

GINNet:
*The Newest
Member of the
EFS™ System
Family.*



*Created to assist both ginners and producers in analyzing cotton quality, **GINNet** is an evaluation tool. **GINNet** gives the ginner and cotton producer an automated system to analyze HVI information obtained from the USDA to determine its technological value. This program enables the ginner to provide the cotton producer with a profile of his cotton crop through a series of graphical charts and statistical reports.*

Cotton's Window to the Future

Since 1982, Cotton Incorporated has marketed an HVI data management system known as the Engineered Fiber Selection™ Cotton Management System.

The EFS™ Cotton Management System consists of a series of programs designed to enable mills, merchants, cotton producers and ginners to benefit from the availability of USDA HVI data. **GINNet**, a part of the EFS™ Cotton Management System, assists ginners and cotton producers in analyzing their USDA HVI data on a daily basis during the ginning season.

GINNet produces easy-to-interpret graphical charts and statistical reports which will allow both the ginner and cotton producer to monitor the technological value of cotton.

USDA Data Availability

Today, the USDA is the single largest owner of HVI lines. During the ginning season, the USDA supplies each gin with HVI classing data for each bale of cotton that was submitted by the gin for testing. **GINNet** interprets this HVI data.

How GINNet Works

When the gin receives cotton from the cotton producer, the gin records statistical information about the producer and cotton in his computer database. The ginner then collects a sample from each bale of cotton and sends these test samples to the USDA for HVI testing.

After the USDA has tested these bales, the HVI results are electronically sent back to the ginner's computer database using Electronic Data Interchange (EDI). These data are now available for analysis using **GINNet**. **GINNet's** charts and reports give the ginner and cotton producer an easy-to-understand method to assess the quality of their cotton.

GINNet Advantages to the Ginner and Cotton Producer

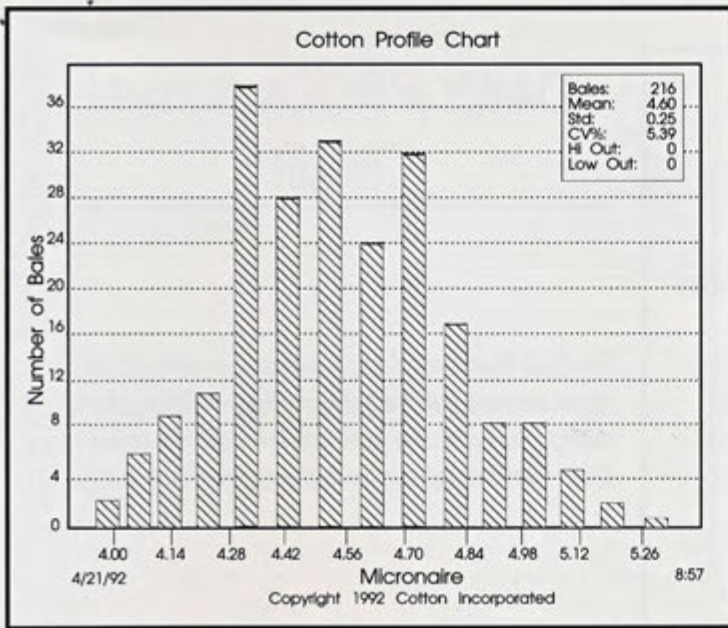
GINNet maintains a steady flow of communication between the ginner and cotton producer allowing both to receive information. **GINNet** provides the ginner with information he can pass along to the cotton producer that will help the producer understand the relationship between his specific farming methods and cotton quality. With **GINNet**, ginner and cotton producers benefit from cotton quality tracking.

As a modern ginner/cotton producer equipped with **GINNet**, you can improve your marketing edge. For instance, by comparing gin conditions and various seed types with the HVI-measured properties of the cotton you grow and sell, you can evaluate options to improve your cotton quality and optimize your profits.

Graphs Show Data at a Glance

GINNet graphics assist in analyzing the quality of an inventory of cotton. **GINNet** plots histograms of selected cotton properties directly on screen or to a printer. The four charts pictured on the following pages will give you an idea of the useful information available at your fingertips with **GINNet**. These samples offer a good representation of the types of charts that **GINNet** produces.

