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PUREGrown™ & ZenPlug® at Grow-Tech

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New telemedicine coverage available to members

Effective July 1, 2016, Harvard Pilgrim will add telemedicine as a standard benefit for all commercial, non-Medicare plan members.

What is telemedicine?

Telemedicine is commonly referred to as a virtual visit or a video visit. Members see a doctor through real-time, Skype-like technology—using a smart phone, tablet or computer. This allows them the option to get care without needing to travel to a provider's office or urgent care center. Coverage is primarily for on-demand, minor urgent care medical visits such as cold and flu, rashes and skin issues, upset stomach, and pediatric issues.

Harvard Pilgrim has added Doctor on Demand, a well-known national telemedicine provider group of board-certified physicians, to our network. Additionally, members may receive covered telemedicine services from any participating provider who also offers these kinds of services.

This addition is part of our continued offering of high-quality, competitive products and innovative services in a rapidly changing marketplace. Telemedicine aims to improve member experience through a convenient method of care delivery outside of more costly locations like the emergency room (ER), when ER services are not necessary.

Additional information

Visits with Doctor on Demand will not require a referral, and member cost sharing will be equal to the PCP cost sharing.

Doctors providing services are licensed in the state the member is calling from.

Doctor on Demand has the capability of servicing members in multiple languages. Members may need to schedule an appointment for certain languages.

To learn more, see the FAQ or contact your Account Executive.



Health Savings Account (H.S.A) Coverage of Adult Children

While the Health Plan allows parents to add their adult children (up to age 26) to their health plans, the IRS has not changed its definition of a dependent for health savings accounts.

This means that an employee whose 24-year-old child is covered on the HSA-qualified health plan is not eligible to use HSA funds to pay that child's medical bills.

If account holders can't claim a child as a dependent on their tax returns, then they can't spend HSA dollars on services provided to that child.

According to the IRS definition, a dependent is a qualifying child (daughter, son, stepchild, sibling or stepsibling, or any descendant of these) who:

- Has the same principal place of abode as the covered employee for more than one-half of the taxable year.
- Has not provided more than one-half of his or her own support during the taxable year.
- Is not yet 19 (or, if a student, not yet 24) at the end of the tax year, or is permanently and totally disabled.

Grow-Tech Adds To Already Extensive, Innovative Product Line

Grow-Tech is having a banner year in 2016 with revenues up 38% year over year through August and profits up 178% over the same time period. This record growth and profits is allowing Grow-Tech to experiment with new and exciting products developed over the last few years. They have developed “hinged” plugs for the orchid and fruit tree markets, biodegradable textiles for microgreens and water wicking mats which are being trialed in greenhouses growing tomatoes and strawberries. All of us at AAI are very excited about the prospects for Grow-Tech and these new product developments.

- Peter Anania



Grow-Tech began more than thirty years ago, but the company is as up to date as ever, regularly introducing new products that solve problems for the horticultural industry. This spring and summer alone, Grow-Tech introduced two new products aimed at creatively meeting the needs of the horticultural industry: PUREgrown in April and ZenPlug in June.

PUREgrown was developed as Grow-Tech recognized that many growers are having a tough time trying to keep up with the burgeoning demand for edible greens. As large numbers of people opt for healthier food choices, and more local choices, the market for greens has exploded and the need for new, sustainable growing methods has increased as well.

Grow-Tech has fashioned PUREgrown to be a 100% hemp product that is made from fibers grown without the use of pesticides, herbicides or synthetic fertilizers. As a result, Puregrown is OMRI-listed, meaning it has passed muster for the Organic Materials Review Institute (OMRI). While OMRI is not an organic certifier, it does verify the substances used in organic production so that growers can have confidence about the products they are using.

The product is specifically designed for the organic production of micro-greens, salad greens, and wheatgrass, and growers can purchase different thicknesses of the felt to best fit the needs of the plant.

Like PUREGrown, ZenPlug meets a specific need for a part of Grow-Tech's market. During transplanting, roots can experience shock and ZenPlug was designed to mitigate the shock, meaning that growers can plant fast without as much concern for harming roots. Growers, like any business, need to keep productivity up without negatively impacting their products. As such, ZenPlug helps to solve a labor, time, and quality control issue for horticultural businesses.

The product both promotes efficiency and product quality with its careful design that wraps around roots, protecting them. Grow-Tech describes the design as simulating wrapping a baby in a blanket.

