

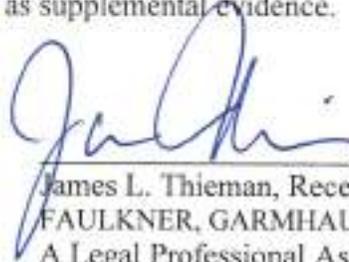
2018 NOV -2 PM 1:10

J. L. THIEMAN  
CLERK OF COURTS

IN THE COMMON PLEAS COURT OF AUGLAIZE COUNTY, OHIO

PAUL MASTRONARDI	)	CASE NO. 2017 CV 0144
	)	
Plaintiff,	)	JUDGE PEPPE
	)	
vs.	)	
	)	RECEIVER'S PROVISION OF
LUIS CHIBANTE, et al.	)	SUPPLEMENT EVIDENCE
	)	REGARDING PROOF OF CLAIM
Defendants,	)	NUMBER 31

As ordered by the Court at the hearing upon Proofs of Claims and Objections held October 29 – 30, 2018, the Receiver has obtained additional documentation and information pertaining to Proof of Claim Number 31. The Receiver hereby submits such additional documentation and information to the Court, attached hereto, as supplemental evidence.



James L. Thieman, Receiver  
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CERTIFICATE OF SERVICE

The undersigned hereby certifies that a true and accurate copy of the foregoing was sent via regular mail (and hand-delivered to Thomas J. Potts and Michael A. Staudt) this 2<sup>nd</sup> day of November 2018 to the following:

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Jennifer J. Morales  
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Cincinnati, OH 45202

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Jauert & Burton LLP  
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PO Box 1957  
Wapakoneta, OH 45895

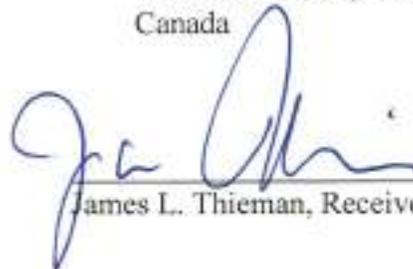
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PO Box 9000 The Lodge  
Vineland Station, Onatario L0R 2E0  
Canada

  
James L. Thieman, Receiver



# hoogendoorn

**Hoogendoorn America Inc**

4890 Victoria Avenue North  
PO Box 9000 The Lodge  
Vineland Station ON L0R 2E0 Canada  
Tel: 905.562.0800 HST No. 828055756

# Invoice 1800317

Invoice Date: 6/28/2018

Purchase Order:

Terms:

Invoice To

Golden Fresh Farms  
1902 Progress Dr  
Wapakoneta, OH 45895  
USA

Ship To

Email

Phone

Tax ID

Project H-160117 Nomad

Item	Qty	Description	Rate	Amount
WorkIT	1	100% invoice project H-160117 Nomad (which was swapped to WorkIT free of charge) Contract amount \$ 56,080.00 CAD, exchange rate used: CAD to USD = 0.7545	42,312.39	42,312.39 0.00
WorkIT	1	100% invoice project H-17063 WorkIT extra's phase 1  Note: previous invoice 1800314 issued but it was a duplicate number	15,000.00	15,000.00
Thank you for your business.			<b>Total</b>	<b>USD 57,312.39</b>
			<b>Balance Due:</b>	<b>USD 33,312.39</b>

Please let us know if you are paying in a different currency than stated on Invoice. Thank you!

Por favor dejenas saber si pagara su factura con una diferente moneda a la que se realizo su factura.

Los fondos depositados deben de ser en la misma que su factura, en caso de no realizarlo de esta manera se le hara cargos y comisiones. Gracias!

### Instructions for sending United States dollars (USD)

HSBC Bank Canada -SWIFT (BIC) # HKBC CATT  
Hoogendoorn America Inc.  
Transit# 10212 Branch# 016  
Account# for USD only: 212068563270  
Corresponding Bank: Citibank:  
SWIFT Code: CITIUS33



# hoogendoorn

Hoogendoorn America Inc  
 4890 Victoria Avenue North  
 PO Box 9000 The Lodge  
 Vineland Station ON L0R 2E0 Canada  
 Tel: 905.562.0800 HST No. 828055756

## Credit Memo

Number: 1800387

Date: 8/7/2018

Purchase Order:

Terms:

To

Golden Fresh Farms  
 1902 Progress Dr  
 Wapakoneta, OH 45895  
 USA

Ship To

Project H-160117 Nomad

Item	Qty	Description	U/M	Rate	Amount
WorkIT	-1	Credit Note - Golden Fresh Work-IT still to be completed  Final commissioning and training		24,000.00	-24,000.00
Thank you for your business.				<b>Total</b>	USD -24,000.00

HST No. 828055756

E-mail	Web Site
accounting@hoogendoorn.ca	www.hoogendoorn.ca



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ISO 9001 & HACCP certified

## Order Confirmation

Offer number	PCT18001444-1	To	Gryphon Automation
	H-160117	Attention	Don Murney
Date	22 June 2016	Handled by	Pieter Kwakernaak
Concerns	Hoogendoorn Nomad offer		
Project	Golden USA United States		

Dear Mr. Murney,

Thank you for your interest in our products and services. Please find enclosed a quotation for the delivery of a Hoogendoorn Nomad computer. This quotation consists of a product introduction, a delivery proposal for software and hardware, the options relevant for you, a price list and annexes containing further information about our products.

When buying a process computer by Hoogendoorn Growth Management, you choose peace of mind and security, convenience and time savings. The Hoogendoorn Helpdesk provides support 24/7. We become personally involved in your efforts to achieve optimum quality and crop yields, and you will find us an expert partner for any topic relating to crop control, energy management, registration and insight into all your operational processes.

Finally, Hoogendoorn Growth Management would also like to draw your attention to our terms and conditions of delivery enclosed with this quotation. If you have any queries, please feel free to call us on +31(0)104608080.

Kind regards  
Hoogendoorn Growth Management

Pieter Kwakernaak  
General Manager Hoogendoorn America

Hoogendoorn Growth Management is a trade name of Hoogendoorn Automatisering B.V.  
The General Terms of Delivery of Installation Companies 2007 (ALB 2007) are applicable on all our agreements. These general terms are available at our website [www.hoogendoorn.nl](http://www.hoogendoorn.nl) and will be sent to you free of charge on first request.





Date:  
29 July 2016  
Reference:  
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Names marked with a ® are registered trademarks of Hoogendoorn/Innooem.

**TERMS OF DELIVERY Hoogendoorn Automatisering B.V., registered office:**  
's-Gravenzande, company reg. no. : 27213229. The Algemene Leveringsvoorwaarden  
Installerende Bedrijven 2007 (ALIB 2007) of Uneto-VNI apply to all our contractual relations.  
These terms of delivery can be viewed on our website [www.hoogendoorn.nl](http://www.hoogendoorn.nl) and we will send  
you a free copy on request. In addition, supplementary contractual and/or general terms by your  
Hoogendoorn partner or installer may apply. In case of contradictions, the terms of the  
dealer/installer shall prevail.

#### **UNINTERRUPTED FUNCTION**

Supplementary to Hoogendoorn's Terms of Delivery, two additional items also apply to  
the iSii:

1. Do not install any other software on the iSii yourself which was not supplied by Hoogendoorn, unless such  
software has explicitly been declared by Hoogendoorn in writing as: "Suitable for iSii"
2. An iSii must be connected to a computer network (LAN, WAN, Internet etc.) by a specially trained  
professional IT supplier in strict compliance with the Hoogendoorn guidelines in this regard. These guidelines  
are available from the Hoogendoorn helpdesk. With respect to both items, Hoogendoorn accepts no liability  
whatsoever for any consequences of non-compliance with these points.

#### **ADDITIONAL PROTECTION**

Critical processes must be additionally monitored by users themselves and/or protected  
by provisions outside your computer.

1. Many critical processes are involved in horticultural greenhouse operations, such as irrigation, reducing  
peaks in gas and electricity consumption, CO2 supply, lighting etc. Monitoring critical processes apart from  
your computer can mean using devices which are not connected to the control computer or are independent  
from it, but also regularly undertaking personal (visual) checks. In addition, safety devices outside the  
computer should also be provided to prevent damage to installations due to inaccurate or unexpected  
computer control.
2. Hardware must be additionally protected against power surges and peaks. Hoogendoorn does not accept  
liability for damage caused by power surges and peaks.

#### **PUBLICATIONS**

Hoogendoorn has taken the utmost care in preparing the text of this publication and the contents of its  
software and help screens.

However, if you feel there are any inaccuracies in this publication or in the software, please advise Hoogendoorn  
accordingly. Nevertheless, Hoogendoorn is unable to accept any further liability other than the ones described in  
our Terms of Delivery mentioned above. The contents of this publication are subject to change without prior  
notification at any time.

Hoogendoorn Growth Management is a trade name of Hoogendoorn Automatisering B.V.  
The General Terms of Delivery of Installation Companies 2007 (ALIB 2007) are applicable on all our agreements. These general terms are available at our  
website [www.hoogendoorn.nl](http://www.hoogendoorn.nl) and will be sent to you free of charge on first request.





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## Introduction

### About Hoogendoorn

Hoogendoorn is known as the world's most innovative supplier of process automation systems in the horticultural industry. Since 1967, we have been working towards achieving the optimal greenhouse climate, increasing crop yields and managing costs and risks in horticulture. We have learned to regard any project in a unique and individual manner, whatever its size. With innovation as our prime focus and by only integrating the latest techniques and insights into your operational management, the most complex processes become surprisingly simple. We call that Growth Management, which is at the heart of all our services, people and products.



With your know-how and experience and Hoogendoorn's advanced technology combined, it is possible to grow healthy and high quality crops with a maximum yield in any climate condition – worldwide. Obviously, optimum calculations take into account factors such as energy, labour, water consumption, solar radiation, weather and the environment, etc. Our experience has produced a comprehensive range of user-friendly products which are available in several languages. Our products are supported by practice-oriented user training, a 24/7 Helpdesk and reliable local maintenance services.

