

**Report of the training of CARD staff at GreenQ in Bleiswijk**

**27 November- 4 December 2014**

Part 1: executed program..... 2  
Part 2: report of CARD staff..... 5  
Part 3: final discussion on the SMART goals of the project..... 7  
Part 4: evaluation of the training ..... 13



## Part 2: report of CARD staff

### Report of visit of Armenians to GreenQ Bleiswijk by Arman Khojoyan

GreenQ was awarded a grant from NUFFIC (The Netherlands) to conduct a tailor-made program for Armenian Foundation CARD – Centre for Agribusiness and Rural Development. First stage was successfully completed in December 2014 with a training of 2 weeks followed at the location of GreenQ Improvement centre in Bleiswijk (The Netherlands). The second stage will take place in Yerevan this spring. Seven professionals, working for the CARD foundation, for the Scientific Research Centre adjoin to the Ministry of Agriculture and for the Greenhouse Service Center followed the training in the Netherlands. The participants were able to visit many external companies active in the sector like RijkZwaan, Hoogendoorn, Ludwig Svensson, Certhon, as well as to focus on theoretical and practical sessions at GreenQ provided by the trainers and invited guests from Koppert, Philips, Cultilene. The sessions covered such topics like Plant physiology, Cultivation systems, Irrigation, Greenhouse Climate and Technologies, Supply chain management in horticulture, GreenSchedule - a mathematical calculation tool to calculate a growing strategy based on the available light levels and weather conditions. Since the trainees are expected to disseminate the knowledge back in their country, some focus was given to the ways of organizing for effective knowledge transfer. The follow up trainings of one week each that will be executed in Armenia in March and April 2015 will focus on working on a concrete demo cases. Being supported by the trainer, the participants will be involved into providing consultations to a selected grower on the place. Preparing training materials in Armenian language is one of the key goals of this TMT on modern greenhouse technologies. To ensure for continuity in the learning process, the knowledge transfer in the period between the trainings in Armenia will be organised in the form of an on-line support through the Support Desk of DLV Plant GreenQ. On a daily basis, using the tool “ Green Scheduler” the SupportDesk provides "Off"-site Crop Management to growers to overlap the weeks when the consultant is not at the growers location.

The list of companies the participants have visited during the stay in the Netherlands.

#### Greenhouse Solutions and Construction

- Certhon - <http://www.certhon.com/>
- Debets Schalke - <http://www.debetsschalke.com/en>

#### Greenhouse Climate Control

- Hoogendoorn - <http://www.hoogendoorn.nl/en/>

#### Greenhouse Lighting

- Philips - <http://www.innovationservices.philips.com/prototyping-and-manufacturing>

#### Substrate products

- Cultilene - <http://www.cultilene.com/>