



PRODUCT DATA SHEET: HANGERS

VAS Hangers Bring Time and Cost Savings and Improved Yield to Your Farm

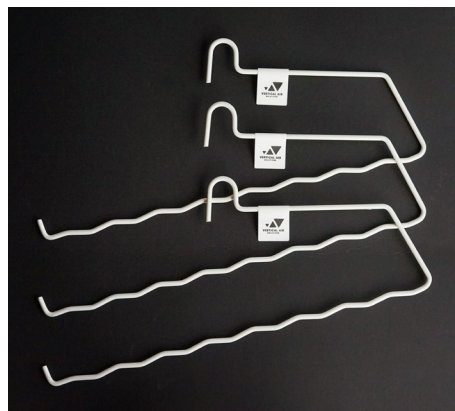
As competition heats up in the legal cannabis industry in states across America, and throughout Canada, farmers are scrambling to refine their operations with the most efficient and high-yielding tools available. Vertical Air Solutions, already established as the premier air circulation systems for indoor grows, has again taken a cue from its sister company, Fog City Farms, in developing the first hangers specifically targeting the needs of cannabis cultivators.



Most growers still use some form of coat hanger to dry their plants in preparation for market, or worse yet (see sidebar), they cut the flowers from the stalks at time of harvest. The standard operation has the harvest team cutting the stalks, putting them onto a rolling cart, taking them off the rolling cart to weigh the yield in accordance with regulations, re-loading the cart to transport them to a drying room, then threading the stalks through traditional coat hangers, often damaging plants and breaking stalks in the process, and creating uneven ventilation among the plants

The new VAS Hanger offers a clean and simple alternative: With an opening on one side, the stalks no longer need to be threaded through a hanger, but instead are neatly inserted onto the horizontal bar. The height of the hanger is larger than coat hangers to allow for longer base stems. The indentations of the horizontal bar keep the plants equidistant from each other, assuring even drying and a consistent yield. The sturdy, antimicrobial construction allows for years of re-use.

When combined with rolling racks that can be weighed, and go straight from flower room to drying room, the plants are touched only one time, increasing efficiency in Fog City Farms tests by 56%, at a manpower savings of \$5,376 per 1600 square foot harvest.



BENEFITS:

- More efficient use of labor and space resources by minimizing handling of the plants and getting more plants/hanger.
- Less waste due to fewer flowers lost in multiple handling operations
- Even drying rates for all plants assuring a consistent product for manufacturers and users alike
- Cost savings and lowered environmental impact from continuous re-use of the production-tested antimicrobial steel hangers

PRINCIPLES OF A SUCCESSFUL CURING OPERATION

MINIMIZE WASTE: We have all heard stories of the enterprising harvest worker who augments his income simply by gathering the flowers that are knocked off the stem each time the plant is moved. While we admire his entrepreneurial spirit, we would prefer those flowers remain on the stalks throughout the duration of curing, to contribute to the profitability of the farm, not its day laborers. By avoiding the damaging process of threading the plants through traditional coat hangers, using instead the open side of the VAS Hanger, that waste is minimized.

DECREASE HANDLING TIME: In most environments, the biggest expense by a large margin is the cost of labor. Depending upon the size of the operation, each incremental five minutes of labor cost can easily run into four figures, and decrease the profit margin, already under competitive pressure. Logically, the fewer times a worker touches the plants, the more efficient the entire operation.

ALLOW PLANTS TO CURE EVENLY: The strength of your brand is dependent, in large part, on the consistency of your product, including smell, taste, and potency. When plants are cured unevenly, the result is over-drying for some, and under-drying for others. Your customers will know the difference, and will move to other brands. Brand loyalty suffers. Plants of even moisture, on the other hand, strengthen your brand and your market position.



HARVESTING FLOWERS VS ENTIRE PLANTS PRIOR TO DRYING

In the constant drive for efficient operations, some farms have taken to cutting the flowers from the stalks at time of harvest. The appeal is understandable, as flowers alone take less space to dry, but this practice results in an inferior product. When plants are cured on the stalk, upside down, the resin in the stalks flows downward into the flowers, increasing the potency and THC content of the flower.

One of our most successful customers puts it this way: "We put every effort into growing the healthiest plants possible. Why would we deny the flowers the full advantage of those efforts by cutting them from the stalk too early? Yes, it takes up more space, but we believe our users' experience is well worth it."

"I was really surprised when I saw how much this new hanger design sped up the process. I know they were prototypes, but I did not want to give them up. I plan to use them exclusively in the future."

Ian Swift, Operations Manager, Fog City Farms

WHEN QUALITY & CONSISTENCY ARE OF PARAMOUNT CONCERN, VERTICAL AIR SOLUTIONS IS THE OPTIMAL ANSWER.



**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.

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