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## **ALMADS HS System**

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### **Hulling & Shelling**

#### **ALMADS**

(A)gricultural (L)ogistics (M)anagement and (D)istribution  
(S)ystem  
(H)ulling & (S)helling

Developed By



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## Introduction

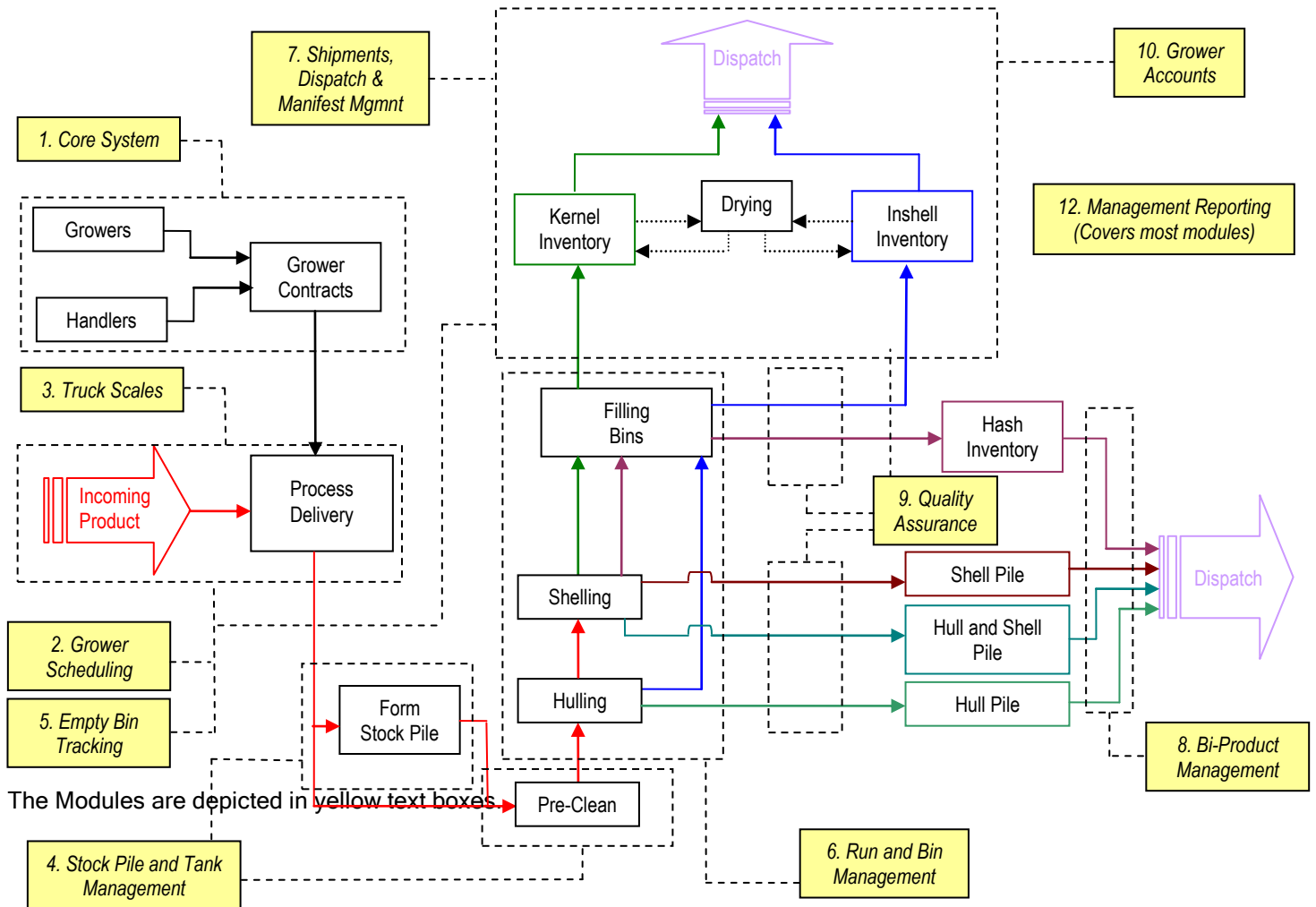
**ALMADS HS - Agricultural Logistics, Management And Distribution System - Hulling and Shelling**  
Is a suite of software modules that capture, monitor and report on most areas of the Hulling and Shelling Process.

