

New: Growing Soilutions

At the IPM horticultural trade fair in Essen, Germany, the Van der Knaap Group will present a new line of potting soil products for professional horticulture under the name Growing Soilutions.

The "Growing Soilutions" product range consists of over twenty substrates that are suitable for different crops and applications. In addition to a number of peat-free mixtures, there are solutions for propagation, organic substrates, and for the cultivation of orchids, vegetables, soft fruit, potted plants, bedding plants and cut-flowers.

Raw materials

Growing Soilutions substrates

are produced in the Netherlands from high quality materials, such as peat moss and coco. The peat-based materials are sourced from certified peat bogs in various countries. The Van der Knaap Group has their own production facilities for the supply of high quality coco material in countries such as Sri Lanka, India and the Dominican Republic.

Quality

The quality of the product is monitored throughout its entire journey, from raw material to finished product. A rigorous selection of the peat and coco raw materials is made in the country of origin. In addition, comprehensive monitoring takes place during the

production of the substrates at sites in the Netherlands.

Also at IPM Essen

As well as the Growing Soilutions substrates, you will find other new products at our stand at IPM Essen. Visit us for more information on Obturo® and Fibre Neth® Twin 3.0. These products are ideal for the cultivation of tissue culture plants and cuttings, such as orchids and potted plants. You will find the Van der Knaap Group in **hall 3, at stand D18.**



PressTop: pressed pots with white peat

One of the products that has been in the Van der Knaap product range for years is the pressed pot. The pressed pot is a rooting medium based on German black peat, in which substrate is compressed after the addition of water.



German black peat

Due to the specific properties of German black peat, the pressed pot retains its shape after compression. German black peat is, however, becoming increasingly scarce because harvesting the peat has been curtailed by the German government. Because of this, among other things, permits are no longer being renewed. This means that German black peat can be harvested for a few more years, but after that time, there will be insufficient amounts of German black peat available.

Alternative pressed pot

Because of this impending shortage, the Van der Knaap Group has started to work on an

alternative pressed pot based on another peat resource: white peat. Because this peat does not remain in compressed form by itself, a binder has been developed that holds the white peat together. The binder only holds the peat together when water is added. The results of the first tests that have been conducted with the new pressed pot are very positive.

Because the binder is mixed with the white peat in its dry state, the pressed pot soil can also be supplied loose (in bulk), and in bags. White peat is much lighter than black peat, so it is easily transportable.

Phalaenopsis: simple singulation and sorting

Fibre-Neth® Twin 3.0

In response to clear market demand, about eight years ago, Van der Knaap started developing a plug that allows easily singulation and sorting of Phalaenopsis during propagation. This process has resulted in Fibre-Neth® Twin 3.0. As of January, Van der Knaap-Braam will launch a new 60-cell tray to the market for this purpose.

Fibre-Neth® Twin 3.0

The plug consists of two parts made of a special Phalaenopsis substrate based on coco material. The plant tissue is clamped between the two parts and put in a basket made of biologically degradable plastic. This small basket is then placed in a 72-cell tray. The plant is grown in this tray for twelve to sixteen weeks. After this, the plants are sorted by size. This makes it possible to separate the large plants from the small ones, and to grow the small plants a little longer. This ultimately results in uniform plants. They are then placed in a 50-cell tray. They are delivered in this tray after the complete cultivation period.

60-cell tray

Not every breeder is interested in additional sorting during propagation. It is an extra operation that requires more time, more work, and it costs more. In addition, some breeders choose to have the Phalaenopsis undergo a minimum number of operations during the propagation phase. For this reason, the Van der Knaap Group will also launch a 60-cell tray to

the market this January. This tray has the same technical specifications as the other two trays. The Phalaenopsis can be grown in the 60-cell tray. The sorting happens at the end of the propagation phase, before delivery.



Rooted plug

Mini Phalaenopsis

The good results with Fibre-Neth® Twin 3.0 did not go unnoticed by Mini Phalaenopsis breeders. Following market demand, Van der Knaap-Braam has also developed an application for this purpose. Two variants for the cultivation of small orchids were developed, with diameters of six and seven centimeter. These plugs consist of two parts. They are, however, not held together by a basket, but are placed directly in the final pot.

By making use of larger plugs, the plant tissue culture can be directly put into the pot. They are raised, and eventually delivered in these pots. This initially results in a less favourable usage of space. However, the final production takes less time because the plants are not transplanted during cultivation. The first test results are promising.



