

Appendix 6: Supplement to Flora Dania's Terms of Trade relating to Transport

Object

The object of this Supplement is to maintain and preferably enhance the quality level of plant deliveries from Danish nurseries and sales companies by optimising the transport conditions for the plants.

Optimising the transport will contribute to reducing the number of complaints and give customers a better experience when the life of plants in both the shop and at the customer is extended. Both factors will serve to enhance the credibility of Danish suppliers and will constitute an attractive sales parameter in connection with European customers' choice of supplier.

Definitions

To distinguish between domestic transport, direct deliveries, self-collection and sales company deliveries, the following definitions have been adopted:

Domestic transport (*indtrans*) – transport between a nursery and a sales company.

Direct deliveries – transport of a delivery from a nursery directly to a customer's customer or directly to a retail customer.

Self-collection – delivery where the customer himself orders/arranges the transport.

Sales company deliveries – transport of a delivery from a sales company to a customer.

Transport procedure

In connection with domestic transport, direct deliveries and sales company deliveries, the party buying the transport is responsible for ensuring that Flora Dania's Transport Specifications are met (see appendix).

The Supplement is applicable in connection with transactions entered into where at least one of the parties is a member of Flora Dania or where otherwise agreed in writing.

The Supplement comes into force on 1 January 2013.

Jørgen K. Andersen
Chairman of the Board of Directors

Hans Schultz
Vice Chairman of the Board of Directors

Appendix: Danish Ornamental Plants' Transport Specifications

This appendix specifies how plants must be transported to ensure that the quality of the plants is not impaired.

Domestic transport

In connection with transports via domestic transport, it is a requirement that the requested carrier follow the instructions set out in the folder 'Optimum life of potted plants' (*Optimal holdbarhed for potteplanter*) from Flora Dania. The folder can be ordered on tel.: +45 6317 3450 or via email to: info@floradania-org.dk .

Direct deliveries and sales company deliveries

In connection with these transports, the party buying the transport will incorporate conditions to ensure that the requested carrier can document the transport conditions in respect of humidity and temperature. (Measurements of humidity and temperature are being phased in such that this will be introduced in all vehicles by 1 April 2013 at the latest).

Measurement of humidity and temperature:

1. Both must be measured in minimum two places per unit (cargo space and trailer)
2. Both must be measured at least every 15 minutes during the entire transport.

Reporting of humidity and temperature:

- In relation to the above, the party paying for the freight will ensure agreements where fixed carriers can ensure online delivery of all measurements to the party buying the freight as set out above. This includes ensuring that these measurements are always made available with reference to the trip/report number used to designate the trip. This also includes that data is available no later than two hours after the end of the trip; preferably searchable as realtime measurements during the actual trip.
- During seasonal periods with capacity shortages, the freight payer will ensure agreements where fixed carriers take steps to ensure that freight subsuppliers as a minimum are able to read out temperature reports from refrigeration equipment and are able to deliver these at 24 hours' notice after the end of a trip.

Particular information on temperature:

1. In connection with partial loads, the transport buyer ensures that the carrier transports the products at a mean temperature of 13-15 degrees Celsius when nothing else is specified.
2. At full load, the transport buyer is obliged to inform the carrier if a temperature is required for the load carried that differs from the normal temperature. The transport buyer is also obliged to ensure that deviations from the normal temperature are stated in the CMR or other transport documents handed over to the driver in connection with loading.
3. If the vehicle is equipped with climate zones, the transport buyer must inform the carrier of the desired temperature ranges in the respective climate zones in accordance with the guidelines in item 2.

Minimum requirements for documentation of ethylene:

1. The measurement of ethylene is a matter between the selling and the buying party. No industrial equipment is currently available on the market for measuring ethylene in lorries and for online reporting of same. The transport buyer is responsible for ensuring agreements that ensure that the carrier does not co-load plants with other products that may give off ethylene.

Exceptions

In the peak-load period (15 April to 15 June), not all vehicles can be expected to be equipped for online registration of temperatures and humidity. For vehicles which are not equipped with measuring equipment offering online registration, documentation of the transport temperature must, however, be submitted within 48 hours of delivery on request.

Evaluation

Based on the experience gathered in this Supplement, the parties agree to evaluate the process by 1 November 2013 at the latest. The evaluation must include the following:

1. Possibility/method of measuring the temperature of the pot ball.
2. Possibility/methods of measuring ethylene and using ethylene protective and absorbent initiatives.

The nursery and sales company must ensure that all carriers are familiar with this Supplement, and the requested carrier must comply with and ensure that the carrier's drivers are familiar with the Supplement as well as with the folder 'Optimum life of potted plants' from Flora Dania.