We develop, manufacture and sell all our products from our headquarters in Vlaardingen, the Netherlands. Sales and after sales are also conducted from our offices in France, China, Canada and Mexico. Our foreign clients can turn to our committed specialists at any of the Hoogendoorn offices, as well as our well-trained Hoogendoorn partners all over the world. Our local partners keep spare parts of your Hoogendoorn products and the related measurement equipment in stock, in order to provide you with rapid and customer-focused service at all times.

Hoogendoorn Growth Management is part of the Hoogendoorn Group, which in turn is an operating company of the listed parent company Batenburg Techniek N.V. For many years, the Batenburg Group has achieved positive business results (annual turnover € 161 million) and built up a solid financial position.

Together, we  
push technology  
forward.





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### About Nomad

Have you ever considered what would be the ideal system for recording horticultural data? In view of the current scale of modern greenhouse cultivation and the consequent length of the aisles, a system recording relevant information on the spot would be most useful. Especially in cases where employees perform their tasks from an elevated railcar, for example. Hoogendoorn Nomad offers the ultimate flexibility. This remote controlled system enables you to register business information from any location.

### Hoogendoorn Nomad: flexible, simple, convenient and accurate

Nomad is a wireless, real-time registration system by Hoogendoorn Growth Management. Nomad allows you to easily register and analyse data such as personnel performance, harvest activities, crop health and production costs, giving you total control of productivity and costs. Moreover, track & trace and pest & disease management ensures a healthy crop and food safety.



*Nomad overview*

The Nomad software is simple to use and available in different languages. All registered data can be viewed in clearly displayed graphs, tables or floor plans and can be exported to different type of files. The registered data can thus be used by different disciplines, such as Purchasing, Finance, Agronomy and Human Resources. Being modular, the software can therefore be completely aligned to your wishes and business circumstances.





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### RFID entry

Data is registered by manual or non-contact entry (RFID), dramatically reducing any input errors. Another advantage of RFID is that environmental factors like UV light and dirt do not impact on scan performance. This allows for interference-free scanning and error-free information input.



*RFID Cards in the greenhouse to process activities*

Employees simply start their row by scanning the RFID card in front of the row. The data is sent directly to your computer, giving you real time data from the greenhouse.



*RFID Cards in the greenhouse to identify rows*





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### **Wireless communication**

Telemetry, or the transmission of data by radio, is the basic principle behind Hoogendoorn Nomad. The data recorded by each employee using a Nomad key is forwarded to the Nomad base station in the office using a transmitter/receiver, the Link Unit.

Several Link Units are distributed throughout the premises using a vacant frequency which allows any registered information to be picked up and transmitted from anywhere in the greenhouse or processing area. No permit is required for their use, as they cannot interfere with other radio systems. Depending on the crop type that you grow and how you organise your business activities, you determine the type of equipment you want to use. There are small Nomad Keys that can easily be carried in the pocket, fixed terminals located on the central path, mobile scales for use in the greenhouse and stationary weighing equipment for the processing area. The common feature of all these devices is that registered information is sent to the base station by radio.

### **Real-time communication**

Registered data comes in almost immediately when your employees are in range. As the information is entered at the beginning of the task, you know what your employees are doing, which rows they are working in and their productivity. The Nomad key provides instant feedback on the productivity from the last row. You can also display the productivity of the employee who was working on the row previously. This helps maintain the level of productivity or guarantee the desired quality of the harvest activities.

### **Floor plan as the basis for a good overview**

Hoogendoorn Nomad is a sophisticated way of revealing the work process, the production for every path, aisle or bed. All other information relevant to your business - such as broken windows, defects on irrigation drippers or heating tubes, pests, diseases, crop damage - can also be recorded. The growing area floor plan is therefore the basis for a good overview.

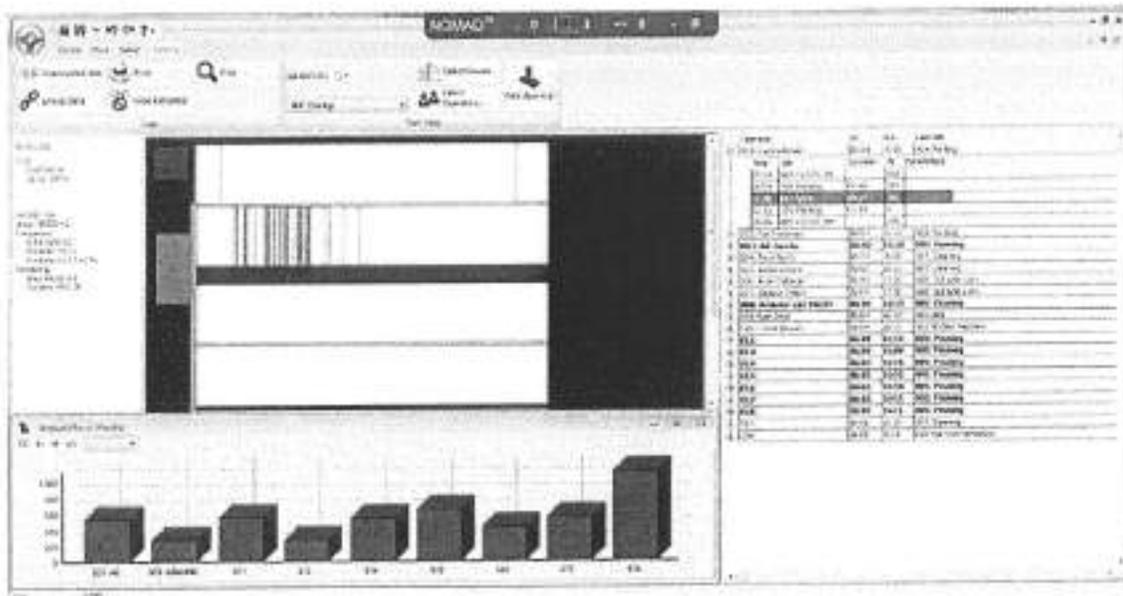




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## Nomad Software modules

An extensive software package operating the system is included. Each part of the program can be started from the Nomad platform. The growing area floor plan is the basis for a good overview, with data initially collected in a "raw" database.



*Hoogendoorn Nomad platform*

## Input error control

The software package contains a control part for easy marking of incorrect input, which makes it easy for the grower to correct any wrong inputs and only then store the data. All information received by the Hoogendoorn Nomad system is first checked for possible errors. The user can easily correct or delete any mistakes. The labour and production data is not registered until it has been approved.

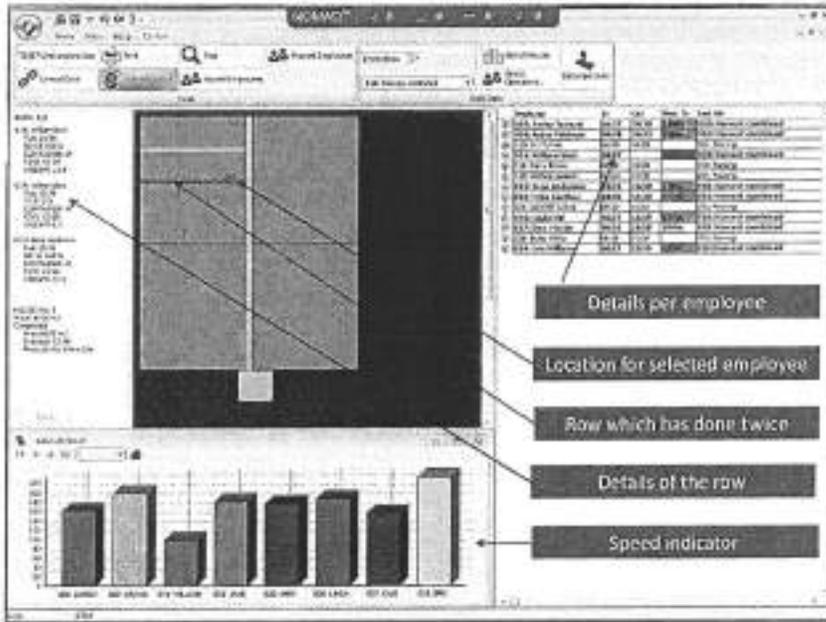
## Languages

Nomad allows you to show 4 different languages on the key you can enter yourself. Each key can have its own language, so that an employee can read the questions in his own language and make fewer input errors.



### Harvest Forecast

You can also enter the paths that will be harvested that day, so the system can calculate a yield prediction. Nomad calculates when your employees are expected to finish, so that you can intervene in time.



See your real time harvest data and real time forecasts in one overview

### Analyse efficiency of employees

Nomad provides you and your employees with instant performance feedback. The dashboard overview shows you which employees are performing any given activity the best. You can use this information to deploy staff more efficiently and make adjustments throughout the day in order to achieve your production targets.

