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## **FOR IMMEDIATE RELEASE:**

### **2004 Midsouth Farm & Gin Show, Memphis, TN, Feb. 27-28.**

#### **AUTOFARM™ ANNOUNCES ALLIANCE WITH INTIME, INC. FOR GPS STEERING IN THE MIDSOUTH.**

**MENLO PARK, CALIF.** (February 27, 2004) – “I am pleased to be working with AutoFarm”, says Kenneth Hood, founder and chairman of InTime, Inc. “Together, we are able to bring products that really work to Midsouth cotton growers.”

InTime and AutoFarm started collaborating in the Fall of 2003 to bring sub-inch accurate GPS steering products to existing InTime precision farming customers. InTime and AutoFarm formalized an alliance earlier this month to further Hood’s goal of, “an AutoFarm system on every cotton grower’s farm in the Midsouth.”

“Working with Kenneth Hood and InTime gives us a strong partner who is committed to providing full-service solutions. Over the past 40 years, Kenneth has lived and breathed cotton,” says Deane Malott, Marketing Manager, AutoFarm.

Hood originally started with precision agriculture in 1996 and quickly found that there were no service providers to help him. InTime was formed to help growers get started in precision agriculture without having to repeat the problems and expense that Kenneth dealt with in the early days. “Given his willingness to share this experience, AutoFarm couldn’t ask to work with a better partner,” adds Malott.

Hood explains further, that he chose the AutoFarm product for two reasons. “First, AutoFarm product performance is unmatched. Our operations require the ability to move slowly with frequent starting and stopping – the other steering systems with gyros cannot make this work.” Malott adds that the AutoFarm system solves this problem, and maintains sub-inch accuracy by using solid state GPS technology that not only computes position, but also measures the rolling, pitching, and crabbing of the tractor. The second reason was ease of use says Hood, “We had our first customers installed, trained and running in about a day. Talk about simple.”

“Adding AutoFarm GPS steering products to our services at InTime was an easy decision”, Hood said. “They have the best products on the market and a great team in the field to help us. From the first time we met, I was impressed with their knowledge and responsiveness to our issues”

Key customers in the Midsouth region are already benefiting from AutoFarm GPS steering systems supported by InTime. Hood explained, “Industry leaders like Mike Sturdivant in North Central Mississippi and McLintock Brothers in Southern Mississippi are already on board. They are amazed by the accuracy of the system for planting and are making significant improvements to their operations by using the AutoFarm system”.

One of the newest features that these customers have been using is AutoSteer Curved Path Steering, released at the World Ag Expo in Tulare, California earlier this month. This new ability to automatically steer equipment to the curves and contours of the fields found in the Midsouth region is something that only AutoFarm can do, adds Malott.

#### **About In-Time, Inc.**

InTime, Inc. provides crop input management services that target a reduction of input/chemical costs through the provision of prescription maps that enable the spatially variable application of agricultural chemicals to a farmer’s field during the growing season. InTime has successfully completed its first year of operations in the Mississippi Delta, servicing over 60 customers and 65,000 acres in Mississippi, Louisiana, Arkansas and Alabama. For more information, contact Kelly Dupont, Sales and Marketing Manager, at 1-866-843-0235, or visit [www.govertime.com](http://www.govertime.com).

#### **About AutoFarm**

AutoFarm, division of IntegriNautics Corporation in Menlo Park, Calif., manufactures and markets agricultural Global Positioning System (GPS) guidance systems based on its experience in automatic aircraft landing and other aerospace technology. AutoFarm can be found on the web at [www.gpsfarm.com](http://www.gpsfarm.com) or contact Deane Malott, Marketing Manager, at 650-644-1433.

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