
Nordiko Quarantine Systems Pty Ltd
Suite 9, Level 1
401 Pacific Hwy
Artarmon, NSW, Australia 2064

May 15, 2020

Mr. Falco,

We hope this correspondence finds you, your staff, and your family well in the global COVID crisis.

Thank you again for shipping your fumigation recapture equipment and traveling halfway around the world to assist the State of Maryland in the demonstration of a real-world test using Methyl Bromide.

The Port of Baltimore was very involved in the use of this gas to primarily treat export logs / lumber with as many as 30 containers per week needing fumigation. Although with far less frequency, we would often have a need to fumigate import containers that were found to have an invasive pest as deemed by Customs & Border Protection as well as the United State Department of Agriculture. Under these circumstances, an EAN (Emergency Action Notice) was issued which required one of three action steps: 1. Fumigate 2. Re-export or 3. Destroy. In the autumn of 2016 and due to environmental concerns, the port ceased all Methyl Bromide activities.

This immediate and abrupt policy change resulted in negative cargo impact on both export and import sides. Export logs and lumber quickly found other supply chain avenues to route their cargo or were able to debark the product at sourcing locations. For our importers, however, this left them with only re-export or destruction options. Many of them did not want to risk the associated expenses and loss of sales revenue so their cargo found other port gateways through the region. Unfortunately, the shippers had no way of knowing which cargo would be subject to EAN remediation so they choose to re-route ALL volume, not just the handful that were subject to regulatory action.

The Port of Baltimore's mission is one of an economic engine for our state and as such, was negatively impacted by the lack of fumigation options we could offer our customers. The Nordiko solution allows the Port to regain lost market share and increase its cargo throughput while satisfying its environmental regulators that understand the recapture technology is actually a greener solution than our previous operations. Nordiko has also provided a flexible and portable platform that allows for fumigation activity to occur at multiple sites, giving the port community additional solutions to the challenge of invasive pests. In short, it has kept Baltimore in a competitive

economic and environmental position that will ensure we keep cargo flowing and offer our customers solutions for the same.

We value our relationship with your company and look forward to many years of continued partnership.

Best regards,

Donovan Murray

Donovan Murray
General Manager
Intermodal / Trade Development