Result of job search					
790 Ernieas					
id	amount	pcv value	hr value	value	value/amount
273: PAWEŁ PRASZCZAK	5190	37.24	33.77	37.24	0.007
454: MATTHEW WENTZELL	3780	28.95	34.30	34.30	0.009
730: DIANA PENEVSKA	3510	26.32	32.00	32.00	0.009
741: ANGEL KOKJDEV	2405	18.04	20.10	20.10	0.008
747: ZILVINAS BALAIŠIS	6870	51.53	49.80	51.53	0.008
749: ALEKSANDR ATANASOV	3561	26.71	28.60	28.60	0.008
750: VAGILE GLUMANIAC	2972	22.29	26.50	26.50	0.009
764: GRZEGORZ JARUSZEK	9211	66.09	50.80	66.09	0.007
770: GRZEGORZ BOGDANOWSKI	5365	38.49	54.72	54.72	0.010
782: HINDAUGAS KESYS	9881	40.76	43.72	43.72	0.008
814: OVIDIU-CONSTANTIN SARBU	6210	44.56	46.11	46.11	0.007
<b>Sub Total, 016: DROPPING</b>	<b>54755</b>	<b>400.37</b>	<b>428.42</b>	<b>440.91</b>	<b>0.008</b>

Overview of efficiency per employee and activity





Employees are shown their results on the wireless entry keys. The Nomad information screen also displays the overall production results for all employees. This boosts staff motivation even more, particularly when excellent individual performance is rewarded.

naam	tijdelaar	aantal	vervalaar	AANTAL/ABR. %	min/100 stuks	min/100 stuks %
118: Euzena Lervandovska	05:30	3432	624	80%	9,62	122%
135: anna Franka	04:30	2844	632	81%	9,48	123%
141: adrian pasinski	01:00	694	684	98%	8,77	134%
032: Hendrik Hendriksen	02:00	1487	744	95%	8,07	103%
148: ir justyna kosprzak	01:00	759	758	97%	7,91	103%
011: gisje van haften	01:00	912	912	100%	6,98	80%
122: Anna Fryc	00:30	486	972	128%	6,17	80%
139: rianek olwaid	00:30	486	972	128%	6,17	80%
140: paulina zarka	01:00	972	972	100%	6,17	80%
144: henryl godula	00:30	486	972	128%	6,17	80%
146: justyna Gembowska	00:30	486	972	128%	6,17	80%
177: janusz kowalczyk	00:30	486	972	128%	6,17	80%
182: malgorzata piaskowska	00:30	486	972	128%	6,17	80%
028: helma VAN MEER	05:30	3581	1023	131%	5,86	75%
	<b>22:30</b>	<b>17586</b>	<b>782</b>	<b>100%</b>	<b>8</b>	<b>100%</b>

Overview of efficiency per employee and activity.

### Payroll administration

A labour part makes it possible to draw up complete labour lists for your employees, including the number of hours worked by each employee and performance data. Nomad can work with performance-based or a time-based salary. This part also enables you to check who was the last to work on a particular path - an ideal control tool for both supervisor and grower.

Payroll is used for an overview for the hours worked by an employee and you can also see what the employee earns or costs. It shows how many holiday hours they are due, TFT or whether an employee was ill during that week or over the year. You can send the personal payroll to each employee by e-mail. The payroll is also used to connect up with booking systems. In the overview you can see the total number of hours the employees has already worked this year.





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## Stock Management

Stock management allows you to keep track of your stock. You can see what came in, when and how many. You can also see who used what, when and how many.

For fertilisers, we can calculate how much nitrogen, phosphate and potassium has been used. For chemicals, we can calculate how many effective substances have been used.

Job codes editor

- 191: ec / pc measuring (EC / PH)
- 195: calci + (CALCI +)
- 196: calci - (CALCI -)
- 197: salt + (SALT +)
- 198: salt - (SALT -)
- 199: fe dtpa 6% + (FE DTPA +)
- 200: fe dtpa 6% - (FE DTPA -)
- 210: read meters (METERS)
- 211: gas meter reading (GAS)
- 212: electricity meter reading (ELECT)
- 220: aaterra + (AATERRA +)
- 221: aaterra - (AATERRA -)
- 222: eupareen + (EUPAR +)
- 223: eupareen - (ELPAR -)

None

Apportion job

Stock Update Type  
Add to

Reference #1: 516      Reference #2: salt

Variable: AMOUNT      Factor: 1

Units: KG

*Keep track of your stock*





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## Quality management and food safety

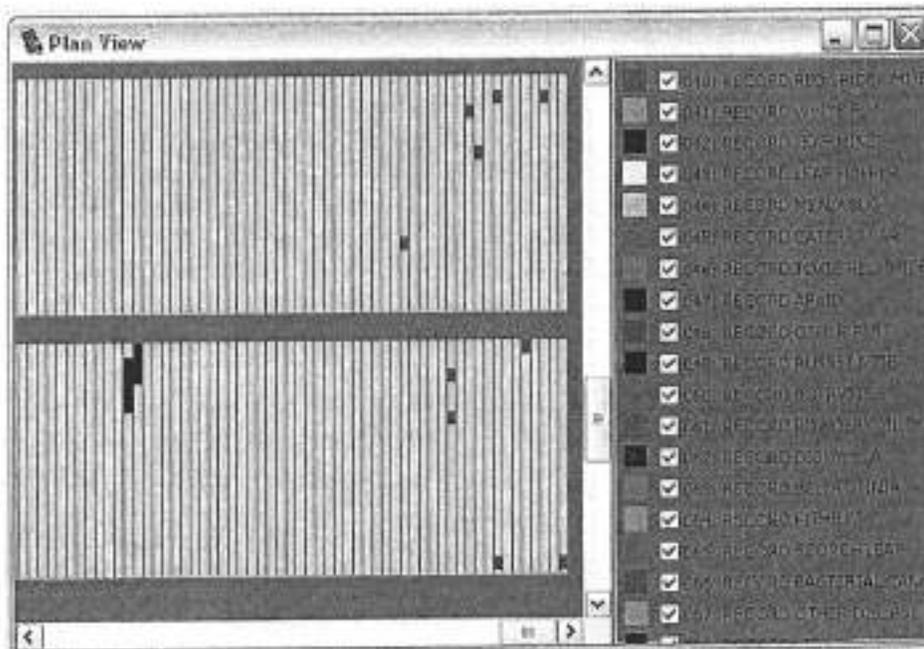
### Track and Trace

When harvesting in end fust and when a weight scale is included in the system, the row number, employee number and container number on the box can be printed. This information allows you to monitor and safeguard the quality of the workers. It can also be used for food safety to keep track of your product when it leaves the company.

*\*\*This part of the system will be installed in consultation with the company providing the internal transport and the dealer of Korthofah for the printing. Excluding PRINTER and changes to the internal transport system when necessary*

### Effective crop protection

You can use Nomad to protect your crop in a targeted manner. Pests and diseases are localised at an early stage and can therefore be combatted more effectively to ensure a healthy crop. The location of the infestation can be read directly from the greenhouse floor plan on your PC screen. This also makes it easier to comply with quality and environmental legislation.

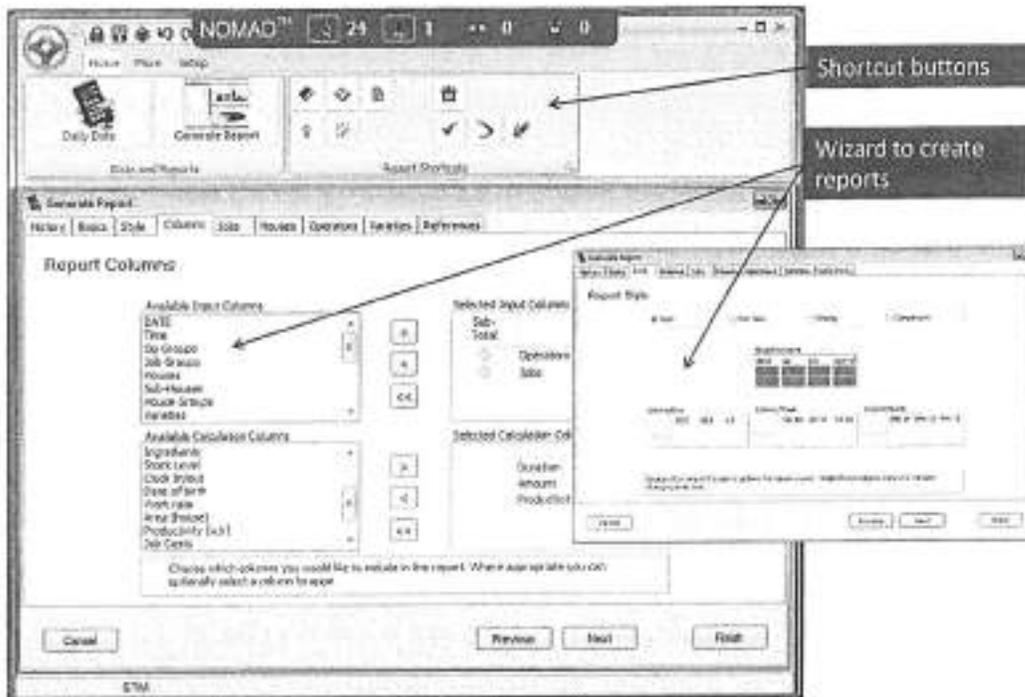


*Nomad makes pests and diseases traceable. This enables you to control crop health and to maintain food safety.*



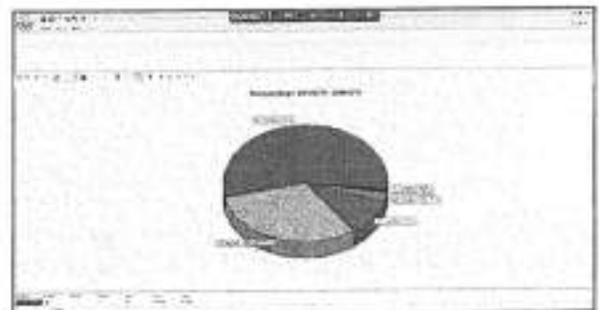
## Create reports, graphs and overviews for data analysis

Flexibility is the common feature in the entire package. This particularly applies to the reports, which you can compile yourself.



*Create reports*

This information can then be converted into different reports, where you decide which conditions these reports must satisfy. Besides being shown in a chart, the data can also be presented as a graph. Obviously, a system designed for the precise registration of labour information also incorporates a facility for calculating payments per employee. In addition to being flexible, convenient, simple and accurate, this makes Hoogendoorn Nomad a very comprehensive system.



*Analyse data*

The system also features a standard data export function to Microsoft Excel®.

In addition to the basic reports, you can customise and produce any report you want using your "posted" data, including graphs.



## Handling Costs

Overview of handling cost per activity.

job	AMOUNT ^	pcr value	hr value	value	value/amount
026: LIFTING STEMS	80171	117.65	182.28	182.28	0.002
024: DELFAPING (LEAVES ONLY)	55778	443.98	232.75	443.98	0.007
016: DROPPING	54755	400.37	420.42	420.42	0.008
008: TRAIN, TRUSS PRUNE, LAYER	17680	328.34	240.70	328.34	0.019

Overview of handling costs per activity

## Communication with employees through Nomad keys

### Employee warnings

There are two separate parts to the employee warning screen on your Nomad keys. The top part is for messages sent to individual employees. The lower part is for a message to be sent to all employees.

