



## You Gotta Pick Em'!



Rocky Mount, NC Sweet Potato

It's Fall and that means Thanksgiving is right around the corner. One popular food that will be on many Thanksgiving Day dinner tables is Sweet Potatoes. You've probably noticed on restaurant menus in recent years that sweet potatoes aren't just for Thanksgiving anymore though. According to "The Packer": demand for sweet potatoes has "increased by up to 500% after

frozen sweet potato French fries hit the market and began entering fast-food chains in 2010." Think that number is impressive? Then consider the fact that one serving of sweet potatoes can provide you with as much as 700% of the US RDA for Vitamin A. *So why am I telling you about sweet potatoes?* Because they have something in common with just about every other fruit or vegetable that our customers deal with...**you gotta pick em'!** Enter Gustavo "Gus" Martinez of Lake Placid, Florida. When Gus isn't harvesting citrus in Florida, he is busy harvesting many of the sweet potatoes that will come across our Thanksgiving tables or accompany our lunch at our favorite restaurants. Gus has been harvesting sweet potatoes for 14 years and during that time, he has done every facet of the job. These days Gus oversees approximately 80 H2A and domestic workers to help his growers harvest their sweet potato crop. Like many harvesting operations, sweet potato harvesting is performed at an intense pace. What at first glance appears as mass chaos is actually a finely tuned orchestra. Like an orchestra conductor Gus cues the digging equipment, workers, trucks, and tractors as they move in and out of the fields. Organization is a key to Gus's success and one of the tools he uses is HarvestPay. Whether collecting payroll data for his citrus crews in Florida or for his sweet potato crews in North Carolina, Gus chooses **GeoAg Solutions** and **HarvestPay** to ensure that his payroll data is accurate and reliable.



Gus Martinez inspects sweet potatoes ahead of his crews

## Meaty Discussions



Back in September, we had the pleasure to visit with many of our customers at the 2012 Ag Labor Forums in Orlando, Fl. It seemed like the perfect opportunity to gather everybody up for dinner! Thanks to our parent company, Crop Production Services, and our rugged printer supplier, Printek, we were able to do it with style!

What an honor to have over

30 of our customers and users join us for dinner at Texas de' Brazil Brazilian Steakhouse. We were joined by Immigration and Labor Attorney Stephanie Rosin and Pamela Karlson of the Karlson Law Firm. They made themselves available to answer questions and chat with our customers about their concerns regarding labor issues. It was a great time to catch up on a personal level as well as talk about the upcoming season with our customers. Thank you to all those who joined us! We look forward to making this dinner an annual event so be sure to put it on your calendar for next year's Ag Labor Relations Forum.



*A great meal with great people...*

## HarvestPay



This upcoming 2012-13 Citrus Harvesting season marks GeoAg Solution's 11th year in providing electronic time keeping solutions. We are proud to say that we are the pioneers of this service in the citrus industry... long before it became the important labor compliance tool that it is today. We have field proven tools to help you streamline several areas of your harvesting operations as well as help you stay in compliance with the increasing regulatory pressures that the Ag Industry faces. We understand the Ag Industry...it's our background and it's our passion. Our experience in this industry and our commitment to service and support have helped us earn a solid reputation in the harvesting industry. If you are looking for an electronic time keeping system, electronic ticketing system, asset tracking, or even a custom technology solution, don't hesitate to contact us.

### GeoAg Solutions/HarvestPay Facts:

**Pioneers in Citrus Yield and Electronic Payroll Data Collection**

**30+ combined years experience of integrating technology into Ag**

**Over 1/3 of the processed (2011-12) Florida Citrus crop was harvested using HarvestPay**

**Field Proven Easy To Use Affordable Solutions**

**Reputation for Outstanding Service and Support**

**David Summers - (863) 441-1200 – [david.summers@cpsagu.com](mailto:david.summers@cpsagu.com)**





### How sweet it is!

It's sweet corn season and as you can see by the look of this issue, we're being a little "corny". Whether you're in Bainbridge, GA or Belle Glade, FL; you can find HarvestPay out in the corn fields. Did you know that there are approximately 8 different jobs taking place all at once on a sweet corn mule train like the one pictured above? Our HarvestPay solution tracks each one of them. Domestic or H2A labor...we help harvesters such as these streamline their payroll data collection and stay in compliance.



*Shannon McNeill, HarvestPay Customer; making one of the many of the calls it takes each day to run one of the country's largest sweet corn harvesting operations.*

### Custom Solutions

Do you have a challenge in your business that only a customized approach can resolve? That's what we do! For over 15 years, GeoAg Solutions has been integrating technology into agriculture operations in effort to help our customers:

- Increase efficiency
- Track Assets
- Help comply with increasing regulatory requirements

# News From the Field

## Summer 2012 (continued)

### It's Over...

The 2011-12 Florida Citrus Harvest Season is complete! We had a great season with the introduction of our new Android based Harvest Pay system. This season we collected payroll data for **4300+** domestic and H2A Florida citrus harvesters accounting for about **46 million boxes of Florida Citrus** and our enterprise version of e-Ticket helped deliver about 7 million of those boxes as well. We are already planning for next season!

