



CUSTOMER CASE STUDY: FOG CITY FARMS

**Vertical Air Solutions™ is key to Fog City Farms achieving the highest quality of indoor cultivated cannabis in the state of California.**

Utilizing leading-edge technology from Vertical Air Solutions™, Fog City Farms has set new standards in the vertical farming industry.

Customer:	<b>Fog City Farms</b>
Location:	<b>Watsonville, CA</b>
Square Feet:	<b>3,900</b>
Annual Output:	<b>2,300 lbs</b>



**FARMERS UNDERSTAND**

James Cunningham is well versed in cannabis cultivation. The 34-year-old Santa Cruz native has been involved in the industry his entire professional life. When California legalized cannabis James set out to apply the latest technology in his pursuit of the highest quality yields. He started by partnering with Fluence Bioengineering for LED grow lights and Pipp Horticulture for mobile racks and trays.





## NECESSITY IS THE MOTHER OF INVENTION

But when it came to an air circulation system, James was not satisfied. The readily-available solutions - strategically placed circular fans or duct socks - could not eliminate all the hot spots. Experienced growers know that variations in temperature and humidity create uneven outcomes. James understood that a lack of consistency would not meet the standard of his Fog City brand.

Undaunted, James paired up with Matt Bogner, a sheet metal specialist, and the two of them invented the solution for optimal air circulation. The system consists of an unobtrusive air mixing chamber which sits at the end of the rack, and two perforated ducting runs, which, hanging from the underside of the rack above, straddle the LED lighting systems. An enclosed circular fan sits on top of the air mixing chamber, and within it, there is an air filter, a CO2 input valve, and an optional set of UV-C sterilization lights.

## SUCCESS

The results have been highly effective. Tests show that the temperature variations are kept within five degrees Fahrenheit. Also, the instance of powdery mold is virtually non-existent, and the plants themselves show a remarkable consistency from upper rack to lower rack, across the lower racks, and from harvest to harvest.

Applying this technology, Fog City Farms can now confidently establish its brand based on quality and consistency. James and Matt patented their invention and founded Vertical Air Solutions to market it. The reception in the industry has been admirable and it is thought that this air circulation system will be the new standard for all growers embracing vertical farming.



## FOG CITY FARMS BENEFITS

### 1. Consistency

The Fog City brand is synonymous with the highest quality, regardless of season or plant placement.

### 2. Quality

Because no plants have succumbed to mold or mildew, and because no plants have to be jettisoned for substandard quality, Fog City Farms absolutely maximizes the yield.

### 3. ROI

James estimates a return on investment to be 100% in just three years. Not only are energy costs lower and the yield high, but the consistency of his brand allows him to maintain impressive prices/pound against a backdrop of falling values.



**VERTICAL AIR  
SOLUTIONS**

EXPERIENCE ▲ CONSISTENCY ▲ QUALITY

## ABOUT US

Vertical Air Solutions™ leads the business of providing air circulation systems and related products to the indoor, vertical farming cannabis industry globally. With a relentless focus on innovation in improving the efficiency and yield of its customers and an unwavering commitment to stable and interdependent partnerships in its route to market, Vertical Air Solutions™ positions itself as a responsible, customer-focused, responsive, and politically and socially involved player in the medicinal and recreational cannabis ecosystem.

[www.vertairsolutions.com](http://www.vertairsolutions.com)