

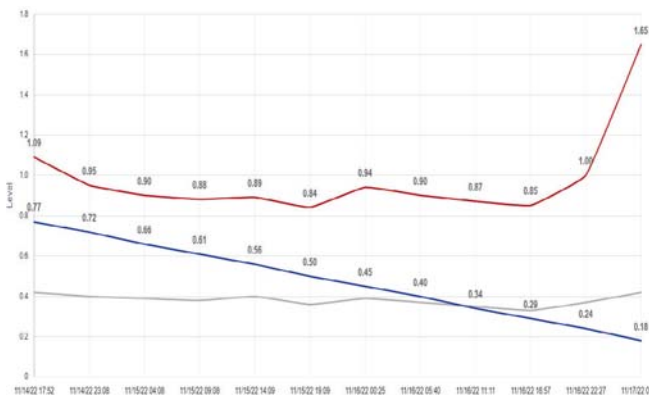
# SafePod™ Case Study: Blue Bird, Inc.

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# Blue Bird, Inc. Reduces Spoiled Fruit Utilizing SCS SafePod™ Technology, Increasing Profitability Over 20% Per Storage Room!

Like many growers, Blue Bird, Inc. (Wenatchee, WA) was challenged. After successful growing seasons, Blue Bird would place their fruit into long-term Controlled Atmosphere Storage, adjust temperature and oxygen levels by variety, apply years of knowledge and hope the climacteric fruit (apples in this example; pears, bananas, kiwi are other climacteric fruits) would slow ripening until after opening their storage rooms 6 – 12 months later. Determining optimal storage oxygen levels to minimize internal fruit storage disorders in order to gain maximum profit was a guess. Customers' complaints about over-ripened fruit increased. Blue Bird searched for potential solutions.



## Years of Storage Experience is Helpful; Data is now a Critical Tool

As climatization evolves through weather pattern changes (colder springs, hotter summers) and regional events such as smoke from wildfires, no two growing seasons are alike anymore. Even with years of storage experience, Blue Bird was suffering 25 - 40% storage disorders of their apples through premature internal browning, rot, bitter pit and soft scald. The result is selling less fruit to the higher profit margin packing market and more product to the less profitable juicer market. Blue Bird sought a data driven solution to monitor the fruit and understand its "health."

*SafePod™ Measuring the Respiration Quotient of the Sampling at a Lower Oxygen Level than the Storage Room*

## An Early Adopter of SafePod™ Technology

Blue Bird investigated and tested different solutions within the market. The SafePod™ Intelligent Controlled Atmosphere (ICA) solution by Storage Control Systems (SCS, Inc.) provided the maximum results. The SafePod ICA creates a micro-environment within each controlled atmosphere room. A representative sample of fruit of approximately four (4) bushels is loaded within four (4) crates of a SafePod™ unit, placed within the representative storage room, sealed, connected to ethernet communication and then monitored.

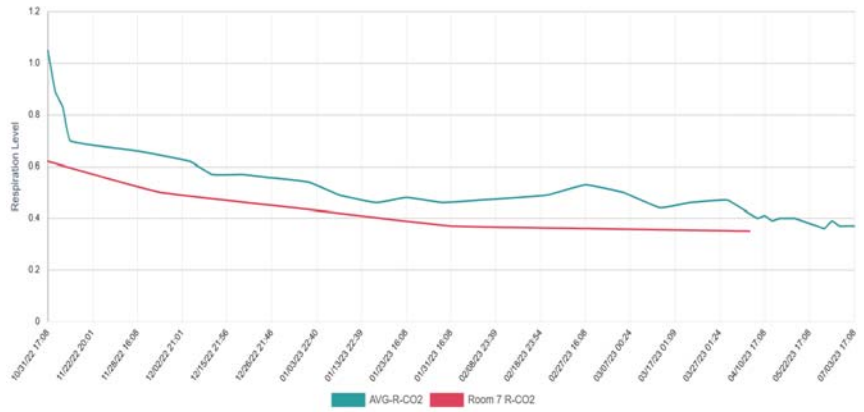
Several times per week, the SafePod takes environmental atmosphere samples and not only verifies the low oxygen limit but also the respiration rate of the fruit. The lower the respiration rate and the lengthier the respiration rate is constant, the longer it will take the fruit to ripen, maximizing storage life.

Blue Bird can view the unique apple respiration data within each storage room. This data allows them to see when the apples begin to wake up and prioritize which storage room to open and sell to the market. This SafePod technology has proven to BlueBird to significantly reduce internal storage disorders (more fruit sold to stores versus juicers) and maximum market value as prices tend to increase deeper into each season. Brent Craig, Blue Bird's Refrigeration Manager shared, "having a clear understanding of the condition of our fruit within the storage gives me a peace of mind which only the SafePod's data and consultative services provides. I can see how each room compares and open the room starting to wake up. It also provides another set of analyzers so I can confirm my oxygen and CO<sub>2</sub> levels, providing additional assurances."