As an addition to the company's already established line of FlexiPlug products, ZenPlug is made from peat, other organics, and a foam binder. The innovation of ZenPlug is in its curved design that allows callused roots, such as orchids, to be gently handled rather than simply shoved into a planting medium, potentially shocking them. The design also allows for optimal aeration, promoting plant growth.

Grow-Tech launched both of these products on the heels of launching Biostrate, a felt for growing micro-greens, wheatgrass, and salad greens hydroponically. Compostable, sturdy, and optimized for encouraging plant growth, the product has proven a success for Grow-Tech and, like PUREGrown, has a ready market as growers continue to adapt to serve an increasingly health conscious population.

We, and the horticultural industry, look forward to what Grow-Tech comes up with next.

GROW-TECH LLC
Advanced Rooting Substrate Technology

Growing Media for Microgreens

PUREgrown™

This OMRI listed 100% hemp product is made from fibers grown without the use of pesticides, herbicides or synthetic fertilizers.

www.puregrownproducts.com

BioStrate®

This lightweight biobased textile absorbs and retains water while providing an inert environment for dense healthy root development.

www.bio-strate.com

Grow-Tech Advertisement in Produce Grower

Synergistic Software Solutions Announces an Endorsed Partnership with Sage

sage 100c Manufacturing

JobOps® Base & Time Tracker to be bundled with Sage 100c and offered exclusively by Sage as “Sage 100c Manufacturing”

Synergistic Software Solutions developers of JobOps® “Job Management Software” are pleased to announce the finalizing of this strategic endorsed partnership with Sage Software, Inc., the market leader for integrated accounting, payroll and payment systems. The endorsed partnership makes JobOps part of an extended offering of the new Sage 100c platform and is aptly named Sage 100c Manufacturing.

JobOps® powered Sage 100c Manufacturing helps midsize businesses take control of the complexity of discrete manufacturing processes including make-to-stock and build-to-order jobs. Job management tools are tightly integrated with financials in Sage 100c. This built-in flexibility keeps discrete manufacturers ahead of constantly changing manufacturing requirements by giving them the ability to more easily and efficiently estimate costs, buy materials, track labor, manage scheduling, and support front-line employees with real-time accuracy on the availability and delivery of orders.

“Sage 100c Manufacturing is designed specifically to automate job management functions for Sage 100c customers while giving the business tools that can be used to speed the process of placing and managing orders” said Ryan Rick, General Manager Synergistic Software Solutions. Rick added “This OEM integration with Sage is a key development in the growth of JobOps and the team at Synergistic is looking forward to partnering with Sage to accelerate adoption of the new fully integrated Sage 100c Manufacturing suite.

“The launch of Sage 100c Manufacturing as an enhancement to Sage 100c marks a continued commitment by Sage to help small and mid-sized businesses increase profitability, better serve their customers, and grow,” said Connie Certusi, Executive Vice President and Managing Director Sage USA

mWAVE Industries Announces 'Industry First' Commercially Available 3 Foot 80 GHz Antenna



mWAVE Industries (mWAVE), an industry leading antenna design and manufacturing company, is pleased to announce the commercialization and production of its high performance 3 Foot diameter 80 GHz point to point antenna, model HRP3-800. mWAVE's new design is readily compatible with a large number of current 80 GHz direct connect radio ODU designs, and offers optional dual polarization capability.

Peter Farnum, CEO of mWAVE commented that "The higher gain of this 3FT antenna model, which includes mWAVE's proven reliability and well known superior AZ/EL fine adjustment features, will have a significant impact to the market by providing a readily available antenna solution to allow for longer 80 GHz radio links."

The addition of the HRP3-800 model further expands mWAVE's comprehensive, industry leading portfolio of millimeter wave antenna designs and related products for the 60, 80, 94 & 110 GHz frequency bands.

mWAVE's industry leading millimeter product portfolio and capabilities include:

- 60, 80, 94 & 110 GHz frequency bands.
- 8", 1 Foot, 2 Foot and 3 Foot reflector sizes (others available for special projects)
- Modular configurations including with and without mounts
- Most models are available with mWAVE's optional dual polarization adapter
- Experience delivering airborne & ruggedized versions for custom applications.
- The industries easiest to install and tune tower mount solution with AZ/EL fine adjustment
- For more information about mWAVE millimeter wave products or to learn more about the other mWAVE antenna products please visit mWAVE's website at www.mwavellc.com.