←

Tools

- ABIA Scout
- + Add warning
- ✉ Send To
- Select Operators

Employee warnings

Individual messages

Name	Warning	Uploaded	Seen	Confirmed
[REDACTED]				

Global messages

Name	Uploaded	Seen	Confirmed
------	----------	------	-----------

Send warnings to your employees





If the first option in the 'employee selection' is chosen, the warning will be sent to an individual employee. The employee number and message must be filled in on the right.

When adding a warning, a new dialogue appears:

Employee warnings

Employee selection

Single

All

Selection...

Employee

001: John Smith

Message

CONTACT THE OFFICE

OK Cancel

*Send warnings to your employees*

### Direct Feedback

If required, the Nomad Key can display feedback once a job or row has been completed. Feedback generally relates to time and speed and can therefore help make employees aware of their progress. The feedback displayed on the key applies to the previous job, as entering a new job or row number signifies the end of the previous job. If a job is set up for data entry at the end of the task, such as a harvesting job, the feedback will apply to that task. The feedback to the key will either be instant or will download when the key is in range of the Link Unit. Here is a list of job types used for direct feedback.

**Minutes per row (avg)** – average minutes per row since clock-in

**Kg per hour (avg)** – average kg per hour

**Minutes per row (abs)** - time taken for the most recently completed row

**Kg per hour (abs)** – kg per hour pro-rata for the most recently completed entry

**Minutes per 100 plants (avg)** – average time taken pro-rata per 100 plants

**Minutes per 100 plants (abs)** - time taken pro-rata per 100 plants for the most recently completed entry

**Plants per hour (avg)** – average number of plants per hour

**Plants per hour (abs)** - number of plants per hour pro-rata for the most recently completed entry





## Nomad hardware



*Controller box*

### Controller box

The controller box acts as a buffer, enabling all information entered to be stored on the main computer system. If the computer system shuts down for any reason, the controller will keep collecting data and store the information for a couple of days. No information is lost.

### Link units

The link units (transmitter/receiver), evenly spaced over the growing area, pick up the Nomad key signals and provide communication between the Nomad keys and the controller box. These link units allow you to locate and page everyone working with a Nomad key.



*Link unit*

### Nomad RFID individual Keys

The Nomad keys (input boxes) are easy to wear and are used to enter all kinds of information, like labour, yield information or pests and diseases. The Nomad key has its own memory and transmits information without radio inference.

The wireless keys are very easy to use. The language for both the group and individual key can be set and are therefore suitable for employees from various backgrounds. The keys register data such as employee number, cultivation activity and row number. All activities are stored in the keys, even outside the transmission range. This means that all work activities can be registered without interruption.

The Nomad individual keys can be used both by individuals or a group. With the Nomad individual key, each employee can enter information on the go. Data is registered via manual or non-contact entry (RFID). A charging unit is included.



*Nomad individual keys*





### Nomad RFID group key

The Nomad Group key is wired. All types of keys can be combined together depending on how and where you want to use the key. In consultation with you, we can make a good plan tailored to your needs and wishes.

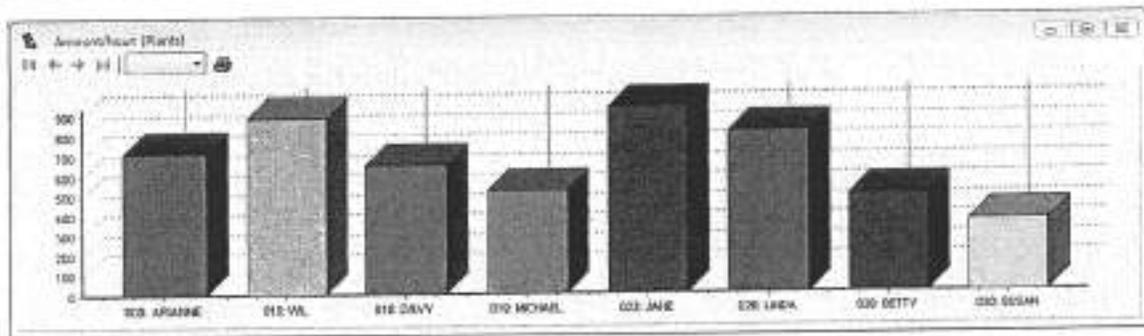


*Nomad group key*

Several staff members can enter their activities with one Nomad Group key. This key is convenient when multiple employees are working in a single location in the greenhouse. For proper registration, each employee identifies himself to the group key, entering his employee number manually or using a RFID card. The use of a card makes sure personnel identify themselves correctly.

### Dongle Nomad USB or controlling rights

The Nomad Dongle acts as a personal key. Depending on the rights that were given to the dongle, you can either see a question mark or a name. This is to protect your valuable data and the privacy of your employees.



*Restrict user rights by using the Nomad Dongle*





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## Service & support



### Hoogendoorn Helpdesk

The Helpdesk offers you 24/7 support. Our experts try to answer your questions as soon as possible. They have the most sophisticated technologies available, for example direct login to your Hoogendoorn iSii computer via remote assistance. Our Service Advisor can also visit you to optimise your settings or to provide you with advice. We can provide you a separate quote for this service.

### Training

While commissioning the system, your Hoogendoorn partner will explain how to operate the iSii process computer so you can independently manage all your automated processes and systems in an efficient manner.

### Online training (webinar)

A webinar is an online seminar or interactive training that we offer on request to all our customers. The webinar has been specially developed for customers who require customised training about specific subjects within their own cultivation process from their own workplace. A webinar is custom-made, so you can indicate which subjects you wish to focus on during the training. During this online training, the Hoogendoorn expert can answer all your questions about production-related subjects such as plant physiology, software settings, cultivation methods and more. Furthermore, if your iSii process computer is connected to the Internet and with your permission only, your own iSii process computer can be used as a medium for the webinar. To participate in a webinar, you need a good Internet connection, a headset and if possible a webcam. If you are interested in an online training, please contact us to discuss the possibilities. The online training isn't included in this proposal.

### Innovation

Every year, 15% of the turnover is used for product innovation and development. Our own R&D department works closely with innovative customers and leading universities worldwide. Innovations from Hoogendoorn are equipped with state-of-the-art-technology and hardware and produced according to international quality standards. To secure constant quality of our products Hoogendoorn is Horti-Q certified.





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## Quality management

Next to sustainability and user-friendliness, quality is an important principle for our innovations. The Hoogendoorn systems have a long lifespan due to the use of highly durable industrial hardware. Moreover, all systems are easy to upgrade with the latest software. As a result, this makes our automation solutions a long-term investment with a high return on investment. The ISO 9001 certification, HortiQ certification and UL listing emphasise this.



*ISO 9001 quality management systems certified*

ISO 9001 is the Internationally Recognized Standard for Quality Management Systems. With a systematic and process driven approach to managing our business, a consistent level of quality and satisfaction is delivered.



*Hardware quality Horti-Q certified BRL 8001*

HortiQ is an independent and reliable certificate of quality that gives you the certainty that all products have been produced according to strict technical requirements and that these meet international standards.



*UL listed*

UL listed means that products meet UL safety standards. All products are tested on validated performance, environmental health and sustainability.

**LISTED**

## Corporate Social Responsibility

The core values of People, Planet and Profit are combined in our company processes in a harmonious manner. We provide sustainable solutions that increase product quality with minimum use of fossil fuels, water, minerals and pesticides. Consequently, growers produce more kilos per m<sup>2</sup> which contributes to food safety and food security. Moreover, Hoogendoorn systems ensure that generated energy (e.g. solar and bio-energy and geothermal heat) is used as efficiently as possible. This reduces the waste of CO<sub>2</sub> and thus contributes to the global reduction of the carbon footprint.

Through training, we share our knowledge about sustainable and responsible production with local partners and entrepreneurs. In this manner, we provide a foundation for high quality production and a safe working environment. With this approach, we make an important contribution everywhere in the world to long term profit for entrepreneurs and society.

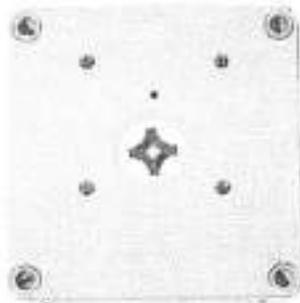




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### Individual entrance control

With Nomad entrance control, you define who can enter your company and when. You decide who has access to certain entry points and doors and at what times. Nomad also records who were given access and to whom it was denied. Nomad door control uses RFID cards as shown in the images below.



*Nomad RFID entry control*



*Nomad RFID entry card*





## Delivery proposal for software and hardware

- 1 Software program **Hoogendoorn Nomad path registration** (English version)
  
- 1 Nomad Controller
  
- 5 RFID Nomad key MK3 USA
- 5 Key cord Nomad key
  
- 1 Charging bracket for five RFID Nomad keys
- 1 Power supply for charging brackets MK3
  
- 1 Link Unit LK4-2 USA
  
- 100 RFID card (printed)
- 100 Holders for RFID card
  
- 25 Nomad Groupkey RFID (wired)
- 25 Holders for Nomad Groupkey removable
- 4 Power supply for Groupkey
  
- 60 Employee Tags
  
- 3 Nomad RFID reader for door controller
- 3 Interface for Nomad door opener (12V)
  
- 5 USB Dongle for software licence
- 3 Connections for Nomad Plasma

### Minimum system requirements:

Processor	: Intel Core i3 or higher
Memory	: 1 GB or more
Operating system	: Windows® 7 or higher
Free port	: 3 USB 2.0 or USB 3.0
Free space	: 1 GB free disk space
Printer port	: 1 USB 2.0 or USB 3.0
Monitor or LCD display	: Minimum required resolution is 1024 x 768 pixels. However, it is advisable to use a resolution of 1280 x 1024 pixels if your company has many employees or uses a larger map.





