

Gylling Data Management, Inc. Vita

Company History

Gylling Data Management, Inc. (GDM) has been in business since 1982. Our clientele are people involved with conducting and managing agriculture research. The **ARM version 8** (formerly called Agriculture Research Manager) was released in 2008. This has grown from our first product, which was initially released in 1982. **ARM ST** (Summary Across Trials) is a multi-trial summary option that is based on a program first released in 1986 (formerly called Summary Across Studies). **ARM DatCol** (Data Collector) was first released in 1984 for Psion Workabout MX. Our newest product **Enhanced Rating Shell** is the data collector for the Psion Workabout Pro Color. **ARM TD** (ARM Trial Database) is a relational Access database for storing and retrieving trails. **AGM** (ARM Germplasm Manager) is for crop improvement management.

Services Provided by GDM

The primary focus of GDM is to create, market, and support software for managing agriculture research trials. Traditionally the software was used with research related to herbicide, insecticide, fungicide, seed/variety, fertilizer, general non-chemical, nematicide, and plant growth regulator studies. We routinely create customized ARM screen layouts for individual customers, and consult on integrating ARM data into corporate information management systems.

When a company decides to use GDM products, we work closely with appropriate people in that company to ease the transition to a new and better way of handling data. We encourage and assist with training people in the company to become experts in using our software. This enables companies to be more self-sufficient by using in-house expertise to provide on-going staff training and answer routine operation questions.

Recognizing that many customers have special needs, ARM customizations are available on a contract basis. We also write specialized programs at the request of customers to use with their ARM installations, such as utilities to re-format mainframe validation lists to use with ARM.

Clientele

Software written by GDM is an industry standard for managing pesticide research data. The ARM software family is used worldwide in nearly 75 countries. Major corporate customers are:

Ajay - SQM Group	EDEN Bioscience	OHP
ArborGen	FMC Ag Products Group	Pioneer Hybrid International
Arysta Life Science	GAB	Sipcam
BASF	Gowan Company	Stähler
Bayer CropScience	Helena Chemical Company	Sumitomo Chemical and Valent
Chemnova A/S	Makhteshim Agan	Syngenta
Chemtura Corporation (Crompton)	Monsanto Agricultural Group	The Scotts Company
Dow AgroSciences	Nufarm	United Phosphorus, Inc., (UPI)
Dongbu Hannong Chemical	Nutra-Park	Zelam

A number of other companies marketing plant protection products throughout the world use one or more licenses of our research data management software.

Over 1000 researchers at universities, government, and private research farms use ARM to manage and report their data. Some of the public institutions using ARM are:

ADAS Field Trial Services	Montana State University	University of Arizona
Agriculture and Agri Food Canada	New Mexico State University	University of California
Agric. Research Centre of Finland	North Carolina State University	University of Delaware
Agricultural Research Institute (Hungary)	North Dakota State University	University of Florida
AgriSearch	Nottingham Trent University (UK)	University of Georgia
Akademia Rolnicza W Poznaniu (Poland)	Ohio State University	University of Guelph (Canada)
Alberta Agriculture	Oklahoma State University	University of Idaho
Auburn University	Oregon State University	University of Massachusetts
Clemson University	Pennsylvania State University	University of Minnesota
Colorado State University	Prestagro	University of Missouri
Cornell University	Purdue University	University of Nebraska
Humbolt Universitat (Germany)	Ridgetown College (Canada)	University of Saskatchewan (Canada)
Iowa State University	Rothamsted Research (UK)	University of Tennessee
Kansas State University	South Dakota State University	University of Wisconsin
Louisiana State University	Texas Agricultural Experiment Station	University of Wyoming
Michigan State University	Texas Cooperative Extension Service	Utah State University
Mississippi State University	Tropical Weeds Research Centre (Australia)	Virginia Tech
	U.S. Department of Agriculture	VPI & SU

Product Description

ARM software manages agriculture research trials throughout the entire research season. It is designed to manage and summarize on a single-trial basis. The ARM is most beneficial for field and greenhouse researchers. Ongoing ARM enhancements have made the software a useful tool for a broad range of agricultural disciplines.

ARM ST (Summary Across Trials) is an add-in option for the ARM program to summarize ARM trials across locations and years. ARM ST will average results for trials based on a common protocol. ARM ST aids in planning research trials by scanning for trials using a specific treatment or group of treatments and then listing all assessments for those treatments.

Enhanced Rating Shell (Data Collector) is used with a small, handheld computer as an electronic notebook to collect field data and upload into the ARM. After returning to the office, assessment data is then transmitted to an office computer for permanent storage and analysis.

AGM (ARM Germplasm Manager) is an add-in option for ARM used to manage crop improvement information. This new program will be released in 2010, see www.gdmdata.com for a release announcement.

ARM TD (Trial Database) is relational Access database for storing and retrieving trials based on standard "GDMDef" ARM study definitions. ARM directly exports and imports trials in the database, and Microsoft Office™ products.

Upgrades

New features are added to the ARM software family at the request of current program users, and to keep pace with new developments in research. These new features are included in upgrade versions of the software.

Company Philosophy

We believe that customer support is very important. We appreciate receiving suggestions for program improvements from our customers, and want to solve any problems that may occur. Customer comments are a major source of ideas for new features in our software updates.

The ARM program is designed to be understandable for people with limited computer experience. ARM offers many data entry aids such as using validation lists to minimize typing. If people understand agricultural research, they usually have few problems in learning to use Gylling Data Management's software.

We encourage our customers to contact us when they have questions. People who purchase our software also obtain our commitment to provide quality products and back them up with free customer service.

International Distributors

Authorized distributors market and support the GDM family of software products for the following countries; Argentina, Austria, Belgium, Bolivia, Brazil, Chile, China, Colombia, Costa Rica, Croatia, Czech Republic, Denmark, Dominica, Ecuador, El Salvador, Estonia, Finland, France, Germany, Greece, Guatemala, Guyana, Honduras, Hungary, Italy, Ireland, Japan, Kenya, Korea, Latvia, Lithuania, Luxembourg, Malawi, Mexico, Namibia, Netherlands, Norway, Panama, Paraguay, Peru, Poland, Portugal, Puerto Rico, South Africa, Slovenia, Slovak Republic, Spain, Sweden, Switzerland, Uganda, United Kingdom, Uruguay, Venezuela, and Zambia. See the GDM International Distributors page at www.gdmdata.com/distributors.htm for contact information.

Employees

Steven R. Gylling, Ph.D. is the Chief Executive Officer. He directs software development at GDM, and consults with clients on planning software features.

Fran O. Gylling, M.Ed. is the Chief Fiscal Officer, and Technical Support Manager. The projects include working with customer software support, beta testing, processing orders, and writing program documentation.

Margaret Kappenman, B.A. is the Project Development Manager. She supervises all software development projects for ARM and ARM ST, and also programs software changes.

Dan Fitzpatrick, B.S. is a Programmer Analyst who works on a variety of ARM, ARM ST, and data collection development projects.

Peter M. Claussen, B.S. is a Programmer Analyst who designed and developed ARM Germplasm Manager.

Chris Smith, B.S. is Programmer who works on ARM development, testing, and study definition development.