



## Business benefits

- Faster clearance for export with 75% increase in cycle times
- Impressive quality gains – with zero damage to treated produce
- 100% effectiveness in the elimination of pests
- Lower environmental impact

## VAPORMATE®.

QTC achieves exceptional results with innovative fumigation solution from Linde.

### The customer

Based in Auckland, New Zealand, QTC Ltd is a Quarantine Treatment Centre. It is one of the leading treatment providers in New Zealand for both imported and exported goods. Approved by the Ministry of Primary Industries, the company delivers a wide range of biosecurity services to help exporters meet their statutory pest and disease control needs. QTC specialises in treatments for fruit and vegetables, grains, plants, wood and animal products. For blueberry treatments, QTC previously relied on agents such as methyl bromide, hydrogen cyanide, and phosphine and carbon dioxide mixtures to fumigate consignments prior to export. However, these agents have the potential to damage fruit and vegetables.

### The challenge

QTC clients were looking for an alternative solution that could offer effective fumigation results without damaging sensitive fruit and vegetables. In addition, exporters were keen to speed up cycle times and reduce the fumigation, inspection and shipping window, which could typically take 24 hours or more. As Shane Hall, Biosecurity Consultant at QTC explains: “We are always trialling new products in the search for more effective answers to our customers’ fumigation challenges. Our aim is to offer a faster, higher-quality and more environmentally sound service.”



“We switched to VAPORMATE because our clients wanted faster, more effective fumigation results without the downside of product damage. And it was a smart move – the results are outstanding and our customers are extremely happy.”

### The solution

In January 2013, QTC switched over to VAPORMATE® for several of its blueberry exporters. VAPORMATE is an eco-friendly, safe, non-residual way to protect post-harvest fruit, vegetables and grains. The active ingredient of VAPORMATE is ethyl formate – a naturally occurring substance with no known ozone depletion or global warming potential. It simply degrades to metabolites that occur naturally in the environment.

### Benefits

With VAPORMATE, QTC can now fumigate, inspect and ship consignments on the same day. Once the fumigation area has been correctly vented, inspection personnel are offered immediate access to the produce. In some cases, QTC succeeded in compressing the previous 24-hour treatment window down to 6 hours, which is a 75% increase in cycle times. Accelerated turnarounds means happier customers as perishable goods are rapidly cleared for export. “Essentially, we have enabled our exporters to meet their customers’ demands with greater ease and speed,” says Shane.

VAPORMATE also offers quality gains. Treatment results have shown that VAPORMATE does not damage the fruit in any way. And – most importantly – it is proving 100% effective in the elimination of pests.

### Looking ahead

Anticipating rising customer demand, QTC plans to explore the possibilities of VAPORMATE for other products, especially as the number of vegetables and fruit on the regulatory approval list continues to grow. Keen to capitalise on the latest advances in crop science, QTC also intends to trial other pest control solutions from Linde as it moves forward.

The decision to partner with Linde was partly motivated by QTC’s strong sense of corporate responsibility. Services from Linde such as safety training and ongoing support are very important to QTC. “Over the past twelve years, we have built a relationship of trust with Linde – we have every confidence not only in Linde’s fumigants and its innovative applicators, but also in the company’s proactive product stewardship policy,” concludes Shane. This helps QTC to offer its customers effective fumigation services that minimise the associated environmental and health risks.



Linde AG

Gases Division, Seitnerstrasse 70, 82049 Pullach, Germany

Phone +49.89.7446-0, Fax +49.89.7446-1216, [fumigants@linde-gas.com](mailto:fumigants@linde-gas.com), [cropscience.linde-gas.com](http://cropscience.linde-gas.com)

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