

# Multi-Tasking Made Easy

VERTICAL SOFTWARE PRODUCTS ALLOW COOP TO INTEGRATE MANY FUNCTIONS

As soon as a load of grain is delivered to Beardsley Equity Cooperative Association, the ticket information is entered through the cooperative's computerized ScaleTrac system from Vertical Software. From there, it goes into the GrainTrac for Windows software where gross and net bushels are calculated.

"With ScaleTrac, we are able to split tickets and add remarks. As soon as the last load is hauled, we can print the farmer a ledger sheet showing tickets, totals, and field remarks. Our customers love it," says R.J. Sabatka, general manager of the 250-member cooperative in Beardsley, KS.

Over the last six years, the north-western Kansas single-site cooperative has handled between 700,000 and 1.7 million bushels of grain each year.

## Benefits

**Time savings.** The coop has used Vertical Software's GrainTrac and ScaleTrac software since 1997. Sabatka says the software has saved the cooperative hours of posting tickets.



*Beardsley Equity Cooperative Association  
General Manager R.J. Sabatka.*

"We're able to print a variety of reports for our patrons," he says.

The scale interface system was developed to eliminate the time involved and the errors created by manual scale ticket entry. The software's history feature also enables the cooperative to make updates easily, Sabatka says.

GrainTrac calculates gross and net bushels, cwts, or tons. It also automatically calculates discounts or premiums and keeps track of position reports, customer reports, and

on-screen totals.

"Truck and rail settlements are quick, and we can adjust and print grain sales and checks easily," Sabatka says.

**Financial connection.** The coop also uses Vertical's patronage program, which interfaces with GrainTrac and Vertical's Turning Point financial package.

This enables the cooperative to automatically determine how much patronage should be paid to each customer and to produce checks for those customers at fiscal year-end automatically.

**Satisfying support.** Sabatka says that the cooperative's long relationship with its software supplier has been a very positive experience. Sabatka says that Vertical's installation as well as support team members are computer savvy but also very down-to-earth people.

"When we first began using the computerized system, we spent hours on the phone with them. We continue to speak with people at Vertical who have a great deal of patience," Sabatka says. "Even now (years after the installation), the support is just as good."

## Grain Company

### Beardsley Equity Cooperative Association

Beardsley, KS • 785-538-2386

R.J. Sabatka, General Manager

**Founded:** 1914

**Number of employees:** 3

**Annual volume:** Approximately 1 million bushels.

**Crops handled:** Hard red and white winter wheat, corn, sorghum, soybeans, and sunflower.

**Services:** Grain handling and marketing, seed, feed, and animal health products.

## Software Vendor



Peoria, IL • 309-676-0700

[www.verticalsoftware.net](http://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 XP Pro, Windows 2003 Server, and Windows Terminal Services.

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