

Personal Data

Name: **Dr. Volker Kleinhenz**
Birthday: 27/11/1965 in Leverkusen, Germany (42 years old)
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D-68549 Ilvesheim, Germany
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Email: v.kleinhenz@trophort.com
Marital status: married with two children (6 and 13 years old)



Curriculum vitae

Experience

01/2007 – present **Herbert van der Hamm Fruit Trading Company Pvt. Ltd.** Mannheim, Germany

Director – Quality Management

- Quality assurance of imported and domestically produced fruits and vegetables
- Developing strategies for sourcing fresh and safe fruits and vegetables year-round
- Auditing conventional and organic farms and farmers' groups overseas and domestically
- Extension services during the cultivation period of key products incl. tablegrapes (ca. 300 smallholder producers in Greece, and 100 in India)
- Developed deep knowledge of plant protection products, i.e., registration and application against various pests and diseases in multiple crops worldwide
- Substantially reducing pesticide residues, e.g., by 90% in table grapes, and thereby ensuring legal maximum residue levels (MRLs) and customer specifications
- Monitoring and assuring legal and B2B pre- and post farmgate standards incl. [GLOBALGAP](#), [QS](#), [BRC](#), and [IFS](#)
- Client relationship with key customers incl. [ALDI](#)

01/2005 – 12/2006 **FieldFresh Foods Pvt. Ltd.** Gurgaon, India

Chief Agronomist and Head – R&D

- Developing cropping plans based on the company's business plan
 - Implementing cropping plans by issuing crop and region-specific agronomic "packages of practices" for contract farms and company-owned R&D farm
 - Crops for domestic and overseas markets (Middle East and U.K.): aubergine, bittergourd, bottlegourd, broccoli, cabbage, cantaloupe, cauliflower, capsicum, carrot, chili, sweet and baby corn, okra, onion, round melon, snapbean, snowpea, spongegourd, sugarsnaps, tomato, watermelon and zucchini
 - Production regions: Punjab (1108 ha), Rajasthan (790 ha), Uttaranchal (539 ha), Haryana (170 ha) and Uttar Pradesh (81 ha)
 - Agro-techniques: field, field drip-fertigation, nethouse and greenhouse
 - Implementing and monitoring [GLOBALGAP](#) and [Tesco "Nature's Choice"](#) farm certification standards with emphasis on overseas pesticide minimum residue level (MRL) legislation
 - Designing greenhouse interior (5 ha) for crops using high-wire, growbag and drip-fertigation technologies
 - Supervising R&D trials on crop-cultivar selection and locally adapted agro-techniques at R&D farm and multi-location contract farming sites
 - Evaluating new production locations and recommending appropriate crops per climatic conditions
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- 11/2004 – 12/2004 **United Nations Development Programme (UNDP)** Dhaka, Bangladesh
- Consultant (Vegetable Variety Improvement Specialist)**
- Recommending vegetable crops tolerant of humid tropical conditions
 - Developing locally adapted agrotechniques to allow extended season vegetable production
 - Designing, developing and installing low cost plasticulture/protected cropping structures suitable for small and landless households
 - Training counterpart staff on-the-job, organizing a training program in summer vegetable/spice production and help producing well illustrated and highly visual training materials focussed on a less literate audience
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- 11/2001 – 10/2004 **Asian Institute of Technology (AIT)** Klong Luang, Thailand
- Project Consultant**
- Managing and coordinating an interdisciplinary €m international research project
 - Establishing a pilot 0.3-ha greenhouse vegetable farm in the humid tropics of Thailand
 - Introducing and managing daily operations at the research farm
 - Supervising and training 20 local staff and overseas M.Sc. and Ph.D. students
 - Developing and improving crop and pest management practices for tomatoes as a model crop under protected cultivation
 - Quantification of yield and biomass production as dependent on environmental conditions
 - Developing a growth-simulation model to identify optimum crop and pest management strategies
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- 12/2000 – 10/2001 **Asian Vegetable Research and Development Center (AVRDC)** Tainan, Taiwan
- Associate Scientist for Crop and Soil Management**
- Managing the “Crop and Soil Management” department with 18 staff
 - Managing the Manila, Hanoi, Ho-Chi-Minh City, Vientiane and Phnom Penh peri-urban vegetable production projects
 - Developing and improving crop management practices and year-round cropping sequences with emphasis on hot, wet season technologies in the tropics and subtropics
 - Managing soil fertility and plant nutrition for principal vegetable crops
 - Teaching, developing training materials and conducting training in Taiwan and the region
 - Developing [computer-based decision-making tools](#) for research and extension
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- 09/1997 – 11/2000 **Central Queensland University (CQU)** Rockhampton, Australia
- Research Officer**
- Establishing and developing new primary industries (bamboo and Chinese waterchestnut)
 - Developing sustainable crop and soil management technologies on- and off-farm
 - Developing postharvest handling, sterilization, packaging and storage techniques
 - Developing wastewater disposal systems with plants
 - Developing and policy formulation for farmer’s associations ([Australian Commercial Bamboo Corporation Ltd](#), [Bamboo Society of Australia](#), Australian Aquatic Vegetable Corporation)
 - Publishing a book chapter on “Aspects of Bamboo Agronomy” in *Advances in Agronomy*, the world’s leading publication in agriculture
 - Networking with policy makers, extension officers, farmers and consumers, teaching and training at University
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- 06/1997 – 08/1997 **K + S Group / International Potash Institute** Kassel, Germany
- Freelance Author**
- Authoring a publication on “Sulfur and Chloride in the Soil-Plant System“
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06/1996 – 05/1997	Bavarian State Research Centre for Agriculture (LBP)	Freising, Germany
	Programmer	
	<ul style="list-style-type: none"> ▪ Developing software for the State Seed Testing Unit and the State Seed Legalization Unit ▪ Managing databases of approx. 12,000 seed-testing results <i>p.a.</i> with the SAS-System 	
09/1992 – 12/1995	Asian Vegetable Research and Development Center (AVRDC)	Tainan, Taiwan
	Research Scholar	
	<ul style="list-style-type: none"> ▪ Developing crop and soil management technologies for sustainable vegetable and rice production systems in the tropics and subtropics in Southeast Asia ▪ Participating at training workshops and international conferences, collaborating with research institutes and farms in Taiwan, Bangladesh, Thailand, Vietnam, the Philippines and Indonesia 	
05/1992 – 07/1992	Bavarian State Research Centre for Agriculture (LBP)	Freising, Germany
	Programmer	
	<ul style="list-style-type: none"> ▪ Developing software for the State Seed Testing Unit ▪ Managing databases of seed testing results with the SAS-System 	
01/1992 – 04/1992	Asian Vegetable Research and Development Center (AVRDC)	Tainan, Taiwan
	Research Scholar	
	<ul style="list-style-type: none"> ▪ Studies of traditional (inter-) cropping systems in the tropics and subtropics 	
04/1991 – 12/1991	Bavarian State Research Centre for Agriculture (LBP)	Freising, Germany
	Programmer	
	<ul style="list-style-type: none"> ▪ Developing software for the State Seed Testing Unit ▪ Managing databases of seed testing results with the SAS-System 	
01/1990 – 04/1990	University of Ghana (UG)	Accra, Ghana
	Research Scholar	
	<ul style="list-style-type: none"> ▪ Screening local and imported tomato varieties for high-temperature tolerance ▪ Studying agronomic characteristics of indigenous vegetables ▪ Study tour of the Weija Irrigated Vegetable Project 	
11/1989 – 12/1989	Agricultural Research Station Kade	Kade, Ghana
	Research Scholar	
	<ul style="list-style-type: none"> ▪ Tropical tree crop propagation and cultivation 	
05/1989 – 10/1989	Garden-Center Pflanzen-Kölle	Munich, Germany
	Trainee	
	<ul style="list-style-type: none"> ▪ Intensive production of ornamentals ▪ Advising customers 	

