	19 <sup>th</sup> September	20 <sup>th</sup> September	9 <sup>th</sup> October	11 <sup>th</sup> October
<b>Cut Flower Handling and Quality Assurance</b>	14 <sup>th</sup> November	15 <sup>th</sup> November	20 <sup>th</sup> November	22 <sup>nd</sup> November

Venues: To be communicated

Please turnover to see details of the 5 modules and register your respective participants

<p style="text-align: center;"><b>Module 1</b> <b><u>Botrytis Management</u></b></p> <p>Content:</p> <ul style="list-style-type: none"> <li>- Life cycle of Botrytis (Infection, germination, growth, and development).</li> <li>- Sources of infection.</li> <li>- Aquacheck soil moisture monitoring.</li> <li>- Nitty gritty of humidity.</li> <li>- Hygiene, cultural practices.</li> <li>- Biological approach to enhance crop immune system.</li> <li>- Resistance management.</li> <li>- Botrytis in the supply chain.</li> <li>- Botrytis infection risk model.</li> <li>- Measures taken to curb botrytis.</li> </ul> <p style="text-align: center;"><input type="checkbox"/></p>	<p style="text-align: center;"><b>Module 2</b> <b><u>Packaging</u></b></p> <p>Content:</p> <ul style="list-style-type: none"> <li>- Selecting a box design that can enhance efficient cooling and maintain flower quality.</li> <li>- Compare Kenya's packaging to competitors in the market such as South America and the Netherlands.</li> <li>- Insight to box manufacturing and the reception of Kenya packaging in the market.</li> <li>- Cost implications on flower quality.</li> <li>- Volumetric weight concept and its cost implications.</li> </ul> <p style="text-align: center;"><input type="checkbox"/></p>	<p style="text-align: center;"><b>Module 3</b> <b><u>Cool Chain Management</u></b></p> <p>Content:</p> <ul style="list-style-type: none"> <li>- Insight to flower respiration and the theory behind it.</li> <li>- The temperature fluctuation throughout the supply chain.</li> <li>- Quality and value of flowers in relation to temperature.</li> <li>- Calculating value gain or loss through the concept of degree hours.</li> <li>- Influence of temperature on vase life, botrytis and ethylene.</li> <li>- This will be emphasized through practical experiments showing the effect of temperature.</li> </ul> <p style="text-align: center;"><input type="checkbox"/></p>
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<p style="text-align: center;"><b>Module 4</b> <b><u>Post-harvest Technology</u></b></p> <p>Content:</p> <ul style="list-style-type: none"> <li>- Understand water relations and hygiene through the post-harvest process and its implications.</li> <li>- Understand the importance of farm water quality.</li> <li>- Bucket washing and drying best practice.</li> <li>- Discuss various post-harvest additives that will strengthen your vase life guarantees.</li> <li>- Hands on discussion on hygiene, water uptake, colour dying, and treatments to prevent leaf yellowing.</li> </ul> <p style="text-align: center;"><input type="checkbox"/></p>	<p style="text-align: center;"><b>Module 5</b> <b><u>Cut Flower Handling and Quality Assurance</u></b></p> <p>Content:</p> <ul style="list-style-type: none"> <li>- Field to cold store handling issues best practice.</li> <li>- Prevention of damages and cost implications of reject flowers.</li> <li>- Draw a diagrammatic flower process flow of your farm and we will discuss ways to optimize it.</li> <li>- Box packing and best pack rates to reduce damages.</li> <li>- HACCP systems.</li> <li>- Calculation of sample size best practice.</li> <li>- Record-keeping and quality reporting best practice.</li> <li>- How to select and train quality controllers.</li> <li>- Ensuring there are quality systems in an organization.</li> </ul> <p style="text-align: center;"><input type="checkbox"/></p>
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Do you suffer losses during post-harvest handling? Do you want to ensure the best design for your new cold store? Are you considering switching from air to sea freight, or developing a completely new supply chain?

Based on clear and detailed insights into your situation and wishes, we will draw up a customized trajectory together with you, ensuring that it results in high, consistent quality and with very short payback times. In short: satisfied customers, maximum profits.



**Name(s) of Participants:**

- 1).....
- 2).....
- 3).....
- 4).....
- 5).....
- 6).....
- 7).....
- 8) .....
- 9) .....
- 10) .....
- 11) .....
- More) .....

**Price:** Each module cost Ksh 75,000/- per farm and you can nominate a maximum of 4 participants.  
Price is excluding 16% VAT

**We are NITA approved trainers, therefore, you can claim this amount from NITA.**

Send attendance confirmation to: [billy@flowerwatch.com](mailto:billy@flowerwatch.com) | +254728294008

*“Great impact when back to the farm, we incorporated a lot and within days we started to see better results.”*

Martin Dyer-Owner, Kisima Farm

*“The training was very effective because, the importance of clean water in post-Harvest was properly brought out, and as we all know customers buy flowers for aesthetic purpose hence what they are interested in is proper blooming, and this can seriously be affected by the quality of water used.”*

David Muchiri – General Manager, Brannan Roses

*“The training was very relevant with a good balance between theory and practical which makes it easier to understand and ready to take back for application.”*

Nirzar Jundre – General Manager, Black Petals

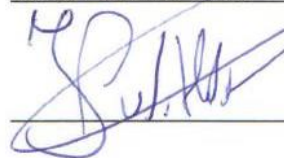
Signature for agreement

Signature for agreement

On behalf of FlowerWatch Kenya Ltd:

On behalf of \_\_\_\_\_

Jeroen van der Hulst



\_\_\_\_\_

Date \_\_\_\_\_

Prices are with a proviso, exclusive of 16% VAT and valid for 30 days, unless stated otherwise. FlowerWatch Kenya Ltd. reserves itself the right to take back delivered services and/or goods if client has not paid an invoice or not paid an invoice in time. After termination of a contract that has been agreed upon for a definite time, the contract will be renewed tacitly, each time for a period of three months, unless the contract is terminated in writing by one of the parties. Previous business propositions will be decline. The term of notice is one month. In the case of tacit renewal FlowerWatch reserves itself the right to adapt the prices. The general terms and conditions are applicable.

Disclaimer: By signing this agreement you accept FlowerWatch Kenya Ltd. General terms and conditions. The price stated is exclusive VAT 16%. Once registered FlowerWatch Kenya will only accept cancellation if FlowerWatch Kenya receives 14 days' notice. If cancellation is received 7 days before event, FlowerWatch Kenya Ltd. will require 50% of registered fee. If cancellation is received less than 48 hrs before event, FlowerWatch Kenya Ltd. will require full registered fee.