

Feed Mill Automation

VERTICAL SOFTWARE'S PROGRAMS HELP AGRI-WAY PARTNERS TRACK CORN, FEED

When 20 independent turkey growers in southeast Iowa bought out their joint venture partner—Ag Partners, Albert City, IA—in July, they turned to **Vertical Software Inc. (VSI)**, Bartonville, IL, for a new grain accounting (GrainTrac) and scale management (ScaleTrac) software system.

Agri-Way Partners, LLC, which operates a 65,000-ton-a-year feed mill in Wayland, IA, buys corn from area farmers and mills it into feed for turkeys and hogs, says Operations Manager **Chris Boshart**.

About 80% of the feed coming out of the mill goes to turkey operations, and the remaining 20% is fed to Cargill Inc.'s 12 contract-feeding hog operations in the area, he says.

"GrainTrac does all my inbound purchase contracts for corn that is delivered to the mill," Boshart says. "I also do all my sales contracts for my feed customers out of GrainTrac."

According to Boshart, GrainTrac maintains the mill's daily position report and also provides a report helping him maintain the mill's hedging positions.



Agri-Way Partners Operations Manager Chris Boshart uses Vertical Software's GrainTrac and ScaleTrac programs.

"We also can generate all the reports we need for grain examiners," he says.

Boshart says the Vertical Software system is easier to use than the feed mill's old software system.

"It's just a lot easier to get the information we need," he says.

Scale Automation System

Besides the new grain accounting software system, the feed miller installed VSI's ScaleTrac system which automates the mill's scale and moisture meter.

"ScaleTrac works on a touch-screen monitor, which makes it more user-friendly," he says.

With ScaleTrac, Boshart doesn't have to stamp scale tickets any more.

"It gives a live scale weight that is recorded to the electronic database with one click," he says. "That eliminates hand-keying the weight into GrainTrac. ScaleTrac produces a laser-printed scale ticket for customers."

The software, Boshart says, also makes it easier to segregate grain deliveries from different farms operated by the same farmer.

"That is a pretty good benefit for our grain customers," he explains.

ScaleTrac also interfaces with the GrainTrac system to follow all inbound corn and outbound feed movements and reports those to Boshart.

According to Boshart, VSI's staff also worked with Easy Automation Inc., Welcome, MN, to create an interface between VSI's GrainTrac system and Easy Automation's Feed Office Pro that allows Agri-Way Partners to price its feed correctly.

Grain Company

Agri-Way Partners, LLC
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www.agriwaypartners.com

Robert Achen, President
Chris Boshart, Operations Manager

Founded: 2003 as a joint venture between 20 southeast Iowa independent turkey growers and Ag Partners, Albert City, IA

Feed production: 65,000 tons a year

Storage capacity: 500,000 bushels

Annual grain volume: 1.5 million bushels

Crops handled: Corn

Software Vendor



Bartonville, IL • 309-633-0700
www.verticalsoftware.net
Patrick Gilroy, President
Dave Markley, Manager-
Installation Services

Ron Kimbrell, Manager-Information Services
Cynthia Williams, Manager-Software Support Services

Grain accounting software: GrainTrac.

Operating systems: Windows 7 Professional, Windows Vista, Windows XP Pro, Windows 2008 Server, Windows 2003 Server.

Software options: GrainTrac for Windows, ScaleTrac for Windows, TurningPoint Accounting, AgPoint, ScalePoint, MixPoint, and GrainTrac PASS.