

# IPD Cut flower companies at IFTF 2023



VIJFHUIZEN | NOVEMBER 8 – 10, 2023

VISIT US  
IN HALL  
**A4.24**



Source your cut flowers from evaluated growers!

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



 Make an appointment!

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# Import Promotion Desk (IPD)

Discover colours and fragrances in unexpected variety!

Expand your supplier network!



Colombia, Ecuador, Kenya, and South Africa offer excellent climatic conditions for flower growing. The warming sun or the location in the Andean highlands yield marvellous flowers with magnificent blossoms and strong stems, which are in high demand on the European market.

At IFTF 2023, we will introduce you to selected growers from these four partner countries.

The Import Promotion Desk (IPD), the import promotion initiative, has identified 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 matchmaking service is neutral, quality-conscious and free of charge.**

At IFTF 2023, we will be presenting our export partners from Colombia, Ecuador, Kenya, and South Africa who will be showcasing exceptional varieties of high-quality cut flowers.

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 companies.

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](http://www.importpromotiondesk.de)

# Your IPD Team



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



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# IPD partners

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

Thus we efficiently pool information and know-how. This enables us to link existing import and export promotion measures and carry out their strategic further development.

Our partnerships always make it possible for us to match all services of IPD to the needs of importers and exporters exactly and then carry out our services optimally at any place.

Ecuador



**CORPEI**  
TU NEGOCIO AL MUNDO

**CORPEI, ECUADOR**

<https://corpei.org>



FEDERACION ECUATORIANA DE EXPORTADORES

**FEDERACIÓN ECUATORIANA  
DE EXPORTADORES,  
ECUADOR**

[www.fedexpor.com](http://www.fedexpor.com)



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**PRO ECUADOR, ECUADOR**

[www.proecuador.gob.ec](http://www.proecuador.gob.ec)

AT IFTF:

**BOOTH  
D5.43**



Colombia



**PROCOLOMBIA**  
EXPORTACIONES TURISMO INVERSIÓN

**PROCOLOMBIA,  
COLOMBIA**

[www.procolombia.co](http://www.procolombia.co)

**asocolflores**

Association of Colombian Flower Exporters

**ASSOCIATION OF COLOMBIAN  
FLOWER EXPORTERS,  
COLOMBIA**

[www.asocolflores.org/en](http://www.asocolflores.org/en)

AT IFTF:

**BOOTH  
B1.16**



Kenya



**KENYA FLOWER COUNCIL**

<https://kenyaflowercouncil.org>

AT IFTF:

**BOOTH  
C2.18,  
C2.34**

# Product Finder

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# Bgonima Flowers

IPD Booth A4.24



Bgonima Flowers was founded in 2004 and is located just 13 km from the international airport in Medellín. Currently it has 35 employees, and represents 60 different farms, exporting to North America, Europe and Asia.

Bgonima processes approximately 1,000,000 stems per month. The cold chain is a priority ensuring the quality and long vase life of the products.

The company focuses on an eco friendly production and a positive, caring work environment where employees blossom along with flowers. Dedication, passion and love is reflected in every box, exporting flowers around the world to help customers express their feelings.



## PRODUCTS, VARIETIES & QUANTITIES PER WEEK

- + Asters / 9 varieties / 10 ha
  - Solidago Tara / 5,000 bunches
  - Solidago Golden Glory / 300 bunches
- + Hydrangeas / 10 varieties / 20 ha
  - Hydrangea White Premium / 2,000 stems
  - Hydrangea White Select / 6,000 stems

## GROWING REGION & ALTITUDE

- + Guarne, Antioquia, 2,150 m.a.s.l.



### ADDRESS

Bgonima Flowers S.A.S  
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Finca 34  
Guarne  
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COLOMBIA

# Ecoflor

IPD Booth A4.24



Ecoflor is a family-owned company founded in 2007, and located in Toca, Boyacá Colombia. With around 8 hectares under greenhouses, Ecoflor grows premium carnations and spray carnations, available the whole year round with peaks of production for the main international flower seasons. After more than 10 years of experience exporting air and ocean freight shipments to the United States, Europe and Japan, the company bases its operation on internal sustainable practices, a product with high-quality standards, a reliable supply chain, and a personalized customer service.



With the four family members directly involved in the operation of the company and the support of around 120 workers of which 60% are mothers head of family, the company promotes an atmosphere of confidence, community and familiarity among its workers, suppliers and clients.