Modules include:

1. ALMADS Core System
2. Grower Scheduling
3. Truck Scales
4. Stockpile Management and Tank Management
5. Empty Bin Tracking
6. Runs and Bins Management
7. Shipments, Dispatch and Manifest Management
8. By-Product (Commodity) Management (Hash, Shell and Hull)
9. Quality Assurance
10. Grower Accounts
11. Management Reporting
12. Grower Web Portal

## Almond Processes Diagram

The following diagram demonstrates where data is captured throughout the Hulling and Shelling Process...



## Testimonials



### Central California Almond Growers Association (CCAGA)

The business partnership established by Regional IT with customers is best summed up in the following testimonial. These comments follow the completion of the second season of ALMADS with Central Californian Almond Growers Association (CCAGA), Kerman CA (2012 will be CCAGA's 6<sup>th</sup> season with ALMADS).

*"With the tremendous volume and record delivery levels associated with this season's crop we would not have been able to efficiently receive the production from our members without the ALMADS solution. We have broken our daily receiving record by 30% and this is due in large part to the ALMADS software system which has given us improved efficiencies at the truck scale. Previously inbound Trucks would take between 5-10 minutes to process once they reached the weighbridge window. We are now averaging 3 minutes per truck! The fully integrated ALMADS software system not only compliments our receiving capabilities but has also substantially increased efficiencies in all aspects of our operations; stockpile, pre-cleaner, shelling and dispatch. We are also able to provide to the minute information to our Growers. That is unheard of in this industry and that translates into fantastic service to our members. Service, that's what we're all about!"*

Mike Kelley - President and CEO of

CCAGA.

### Cortina Hulling & Shelling

"After seeing demonstrations of both ALMADS and competing software programs, we were impressed with the capabilities and ease of ALMADS. We purchased ALMADS for the 2011 season. We were amazed by how user friendly the program was to use and the capabilities it had to track the product of each grower from the field all the way to the processor. We were also impressed with Regional IT's ability to adapt ALMADS to our specific business practices, and the support they provided. Based on our past season using ALMADS, our company would not hesitate to recommend ALMADS software!"



Gary Pronsolino - General Manager of Cortina Hulling & Shelling, LLC

## Testimonials cont...



### Cortez Growers Association

"It is my pleasure to provide the following comments regarding services provided CGA by Regional IT and its staff, led by Justin Iovino.

Prior to selecting Regional IT's almond sheller receiving and shipping software I reviewed several programs available, but found Regional's program to be the most advanced. I also considered them to be the most stable of the several providers available, being well established in serving not only the California almond industry, but in the almond and other industries in Australia as well.

We incorporated ALMADS into our operations prior to the 2011 harvest. I found Regional IT to be most cooperative, listening to discover our needs and very willing to address modifications to their program to accommodate us. After harvest actually started I and my staff suffered a learning curve, as would be expected, but found that we could rely on Justin and his staff to respond to questions and solve problems in a very timely manner.

I consider our first year with ALMADS to have been a success. We have learned that we can have confidence in the program and the database behind it. We look forward to working with Regional IT to make the program even more responsive to our needs, and to our growers needs, in future years.

For those considering updating their grower receiving, shipping, and accounting functions I suggest that you would be well served to consider Regional IT."

**Joe Kollmeyer - Association Manager of Cortez Growers Association**



### T & P Farms

I have been the Assistant Manager for T & P Farms Hulling & Shelling for 5 years, and we have just successfully completed our first season using ALMADS as our software system. ALMADS is helping us track product with speed and efficiency. We are able to eliminate costly errors, increase our productivity, manage commodities, and provide our growers with up to date information instantly.

Regional IT has been phenomenal to work with in developing a customized version of the ALMADS software. From the very beginning we were promised a system that would be customized to fit our unique needs as a Hulling & Shelling Facility, and Regional IT delivered us a system that met and exceeded our expectations.

Lastly, we are very pleased with the Customer Service side of Regional IT. With it being our first season using the ALMADS software, we were quick to call with minor questions, concerns, and requests. Regional IT has been outstanding in taking care of our needs, and all issues were dealt with by Regional IT in a very timely manner, in some cases the middle of the night. Regional IT is dedicated to their clients at any hour.

T & P Farms Hulling & Shelling is looking forward to working with Regional IT for many years to come. We truly believe that working with Regional IT and their ALMADS software would be an asset to any Hulling & Shelling Facility.

**Sarah Reynolds - Assistant Manager, T & P Farms Hulling & Shelling**

## Testimonials cont...



### 4 Corners Hulling & Shelling

After completing our first season using ALMADS I've had time to reflect on our experience. The software and service are outstanding! As you are aware, we had very limited time to implement the system. In late June we found ourselves in an awkward position in which we couldn't use our previous software. From the first phone call I knew that we were dealing with professionals that provide a phenomenal product. Justin put me at ease, not only could custom software be developed, but functional by our estimated August 15<sup>th</sup> start date.