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## Price overview

Your investment in the Nomad configuration as described is:

**\$ 56.080,00 CAD**

(Price does not include a personal computer)

### Note:

- In this proposal, we have assumed that the link unit will be installed in a public area, e.g. grading area, nursery entrance or near the canteen or office.
- Please ensure that the charge unit for the Nomad keys is installed with no obstacles in the direct range of the link unit. The range of the proposed Hoogendoorn Nomad system is based on standard situations.
- Future expansions to create full two-way data transmission over the greenhouse are possible using a number of extra link units.
- The cost resulting from this system expansion is not included in this proposal.
- We will install the software on a Windows computer you provide. The PC should have at least 3 USB ports unused.

### Please note:

After acceptance of this offer, we will assume that this document is binding. When executing the project, the order confirmation will contain a copy of the existing scope.





## Terms of Supply

Prices	: Gross, excluding HST
Excluding	: Excavation, trenching, quarrying, carpentry, painting works and installation of sensors in heating/irrigation installation and any materials and works not specifically mentioned in this offer. The provision of any ground electrodes and/or other grounding provisions required. Telephone facilities.
Price validity	: The offer price will be valid for 3 months.
Delivery	: 6 weeks after receipt of written order.
Terms of delivery	: Delivered At Place (DAP), Incoterms 2010
Invoice	: 50% After installation : 50% payment after 12 months date of finished installation
Payment	: Within 30 days after date of invoice

Ownership of software: prices quoted in this order include the right to use the accessory software during the lifetime of the computer system. Transfer of these rights is prohibited without written permission from Hoogendoorn Growth Management.

### Warranty:

Hoogendoorn gives a **one year warranty** on all new materials it supplies and software it produces. This warranty means that materials and software that are faulty at the time of delivery will be replaced free of charge. This is subject to the warranty claim being brought to the attention of Hoogendoorn within one year of the date of delivery. The materials/software replaced under warranty shall be returned to Hoogendoorn. If any hardware has not been supplied by Hoogendoorn, we cannot grant a warranty for the working of the whole system. Furthermore, the system must be installed in accordance with Hoogendoorn's installation guidelines.





### **Liability**

The General Terms of Delivery of Installation Companies 2007 of Uneto-VNI (ALIB 2007) apply to this proposal and to all our deliveries. A copy of these terms is enclosed with this proposal or is already in your possession. By accepting this proposal or any amended version thereof, you confirm that you have received and read these ALIB 2007 terms. The Vienna Sales Convention (CISG) is explicitly excluded. Hoogendoorn Growth Management accepts no further liability for any damage arising from work carried out by it or advice provided or inaccuracies in its publications or its software or hardware, or resulting from incompetent use or incorrect functioning of the computer system and/or the hardware connected other than described in the above-mentioned ALIB 2007.

Critical processes must be additionally monitored and/or protected by the user himself, using devices outside the computer. There are many critical processes in a horticultural nursery, such as watering, shaving peaks in gas and electricity consumption, CO<sub>2</sub> supply, lighting, etc. Monitoring outside the computer means, for example, using equipment that is not connected to – or dependent on – the control computer, but also regularly carrying out personal (visual) inspections.

As a user, you are responsible for having your sensors and other metering devices checked and/or calibrated in good time. Most sensors must be calibrated at least once a year.

Dial-up connections via fixed or mobile telephone lines to modems and Internet connections may be susceptible to faults or may sometimes not even be established at all. Hoogendoorn cannot be held responsible for the quality and operation of such connections.

### **This proposal excludes:**

- Labour;
- Electrical switchboards and/or control panels;
- Electrical cabling, wiring and/or power supply;
- Electrical installation work;
- Costs of storage and/or customs facilities for the materials;
- Costs of building, construction and repair work;
- Supply and installation of boards or frames for link units and Nomad keys;
- Commissioning of the system;
- Education and training;
- Spare parts;
- All work not specifically mentioned in this proposal;
- Telephone lines and/or facilities;
- Travelling and accomodation expenses;
- Costs of import taxes;





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## References



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**Kapital**  
PRODUKT

WONDERPLANT **VEGEX**

*kwekerij*  
**T. Varekamp**

**LEMA**  
tomaten



**MONSANTO**



**NATURAL GROWERS**





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VAT NL0027.625.34801  
Ch.a.C 27213229

ISO 9001 & HortIQ certified

## Order confirmation

Date	24-7-2017	Handled by	Pieter Kwakemaak
Our reference number	H-17063	Direct tel.	+31 (0)104808080
Your reference number	Golden Fresh Ohio extension	Direct fax	+31 (0)104808000
Subject	Order confirmation Work-IT extra's phase 1		

Thank you for your interest in our products and services. Please find enclosed the order confirmation for the delivery of additional materials for the Work-IT configuration. This quotation consists of a product introduction, a delivery proposal for software, the options relevant for you, a price list and annexes containing further information about our products.

When buying a system by Hoogendoorn Growth Management, you choose peace of mind and security, convenience and time savings. The Hoogendoorn Helpdesk provides support 24/7. We become personally involved in your efforts to achieve optimum quality and crop yields, and you will find us an expert partner for any topic relating to crop control, energy management, registration and insight into all your operational processes.

Finally, Hoogendoorn Growth Management would also like to draw your attention to our terms and conditions of delivery enclosed with this quotation. If you have any queries, please feel free to call us on +31(0)10 480 80 80.

Kind regards  
Hoogendoorn Growth Management

Martin Heimich  
Director Marketing and Sales

Hoogendoorn Growth Management is a trade name of Hoogendoorn Automatisering B.V.  
The General Terms of Delivery of Installation Companies 2007 (ALIB 2007) are applicable to all our agreements. These general terms are available on our website [www.hoogendoorn.nl](http://www.hoogendoorn.nl) and will be sent to you free of charge on first request.





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**TERMS OF DELIVERY** Hoogendoorn Automatisering B.V., registered office:

's-Gravenzande, company reg. no. : 27213229. The Algemene Leveringsvoorwaarden Installerende Bedrijven 2007 (ALIB 2007) of Uneic-VNI apply to all our contractual relations. These terms of delivery can be viewed on our website [www.hoogendoorn.nl](http://www.hoogendoorn.nl) and we will send you a free copy on request. In addition, supplementary contractual and/or general terms by your Hoogendoorn partner or installer may apply. In case of contradictions, the terms of the dealer/installer shall prevail.

**UNINTERRUPTED FUNCTION**

Supplementary to Hoogendoorn's Terms of Delivery, two additional items also apply to the iSii:

1. Do not install any other software on the iSii yourself which was not supplied by Hoogendoorn, unless such software has explicitly been declared by Hoogendoorn in writing as: "Suitable for iSii"
2. An iSii must be connected to a computer network (LAN, WAN, Internet etc.) by a specially trained professional IT supplier in strict compliance with the Hoogendoorn guidelines in this regard. These guidelines are available from the Hoogendoorn helpdesk. With respect to both items, Hoogendoorn accepts no liability whatsoever for any consequences of non-compliance with these points.

**ADDITIONAL PROTECTION**

Critical processes must be additionally monitored by users themselves and/or protected by provisions outside your computer.

1. Many critical processes are involved in horticultural greenhouse operations, such as irrigation, reducing peaks in gas and electricity consumption, CO2 supply, lighting etc. Monitoring critical processes apart from your computer can mean using devices which are not connected to the control computer or are independent from it, but also regularly undertaking personal (visual) checks. In addition, safety devices outside the computer should also be provided to prevent damage to installations due to inaccurate or unexpected computer control.
2. Hardware must be additionally protected against power surges and peaks. Hoogendoorn does not accept liability for damage caused by power surges and peaks.

**PUBLICATIONS**

Hoogendoorn has taken the utmost care in preparing the text of this publication and the contents of its software and help screens.

However, if you feel there are any inaccuracies in this publication or in the software, please advise Hoogendoorn accordingly. Nevertheless, Hoogendoorn is unable to accept any further liability other than the ones described in our Terms of Delivery mentioned above. The contents of this publication are subject to change without prior notification at any time.





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## Introduction

### About Hoogendoorn

Hoogendoorn is known as the world's most innovative supplier of process automation systems in the horticultural industry. Since 1967, we have been working towards achieving the optimal greenhouse climate, increasing crop yields and managing costs and risks in horticulture. We have learned to regard any project in a unique and individual manner, whatever its size. With innovation as our prime focus and by only integrating the latest techniques and insights into your operational management, the most complex processes become surprisingly simple. We call that Growth Management, which is at the heart of all our services, people and products.



With your know-how and experience and Hoogendoorn's advanced technology combined, it is possible to grow healthy and high quality crops with a maximum yield in any climate condition – worldwide. Obviously, optimum calculations take into account factors such as energy, labour, water consumption, solar radiation, weather and the environment, etc. Our experience has produced a comprehensive range of user-friendly products which are available in several languages. Our products are supported by practice-oriented user training, a 24/7 Helpdesk and reliable local maintenance services.

We develop, manufacture and sell all our products from our headquarters in Vlaardingen, the Netherlands. Sales and after sales are also conducted from our offices in France, China, Russia, Canada and Mexico. Our foreign clients can turn to our committed specialists at any of the Hoogendoorn offices, as well as our well-trained Hoogendoorn partners all over the world. Our local partners keep spare parts of your Hoogendoorn products and the related measurement equipment in stock, in order to provide you with rapid and customer-focused service at all times.

Hoogendoorn Growth Management is part of the Hoogendoorn Group, which in turn is an operating company of the listed parent company Batenburg Techniek N.V. For many years, the Batenburg Group has achieved positive business results (annual turnover € 161 million) and built up a solid financial position.

Worldwide  
innovator in  
horticultural  
automation



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### **About Work-IT - The Hoogendoorn Production and Labour Registration System**

Have you ever considered what would be the ideal system for recording horticultural data? In view of the current scale of modern greenhouse cultivation and the consequent length of the aisles, a system recording relevant information on the spot would be most useful. Especially in cases where employees perform their tasks from an elevated railcar, for example. The Hoogendoorn Work-IT Production and Labour Registration System offers the ultimate flexibility. This remote controlled system enables you to register business information from any location.

