Farmer Focused
NetGloFarmFITS™

1 step back – 1 step forward

FSMA traceability, CSA & more

Please support

MARYLAND'S BEST
Agriculture

Upcoming costs / issues

59984   Federal Register / Vol. 85, No. 185 / Wednesday, September 23, 2020 / Proposed Rules

1. "The rule also would help establish a foundation for the use of consistent food tracing terminology, a **transition from paper-based recordkeeping to electronic records**, and a universal understanding of the critical information needed for a standardized and efficient system for traceability."

2. "…assign a traceability lot code **when** they originate, transform, or create a food on the Food Traceability List."

3. "Proposed § 1.1330(c) would require a **first receiver of a food on the Food Traceability List** to which the originator of the food has not assigned a traceability lot code to establish a traceability lot code for the food and maintain a record of the traceability lot code."

4. "Most firms can provide information about what lots of product were available for potential use during the transformation or manufacturing process. However, some firms currently lack the ability to connect the finished transformed product to its ingredients and the amount of each ingredient lot used during the transformation… and the date(s) and time(s) of harvesting."

5. "Proposed § 1.1455(a)(2) would require that all **records be legible**."

6. "We would only request the specified **spreadsheet when we conclude** that obtaining the information in this format is necessary to help us prevent or mitigate a foodborne illness outbreak, assist in implementation of a recall, or address a credible threat of serious adverse health consequences or death due to an adulterated or misbranded food."

* Subject to waivers, exemptions, changes, etc.

Growing Time and Cost Pressures

- Time consuming records
  - GAP, BRC, FSMA, audits, etc.

- Increasing cost
  - Traceability software, portals, online sales, CSA software

- Price pressures
  - Overseas competition, labor, reduce waste

- Need for smarter farming
  - Sales history, usage history, field/seed/fertilizer yield history

NetGloFarmFITS -- Integrated Solution

	Famer's Market	Wholesale / Grocery Store	CSA	Roadside	Online / Catalog	U-pick	Coop	Direct Restaurant/ Consumer	Market Pools
Broadcast / Advertise emails	X		x	x	x	X		x	x
Inventory Mgt.	x	x	x	x	x	x	x	x	x
Reports	x	x	x	x	x	x	x	x	x
QR code / Barcode process	X	x	x		x	x	x	X	x
Simplify record keeping	X	x	x	x	x	x	x	x	x
FSMA compliance	??	x	NA	NA	x	NA	X	NA	
Help with GAP, BRC, etc.	X	x	x	x	x	x	x	x	x
Reduce waste	x	x	x	x	x	x	x	x	x
Reduce marketing $	x	x	x	x	x	x	x	x	x
Reduce buyer's cost		x					x		x
Reduce software cost			By 95%+						
Reduce portal $		By 95%+							
Improved planning & forecast	X								
ASN to buyers	x	x					x	X	
Web Page	X	x	x	x	x	x	x	x	x

Cell phone in pocket becomes an extra assistant

NetGloFarmFITS

- Hard savings ($): CSA / Wholesale.
- Soft savings:
  - FSMA compliance (Easy/accurate).
  - Inventory control.
  - Reduced seed/waste cost.
  - Increased sales (Wholesale / QR).
  - Food deserts.
  - Sales growth – more attractive to buyers.
  - Online sales presence / webpage.