Mini Phalaenopsis

KOS

Van der Knaap has developed a variety of substrates (Knaap Orchid Substrate) for the propagation of Phalaenopsis. These substrates are all made of bark and coarse coco material, and offer an excellent alternative to the usual Phalaenopsis substrates on the market. The bark provides the structure within the substrates, and the coco provides water distribution, a nutrient buffer and capillary action in the pot. The addition of coco also provides steerability for the substrate.

More information

If you would like more information about Fibre-Neth® Twin 3.0, please contact one of our account managers via 0174-525050 or sales@vanderknaap.info.



Fibre-Neth® Twin 3.0

Introducing

The sales team

We would like to introduce you to our sales team. We ensure flexibility for our customers by employing a number of specialists. Our account managers are growing specialists and would be happy to visit you for a consultation. To contact one of our account managers, call +31 (0)174-525050 or send an e-mail to sales@vanderknaap.info. They will gladly help you with the best solution for your cultivation!



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Managing Director
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Bart 't Hoen
Account Manager /
horticultural advisor



Kees Stoppenburg
Retail Director

Working on location: Sri Lanka

The Van der Knaap Group produces its various coco products, such as substrate slabs, discs and substrates, in different parts of the world. There are production sites in India, the Dominican Republic and Sri Lanka. To gain more insight into the entire production process, the Supply Chain Manager of the Van der Knaap Group, Jelte Veenstra, is working in Sri Lanka for a year.

Jelte has been working for the Van der Knaap Group since 2003. He has worked in various production locations in the Netherlands, and held a number of positions. By doing this, he has got a good impression of all aspects of the business.

Jelte: "In mid-2014 I took on a new challenge as Supply Chain Manager. In this position, I am responsible for the coordination between the production and the marketing of coco products and related developments. Since the market is constantly changing, we (Van der Knaap) want to be able to give a timely response regarding our production capacity and capabilities. For years I have organized the import of a large portion of the coco products for our Dutch soil production sites, including Holland Potgrond in Poeldijk (NL) and Holland Potgrond Limburg in Grubbenvorst (NL). Now I can observe how coco production is organized at the source in Sri Lanka, which is very interesting."

The match between production and marketing is coordinated from the Netherlands. By working at the source in Sri Lanka, Jelte can optimize this alignment. "I love challenges in my work, and this was the ultimate opportunity to get to know the entire chain from A to Z. I was received well by my colleagues here. At first we had

to get used to each other: Dutch people are more direct by nature, and here they are more reticent. But now it is going much better, and they have taught me a lot about how they run the organization on a daily basis."



Growrite Sri Lanka

"Besides achieving the proper alignment of production and sales, I work on optimizing the systems and processes. Communication is definitely benefitting now that I work here. We can learn from each other: where are the opportunities and how can we develop ourselves further?"

The Headquarters are in the capital, Colombo, and the production site Growrite is about sixty kilometres away. Jelte can be found there regularly so that he can gain more knowledge of the production processes. He frequently travels to India, where some other Van der Knaap Group production facilities are located.

AGENDA 2016

STRAWBERRY DAY

Wednesday, January 6th

SOFT FRUIT CONFERENCE

Thursday, January 7th

Van der Knaap Group will be at the annual Strawberry Day and the Soft Fruit Conference at the Brabant Halls Congress Centre in Den Bosch (NL). Pay us a visit, and find out more about our products for growing strawberries and other soft fruit.

TROPICAL PLANT INDUSTRY EXHIBITION

Wednesday 20th until

Friday 22nd of January

In previous years, the TPIE in Florida (US), was well received, so we will be there again this year. You can find us at stand number **1938**.

IPM ESSEN

Tuesday 26th until

Friday 29th of January

As in previous years, the Van der Knaap Group will be at this leading international trade fair in Essen (Germany) this year. You can find us in **hall 3, stand 3D18**.

TUINBOUW RELATIEDAGEN GORINCHEM

Tuesday 16th until

Thursday 18th of February

We will be participating in the Horticulture Customer Days in Gorinchem (NL), to inform you about our products.

SALON DU VÉGÉTAL

Tuesday 16th until

Thursday 18th of February

Van der Knaap will also be at the Salon du Végétal in Angers (France) this year.

**Would you like more information about topics in this newsletter?
Simply contact our Public Relations Department: tel. +31 (0)174 296606.**

group of companies
www.vanderknaap.info