**workit**

Manage labor and production by data monitoring

### **The system: flexible, simple, convenient and accurate**

The Work-IT Production and Labour Registration System is a wireless, real-time registration system. The system allows you to easily register and analyse data such as personnel performance, harvest activities, crop health and production costs, giving you total control of productivity and costs. Moreover, track & trace and pest & disease management ensures a healthy crop and food safety. The user-friendly software thus .

The software has a Windows appearance, is therefore simple to use and available in different languages. All registered data can be viewed in clearly displayed graphs, tables or floor plans and can be exported to different type of files. The registered data can thus be used by different disciplines, such as Purchasing, Finance, Agronomy and Human Resources. It is one application built up from several modules. Only the modules which are going to be used are activated and charged. Being modular, the software can therefore be completely aligned to your wishes and business circumstances.

### **RFID-input**

Data input is registered manually or via RFID. This method can drastically reduce the number of input errors. Another advantage of RFID is that environmental factors like UV radiation and dirt have no influence on scanning performance. This implies a flawless registration and storage of data.





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## The software modules

### Work-It Basic - The Labour & Production Module

The labour & production module forms the basis of our system. Smart functions allow extensive labour and production data to be conveniently recorded. With Work-IT Basic, you will always have precision data on costs, times, production and performance available. These data can also be compared to other data, allowing you to zoom in on your business operations down to the finest detail.

Included in Work-IT basic is the following functionality:

- Basic data on employees, tasks and locations
- Registrations via input terminals or tag readers (Android smartphones)
- Checking of registrations and carry out corrections
- Overviews of registrations
- Reporting tool with export possibilities (Excel, pdf, mail)
- Employee availability, sick leave and holidays
- Enter observations
- Overview of observations



Additionally the following extras are included:

- Day planning of employees and tasks
- Inventory control
- Billboard slideshows on screen
  - Performance, quality and planning
  - News, movies, websites, images
- Registration of observations via app including photos
- Mobile scanning (app, NFC) of employees, tasks, trolleys and rows
- Input via virtual input terminal or offline on registration forms





## Optional software modules

### **Plan-IT - Planning Module**

The Planning module comprises an interesting expansion to the Labour and Production module. The Planning module brings peace of mind and clarity into your business processes, allowing your manager to efficiently allocate and schedule working hours. Plan-It allows you to create planning schedules per year, per week or per day, at both action type and employee level. Employees will be able to see the tasks they are to perform that day – and in what order they are to be performed – as soon as they come in to work. This module allows you to link your annual budget to your planning.

### **Protect-IT - Crop Protection Module**

Crop Protection registration will enable you to see which crop protection agents are used, which pest or disease they were used to combat, the effects they produced on the crop and the associated costs. Additionally, inventory is taken of the crop protection agents in stock. Observations in the greenhouse (with photographs) can also be recorded and data can be retrieved per pest.

### **Check-IT - Checking Module**

The Checking Module is used for the quality grading of employees, tasks and harvesting trolleys by using an application for Android or iOS. You can combine the quality grade with a (minus) bonus, to boost employee motivation. The system also allows you to create a quality grading overview.

### **Reward-IT - Costs and Payroll Administration**

The Cost and Payroll Administration functionality is perfect for companies that require in-depth specification of wage costs and other components with a view to achieving a better interface with their business administration. Elements such as various schemes and allowances can be incorporated into the module per individual or group of permanent employees. The system can be linked to payroll and financial administration applications.

### **Unlock-IT – Access Management**

This module can be used to allow and restrict access of employees to certain areas of the greenhouse during certain times of the day or week, and to register who has been in different areas. The module can be linked to door opening systems, and can be operated by means of employee tags of fingerprints.

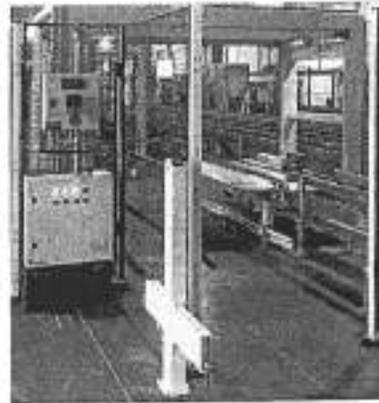




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### **Pack-IT – Weighing, sorting and packing**

This module provides the possibility to monitor quality and quantity during sorting and packing of harvested products in the packing area. The module can be linked to fixed and mobile weighing machines and weighing scales.



### **Inform-IT - Internal employee portal**

The Inform Module is an employee portal linked to Work-IT. Within this module, you can present overviews of working hours and share documents (newsletters, management information) with employees. You can also digitize leave requests and use it for the online registration of working hours and availability of personnel.

### **System Requirements**

- Workstations (PC's) on which Work-IT is used must be connected to a central database PC or server in the same network
- We advise to install the database of Work-IT on a server which is always online and will not be used as a workstation
- For support it is necessary that we can reach PC's and database by remote desktop. We are using Teamviewer for remote sessions
- We configure a backup, after configuring the backup it's the responsibility of the customer to check and distribute the backup
- We cannot be held responsible for disruptions in the network of the customer.





### Work-IT Server

Hardware	Minimum	Advised
Processor	<i>Dual Core 2.5 GHz</i>	<i>Quad Core 2.5 GHz</i>
RAM	<i>4 Gb</i>	<i>8 Gb</i>
HDD	<i>SATA 2 Disks</i>	<i>SAS 5 disks</i>
Redundancy	<i>Raid 1</i>	<i>Raid1 and Raid 5</i>
Backup	<i>File copy</i>	<i>Tape or Online</i>
Software	Minimum	Advised
Operating System	<i>Windows Server 2008</i>	<i>Windows Server 2012</i>
Database	<i>MS SQL Server Express 2008</i>	<i>MS SQL Server 2014</i>
.NET	<i>.NET Framework 4.5.1 or higher</i>	

### Work-IT Client (coupled with the server within the network)

Hardware	Minimum	Advised
Processor	<i>Single Core 2.5 GHz</i>	<i>Dual Core 2.5 GHz</i>
RAM	<i>4 Gb</i>	<i>8 Gb</i>
HDD	<i>SATA 40 Gb</i>	<i>SATA 160 Gb</i>
Screen	<i>17"</i>	<i>23", certainly for managers and planners</i>
Software	Minimum	Advised
Operating System	<i>Windows 7 Professional</i>	<i>Windows 8</i>
.NET	<i>.NET Framework 4.5.1 or higher</i>	

### Support

Our servicedesk can provide distance support is:

- It is possible to log in via Remote Desktop on a fixed IP address within the company network;
- It is permitted to take over individual user PC's within the network.

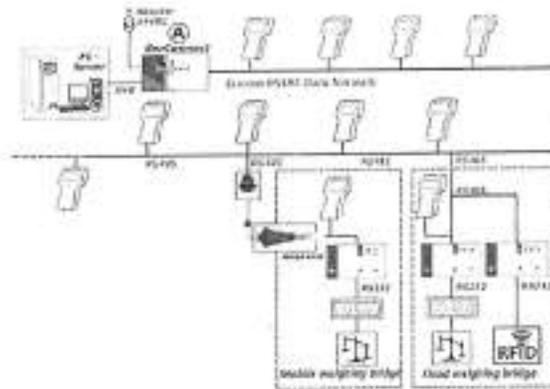




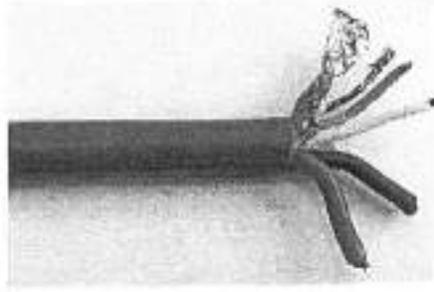
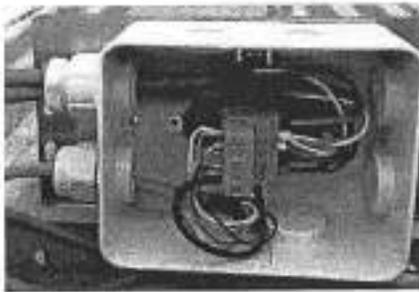
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## Hardware

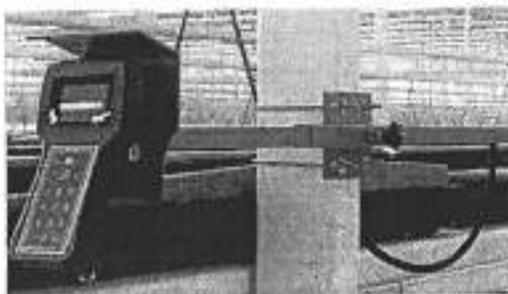
### Group terminal (optional with RFID reader)



These terminals can be located throughout the greenhouse and the packing area, and can be used by all employees. They can enter information manually via the keyboard, or using RFID tags to identify themselves and register jobs and rows.



We supply cable for power supply and data communication between Work-it Connect and terminals, and a pre-installed junction box to make installation easy and without risk.



The terminal can be mounted to a pole, we supply 30 and 100 cm. mounting plates.





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### Smartphone (not supplied by Hoogendoorn)



Smartphones (Android or iOS) with RFID scanner and software app are used by all individual workers for identification and registration.

### RFID tags



Keyring RFID tags are used for the registration of jobs/tasks and employees

Disc RFID tags are used for rows and trolleys and are fixed at the beginning of each row, and on each trolley.

### XPass

The XPass tagreader is used for to give or deny access to employees, and to register when they are entering and leaving the work area.





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## Delivery software and hardware

Below is the addition to the system as discussed.

### Hardware

Extra terminals in packing house:

- 3 RFID terminals with fastening material
- 350 m. communication cable
- 1 Work-IT Connect communication router

### Software

- 1 Pack-IT + 12 weighing scales.
- 15 Entry points
- 1 Coupling to LRE system

### Not included in this proposal are:

- Wifi router and access points
- Smartphones

Included in the proposal is complete setup of the system including training, additional online training and support via our Helpdesk.