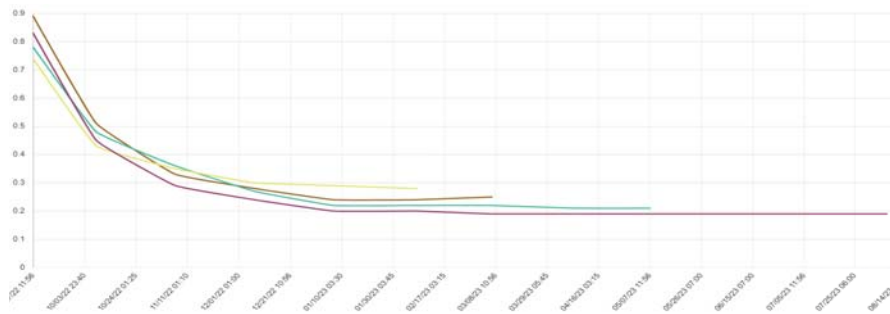
*SafePod™ Unit within a Blue Bird CA Room*

In addition, Blue Bird takes advantage of viewing not only their unique data in real-time via web, phone app and email alerts, but also can view other SafePod members' data by region or variety to analyze how their storage data compares (note: company names and specific locations are kept confidential). Finally, SCS also provides consultative services as part of the annual leasing fee which provides additional monitoring expertise, know-how and advice.

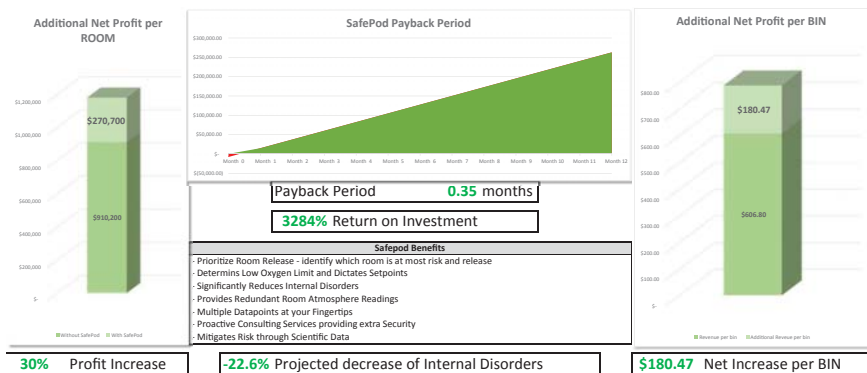


Regional Data of Variety Type (Blue) vs. Blue Bird's Storage Rooms (Red)

## SafePod™ Payback Period: Typically Weeks; Not Months or Years



Patented Room Ranking by Respiration Rate is an Exclusive Feature of SafePod™



Blue Bird has increased the number of SafePods to monitor their long-term storage rooms each season. The SafePods monitor a variety of Blue Bird apples including organic and conventional. Depending on the variety, Blue Bird has experienced at least a 22% reduction of internal disorders with SafePod monitored rooms. This has brought over a 30% increase in profits with a SafePod payback period of less than two weeks. As importantly, the patented SafePod monitoring system (US Pat. No. 11,737,470) provides critical room comparisons so that it is easily determined which rooms are starting to head towards optimal market price conditions. Ray Schmitt, President of Blue Bird, Inc. shared, "SafePods by Storage Control is an extension of my staff which is invaluable to our storage strategy."

Storage Control Systems is based in Michigan, with offices in upstate New York and Washington. Our representatives want to consult with you to determine if SafePods™ can help you maximize your profits, simply by asking a few questions about your storage conditions and utilizing your data to determine if there is a strong return on investment for your company. Please contact us at 800.487.7994, or visit our website at [www.storagecontrol.com/contact-us](http://www.storagecontrol.com/contact-us). We'd welcome the opportunity to demonstrate our SafePod™ technology, which has an extremely high renewal rate, with our customers increasing the number of units each season at an average of 34% year-over-year. Our team will collaborate with you to develop a data-driven analysis to determine how SafePod™ technology may positively contribute to your operation.

Storage monitoring of climacteric fruits such as apples, pears, kiwi, and others has evolved from know-how to data-driven decisions. This provides the maximum amount of fruit to market, at the latest possible time, which provides optimum profitability. Blue Bird is an early adopter and continues to incorporate SafePods into their yearly storage plan. Data drives their decisions. Why not let SCS demonstrate how we can analyze your storage needs?



Storage Control Systems, Inc., (SCS, Inc.) located in Sparta, Michigan with locations in New York, Washington, and the United Kingdom, is a full solution provider of controlled atmosphere storage and indoor farming solutions. Our services range from building design and construction, equipment of controlled atmosphere storage and indoor farming, energy management, cleaning and sanitizing and packing solutions. SCS, Inc. has been providing products, service and solutions since 1982 served by four generations of Schaefer family members. Inquires for SCS, Inc. products and services can be made by contacting us at 800.487.7994 or visit our website at [www.storagecontrol.com/contact-us](http://www.storagecontrol.com/contact-us).

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