Grow and Expand Without More Paperwork

Cost

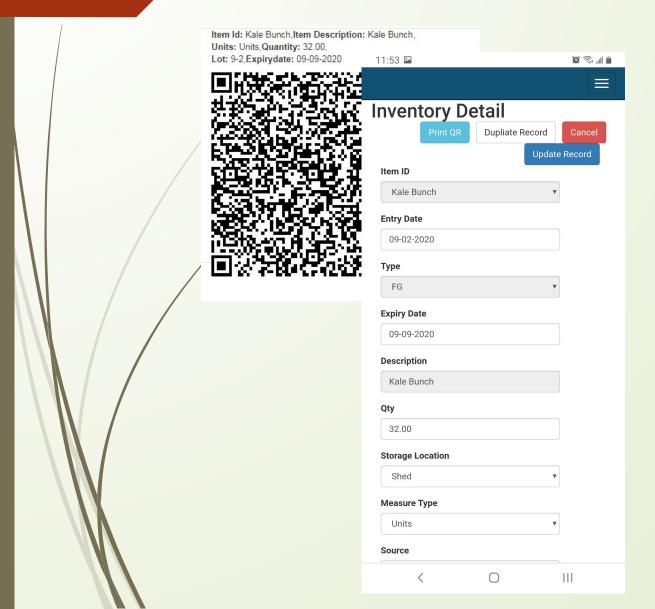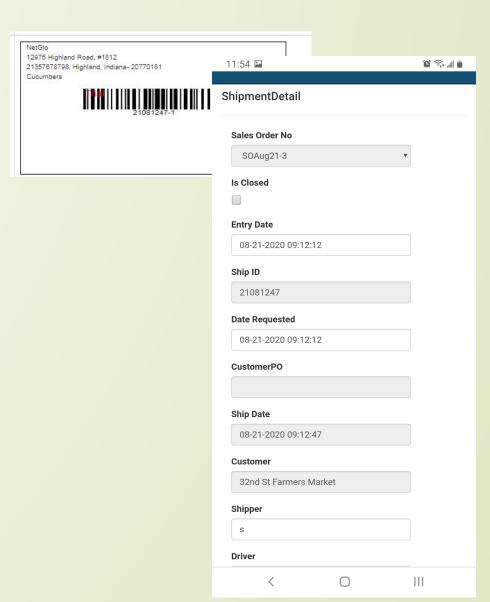|	CURRENT	
CSA (Software)	• $1K initial. • 7% transaction fee. • $700 - $2K monthly. • 15% Cust. Acqui. Fee. • 2.9%+$0.30 / sale.	
Traceability (Software)	• Automated: $60 - $150 monthly.	

NetGlo Solution

	CURRENT	NetGlo Solution
CSA (Software)	1. $1K initial. 2. 7% transaction fee. • $700 - $2K monthly. 3. 15% Cust. Acqui. Fee. 4. 2.9%+$0.30 / sale.	1. Initial: $95 2. Monthly $59.75 3. 2.9%+$0.30 per sale.
Traceability (Software)	• Automated: $60 - $150 monthly.	Automated Monthly: $59.75

NetGlo Solution (Limited Time)

	CURRENT	NetGlo Solution
CSA (Software)	• $1K initial. • 7% transaction fee. ($300 - $2K monthly). • 15% Cust. Acquisition Fee. • 2.9%+$0.30 / sale.	• Initial: ~~$95.~~ • Monthly ~~$59.75 .~~ • $12.75 (Lifetime). • $0 acquisition fee. • 2.9%+$0.30 per sale.
Traceability (Software)	Automated: $60 - $150 monthly.	Automated Monthly: ~~$59.75~~ • $19.75 (Lifetime).
Inventory Mgt.		Free-for-Life.
Electronic ASN to buyer		Free-for-Life.
Reports		Free-for-Life: Inv.; Yields; Nutrient; GAP/BRC, etc.
Online sales		Free-for-Life: Pick Lists (FM, Online sales); broadcast emails; sales reports/specials.

QR Inventory / Shipment

NetGloFarmFITS

- ☐ FSMA compliance
- ☐ QR "Scan & Save" accurate inventory.
- ☐ QR "Scan & Save" accurate lot traceability.
- ☐ QR code based marketing / sales.
- ☐ Integrated CSA/Online sales
- ☐ One click distributor "Choose/Confirm& Enter in all DBs".
- ☐ Reduce waste/paperwork time; increase sales.
- ☐ Full Integrated Platform: $32.50/month

Become Certified for the Digital Economy

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