



# Growers & MPS

**ONE WINDOW FOR REGISTRATION AND CERTIFICATION**

*February, March, April 2004 - no. 2*

## ACTRES PILOT COMPLETED

In the first two weeks of February 2004, nine growers started a pilot using ACTRES. The aim of this pilot was to gain insight into how ACTRES works and to give growers the opportunity to give practical input on its relevance and 'user friendliness'. On the basis of their reactions, bottlenecks and improvements have been listed. Some of these have already been solved and the rest of the bottlenecks will be solved as soon as possible. ACTRES is currently being translated in English. The translation will be completed by the end of June.



The pilot-participants are positive about ACTRES. Some of the participants say that from now on they only want to submit via ACTRES. One of them is Nick Groenewegen from Kalanchoë nursery "De Veranda" from Honselersdijk, the Netherlands. Nick is, as he says himself, very positive about ACTRES. "Now I don't have to fuss with a mass of paperwork anymore. I can submit my data anytime and online. I find working with the gas meters very handy; you only have to fill in the meter reading and everything is easily calculated. I don't have to write everything down and add it up with a calculator. The programme saves me a lot of work. ACTRES has many benefits. It is very easy to check your stock. In the system you can see what is still in the cupboard. In this way, it is also a back-up for stocktaking. The overviews are easy to read and useful. You can also register per division, I don't do this myself, but for others this will be useful. Furthermore, you can register per worker what has been sprayed and why. It is simply a quite beautiful registration system with which you can register per day, per week or per month!" according to Nick Groenewegen.

## Foreword

Here you find the familiar MPS-newsletter, but with a new design. The "old" newsletter already exists almost 10 years, since the start of MPS! As a result of all sorts of market developments, MPS has changed over the past years. Reason enough to change the newsletter with a new, fresh look. Not only the newsletter has undergone changes, but the floricultural sector itself is changing too. That is why defining direction remains a continuous process. One thing is certain, however: MPS remains one window for registration and certification. One window for all certificates and data in the field of environment, quality and working conditions, that is what MPS is. The last months we haven't stood still. Via this newsletter, we wish to keep you informed about our international activities.



## INTERNATIONAL ACTIVITIES

Below follows a report of our international activities.

### Belgium: 8th annual meeting of VMS

During the 8th Annual meeting of VMS on 1 March 2004, VMS-chairman, Roger Devriendt had the pleasure of congratulating 3 companies with their effort and commitment to obtain the MPS-GAP certificate. The three companies are the first Flemish companies that have obtained the MPS-GAP-certificate in Belgium. The certificates were officially presented to each company in a fine frame, courtesy of VMS. The MPS-GAP companies were congratulated by hearty applause.

### Kenya: Successful meeting with Kenyan MPS-growers

Theo de Groot, Managing Director MPS, and Piet van t Hoff, Co-ordinator International Projects MPS, were present during the well attended meeting with MPS-Participants on 18 March 2004. This meeting was the first one where MPS-Participants and KFC-members attended together.



## COPA seminar on “The ornamental horticulture sector enlarged EU”

Our Managing Director, Theo de Groot, spoke during the COPA seminar on “The ornamental horticulture sector enlarged EU” in Brussels, 19 – 21 February 2004. He explained about improving environmental Standards, encouraging quality Production and the MPS Scheme and Label.

### Karen Roses Top Grower MPS

During the Hortec in Kenya, Karen Roses received their MPS-GAP certificate and Top Grower MPS t-shirt. This company exhibits great enthusiasm and commitment in their efforts to satisfy the requirements of retailers.



## STANDARDS & ENVIRONMENTAL CLUSTER

### Standards ALSTROEMERIA (Kenya/Tanzania)

MPS evaluated the standards for ALSTROEMERIA (mc-code 2001) also known as Peruvian Lily. The conclusion, as a result of the evaluation, was that the fertiliser limits should be raised. The new standards (see table 1) will apply from period 1 2004<sup>1</sup>.

Table 1: Current and new standards Peruvian Lily (Kenya/Tanzania)

	Current standards	New standards	
Crop protection	21 - 59	21 - 59	kg a.i./ha
Energy	250 - 500	250 - 500	gJ/ha
Nitrogen	400 - 900	<b>500 - 1000</b>	kg N/ha
Phosphorus	20 - 90	<b>50 - 125</b>	kg P/ha

## MPS-GAP, the quality label for the supermarket

MPS-GAP fits perfectly into the present developments around MPS and the market; particularly the developments round the supermarket chains. While our previous slogan was: "Making the difference for man and nature", MPS' new slogan is quite appropriately: "One window for registration and certification". Why you may possibly wonder? The large supermarket chains especially in England, France, Switzerland, Scandinavia and to a lesser extent in Germany are putting more and more pressure on the chain. The impact of this could be enormous for both the floriculture sector and the bulb sector. Chains like Tesco, B&Q, M&S, Carrefour and Auchan but also the Swiss MIGROS and Coop require trade and growers to meet certain demands regarding source of supply, quality, use of agents, sustainability and corporate social responsibility.

