

INDUSTRIAL

GOLD-EAGLE COOPERATIVE, IOWA

LONG DISTANCE WIRELESS OVER VAST FARM LAND— 60 MILE RADIUS, 17 MILE LINKS.

INTRODUCTION

Working with the farmers across North-Central Iowa, Gold-Eagle Cooperative (www.goldeaglecoop.com) is a market-leading organization which provides a range of services to members including grain storage, trucking, agronomy, accounting and internet services. After several mergers of various companies in the last ten years, Gold-Eagle has achieved the size needed for efficiency and creating market value for member farmers. Today, Gold-Eagle boasts 19 million bushels of total storage capacity along with a fleet of trucks and grain-hoppers.

In the past, Gold Eagle's operation was run using 56K dial-up connections, prohibiting the running of large database applications or enhanced services to its remote locations. In addition, above ground data lines were repeatedly cut - bringing large segments of their network to a halt. Dismal performance, poor reliability and the growing monthly costs of dial-up connections led Gold-Eagle to their search for better alternatives.

BROADBAND SOLUTION

The Gold Eagle Co-op spans several counties within a 60-mile radius. With the cost of fiber lines prohibitively expensive, the only sensible choice was to look into a broadband wireless system. Gold-Eagle chose Solectek's SkyWay Long distance solution.

Currently, Gold-Eagle's network consists of 22 SkyWay Link units at 9 sites. In all, the network spans 60 miles, the longest link spanning 17 miles. The wireless network supports hundreds of computers and peripherals, providing data services and email to member farmers.



"We saved \$22,000 per year with Solectek wireless systems. We are happy with their products and would highly recommend them to anyone considering broadband wireless."

Rod Heiden, MIS Manager, Gold-Eagle Coop.

SOLECTEK

Expand Services to Customers

With the broadband capability achieved with SkyWay solution, Gold-Eagle has expanded its customer service by providing:

- ✓ Real-time data between the farms and the coop
- ✓ On-line accounting services.
- ✓ Real-time bushel prices for grain, corn, soybeans etc, eliminating the need to call brokers.
- ✓ Field mapping to determine the fertilizer usage levels.
- ✓ Enhanced access to email and the Internet.



Reduced Support Needs

At the same time, Gold-Eagle has seen additional benefits in their own IT operation:

- ✓ Reduction in hardware maintenance
- ✓ Reduction in network downtime and service needs from phone companies.
- ✓ Remote diagnostics of PCs over the network, eliminating the 30-50 mile drive.
- ✓ More revenues through expanded services.

Summary

Overall, Solectek products enabled Gold-Eagle to replace an expensive and unreliable information infrastructure with long-range broadband wireless solution. Gold-Eagle was able to bring new customers on-line quickly with variety of customer services, while cutting the IT expenses.

Solectek Corporation, headquartered in San Diego, California, designs, manufactures and markets a full line of wireless interconnectivity products. Through technical innovation and steady revenue growth, Solectek has become a recognized leader in the wireless LAN/WAN connectivity market and the industry market leader in wireless bridges. Founded in 1989, Solectek has over 25,000 installations worldwide. The Solectek product line of wireless bridges and routers is the most flexible, reliable and secure in the industry. For more information visit www.solectek.com

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