As promised, by mid August our custom version was installed and functional. We knew with our limited time frame we were going to have to jump in with little testing time. We began receiving product the day after our final version was installed. With any custom software, hiccups are bound to occur. During the first month of harvest I called at least 50 times, in the rare event that Justin didn't answer, I had a call back within a few minutes and a solution. I never worried the software would slow production. I felt as though we were your only clients, the service was superb!

ALMADS provided solutions to issues I didn't know we had. It provides unparalleled tracking from the point of receiving field run to the shipment of finished product and commodities. At any time I am able to track product to the specific stockpile, trailer, tank, bin or warehouse location. Immediately after completing a run ALMADS provides several statistics on the run time, bin counts, weights and turnout. Every run can be instantly analyzed to insure our customers are being provided the highest possible return. I'm particularly impressed with the validation processes that must occur before any finished product is shipped to processing. Almonds cannot leave our facility without proper verification and paperwork, eliminating any shipment errors.

Thank you for providing such a great service and an excellent product. I'm grateful for ALMADS, it's a must have product for our industry. After looking back I cannot believe how we managed without it.

Thank you.

**Kevin Amator**

# ALMADS and Technology

As mentioned in the ALMADS presentation, the point of difference with ALMADS and most other process management systems is the way data is captured on the ground level.

Using industrial fixed (or solid state netbooks) and mobile terminals that withstand moisture and dust, information is entered at pinnacle points throughout the plant. This provides "live" information within the system for staff to access and react to.

Information is captured using a text based user interface called Telnet. A designated port is specified for all traffic associated with the system and sent over a network.

The fixed and mobile terminals can then be easily configured and installed without additional software development.

The information captured on these terminals is sent immediately to a host system via a hardwired or wireless network.

Industrial terminals can come equipped with infra red scanners to read barcodes which reduce human error when entering or handheld scanners can be purchased.

We use thermal transfer industrial printers. We use the thermal transfer (thermal ribbon is burnt onto printed surface) option to print directly to perforated card. Using this printing technique, the cards do not fade in the sun and stand up to most weather and industrial conditions.

Although most of the information on the ground level is captured using terminals, the Administration program does provide the ability to enter relevant information through its windows screens.

## SAMPLE TICKET

Huller Ticket  
Huller Ticket #: 015383 Del Tkt #: 15383  
Grower: BLOSSOM ALMONDS  
Variety: Aldrich  
Field: NO FIELD  
Handler: ABC  
Driver: 6524  
Carrier: AA  
Truck: ABC123 Front Trailer: ALMOND Back Trailer:  
Type: FIELD RUN  
Gross Weight: 80,000 lb  
Tare Weight:  
Net Weight:  
4/17/09 10:16AM Weight Cert #: 010007  
Allocated to, Deputy Weighmaster: KRISTY LOVINO  
STOCK PILE KNA04SS

## SAMPLE BIN TAG

  
Bin Tag: 20003  
Run No.: 04972  
Handler: ABC  
Grower: BLOSSOM ALMONDS  
Variety: Aldrich  
Field: NO FIELD  
Gross Weight: 2,000 lb  
Tare: 200 lb  
Net: 1,800 lb  
Bin No.:  
BO Ref No:

## HANDHELD SCANNER



## TAG PRINTER



## INDUSTRIAL TERMINAL Or



## NETBOOK TERMINAL



# ALMADS Modules



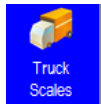
## ALMADS Core System

This module is a collection of core areas that form a basis of the ALMADS system. These core areas include Growers, Handlers, Contracts, Varieties, Security, Categories and codes. This module is essential the ALMADS system to operate.



## Grower Scheduling

Receive calls from Trucking companies and Growers that need to deliver their product. Using this module you can schedule their deliveries and prepare a consistent stream of trucks.



## Truck Scales

This module covers all transactions that pass over your truck scales...

- Incoming Grower Receivables

- Taring Trucks for Bulk loads processed product pickups or Bi Product

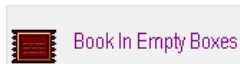
- Outgoing Processed Product (Meat / Inshell)

- Outgoing Bi Product



## Stockpile Management and Tank Management

This module uses an industrial terminal at the entrance of the stockpile yard to capture movements in and out of the yard. You also have the flexibility to perform similar tasks using the admin side of ALMADS if a terminal in the yard is not favorable. Tanks are also monitored and maintained if required through this module.