## PRODUCT, VARIETIES & QUANTITIES PER WEEK

- + Carnations / 33 varieties / 5.5 ha / 320,000 stems
- + Spray Carnations / 25 varieties / 2.5 ha / 150,000 stems

## CERTIFICATIONS

- + SEDEX

## GROWING REGION & ALTITUDE

- + Toca, Boyaca, 2,800 m.a.s.l.



## ADDRESS

Ecoflor  
Vereda Riaba  
Sector San Antonio  
Toca, Boyacá  
Colombia

[www.ecoflorct.com](http://www.ecoflorct.com)

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COLOMBIA

# Flores de Oriente

IPD Booth A4.24



Flores de Oriente is a Colombian producer and distributor of high-quality fresh cut flowers for the international market. The company's farms grow a diversified offer of single to spray chrysanthemums.

Since its foundation in 1979, the company is a family-owned farm. Today the company is present in the USA, Canada, Chile, Spain and other European countries.



Flores de Oriente is working within 26 hectares under greenhouse on 3 farms that employ more than 500 collaborators. Their objective is to produce with quality to achieve markets requirements as well as to be your next weekly supplier.

## PRODUCTS, VARIETIES & QUANTITIES PER WEEK

- + Disbudded Chrysanthemums /  
+15 varieties / 4 ha / 8,000 stems
- + Spray Chrysanthemums /  
+30 varieties / 16 ha / 36,000 stems

## CERTIFICATIONS

BASC 2024

## GROWING REGION & ALTITUDE

- + Rionegro, Antioquia,  
2,100 m.a.s.l.



## ADDRESS

Flores de Oriente  
Vereda Capiro Km.4  
Finca el Granadillo  
Rionegro  
Colombia

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COLOMBIA

# Hydraflora

IPD Booth A4.24



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

Hydraflora is a producer and distributor of flowers, mainly hydrangeas, and foliages. 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 WEEK

- + Hydrangeas / 20 colours / 20 ha / 30,000 stems
- + Ornithogalums / 1 variety / 0.5 ha / 3,000 stems
- + Ruscus / 1 variety / 1 ha / 3,000 stems
- + Callas / 1 colour / 1 ha / 300 stems

## 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

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COLOMBIA

# Everbloom Roses Ecuador

Pro Ecuador Booth D5.43



Everbloom Roses Ecuador is a small 7-hectare family farm. The company was founded in 2009 with 0.6 hectares by 3 family members. At the moment it employs around 65 people, 45% women, and is looking for new partners to offer its high-quality production of fresh roses.

Currently they have 36 varieties in production and will have 9 more by the end of 2023. The roses have long stems ranging from 50 to 100 cm and big heads from 5.5 to 8 cm or more.



## PRODUCTS, VARIETIES & QUANTITIES PER WEEK

+ Roses / 36 varieties / 7 ha / 60,000 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](http://www.everbloomroses.com)

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ECUADOR

# M & J Flowers

Pro Ecuador Booth D5.43



M&J Flowers was established in 2011, with the goal of generating employment in the rural area of Aláquez, on the slopes of the Cotopaxi volcano in Ecuador. Today it is the livelihood of 93 families that are mostly headed by women of indigenous origin, committed to fair and equitable development.

M&J Flowers produces carnations and mini carnations of intense color, quality stems and long durability. They reach countries such as the United States, Germany, Japan, Australia, parts of Asia, Eurasia, among others.

## PRODUCTS, VARIETIES & QUANTITIES PER WEEK

- + Carnations / 25 varieties / 12 ha / near to 350,000 stems
- + Mini Carnations / 6 varieties / 0.5 ha / 8,000 stems

## GROWING REGION & ALTITUDE

- + Cotopaxi, 3,200 m.a.s.l.



## ADDRESS

M&J Flowers  
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Ecuador  
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ECUADOR

# NativeFarm

Visitor available at IPD Booth A4.24



NativeFarm is a family business with several 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 WEEK

- + Heliconias, Ginger and more / 10,000 stems
- + Greens / 30,000 stems
- + Tropical Bouquets / 5,000 bouquets

## GROWING REGION & ALTITUDE

- + Guayas, 300–700 m.a.s.l.



