

VBN standard sales simulation for cut flowers

1. Introduction

The standard sales simulation for testing the vase life of cut flowers was set up in consultation with the *Proefstation voor de Bloemisterij en Glasgroente* (PBG; Research Station for Floricultural Products and Glasshouse Vegetables) and the VBN Testing study group.

Chapter 2 outlines the general sales simulation. Chapter 3 provides a survey of the specific conditions for the ten most important cut flower products.

2. Sales simulation

From growers up to and including auctions

duration:	1 day;
temperature:	5 ± 1 degrees C (products sensitive to low temperatures 15 degrees C);
relative humidity:	$75 \pm 10\%$;
ethylene content:	at most 0.1 ppm;
light conditions:	dark;
packaging:	in accordance with the VBN product specifications;
transport conditions:	dry/in tap water, optionally containing pretreatment agent/bottle, depending on the product.

From purchasers to retail traders

duration:	4 days (except tulip and iris: 2 days);
temperature:	8 ± 1 degrees C (products sensitive to low temperatures 15 ± 1 degree C);
relative humidity:	$75 \pm 10\%$;
ethylene content:	at most 0.1 ppm;
light conditions:	dark;
packaging:	if packed, leave wrapped in sleeve; if unpacked, roll in paper or wrap in sleeve, then place in an appropriate box or container (see also the annex);
transport conditions:	dry/in tap water, optionally containing pretreatment agent/bottle, depending on the product;
vibration:	(optionally 1000 km transport)

Retail traders

duration:	2 days;
temperature:	20 ± 1 degrees C;
relative humidity:	$60 \pm 10\%$;
ethylene content:	at most 0.1 ppm;
light conditions:	12 hours light/dark, ± 1.000 lux on table level, Colour 840
packaging:	unpacked (see also the annex);
treatment:	In the case of dry transport, cut at most 2 cm from the stem and place in tap water in buckets/containers for 2 days. In the event of wilting leaves, first water the bunches in the sleeve; in the case of wet transport, transfer to buckets/containers containing tap water and leave for 2 days (do not cut);
bucket contents:	clean tap water, do not replace by fresh water.

Consumers

temperature:	20 ± 1 degree C;
relative humidity:	$60 \pm 10\%$;
ethylene content:	at most 0.1 ppm;
light conditions:	12 hours light/dark, ± 1.000 lux on table level, Colour 840
packaging:	unpacked in vases;
vase:	a vase with a height of at least one third of the stem length. Support flowers in a shorter vase.
vase contents:	tap water, optionally with cut flower nutrients as extra treatment.
treatment:	cut at most 2 cm from the stem and strip the leaves from the bottom part of the stem that will be submerged in the vase water before placing it in the vase.

The vase life is calculated from the moment that the flowers are placed in the vase.

ANNEX: Product-specific conditions/treatment

product	production phase	trade phase		
		packaging	wet or dry	duration (days)
Rosa	24 hours at 2°	per 20 in plastic sleeve	wet	4
Tulipa	24 hours at 2°	per bundle in paper	dry	2
Iris	24 hours at 2°	per bundle in plastic	dry	2
Lilium	4 hours' pretreatment at 20°, followed by 20 hours in box at 2°	per bunch in sleeve, after pretreatment in box	Dry/wet	4
Chrysanthemum Indicum Grp, excl. Santini	24 hours at 5°	per bundle in plastic sleeve	dry	4
Chrysanthemum Indicum Grp, Santini	24 hours at 5°	per bundle in plastic sleeve	wet	4
Dianthus	STS: 4 hours' pretreatment at 20° ; followed by 20 hours' water at 5°;	per bunch in plastic sleeve	wet	4
Gerbera, large-flowered	4 hours' pretreatment at 20°, followed by 20 hours in bunch at 5°	in packaging (4 hours), then in box	dry	4
Gerbera, small-flowered	24 hours at 5°	in packaging	wet	4
Alstroemeria	24 hours at 5°	per bunch in sleeve	wet	4
Gypsophila	STS: 4 hours' pretreatment at 20°, followed by 20 hours in box at 5°	per bundle in plastic sleeve	wet	4

See the VBN product specifications for deviations

Source: Association of Dutch Flower Auctions and Royal FloraHolland.
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