Recently Mr. Zublin and Mr. Schumacher, responsible for the quality of flowers, plants, vegetables and fruit at MIGROS, visited MPS. They met with Theo de Groot (Managing Director MPS) and spoke about international developments. MIGROS expressed their admiration for the professionalism of the MPS-organization. Particularly the theme "One window for registration and certification" appealed to the visitors. "MPS has everything to show growers the way", was their opinion. During the visit they also visited two MPS-GAP certified growers, namely Sjaak vd Voort B.V. and nursery A. Stolk. The obvious motivation of the growers to do MPS-GAP was noted. The gentlemen from MIGROS worried about the fact that too many growers wait too long to obtain GAP-certification. A number of well-established supermarkets will follow the GAP-line. In particular, a number of wholesalers are lagging behind the development of increasing trade in GAP-products. MIGROS' policy is aimed at having all suppliers (read: producers) of flowers, plants and bulbs satisfy the GAP-requirements this year still. MIGROS will keep a close watch on the GAP certificates used – these will have to be 'genuine'. This means that the schemes as well as the auditors have to be accredited. There are many schemes in the market that will not pass this critical test. Furthermore, it is important that not only the registration of the agents is reliable, but that the quantity and content are also actively checked. Otherwise unfair competition regarding the use of crop protection agents may arise.

MIGROS' policy is aimed at remaining at the forefront of the market for certified products, in the field of environmental and social aspects. And, in that field, MPS is an organisation with the same aim. Both the (exporting) trade and the growers will have to comply with the wishes of buyers if they want to maintain or strengthen their position. To that end, MPS has developed the MPS-GAP certificate which compares effortlessly with EUREPGAP.

### What does the MPS-GAP certificate entail?

- MPS-GAP is benchmarked against EUREPGAP flowers and plants. Now MPS-GAP is equivalent to EUREPGAP (if you are MPS-GAP certified, you are also EUREPGAP certified).
- International Standard
- Meets the requirements of the supermarket chains
- Environmental registration is anchored in standards
- Enhanced image for your company and the sector
- Ease and gain



*GAP Qualified*

Do you want to keep ahead of market developments, consider the following quote, spoken by an M&S executive: **"This is one of the newest and highest GAP standards within the flower industry worldwide. This is a significant milestone in our policy to have all growers GAP audited by the end of 2004."** A quality manager from MIGROS gave the following comment regarding MPS-GAP: "MPS-GAP belongs to the Champions League of the certificates". Our comment is: "It's a great opportunity for the floriculture sector".



## Annual Report 2003

"One window for registration and certification" is what MPS offers the horticultural sector. In our annual report you may read how we implemented this theme in 2003. You will find the annual report at our website [www.my-mps.com](http://www.my-mps.com) as from mid June.

### Zwapak ETI and ISO certified

Zwapak is a trendsetter in the market for flexible packaging materials and items for the floriculture industry. Recently MPS certified this company for ETI and ISO. During a festive meeting Theo de Groot, Managing Director of MPS, presented the two certificates to them.



*f.l.t.r.: Dana van Hes and Theo de Groot from MPS, Marcel van Kempen and Stephan Rusman from Zwapak.*

### Certified companies

MPS congratulates the companies listed below on achieving their certification in the period since the last newsletter and up to 13 April 2004. A company is certified when it meets all requirements in the certification scheme.

#### MPS-GAP

600636 Fachjan  
602808 Nursery W. van Diemen VOF  
680088 Nursery Andre van Diemen  
680177 VDE plant  
740054 G. van Hautem  
750001 Red Land Roses  
801143 HPD Potplants VOF

#### ISO 9001:2000

801357 Zwapak

#### MPS Socially Qualified

750031 Karen Roses Ltd.  
680177 VDE Plant

#### ETI

801357 Zwapak

### Tropiflora and Green Farms: first international Top Growers MPS!

Tropiflora Ltd. Sri Lanka and Green Farms Ltd. Sri Lanka are the first international companies certified for MPS-A, MPS-GAP and Socially Qualified and therefore fully deserve the title Top Grower MPS! MPS presented Bernhard Bürgisser, (main shareholder of Tropiflora Sri Lanka and holding 50% of the shares in Green Farms Sri Lanka) and Arne Svinningen, Managing Director of both companies in Sri Lanka and holding the other 50% in Green Farms), with a Top Grower MPS t-shirt. The title Top Grower MPS is only awarded to growers certified for MPS-A, MPS-GAP and MPS Socially Qualified.



*Bernhard Bürgisser and Arne Svinningen showing the Top Grower MPS t-shirts.*

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