



The 5 R's to Maximizing Storage Revenue

Jim Schaefer, President



from *pick* to *pack*.

our industry-leading technology and customized, one-stop approach delivers postharvest solutions that maximize quality and revenue from your storage or packing operation, so you can do what you do best: *grow*.



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CA and DCA Definitions

Controlled Atmosphere (CA)

Reduces oxygen — often to 1 to 3% — and raises carbon dioxide inside a sealed, cold room. This slows fruit and vegetable respiration, roughly doubling shelf life while preserving the original quality.

Oxygen range: 1.2% - 3.0%

Dynamic Controlled Atmosphere (DCA)

Continuously monitors the fruit's real-time stress response to safely push oxygen closer to the anaerobic limit than conventional storage — sharply reducing respiration and extending shelf life to over a year.

Oxygen range: 0.3% - 1.1%



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The 5 R's

R
R
R
R
R

to maximize storage revenue



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Research



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Room Readiness Audit



Room Readiness Audit

Room Number: 8

Date: July 12, 2026

- ✓ Thoroughly clean each room.
- ✓ Verify door alignment and proper seal
- ✓ Pressure test each room, identify leaks and repair, if required.
- ✓ Confirm Temp Probe accuracy.
- ✓ Test all valves in each room.
- ✓ Run/verify nitrogen generator purity output and capacity
- ✓ Perform a control audit of each room's temperature range adherence (actual temperature versus requested temperature).



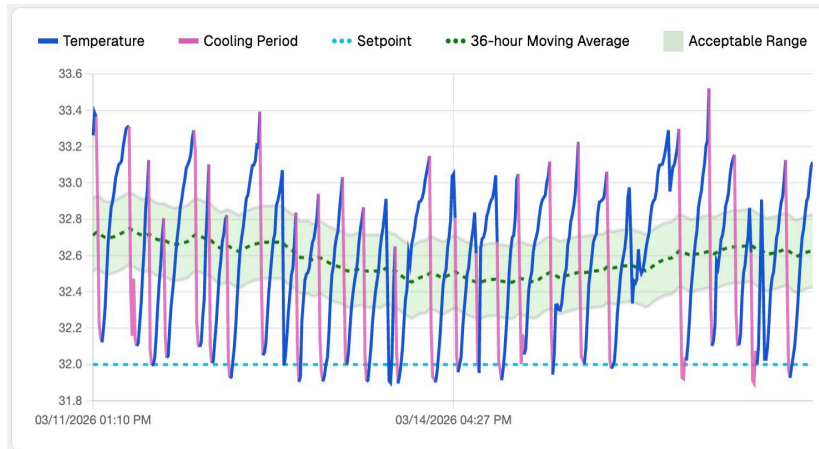
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Refrigeration

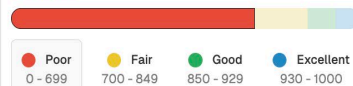
Poorly Controlled

Wide temperature swings · Score in Poor Range



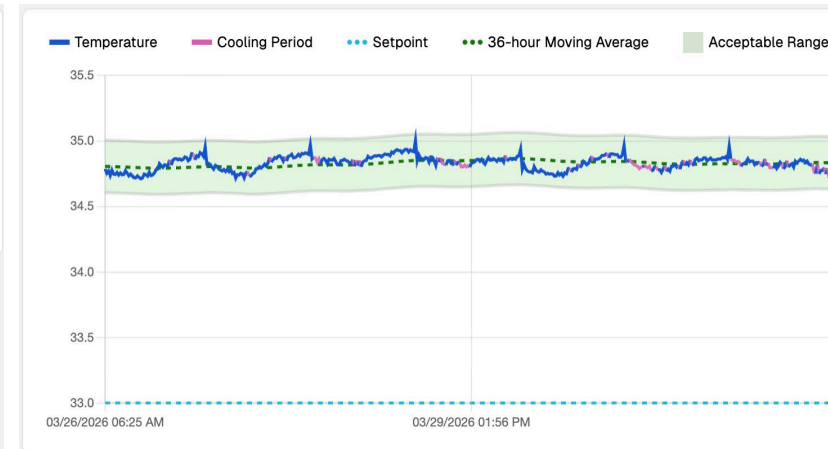
Cooling Score

335



Well Controlled

Tight, Steady control · Score in Excellent Range



Cooling Score

960



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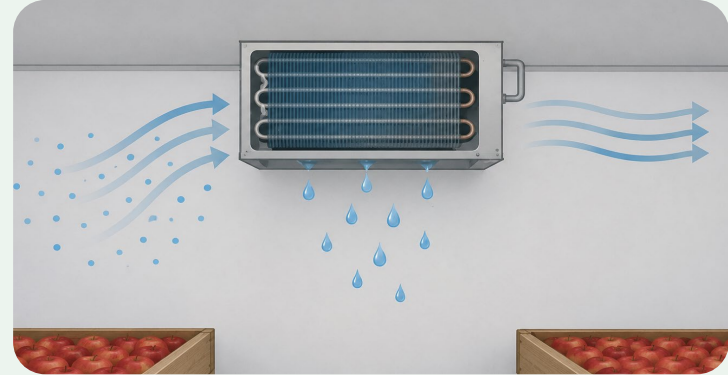
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Refrigeration



**Fruit is sold by
weight
(\$46,200)**

lost from just 5% water weight
loss in a 2,000-bin room of Gala



Cooling systems remove moisture

Every time the refrigeration runs, it pulls moisture out of the air — and out of the fruit. Cold coils and wide deadband thermostats accelerates loss.

