

# Recognizing Our Mission & Core Values In Action

*Jerry Gillard*

## “Winning Culture & Growing Ideas”



**Growing Ideas  
Producing Excellence**

“For over a year, Earth Source Trading has dreamed of having a web portal for our growers in Chile to access information. Recently this increased in importance for new growers that we are recruiting, so we brought it to the Business Technology Team for approval in front of other pending projects. Once it was approved, Jerry Gillard embraced the project enthusiastically; he wanted to serve us and show us what IT could do for us. He was skillful liaison between the "produce guys" and the "IT guys." He translated our Request for Quote into that mysterious IT dialect ("HTML pages using .NET with integrated PHP coding and an XML document.")

Vendor quotes came in for amounts that we were reluctantly willing to spend, however, it didn't settle with Jerry. He calculated it could be done cheaper and ... was able to find a very inexpensive solution that more than met our needs. We were able to launch it within days of a decision. Jerry Gillard demonstrated our “Winning Culture” by being enthusiastic, a good negotiator and very resourceful. But most of all he was very resourceful.”

*Ron Carkoski*

*December 9, 2009*

Ron Carkoski, President & CEO

Date