### ADDRESS

NativeFarm S.A.  
Naranjito – Bucay Highway,  
km 63 Naranjito – Bucay  
Ecuador

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ECUADOR



# Proteassolandino

Pro Ecuador Booth D5.43



Founded in 2006, Proteassolandino is located in Tabacundo, Ecuador, near the international airport. It 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 Proteassolandino an advantage in renewing the plants constantly, being more productive and keeping a high standard of quality.

## PRODUCTS, VARIETIES & QUANTITIES PER WEEK

- + Leucadendron / 3 colours (red, green, green-red) / 17 ha / 39,000 stems
- + Leucospermum / 3 colours (red, yellow, orange) / 1 ha / 2,500 stems
- + Protea / 3 colours (pink, hot pink, light pink) / 4 ha / 6,500 stems

## GROWING REGION & ALTITUDE

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

### ADDRESS

Proteassolandino S.A.  
Panamericana Norte km 28 S/N  
Tabacundo  
Ecuador  
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ECUADOR

# Rosas del Manzano

IPD Booth A4.24



Rosas del Manzano is committed to delighting its customers with its beautiful roses, which are sown, harvested and processed with the passion and dedication of local florists.

The farm is located in Tabacundo, a privileged area of Ecuador for growing roses.

The Company is a medium-sized farm that produces a monthly average of 400,000 stems distributed in more than 25 varieties. With more than 20 years of experience growing and exporting fresh roses to the world, their clients are located mainly in the USA, Europe, Russia and Middle East. These clients enjoy their roses of incomparable beauty, vivid colors, large buttons, and long-lasting vase life.



## PRODUCTS, VARIETIES & QUANTITIES PER WEEK

+ Roses / 25 varieties / 6.5 ha / 92,000 stems

## GROWING REGION & ALTITUDE

+ Tabacundo,  
3,000 m.a.s.l.



### ADDRESS

Rosas del Manzano  
Av. El calvario S/N,  
Tabacundo  
Ecuador

[www.rosasdelmanzano.com](http://www.rosasdelmanzano.com)

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ECUADOR

# Sacha Rose

IPD Booth A4.24



Sacha Rose grows outstandingly big roses!

The farm is located in the heart of the Ecuadorian Andean region at 3,200 meters (10,500 ft) above sea level. The commitment of their people, natural springs, rich soil and perfect amount of sunlight are part of producing the biggest roses on earth.

The company's farm is located just outside of Quito, near the airport. This let Sacha Rose makes things fast in every way.

They keep more than 50% of the whole farm as a wildlife sanctuary. Just a small part is made of greenhouses.



## PRODUCTS, VARIETIES & QUANTITIES PER WEEK

+ Roses / 23 varieties / 6 ha / 90,000 stems

## CERTIFICATIONS FLOR ECUADOR

## GROWING REGION & ALTITUDE

+ Pifo, close to the international airport, 3,200 m.a.s.l.



### ADDRESS

Sacha Rose Cia Ltda.  
Km 8 vía Pífo-Papallacta  
Quito  
Ecuador  
[www.sacharose.com](http://www.sacharose.com)

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ECUADOR

# Wayra Roses Farm

Pro Ecuador Booth D5.43



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 of the farm's location. 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 WEEK

- + Roses / 14 varieties /  
1.5 ha / 25,000 stems

## GROWING REGION & ALTITUDE

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



## ADDRESS

Wayra Roses Farm  
Panamericana Norte kn 177  
Cayambe  
Ecuador  
<https://wayrarosesfarm.com>

## CONTACT

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ECUADOR

# Benev Flora

Kenya Flower Council Booth C2.18



Founded in 2009, Benev Flora is a Kenyan fresh cut flower company. Located just outside the Lake Naivasha Basin contour, the farm is only a two-hour drive from Jomo Kenyatta International Airport. Benev Flora grows summer flowers with an emphasis on quality, reliability and good customer relationship management, whilst upholding sustainable and ethical growing standards at farm level. Benev Flora has currently specialized in Hypericum and has experience in the UK, the Netherlands, France, Japan and the Middle East. Net area under production is 20 ha with 200 employees.