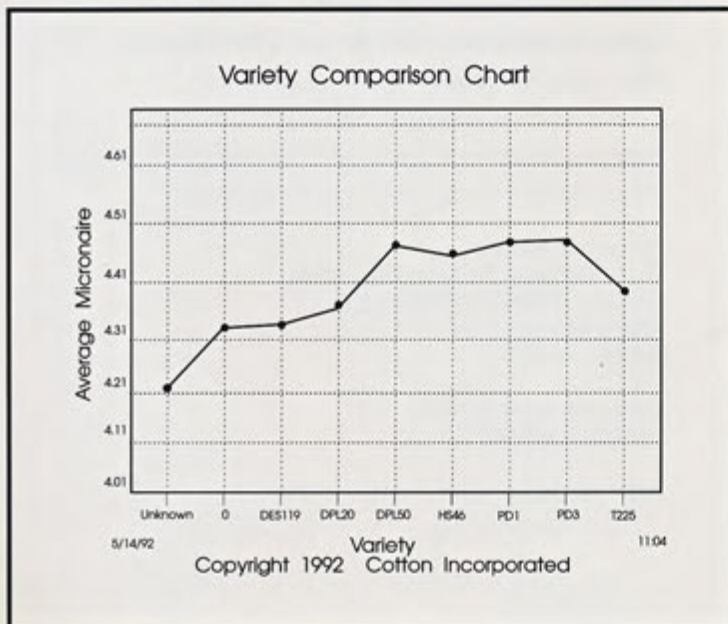
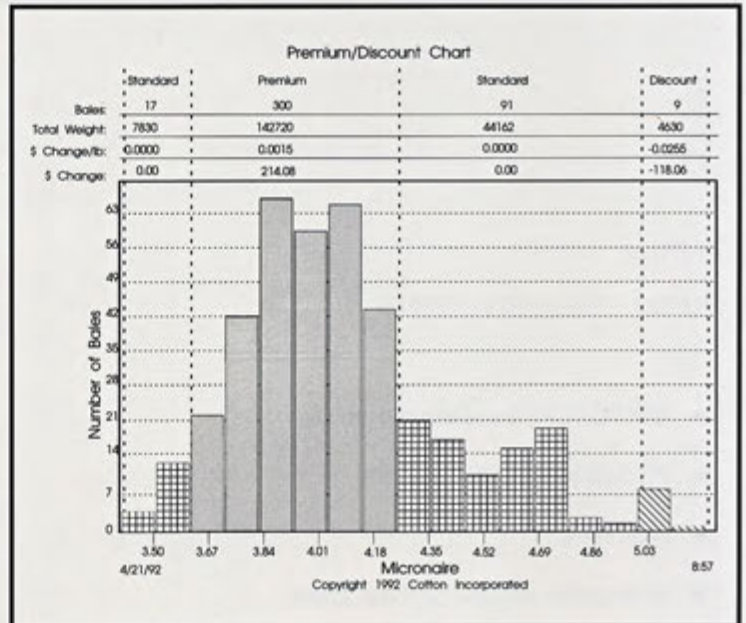
COTTON PROFILE CHART



The Cotton Profile Chart graphically displays the values of a selected HVI property (i.e., micronaire, length, strength, etc.) for a given lot of bales.

PREMIUM/DISCOUNT CHART

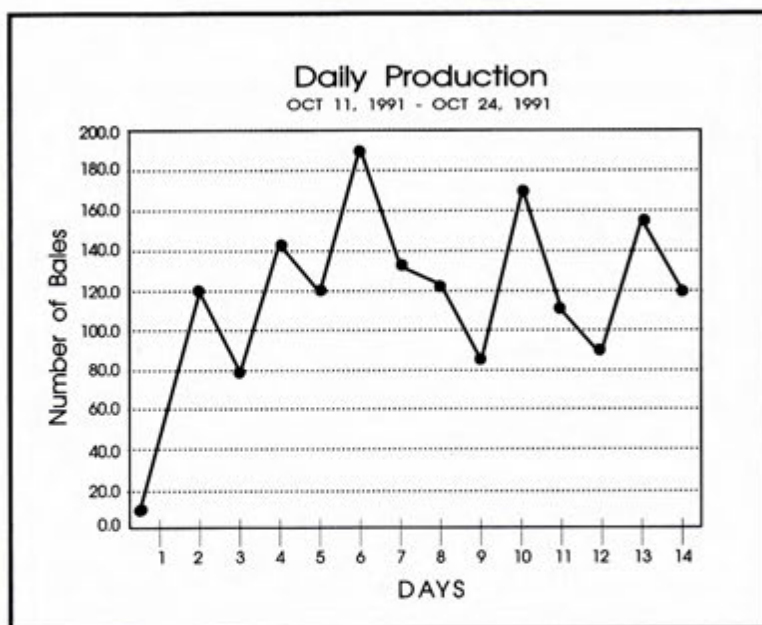
Selected cotton property ranges bring market premiums as well as discounts to the seller. The Premium/Discount Chart gives the farmer a firsthand view of the economic breakdown of his cotton quality by graphing the number of bales having a specific HVI property range. The chart categorizes a bale inventory into premium/discount levels. The farmer can determine exactly what portion of his crop brought "above" and "below" normal prices, based on actual market premium/discount limits for a season.



VARIETY COMPARISON CHART

The Variety Comparison Chart displays differences in the quality of bales by graphically depicting the average HVI property versus the variety of each bale.

DAILY PRODUCTION CHART



The Daily Production Chart is particularly useful for the ginner because it draws a graph of his production levels during a series of days or weeks. The Daily Production Chart illustrates the number of bales ginned over time.



Cotton Incorporated is the research and promotion company of U.S. Upland Cotton Growers. Company efforts concentrate on building demand for cotton products and cotton consumption.

Founded in 1970, Cotton Incorporated's world headquarters is in New York, with research facilities in Raleigh, North Carolina. Additional offices are located in Los Angeles, Atlanta, Basel, Osaka, and Singapore.

To learn more about Cotton Incorporated's worldwide research and promotional activities, write to Cotton Incorporated, 1370 Avenue of the Americas, New York, NY 10019.

Inquiries about our Engineered Fiber Selection™ family of programs are welcomed and may be addressed to:

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GINNet System Requirements

- IBM PC,AT, PS/2 and true compatibles
- PC DOS or MS DOS 3.3 or later
- 640K RAM
- 40 Megabyte available hard disk space
- VGA Graphics color monitor
- Hayes-compatible modem (2400 BAUD)