## Book In Empty Boxes

## Empty Bin Tracking

Used to track the amount of empty bins by handler that are on your site by booking them in when received over the Truck Scale. The consumption of these bins is matched when filling them. The system shows a comparison of used vs empty at any given time.



## Runs and Bins Management

This module (one of the biggest) tracks product when released from a tank through to filling of bins and sent to the dispatch barn. A Terminal located within the vicinity of each bin scale Starts and Ends runs, add relevant Tanks to runs (using the Huller tickets and captures the tare and gross bins weights and Full Bin Tags are created and affixed to each bin). All operations can be watched and maintained in the Admin system by Management.



## Shipments, Dispatch and Manifest Management

Hand held wireless terminals are used when staging full bins ready for dispatch. At the time of staging, each bins barcode is scanned and a pick list is prepared and then verified by management. The load is then physically loaded when the Handlers truck arrives and the dispatch that is created when the pick list is verified is scanned and ready for weigh out. All the terminal features are also available in the admin side of ALMADS to cater for the small operation that would prefer to pick the bins in the office.



## ALMADS Modules continued...



### **Bi-Product (Commodity) Management (Hash, Shell and Hull)**

Outgoing Bi-Product is tracked using this module and each movement is linked to a contract and client. The loads are assigned to release numbers per load and invoices and statements are generated all in this module.



### **Quality Assurance**

Records, tracks and alerts management of any quality issues so that they can make an informative instant decision of the product about to be processed or in stockpile. This module will show trends in the quality by grower in a season to help the grower with future crops.



### **Grower Accounts**

This module collates and prepares invoices for the validated bins that have been filled for each Grower and prints the required documentation that goes with the invoicing process. The invoicing part of this module is linked to the Grower accounts which tracks the invoices and payments and / or credits against a grower.



### **Management Reporting**

Linked to all modules is the management reporting module which collates data from within all of the system to generate reports that cover all areas of the Almond Processing business. These reports can pull down from live data as it happens so that they can be used to inform Growers, the board or management on how they are performing throughout the season.



### **Grower Web Portal**

This is an exciting new addition to our ALMADS suite of modules. Hosted on a web server of your choice we can present pertinent information to your growers in real time. The reports published on the grower web portal cover most areas growers are interested in. Only validated data is passed up to the website so you can be assured the grower is only receiving complete and accurate information.

## Minimum Existing Hardware Recommendations

The following tables show the *minimum* recommended configurations for the correct operation of **ALMADS**. Configurations of lower functional specification than these listed here may result in **ALMADS** performing poorly.

### Server Minimum Recommendations for ALMADS

Operating System	Windows 2003 Server
Database	Microsoft Windows SQL Server 2005
Hard Disk	>80GB hard disk
Memory	2 Gbytes
Processor	Genuine Intel Pentium 4, 3Ghz or above
Network Interface Card	32 Bit Listed on Microsoft Windows Hardware Compatibility List

### Windows Client Workstation Minimum Recommendations

Operating System	Windows XP Professional
Hard Disk	> 1GB hard disk
Memory	512 Mbytes
Processor	Genuine Intel Pentium4, 1.8 Ghz or above
Network Interface Card	32 Bit Listed on Microsoft Windows Hardware Compatibility List

**Note:**

If other applications such as Microsoft Office will be used, their memory requirements should be taken into consideration.

# Network Requirements

## Hard Wired Network

To fully capitalize on the distinct advantage ALMADS will bring to your business, ALMADS requires network capabilities within your plant. This would mean installing network ports near your bin scales, and pre-cleaner areas.

Potentially, 3 ports would be required near your bin scales for:

- Bin Terminal
- Tag Printer
- Interface to your bin scale

A single port is required at your pre cleaner for the pre cleaner terminal.

These network ports need then to be linked back to your office so the terminals can be controlled by a host in your nominated server room.

## Wireless Network

In addition to the hardwired network, areas such as Meats Dispatch and Commodities to full advantage of using wireless terminals that have barcode readers installed.

These wireless terminals connect to the network by communicating to WAPs (Wireless Access Points) that would need to be installed in prominent locations where the wireless terminals would do most if not all of their work. The WAPs normally have a 300ft range, therefore hard wired cable would need to be installed and run to where the WAPs are to be installed to support the wireless terminals.

The wireless terminals (like the hardwired terminals) are recording and reading live at all times so that the database located in the office is updated with information real time.

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