## PRODUCTS, VARIETIES & QUANTITIES PER WEEK

- + Hypericum
  - Magical Triumph / 150,000 stems
  - Magical Green Power / 20,000 stems
  - Magical Seasons / 15,000 stems
  - Magical Royal Princess / 20,000 stems
  - Magical Snow Prince / 20,000 stems
- + Lysimachia Moonlight\* / 40,000 stems
- + Eryngium Blue Lagoon\* / 60,000 stems

- + Asters\*
  - Blanca / 30,000 stems
  - Camilla / 10,000 stems
  - Primavera / 20,000 stems
  - Como / 20,000 stems
  - Tekapo / 60,000 stems

## CERTIFICATIONS

- + KFC SILVER
- + GLOBALG.A.P.
- + GRASP
- + SEDEX

## GROWING REGION & ALTITUDE

- + Naivasha, 2,230 m.a.s.l.



### ADDRESS

Benev Flora Ltd.  
P.O Box 920-20117  
Kinangop Road,  
Naivasha  
Kenya

[www.benevflora.co.ke](http://www.benevflora.co.ke)

### CONTACT

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# Everest Enterprises

## Kenya Flower Council Booth C2.18



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 WEEK

- + T-Hybrid Roses / 9 ha / 12 varieties / 270,000 stems
  - Athena / 4,000 stems
  - Belle Rose / 3,000 stems
  - Confidential / 3,000 stems
  - EverRed / 3,000 stems
  - Good Times / 3,000 stems
  - Madam Red / 4,000 stems
  - New Orleans / 2,000 stems
  - Salimia / 2,000 stems
  - Sankara / 2,000 stems
  - Tacazzi / 3,000 stems
  - Wham / 2,000 stems

### CERTIFICATIONS

- + GLOBALG.A.P.
- + KFC SILVER
- + 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](mailto:sales.flowers@everest.co.ke)  
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**KENYA**

# Kikwetu Flowers

Booth C4.24



Established in 2019, Kikwetu Flowers is a 15 hectare rose farm located in the Timau region of Kenya. It specializes in growing and exporting premium quality t-hybrid roses.

Kikwetu Flowers is energy conscious, and they try to use as much green energy as possible through the use of solar panels to power its machinery, and donkeys for the transportation of flowers to their pack house. To efficiently use their water, they have a dam at the bottom of the farm that collects rain water from all of their buildings and greenhouses. It also collects recycled water from their wetland.



Currently they have 34 varieties planted, and they plan to increase this number by the end of the year. Its varieties have long stems that range between 50cm to 90cm, and head sizes that range between 5cm to 7cm.

Kikwetu is a Swahili word which means "our style". Kikwetu Flowers is a family business that is owned and run by 4 family members. The farm currently employs 250 people, mostly from the local community and 50% of them are women.

## PRODUCTS, VARIETIES & QUANTITIES PER WEEK

- + Roses / 22 varieties / 14 ha / 290,000 stems
- + Spray Roses / 12 varieties / 1.5 ha / 20,000 stems

## CERTIFICATIONS

- + MPS GLOBALG.A.P.

## GROWING REGION & ALTITUDE

- + Timau, Kenya, 2,450 m.a.s.l.

## ADDRESS

Kikwetu Flowers Ltd  
P.O.Box 132-10406,  
Timau,  
Kenya  
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# Mount Kenya Alstroemeria

Kenya Flower Council Booth C2.34



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 heads per stem 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 WEEK

- + Alstroemeria / 10 colors / 4 ha / 100,000 stems

## CERTIFICATIONS

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

## GROWING REGION & ALTITUDE

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



## ADDRESS

Mount Kenya Alstroemeria  
1148-10400  
Nanyuki  
Nairobi  
Kenya

[orders@mountkenyaalstroemeria.co.ke](mailto:orders@mountkenyaalstroemeria.co.ke)  
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**KENYA**



# Mount Kenya Sprouts

IPD Booth A4.24



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 growing at 1,900 m and 2,500 m above sea level. 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 WEEK

- + Summer Flower Bouquets (individual design) / 5,000 bouquets
- + Ammi / 1 variety / 8,000 stems
- + Bupleurum / 1 variety / 20,000 stems
- + Craspedia / 1 variety / 30,000 stems
- + Dianthus Kiwi Mellow / 1 variety / 10,000 stems
- + Eryngium / 2 varieties / 15,000 stems
- + Gypsophila / 1 variety / 7,000 stems
- + Lepidium / 1 variety / 20,000 stems
- + Limonium / 9 colours / 30,000 stems
- + Lisianthus / 6 varieties / 5,000 stems
- + Moluccella / 1 variety / 20,000 stems
- + Talinum / 1 variety / 5,000 stems

## CERTIFICATIONS

- + GLOBALG.A.P.