One year of support is included in the price.

## Price overview

Your investment in the system configuration    **\$ 15.000,00 USD**





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## Update and Support contract

The Hoogendoorn Work-IT package gives you total control of productivity and costs and provides insight into any aspect of your business operations. Correct working of the software is therefore essential to stay in control.

When you order a Work-IT hardware and software system, support during the first year is included in the package. A Work-IT Software Update and Support contract from Hoogendoorn Growth Management forms an integral part of a Work-IT delivery by Hoogendoorn or by a Hoogendoorn partner.

When you have a Work-IT contract agreement, you get higher performance, extra functionality, program improvements and optimizations at no additional charge for the life of the contract.

A Work-IT Contract can be signed with Hoogendoorn directly, or with the Hoogendoorn partner, at the same cost.

A Work-IT Contract covers Work-IT Basic and all optional modules that are a part of your software licence. Twice a year an updated licence is made available and a notification to update the software at your convenience. The update comes with applicable release notes and online support if required.

If a Work-IT Contract is signed for 5 years at the time of ordering the Work-IT package, the contract price will remain the same during those 5 years, a very economic flat and transparent fee that gives you manageable costs from the start.





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## Service & support



### Hoogendoorn Helpdesk

The Helpdesk offers you 24/7 support. Our experts try to answer your questions as soon as possible. They have the most sophisticated technologies available, for example direct login to your Hoogendoorn iSii computer via remote assistance. Our Service Advisor can also visit you to optimise your settings or to provide you with advice. We can provide you a separate quote for this service.

### Training

While commissioning the system, your Hoogendoorn partner will explain how to operate the iSii process computer so you can independently manage all your automated processes and systems in an efficient manner.

### Online training (webinar)

A webinar is an online seminar or interactive training that we offer on request to all our customers. The webinar has been specially developed for customers who require customised training about specific subjects within their own cultivation process from their own workplace. A webinar is custom-made, so you can indicate which subjects you wish to focus on during the training. During this online training, the Hoogendoorn expert can answer all your questions about production-related subjects such as plant physiology, software settings, cultivation methods and more. Furthermore, if your iSii process computer is connected to the Internet and with your permission only, your own iSii process computer can be used as a medium for the webinar. To participate in a webinar, you need a good Internet connection, a headset and if possible a webcam. If you are interested in an online training, please contact us to discuss the possibilities. The online training isn't included in this proposal.

### Innovation

Every year, 15% of the turnover is used for product innovation and development. Our own R&D department works closely with innovative customers and leading universities worldwide. Innovations from Hoogendoorn are equipped with state-of-the-art-technology and hardware and produced according to international quality standards. To secure constant quality of our products Hoogendoorn is ISO9001 and Horti-Q certified.





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## Quality management

Next to sustainability and user-friendliness, quality is an important principle for our innovations. The Hoogendoorn systems have a long lifespan due to the use of highly durable industrial hardware. Moreover, all systems are easy to upgrade with the latest software. As a result, this makes our automation solutions a long-term investment with a high return on investment. The ISO 9001 certification, HortiQ certification and UL listing emphasise this.



*ISO 9001 quality management systems certified*

ISO 9001 is the Internationally Recognized Standard for Quality Management Systems. With a systematic and process driven approach to managing our business, a consistent level of quality and satisfaction is delivered.



*Hardware quality Horti-Q certified BRL 8001*

HortiQ is an independent and reliable certificate of quality that gives you the certainty that all products have been produced according to strict technical requirements and that these meet international standards.



*UL listed*

UL listed means that products meet UL safety standards. All products are tested on validated performance, environmental health and sustainability.

**LISTED**

## Corporate Social Responsibility

The core values of People, Planet and Profit are combined in our company processes in a harmonious manner. We provide sustainable solutions that increase product quality with minimum use of fossil fuels, water, minerals and pesticides. Consequently, growers produce more kilos per m<sup>2</sup> which contributes to food safety and food security. Moreover, Hoogendoorn systems ensure that generated energy (e.g. solar and bio-energy and geothermal heat) is used as efficiently as possible. This reduces the waste of CO<sub>2</sub> and thus contributes to the global reduction of the carbon footprint.

Through training, we share our knowledge about sustainable and responsible production with local partners and entrepreneurs. In this manner, we provide a foundation for high quality production and a safe working environment. With this approach, we make an important contribution everywhere in the world to long term profit for entrepreneurs and society.





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## Terms of Supply

### Delivery conditions:

Prices : Net, excluding VAT

Excluding :

Excavation, trenching, quarrying, carpentry, painting works and installation, sensors in heating/irrigation installation and any materials and works not specifically mentioned in this offer. The provision of any ground electrodes and/or other grounding provisions required. Telephone facilities.

Price validity : The offer price will be valid for 3 months.

Delivery time : 6 weeks after receipt of written order.

Delivery : Delivered At Place (DAP), Incoterms 2010

Invoice : 50% of contract price before shipping;

Invoice : 50% of contract price after delivery

Payment : Within 30 days after date of invoice

Ownership of software: prices quoted in this order include the right to use the accessory software during the lifetime of the computer system. Transfer of these rights is prohibited without written permission from Hoogendoorn Growth Management.

Please note that in case of hardware replacement, the old hardware that is replaced needs to be returned to Hoogendoorn, unless agreed otherwise.

## Warranty

Hoogendoorn gives a one year warranty on all new materials it supplies and software it produces. This warranty means that materials and software that are faulty at the time of delivery will be replaced free of charge. This is subject to the warranty claim being brought to the attention of Hoogendoorn within one year of the date of delivery. The materials/software replaced under warranty shall be returned to Hoogendoorn. If any hardware has not been supplied by Hoogendoorn, we cannot grant a warranty for the working of the whole system. Furthermore, the system must be installed in accordance with Hoogendoorn's installation guidelines.





## Liability

The General Terms of Delivery of Installation Companies 2007 of Uneto-VNI (ALIB 2007) apply to this proposal and to all our deliveries. A copy of these terms is enclosed with this proposal or is already in your possession. By accepting this proposal or any amended version thereof, you confirm that you have received and read these ALIB 2007 terms. The Vienna Sales Convention (CISG) is explicitly excluded. Hoogendoorn Growth Management accepts no further liability for any damage arising from work carried out by it or advice provided or inaccuracies in its publications or its software or hardware, or resulting from incompetent use or incorrect functioning of the computer system and/or the hardware connected other than described in the above-mentioned ALIB 2007.

Critical processes must be additionally monitored and/or protected by the user himself, using devices outside the computer. There are many critical processes in a horticultural nursery, such as watering, shaving peaks in gas and electricity consumption, CO<sub>2</sub> supply, lighting, etc. Monitoring outside the computer means, for example, using equipment that is not connected to – or dependent on – the control computer, but also regularly carrying out personal (visual) inspections.

As a user, you are responsible for having your sensors and other metering devices checked and/or calibrated in good time. Most sensors must be calibrated at least once a year.

Dial-up connections via fixed or mobile telephone lines to modems and Internet connections may be susceptible to faults or may sometimes not even be established at all. Hoogendoorn cannot be held responsible for the quality and operation of such connections.

### This proposal excludes:

- Running the cable
- Electrical switchboards and/or control panels
- Costs of storage and/or customs facilities for the materials
- Costs of building, construction and repair work
- Entry points such as smartphones
- Spare parts
- Telephone lines, the wifi network and/or facilities
- Travel and accommodation expenses
- Costs of import taxes.
- All work not specifically mentioned in this proposal

### This proposal includes:

- Labour
- Connections
- Commissioning
- Supply of communication cable





## References

Many satisfied customers already use our production and labor registration system. Below some of our worldwide references:



Costa Group 10ha Tomatoes  
Australia



AGRO CARE  
growers

Agro Care 153ha Tomatoes  
The Netherlands, Morocco, Tunisia



Redstar 58ha Tomatoes  
The Netherlands, Spain



4Evergreen 80ha Peppers  
The Netherlands



grower of specialty tomatoes at Thanet Earth  
Production weeks

Thanet Growers  
Cucumbers, Peppers and Tomatoes

PIEPERSTE



CombiVliet 90ha  
Tomatoes



P van Geest Plantenkwekerij  
Propagator





**hoogendoorn**  
growth management

Hoogendoorn Automatisering B.V.

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Ch.v.C. 37213229

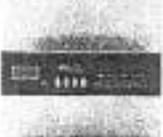
ISO9001:2015 certified

## Packing slip

**Delivery address**

Golden Fresh Farms  
1902 Progress Dr.  
WAPAKONETA, OH, 45895  
United States

Project / Order nr.	PRT172286.01 / VK030975	Page	1 of 1
Ship date	23-11-2017	Number	SPT17004139
Subject	Exp. 16 port data conv	Delivery terms	
Processed by	Ellen Groenewald	Requisition	PO: HA10682
		Cust.object / Name	16006 / Golden Fresh Farms

Item	Description	Ordered	Unit	Deliver now	
026329	I/O module	1,00	Stk	1,00	
026328	16 Port converter MOXA RS232, NPORT 5610-16	1,00	Stk	1,00	

Receipt: \_\_\_\_\_

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**hoogendoorn**  
growth management

Hoogendoorn Automatisering B.V.

