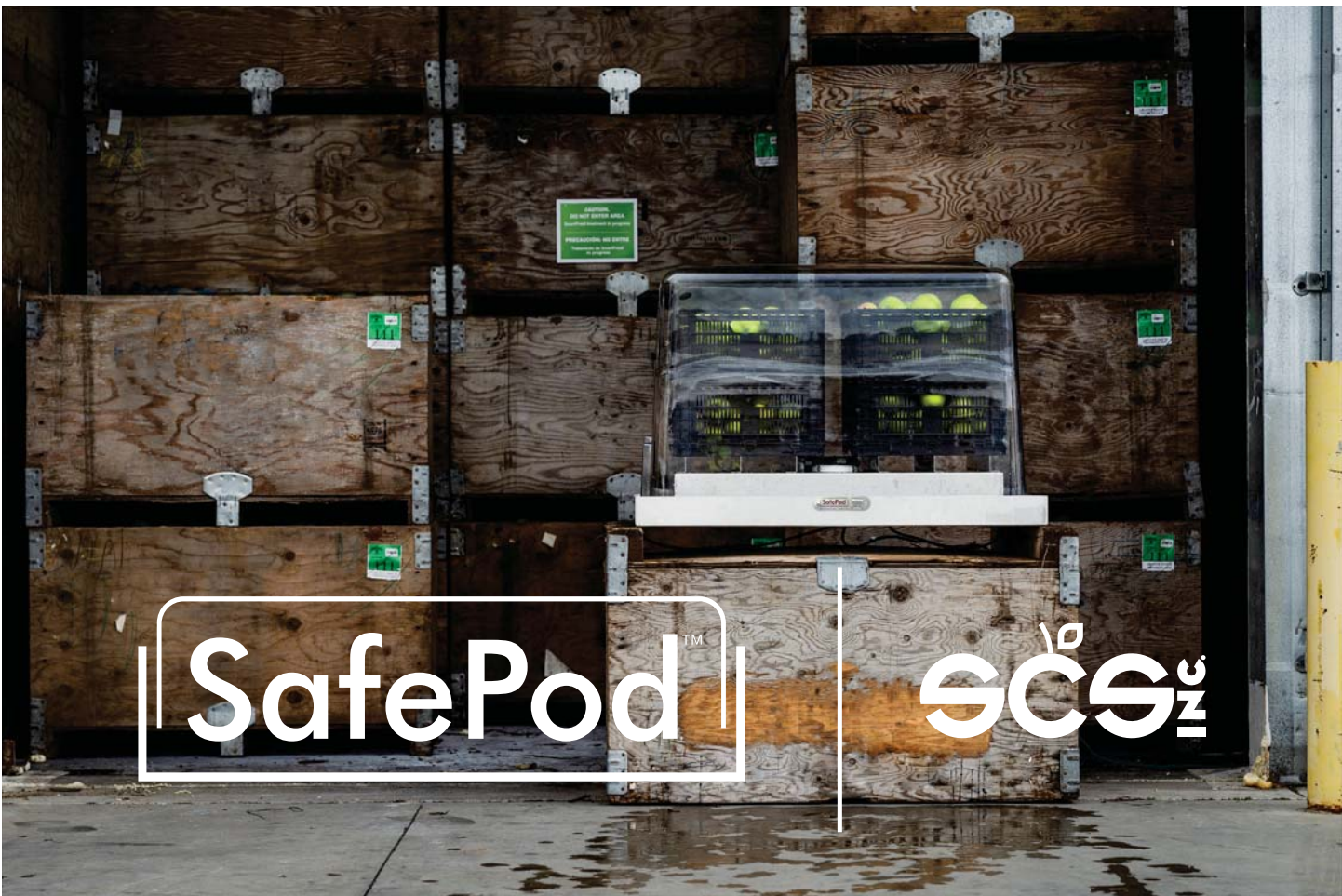


# SafePod™ Case Study: Rice Fruit Company

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# Rice Fruit Company Realizes Huge Returns Utilizing SCS SafePod™ Technology within Controlled Atmosphere Storage Rooms!

Since 1790, the Rice family has been growing apples in the eastern-most ridge of the Appalachian Mountains. The family established Rice Fruit Company (Gardners, PA) for its packing operation in 1913. It is now served by the fourth generation of Rice family members. They have lots of experience growing, storing, and packing fruit.

In a typical storage season, Rice Fruit would experience a 20% loss or more of apples in medium and long-term storage. Fruit would simply mature before a room was opened for market. For storage rooms of long-term Gala apples, this meant losing over \$150,000 per storage room per season. Leighton Rice, fourth generation of the Rice family and Manager of Quality Control Program at Rice Fruit, searched for solutions to overcome this economic and environmental impact.



*SafePod Unit in CA Room*

Leighton connected with Jim (President and Owner) and Madison Schaefer, third and fourth generation of controlled atmosphere storage solution providers and apple growers at Storage Control Systems, Inc. (SCS, Inc.) to learn about the patented SafePod™ technology.