## GROWING REGION & ALTITUDE

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



## ADDRESS

Mount Kenya Sprouts  
1496,  
Nanyuki,  
Kenya

[info@mtkenyasprouts.com](mailto:info@mtkenyasprouts.com)  
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**KENYA**

# 34 Degrees South

IPD Booth A4.24



**34 DEGREES SOUTH**  
CAPE FLORA | GEORGE | SOUTH AFRICA



34 Degrees South, nestled at the foothills of the magnificent Outeniqua mountains takes pride in offering an extraordinary collection of fynbos flowers that showcase their rich South African heritage.

With over 80 years of fynbos expertise, their unwavering commitment to beauty and quality fuels the high demand for their sought-after flowers.

Offering an impressive selection of 6 protea varieties and 25 exotic fynbos varieties, they're your ultimate source for exquisite blooms.



34 Degrees South, is a socially responsible company at the forefront of the cape flora industry. Their customer-centric focus drives their competitive edge and passion for delivering superior products. They represent a company that is efficient, profitable, pioneering and sustainable.

## PRODUCTS, VARIETIES & QUANTITIES PER WEEK

- + King Proteas / 7 varieties / 10 ha / 10,000 stems
- + Exotic Fynbos / 25 varieties / 2,400 ha / 50,000 stems

## CERTIFICATIONS

- + SIZA

## GROWING REGION & ALTITUDE

- + Western Cape, South Africa, 750 m.a.s.l.



## ADDRESS

34 Degrees South  
Uitzicht mountain estate  
George  
Western Cape  
South Africa  
[www.34degreessouth.co.za](http://www.34degreessouth.co.za)

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# Floorplan

# Opening times

**November 8, 2023** | Wednesday

**10.00 – 18.00**

**November 9, 2023** | Thursday

**10.00 – 18.00**

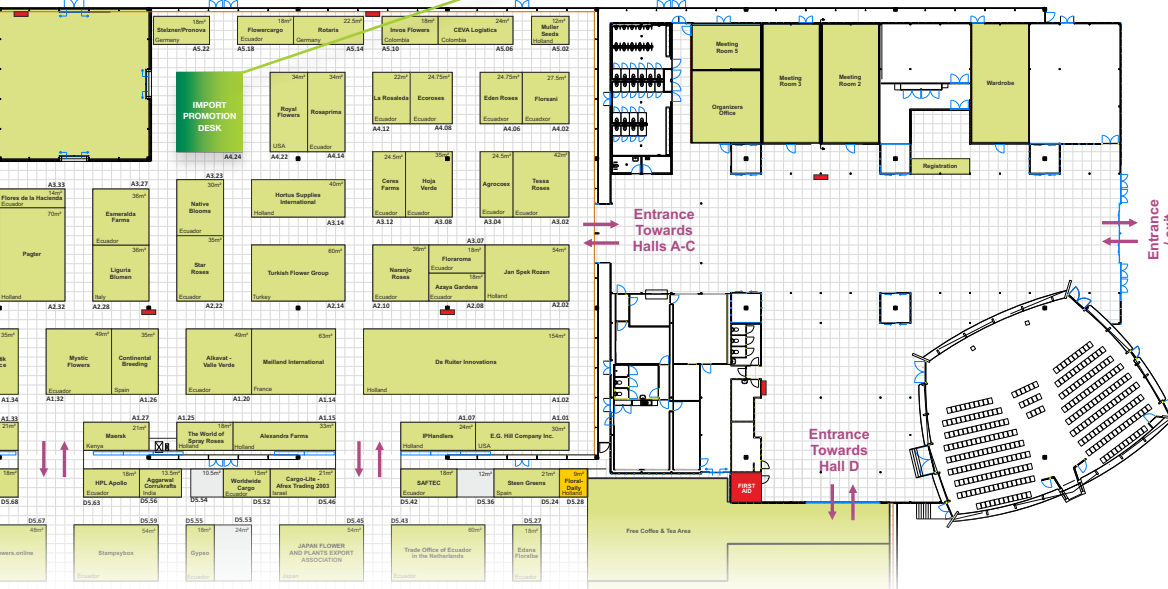
**November 10, 2023** | Friday

**10.00 – 17.00**

**HALL A  
BOOTH  
A 4.24**



**Hall A**



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2141 SB Vijfhuizen

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