*-David Summers*



GeoAg  
solutions



e-Ticket®

**Q. What do 250 OSHA Students and *Coryphaena hippurus* have in common?**

**A. They gather down around the Florida Keys each summer.**

August 5-9, 2012 marks the 18th Annual Environmental Management and Chemical Spill Response Training Seminar hosted by Crop Production Services in Key West, Florida. Students will receive intense hands on training led by instructor Chris Pappas and upon completion of the course, receive their certification as an OSHA Level V Incident Commander. Contact [maria.cartagena@cpsagu](mailto:maria.cartagena@cpsagu) (239) 369-9806 for further info and to register.



GeoAg Solutions is part of Crop Production Services

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## News From The Field: Spring 2012

### HarvestPay turns BLUE this spring!

Many of you who are familiar with HarvestPay know that our roots run deep in Citrus, but we are integrating HarvestPay into many other types of harvesting operations now. This spring, we began using HarvestPay to harvest blueberries. The easy to use operator interface that runs on the Android OS coupled with our rugged Printek Field Pro printer and barcode scanner make quick work of recording accurate

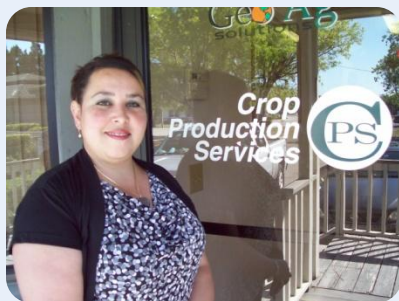


start and stop times as well as recording individual worker's bucket dumps. That data is then easily uploaded to our HarvestPay website so that the data can be verified and imported into the customer's payroll processing system. We are really excited to add blueberries to our growing list of crops that will utilize HarvestPay to streamline their payroll data collection and ensure accuracy and compliance.



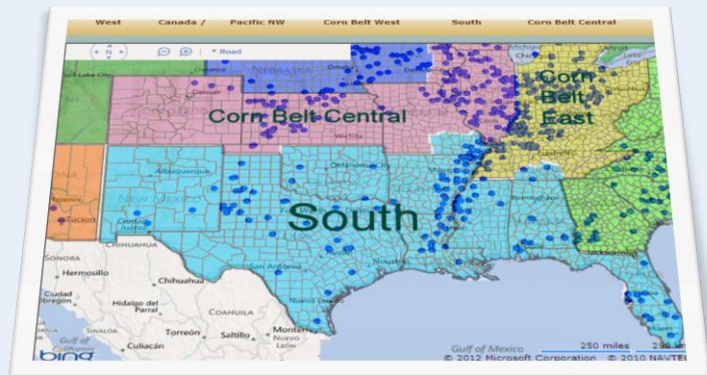
*Citrus Harvesting, Sweet Corn Harvesting, Onion Harvesting, Corn De-tasseling, Sugar Cane Planting, Watermelon Harvesting, sweet potatoes, and now...BLUEBERRIES!*

### Congratulations: Maria Cartagena!



Although few of our customers have had the opportunity to meet Maria Cartagena in person, many of you speak with her on the phone. Maria is our Administrative Professional and in April just celebrated 7 Years working with CPS customers. Crop Production Services recently recognized and awarded Maria for her outstanding work in helping our CPS location attain the top performing location for account administration within the CPS South Region. This region accounts for 10 states and

approximately 140 main and branch CPS locations. We sure are proud of the job she does and how she takes care of our customers. In addition to her administrative role, Maria also coordinates the registration, venues, and planning of the approximately 52 OSHA Certification Courses that are attended by over 2000 participants each year. For more information regarding our OSHA Certification Courses contact Maria at (239) 369-9806 or email her at: [maria.cartagena@cpsagu.com](mailto:maria.cartagena@cpsagu.com)



*Crop Production Service's South Region encompasses 10 states and 140+ locations*

# News From The Field: Spring 2012 (continued)

## Service and Support

One of the key components in providing our customers such good service is making sure that we are working with only the best vendors and supplier partners. We make sure that our vendors and suppliers understand our business. One in particular I would like to recognize is our partnership with Printek .

Printek specializes in ruggedized printers. Their printers have become an important part of our system for several reasons. Printek printers hold up very well to the extreme agriculture work environments that we subject our equipment to. Not only are these printers tough, they also provide flexibility thanks to integrated features such as barcode scanning and magnetic card readers for our system ID cards. Bluetooth and Wi-Fi connectivity give us



*Printek's line of rugged printers are an important part of the HarvestPay system*

the freedom to work without wires and cords and the battery life for such a “busy” device is amazing. But the most important feature of Printek is their *service*.

Whether it's ordering new equipment for a crew that needs to get started ASAP or repairing broken equipment, Printek understands what GeoAg Solutions' customers need ...for the equipment to be working in the field...not sitting on a repair bench or delayed in shipping. Most new orders are fulfilled in the same day, our repairs are typically returned to us within a day of receiving, and Printek is committed to working with us to resolve any problems. They stand behind their printers with a standard 1 year warranty and they work with us to offer extended warranty and “hot swap” plans as well. We are pleased to continue our 5+ year relationship with the sales and support team at Printek.

## Our Customers ROCK!!!

Again, thank you so much to all of our great customers. It's such a pleasure to work with folks like you that are focused on growing your businesses and take advantage of up-to-date tools to get the job done and reach your goals. That coupled with your desire to do things the right way makes doing my job a BLAST!

See ya'll in the field...

*David Summers*

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