Education

	Technical University Munich (TUM)	Freising, Germany
09/1992 – 04/1997	Ph.D. (Dr. agr.)	
	<ul style="list-style-type: none"> ▪ Ph.D. thesis: “Technologies for Sustainable Vegetable Production in the Tropical Lowlands”, grade: “very good” 	
11/1986 – 07/1992	M.Sc. (Dipl.-Ing. agr. univ.)	
	<ul style="list-style-type: none"> ▪ M.Sc. thesis: “Intercropping with legumes in the tropics”, overall grade: 2.3 (“good”) ▪ Studies of “Horticultural Sciences” 	
	Paul-Klee Gymnasium (High School)	Overath, Germany
08/1976 – 05/1985	Abitur	
	<ul style="list-style-type: none"> ▪ Overall grade: 2.7 (“good”) 	

Other Experiences

Telephone Consultation

Gerson Lehrman Group

New York, USA

- 11/2008 ▪ “Wheat Industry in Europe”
- 10/2008 ▪ “Potash Fertilizer Purchasers”
- “Crop Protection/Agriculture Market”

Vista Research, Society of Industry Leaders, Standard & Poor's

London, UK

- 06/2008 ▪ “Price Sensitivity of Farmers to Potash Fertilizers”

Primary Insight, Bear Stearns & Co.

New York, USA

- 01/2008 ▪ “The Global Sugarcane Industry”
- 04/2007 ▪ “The Global Fertilizer Industry”
- 02/2007 ▪ “The Chinese Agricultural Sector”

Project Management

- 11–12/2004 ▪ “Integrated Horticulture & Nutrition Development Project”
- 2001 – 2004 ▪ “Protected Cultivation in the Humid Tropics”
- 2000 – 2001 ▪ “Field Operations for Economic Year-round Vegetable Production”
- 1998 – 2000 ▪ “Improved Management Practices for Culinary Bamboo Shoots”
- 1997 – 2000 ▪ “Production and Post-harvest Systems for the Chinese Waterchestnut Industry”
- 1997 – 1998 ▪ “Culinary Bamboo Shoots in Australia”
- 1992 – 1995 ▪ “Integrated Vegetable Production in Paddy Rice Fields”

Funding Generation

- 2001 ▪ “Optimized field operations for economic year-round vegetable production” (€25.000 *pa*)
Council of Agriculture, Taiwan
- 2000 ▪ “Improving and maintaining productivity of bamboo for quality timber and shoots in
Australia and the Philippines” (€240.000)
Australian Centre for International Agricultural Research, Australia
- 1992 ▪ “Integrated Vegetable Production in Paddy Rice Fields” (€80.000)
German Federal Ministry of Economic Cooperation and Development, Germany

Publications

- 47 contributions to international peer-reviewed journals, magazines, book chapters, books and other publications

Referee for International Journals

- *Biological Agriculture and Horticulture*
- *Horticultural Science*
- *International Agricultural Engineering Journal*
- *Journal of Soil and Water Conservation*
- *Agricultural and Forest Meteorology*

Membership

The Development Executive Group

Washington, USA

- Since 2008 ▪ Professional Member

Language and IT-Skills

- English, German: fluently written and spoken
- French, Spanish: school knowledge
- Chinese, Thai, Hindi: basic knowledge
- Data analysis/statistics, databases (*SAS-System, SigmaPlot, DataFit, MySQL*)
- Programming (*SAS-System*)
- Office applications (*MS Office, Adobe Acrobat, Adobe Photoshop*)

List of Referees

Dr. Hideo Imai

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