

ProducePak Success Story: ProducePak client awarded \$50,000 for being innovative agribusiness

(see page 2)

Improve Your Companies Sales Reporting for Multi-Currency Sales

ProducePak allows sales of fresh produce to be made in multiple currencies. The foreign currencies can then have their exchange rates recorded (at the date of payment receipt from client), which allows ProducePak to report sales (on over 30 sales analysis reports) in your local currency; regardless of the sales currency. For more information contact your local support centre.

Benefits of Automatic Post Harvest Interval (PHI) Enforcement in Farming Operations

The ProducePak Farm ERP (Activity Module, Chemical Rules) automatically enforces Post Harvest Intervals when a herbicide, pesticide, or other chemical is applied to a crop. The PHI enforcement stops farm managers from planning subsequent harvest tasks where they breach the PHI, and allows easy analysis and visual alerting of PHI expiry and periods.

Benefits from this feature allow the farm to easily enforce PHI rules, prove to auditors that PHI standards and rules are being enforced, and makes it easier for farm managers to plan future farming activities with the confidence that their plans will be managed according to relevant PHI standards.

For more information contact your local support centre.

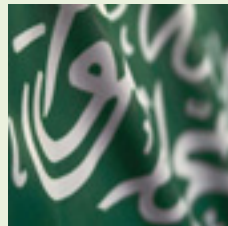
ProducePak News In Brief:



ProducePak welcomes 12 new clients in the Middle East region, implementing Farm ERP, Packhouse, and Food Manufacturing solutions. Client products include frozen products, fresh fruit and vegetable lines including, and other specialty products predominantly for European export markets.



ProducePak partners with mySolutions in South Africa to extend client services and local support. mySolutions is a specialist provider of software and hardware strategy services in the region, with a long standing reputation for successful solution projects across a wide range of industries.



A new Saudi Arabia office has been opened by ProducePak Premium Partner Modern-Vision (Dubai) to service and support the regional markets expansion. The new office commenced operations in early 2009. Modern-Vision now supports ProducePak solutions in multiple countries in the Middle East.



ProducePak welcomes new clients in assorted berry producing regions; as new clients in the USA implement ProducePak Farm & Packhouse ERP. Products under production include frozen value add products, and assorted fresh berry products.



ProducePak, the major sponsor of the annual Kenya-Trace seminar is pleased to announce a very successful seminar in which traceability, business management, and quality management was discussed by special guests with attendees from Kenyan farming, packing, and food manufacturing organisations. Speakers from government, UNIDO, NGO, and major local companies attended.

For full details on this event, visit:
www.ProducePak.com/kenyatrace.htm

Praise for ProducePak

"Our business has increased food safety and quality management systems as a result of implementing ProducePak. The system has allowed our business to improve operational efficiency and reduce operating costs through the softwares business management features; whilst ensuring our traceability and customer confidence in our produce ... " **Olof Oscarsson, PRESIDENT, TORPS GARD, Sweden**

"Brenn-B Farms purchased ProducePak for the ability to meet the retail demand of strict and Instant traceability & quality protocols, but in the process realized impressive benefits from solid packhouse and farm management reporting. Equally as impressive as the software, their talented support team has customer service that is distinguished and extremely professional." **Shawn Brenn, OPERATIONS MANAGER of BRENN-B FARMS, Canada**

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"ProducePak has provided us with the seamless quality control & traceability our operation was looking for. Our customers are satisfied and confident with ProducePak traceability, and we are saving money using the excellent business analysis tools." **Ron Gleason, CEO of HILL SIDE GARDENS, Canada**

Client HillSide Gardens Ltd
Country Canada
Business Type Farming, Packer, Marketer , Exporter

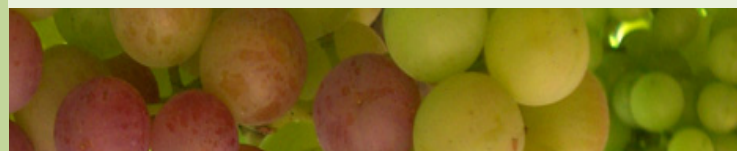
ProducePak Client "HillSide Gardens Ltd" has been awarded a \$50,000 prize under the "Innovative Agribusiness" awards scheme in Canada by OMAFRA. The award was made because of HillSides ability to easily enforce traceability and business management processes across the entire business under the ministers "gate to plate" program. The award was won significantly due to HillSides implementation of the ProducePak suite of solutions.

For details visit:
<http://www.omafra.gov.on.ca/english/infores/releases/2009/040609.htm>

Client Profile: HillSide Gardens has grown from a small family operation to large producer, packer, and exporter of quality produce to multiple regions. HillSide boasts it own farming operations producing multiple fruit and vegetable varieties, packs internally produced produce, packs for multiple regional growers, and provides produce marketing services in Canada and the United States. HillSide deals with some long life produce which is stored in state of the art facilities for months, and distributed during the non production seasons. HillSide prides its operations on being innovative with business operations, and maintaining the highest possible standards for product quality.

Challenges: Implement higher traceability standards without increasing costs; to cater for increasing requirements from clients and national regulation. Manage long term storage of perishable product inventory, and implement QC.

Requirements: Traceability improvements for export, packhouse analysis and reporting, improve cost analysis of packing costs, manage multiple growers product through packing, storage, and distribution processes, implement QC



HillSide Gardens Implemented:

ProducePak Packhouse Management & Mobile PDA,
Mobile Quality Control

Main Benefits from ProducePak Packhouse :

Packhouse Traceability & QC: Implementing high levels of traceability & Quality Control throughout the entire packhouse operation has been made easy for HillSide with ProducePak's management of produce from the moment it arrives to instant reporting on traceability after dispatch and sales. QC tests are defined for standard operations, as well as templates based on specific customer requirements. Staff performance versus QC can be analysed easily.

Cost Control & Reporting: Packing costs can now be accurately (and quickly) for produce packed based on not only grower (supplier) but also on different batches, varieties, and packing periods. Cost reporting and pack-out rates are rapidly reportable; this information makes determining purchase prices of produce more accurate and profitable as growers are paid on the merit their respective pack-out rates.

Inventory: HillSide inventory is now accurately managed for the extended life of the produce, with FIFO (First In-First Out) management being provided by ProducePak. This new facility gives reduced waste and shrinkage for the storage and dispatch operations.

Summary: HillSide has significantly improved traceability levels, reduced waste, increased accuracy of inventory, increased accuracy of raw produce purchases, made better sales decisions based on the cost of packing each specific type of traded unit (finished product).

For more case studies, visit
<http://www.producepak.com/pdf2/producepak-case-study.pdf>