Respiration Rate and Room Ranking

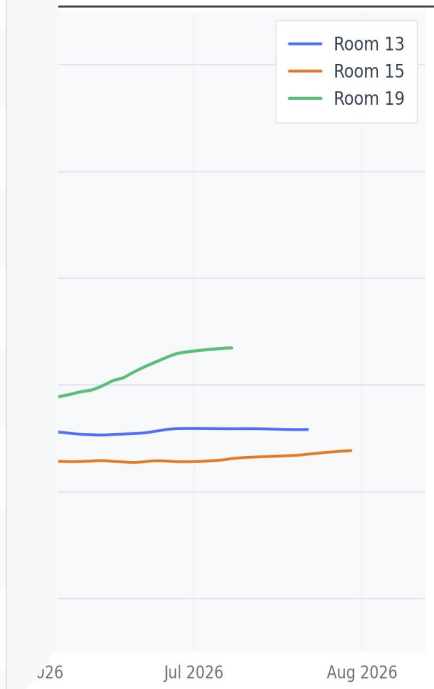


GALA

13 Active Rooms

ACTIVE ROOMS

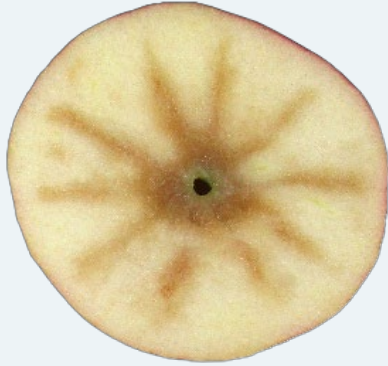
Name	Opening Order	Respiration (mL)	Recommended O ₂	Room O ₂	Room CO ₂
● Room 49	1 st	0.336	0.7 %	0.67 %	0.49 %
● Room 50	2 nd	0.312	0.5 %	0.61 %	0.55 %
● Room 46	3 rd	0.298	0.6 %	0.62 %	0.49 %
● Room 47	4 th	0.283	0.5 %	0.58 %	0.46 %
● Room 45	5 th	0.272	0.5 %	0.54 %	0.46 %
● Room 14	6 th	0.270	0.5 %	0.57 %	0.50 %
● Room 40	7 th	0.254	0.4 %	0.51 %	0.49 %
● Room 76	8 th	0.250	0.5 %	0.56 %	0.47 %
● Room 77	9 th	0.230	0.4 %	0.40 %	0.48 %



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Respiration Rate and Room Ranking



**Reduction in pack
outs
(\$100,800)**

lost from just 7% net decrease of disorders in a 2,000-bin room of Gala



DCA Low Oxygen Limit

Achieving accurate low oxygen limit through respiration rate reduces internal browning, scald, soggy breakdown, CO₂ Injury, bitter pit and other disorders.

Responsiveness and Resources

Real-time visibility, anywhere

Growers and our team watch live room conditions from any phone — O₂, CO₂, and temperature — and get alerted the moment something drifts. Problems get caught and fixed before quality is lost.



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The 5 R's

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Room Readiness Audit

Refrigeration

Respiration Rate and Room Ranking

Responsiveness and Resources

to maximize storage revenue



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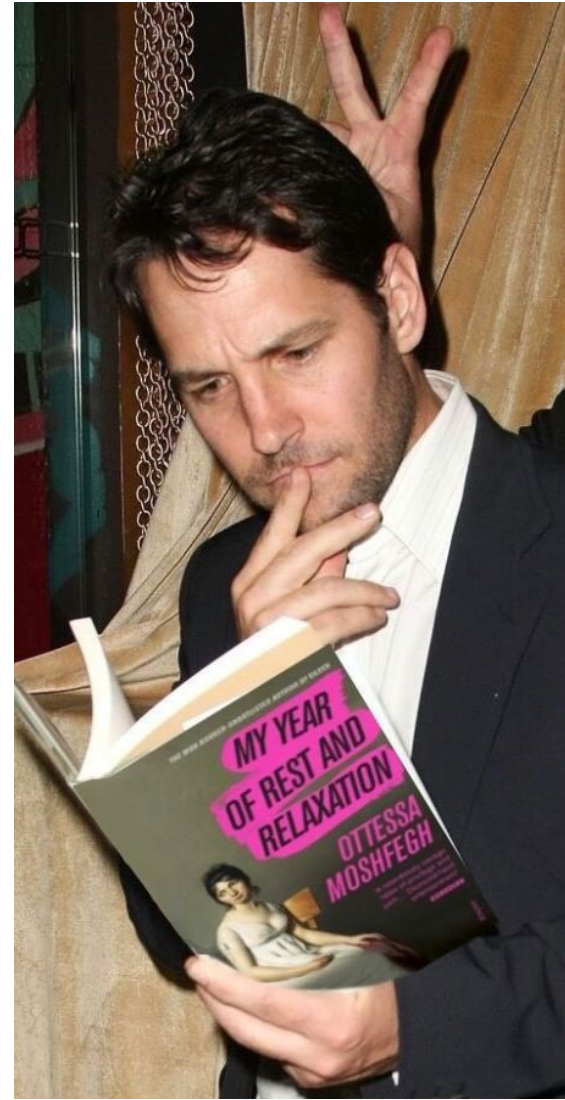
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Rest & Relaxation



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