

# PROFUME® USAGE

## Bulk Stored Commodity Usage and Experiences

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# Presented By



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# PAST VS CURRENT CSE MBr USAGE

Past: Temporary Storage, Farm Bin  
(Steel), Processing, PPQ

Current: PPQ

# REASONS WHY WE DROPPED OUR MBr USAGE

- REGULATORY
- PROFUME® REGISTRATION APPROVED
- DEMINISHED STOCKS



# TRANSITIONING TO PROFUME

- STARTED FUMIGATING WITH PROFUME IN CALENDER YEAR '07
- WE CRAWLED BEFORE WE RAN
- PARTICIPATED IN SEED TRIALS IN CONTAINERS
- PROGRESSED TO FUMIGATING TEMPORARY GROUND PILES

# EASY SELL

- CSE EMPLOYEES MOTIVATED BY PROPER DOW STEWARDSHIP
- OUR USE PATTERNS AND RECOMMENDATIONS MIRROR OUR CUSTOMER'S EXPECTATIONS AND TIMELINES
- CSE CAN BETTER TAILOR OUR BIDS BASIS C/T AND COST

# CSE EQUIPMENT OUTLAY

- CSE ALREADY HAD A HEALTHY INVENTORY OF SAFETY EQUIPMENT
- HAD A FUMISCOPE
- HAD A HALIDE LEAK DETECTOR
- CSE PURCHASED AN INTERSCAN AND A SPECTROS SF-EXPLORIR
- TUBING AND MISC. FITTINGS



# SUCCESS

- PROFUME® HAS PROVEN TO BE EFFICACIOUS IN ALL OF OUR APPLICATIONS-INSECT PEST AND RODENTS
- CSE RELIES ON THE “HIGH DOSE” FOR ANY PARTICULAR PEST
- VALUE RELATED TO CUSTOMER DEMANDS FOR FUMIGATING MARKET READY COMMODITIES-IT FITS
- CSE EMPLOYEES ENJOY ENHANCED SAFETY DUE TO REMOTE OUTSIDE RELEASE

# TIMING IS EVERYTHING

- BUNKERS/TEMPORARY STORAGE
- CONTAINERS
- MARKET READY COMMODITIES



# BUNKER/TEMPORARY STORAGE



# CHALLENGES WITH BUNKER/TEMPORARY STORAGE

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- MOTHER NATURE!
- 24 TO 36 HR. EXPOSURES-TOPS
- SIDEWALL AND APRON  
CONSTRUCTION
- PENETRATION OF 15 TO 30 FEET OF  
GRAIN



# CHALLENGE MET

- PROFUME® FUMIGATIONS CAN BE ACCOMPLISHED WITHIN THE 24-36 HOUR WINDOW
- ADEQUATE SEALING ALLEVIATES THE ISSUES WITH SIDEWALL AND APRON CONSTRUCTION
- PROFUME® ALLOWS US TO ADD ADDITIONAL GAS (AS WARRANTED) IF WEATHER CONDITIONS CHANGE

# TYPICAL BUNKER SET UP



# CONTAINERS

- BULK GRAIN/SEED LOADED IN CONTAINERS
- SHALLOW GRAIN DEPTH
- CUSTOMER REQUIRED A QUICK TURN AROUND DUE TO BOOKINGS AND DEMURAGE
- LIMITED CONTAINER YARD SPACE

# ISSUE SOLVED BY USING PROFUME

- GRAIN DEPTHS OF 6-7 FEET
- APPLICATIONS ARE MADE BY UTILIZING A 12-16HR. EXPOSURE
- THE EXPOSURE AND VENTING PERIOD REDUCED TO 24 HOURS
- NO ISSUES WITH USDA INSPECTIONS



# LARGE STEEL BINS AND FLAT STORAGE

- SEALING IS A MUST
- CUSTOMERS RELUCTANT TO SWITCH FROM TRADITIONAL PHOSPHINE FUMIGATIONS
- COST COULD BE A DETERMINING ISSUE



# CONCRETE STRUCTURES FREE-STANDING OR COMPLEX

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- MARKET READY
- MUST BE RECIRCULATED
- PROFUME® ANSWERS THE CALL
- MUST BE PROPERLY SEALED
  - ELEVATOR MUST BE VACATED  
DURING THE EXPOSURE PERIOD  
UNLESS POWER VENTILATION IS  
AVAILABLE IN THE TUNNEL AREAS

# FREE STANDING CONCRETES

- MCPHERSON BINS ETC.
  - SEAL UP TIGHT WITH NO INNER VENTS
  - SOLID CAP

CSE HAS FUMIGATED SEVERAL MILLION  
BUSHELS WITH EXCELLENT RESULTS  
RECIRCULATING PROFUME®



# HAS PROFUME REPLACED MBr?

- YES FROM THE STAND POINT OF BUNKER STORAGE AND PRACTICES OF FUMIGATIONS DONE 10-15 YEARS AGO
- USDA HAS TO BE FORWARD THINKING ENOUGH TO APPROVE SCHEDULES FOR CERTAIN TYPES OF PPQ WORK

# HAS PROFUME REPLACED MBr/PHOSPHINE?

- CSE HAS REPLACED THE USE OF CYLINDERIZED PHOSPHINE IN BUNKERS WITH PROFUME®
- CSE HAS REPLACED PHOSPHINE IN MARKET READY COMMODITIES WITH PROFUME®
- CSE HAS UTILIZED PROFUME® IN CONTAINERS WHICH WOULD HAVE REPLACED EITHER PHOSPHINE AND MBr

# QUESTIONS