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IBAN code NL94ABNA0515589097  
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VAT num NL002782534801  
Ch.v.C. 27213029

ISO9001 HortiQ certified

## Packing slip

**Delivery address**

Golden Fresh  
1902 Progress Dr  
WAPAKONETA, OH, 45895  
United States

Project / Order nr.	PRT172286.01 / VK030975	Page	1 of 1
Ship date	23-11-2017	Number	SPT17004140
Subject	Exp. 16 port data conv.	Delivery terms	
Processed by	Ellen Groenewald	Requisition	PO: HA10682
		Cust.object / Name	16006 / Golden Fresh Farms

Item	Description	Ordered	Unit	Deliver now
860725	Power cord type B	1,00	Stk	1,00



Receipt: \_\_\_\_\_

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Ch o C 27213229

ISO9001 HerIQ certified

## Packing slip

**Delivery address**

Golden Fresh  
1902 Progress Dr.  
WAPAKONETA, OH, 45895  
United States

Project / Order nr.	PRT171518.05 / VK031299	Page	1 of 1
Ship date	23-11-2017	Number	SPT17004138
Subject	Work-IT (retour Nomac)	Delivery terms	
Processed by		Requisition	PO: HA 10620
		Cost object / Name	16006 / Golden Fresh Farms

Item	Description	Ordered	Unit	Deliver now
026490	XPass RFID reader	3,00	Stk	3,00
026530	Bracket for Xpass and Bio Entry Plus	3,00	Stk	3,00



**Backorder**

Item number	Description	Remaining	Ship date
026490	XPass RFID reader	-3,00	23-11-2017

Receipt: \_\_\_\_\_

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IBAN code NL9444390515055097  
SWIFT (BIC) ABNANL2A  
VAT num. NL002762534901  
Ch.a.C. 27213729

ISO9001:2008 certified

## Packing slip

**Delivery address**

Golden Fresh  
1902 Progress Dr  
WAPAKONETA, OH, 45895  
United States

Project / Order nr.	PRT171516.01 / VK029649	Page	1 of 1
Ship date	4-9-2017	Number	SPT17003071
Subject	Work-IT (retour Nomac)	Delivery terms	
Processed by	Ellen Groenewald	Requisition	PO: HA 10620
		Cust.subject / Name	16006 / Golden Fresh Farms

Item	Description	Ordered	Unit	Deliver now
026420	Panel for fixed weighing bridge	1,00	Stk	1,00



Receipt: \_\_\_\_\_

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IBAN code: NL84ABNA0510569097  
SWIFT (BIC): ABNANL2A  
VAT num: NL902782348001  
Ch.v.C.: 27213229

ISO9001 HortIQ certified

## Packing slip

**Delivery address**

Golden Fresh  
1902 Progress Dr  
WAPAKONETA, OH, 45895  
United States

Project / Order nr.	PRT172286.01 / VK030975	Page	1 of 1
Ship date	23-11-2017	Number	SPT17004140
Subject	Exp. 16 port data conv	Delivery terms	
Processed by	Ellen Groenewald	Requisition	PO: HA10882
		Cust.object / Name	16006 / Golden Fresh Farms

Item	Description	Ordered	Unit	Deliver now
680725	Power cord type B	1,00	Stk	1,00

Receipt: \_\_\_\_\_

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IBAN code: NL94ABNA051590097  
SWIFT (BIC): ABNANL2A  
VAT num: NL002782534B01  
Ch.a.G.: 37213229

ISO9001 HerQ certified

## Packing slip

**Delivery address**

Golden Fresh Farms  
1902 Progress Dr.  
WAPAKONETA, OH, 45895  
United States

Project / Order nr.	PRT172286.01 / VK030975	Page	1 of 1
Ship date	23-11-2017	Number	SPT17004139
Subject	Exp. 16 port data conver	Delivery terms	
Processed by	Ellen Groenewald	Requisition	PC: HA10682
		Cart.object / Name	16006 / Golden Fresh Farms

Item	Description	Ordered	Unit	Delivered
026329	I/O module	1,00	Stk	1,00
026326	16 Port converter MOXA RS232, NPORT 5610-	1,00	Stk	1,00

Receipt: \_\_\_\_\_

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IBAN code NL94ABNA0515569197  
SWIFT (BIC) ABNANL2A  
VAT num NL002781034801  
Ch. n.C. 27213229

ISO9001 HoRIG certified

## Packing slip

**Delivery address**

Golden Fresh  
1902 Progress Dr  
WAPAKONETA, OH, 45895  
United States

Project / Order nr.	PRT171516.01 / VK029849	Page	1 of 1
Ship date	21-8-2017	Number	SPT17002900
Subject	Work-IT (retour Nomac)	Delivery terms	
Processed by	Ellen Groenewald	Requisition	PO: HA 10620
		Cust.object / Name	18008 / Golden Fresh Farms

Item	Description	Ordered	Unit	Deliver now
026340	Work-IT Terminal + RFID reader	25,00	Stk	25,00
026400	Keyring RFID tag (per 50)	2,00	Stk	2,00
026330	Work-IT Terminal (manual input)	1,00	Stk	1,00

**Backorder**

Item number	Description	Remaining	Ship date
026420	Panel for fixed weighing bridge	1,00	12-7-2017

**Receipt** \_\_\_\_\_

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VAT num NL002782094B01  
Ch.a.C. 27213229

ISO9001 HoriQ certified

## Packing slip

**Delivery address**

Golden Fresh  
1902 Progress Dr  
WAPAKONETA, OH, 45895  
United States

Project / Order nr.	PRT171792.01 / VK030155	Page	1 of 1
Ship date	21-8-2017	Number	SPT17002901
Subject	Exp. op nieuwe Work-I	Delivery terms	
Processed by	Sjef van der Hoeven	Requisition	HA: PO 10635
		CustObject / Name	16008 / Golden Fresh Farms

Item	Description	Ordered	Unit	Deliver now
000004	Connexion with LetsGrow	1,00	Stk	1,00
026300	Work-IT-Connect Communication router	1,00	Stk	1,00
026310	Connection box with power supply for Work-IT Connect	1,00	Stk	1,00
026340	Work-IT Terminal + RFID reader	3,00	Stk	3,00
026350	Terminal holder with power supply	3,00	Stk	3,00
026355	Wall plate	3,00	Stk	3,00
026360	Extension pole 30 cm	3,00	Stk	3,00
026390	Junction box for terminal	3,00	Stk	3,00

Receipt: \_\_\_\_\_

Hoogendoorn Growth Management is a trade name of Hoogendoorn Automatisering B.V.  
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VAT num NL002782594R01  
Ch.v.C. 37213229

ISO9001 HerfO certified

## Packing slip

**Delivery address**

Golden Fresh Farms  
1902 Progress Dr  
WAPAKONETA, OH, 45695  
United States

Project / Order nr.	PRT171516.04 / VK029884	Page	1 of 1
Ship date	12-7-2017	Number	SPT17002404
Subject	Work-IT (retour Nomac)	Delivery terms	
Processed by		Requisition	PO: HA 10620
		Cust.object / Name	16008 / Golden Fresh Farms

Item	Description	Ordered	Unit	Deliver now
026380	Connection cable 2 x 1,5 mm <sup>2</sup> + 2 x 0,5 mm <sup>2</sup>	1,600,00	Stk	1,600,00

Receipt: \_\_\_\_\_

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SWIFT (BIC) ABNANL2A  
VAT num NL002782534801  
Ch.o.C. 27213229

ISO9001 HortIQ certified

## Packing slip

**Delivery address**

Golden Fresh Farms  
1902 Progress Dr  
WAPAKONETA, OH, 45895  
United States

Project / Order nr.	PRT171516.04 / VK029684	Page	1 of 1
Ship date	12-7-2017	Number	SPT17002404
Subject	Work-IT (retour Nomax)	Delivery terms	
Processed by		Requisition	PO: HA 10620
		Cust.object / Name	16006 / Golden Fresh Farms

Item	Description	Ordered	Unit	Deliver now
026380	Connection cable 2 x 1,5 mm <sup>2</sup> + 2 x 0,5 mm <sup>2</sup>	1.600,00	Stk	1.600,00

Receipt: \_\_\_\_\_

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The General Terms of Delivery of Installation Companies 2007 (ALIB 2007) are applicable on all our agreements.  
These general terms are available at our website [www.hoogendoorn.nl](http://www.hoogendoorn.nl) and will be send to you free of charge on first request.



**hoogendoorn**  
growth management

Hoogendoorn Automatisering B.V.

Hoogendoorn Growth Management  
Westlandseweg 190  
NL-3133HX Vlaardingen  
PO Box 108, NL- 3130  
T +31 10-4900080  
F +31 10-4900000  
info@hoogendoorn.nl  
www.hoogendoorn.nl

**Invoice address**

Hoogendoorn America Inc.  
4890 Victoria Avenue, North, PO  
Box 9000 The Lodge  
VINELAND STATION, L0R2E0  
Canada

Bank 0515060007  
IBAN code NL94ABNA0515569097  
SWIFT (BIC) ABNANL2A  
VAT num NL002782514001  
Ch.v.C. 37213228

ISO9001 HerfQ certified

## Packing slip

**Delivery address**

Golden Fresh  
1902 Progress Dr  
WAPAKONETA, OH, 45895  
United States

Project / Order nr.	PRT171516.01 / VK029649	Page	1 of 2
Ship date	13-7-2017	Number	SPT17002408
Subject	Work-IT (retour Nomax)	Delivery terms	
Processed by	Ellen Groenewald	Resolution	PO: HA 10620
		Cust.object / Name	16006 / Golden Fresh Farms

Item	Description	Ordered	Unit	Deliver now
026300	Work-IT-Connect Communication router	1,00	Stk	1,00
026310	Connection box with power supply for Work-IT Connect	1,00	Stk	1,00
026350	Terminal holder with power supply	25,00	Stk	25,00
026355	Wall plate	25,00	Stk	25,00
026360	Extension pole 30 cm	25,00	Stk	25,00
026390	Junction box for terminal	25,00	Stk	25,00
026470	Crop car tag	70,00	Stk	70,00
026480	Holder for crop car tag	70,00	Stk	70,00
026490	XPass RFID reader	3,00	Stk	3,00
026500	Power Supply for XPass reader	3,00	Stk	3,00

**Backorder**

Item number	Description	Remaining	Ship date
026340	Work-IT Terminal + RFID reader	25,00	12-7-2017
026400	Keyring RFID tag (per 50)	2,00	12-7-2017
026420	Panel for fixed weighing bridge	1,00	12-7-2017

Receipt: \_\_\_\_\_

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## Packing slip

Page 2 of 2  
Number SPT17002408

Item	Description	Ordered	Unit	Deliver now
Item number	Description	Remaining	Ship date	
026330	Work-IT Terminal (manual input)	1,00	12-7-2017	

Receipt \_\_\_\_\_

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