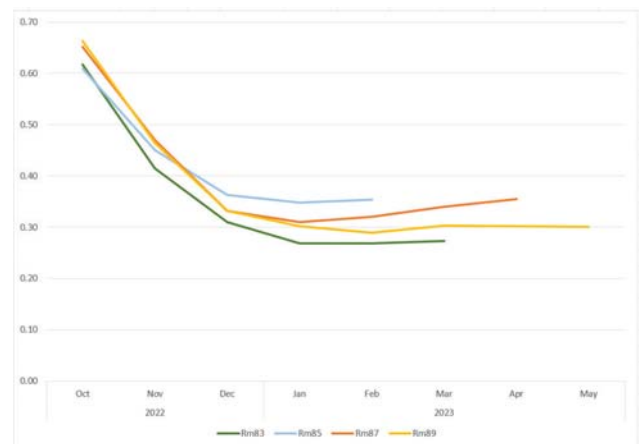
## How SafePod™ Technology Works

The SafePod™ Intelligent Controlled Atmosphere (ICA) solution from 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. This is why we can have fresh fruit for a twelve-month supply.

## Real-Time Data to Make Critical Decisions

Leighton and the Rice Fruit team views their unique apple respiration data within each storage room, determine when the apples begin to awaken from hibernation through the micro increases in the respiration rate, prioritize which storage room to open, and sell to the market for maximum value.



*Room Ranking by Respiration Rate is an Exclusive Feature of SafePod*

# Data-Driven Decisions Increase Profits and Reduce Waste

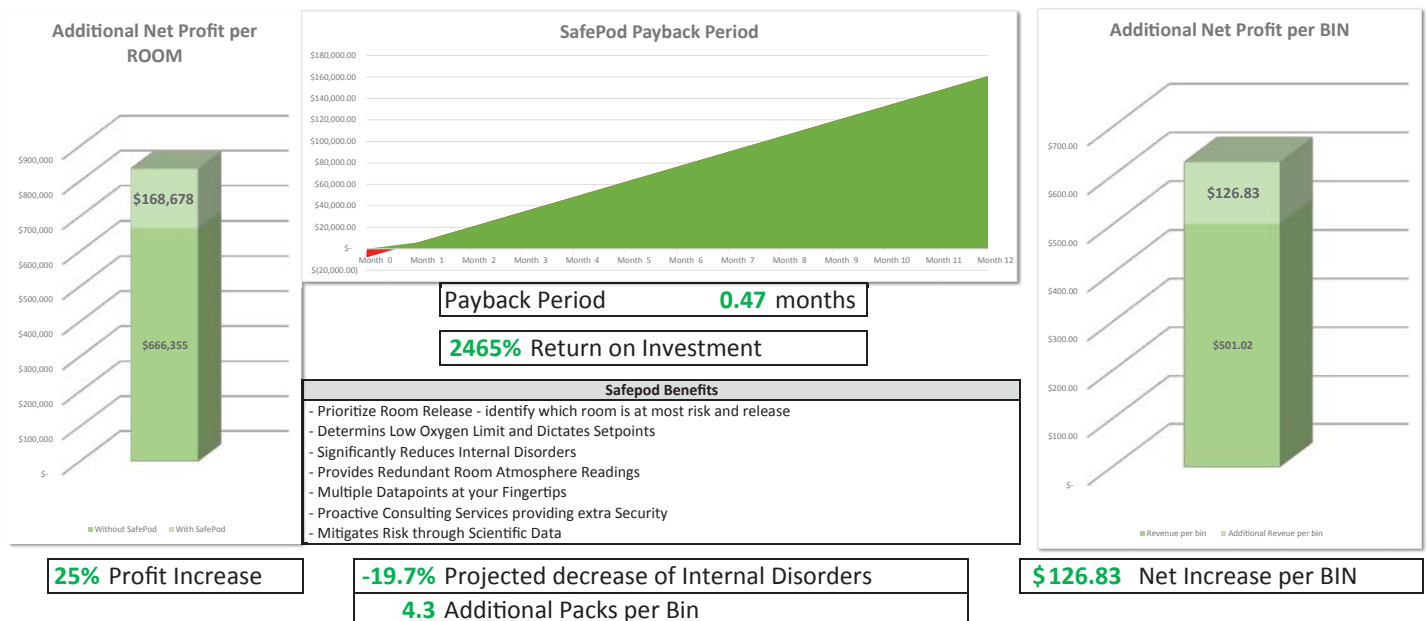
Rice Fruit Company achieved significant improvements during their 2022-2023 long-term Gala storage utilizing SafePod™ technology (see table to right).

Leighton states, "The SafePods™ have been a raging success! The fruit is nice and hard. The levels of browning are effectively zero. I feel very regretful that we did not try [SafePods™ with low oxygen] earlier. Anyone can contact me to confirm the paybacks we've received."

(Leighton.Rice@ricefruit.com)

	ROOM 85	ROOM 83	ROOM 87	ROOM 89
STORAGE DATE	SEPT 2022	SEPT 2022	SEPT 2022	SEPT 2022
ROOM OPEN DATE	FEB 2023	MAR 2023	APR 2023	MAY 2023
APPLE RESPIRATION RATE (WHEN ROOM OPENED)	0.36ml	0.27ml	0.32ml	0.29ml
DISORDERS PER ROOM	2.2%	2.4%	3.1%	5.0%
ADDITIONAL PACKS PER BIN (OVER 21-22 SEASON)	4.5 Packs Per Bin	4.5 Packs Per Bin	4.3 Packs Per Bin	3.9 Packs Per Bin
MARKET VALUE INCREASE (OVER 21-22 SEASON)	\$176,183	\$174,515	\$168,678	\$152,833

## Return on Investment in Days, Not Years



Actual SafePod Return on Investment and Payback Period Results for Rice Fruit Company (Room 87)

Storage Control Systems is based in Michigan, with offices in upstate New York and the state of 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. 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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