Saving Time and Money

MORELAND GRAIN & SEED USES VERTICAL SOFTWARE BECAUSE IT'S EASY TO USE

Because of its rapid growth, Moreland Grain & Seed Co., Moreland, ID, installed Vertical Software's (VSI) GrainTrac and ScaleTrac software programs in January 2010.

Merchandiser Ken Morgan says the elevator handled 200,000 bushels of soft white wheat in 1997, when it was founded. This year, its grain volume totaled 3 million bushels.

"We'd grown so much in 14 years that we needed to upgrade our system, especially during harvest, when it was really chaotic," Morgan says. "In our old system, we had to enter everything manually. That cost us a lot of extra time, because we were working on each ticket three or four times. There also was an increased risk of mistakes and errors."

Using the VSI programs saved time and money during this year's soft white wheat harvest in August and September, says Morgan, who has worked at Moreland Grain & Seed for nine years.

"Things ran 10 times smoother this harvest than other harvests because the Vertical Software is so easy to use," he explains. "If we hadn't had Vertical

Ken Morgan, merchandiser at Moreland Grain, says Vertical Software's GrainTrac and ScaleTrac programs save time and money.

Software, we would have had to hire two or three extra people to help with the processing of the scale tickets."

Labor Savings

This year, Moreland Grain & Seed only had to hire one extra person during harvest.

"With GrainTrac, what used to take a half hour to an hour now takes about 15 minutes," Morgan says. "It also saves on stress and strain."

The lower labor and processing costs have more than paid for the software licensing fees, Morgan says.

Another thing Morgan likes about VSI programs is that the elevator can tell its farmer-customers where they stand on their contracts as each truckload is delivered.

"Before, it would take a half hour or more," Morgan says. "Now, with the ScaleTrac and GrainTrac software, it's immediate."

ScaleTrac also allows the elevator to e-mail a copy of the scale ticket or the contract to the farmer, his accountant, or both.

The elevator's farmer-customers have noticed, too.

"They like the instant information on their contracts and the e-mails they get," Morgan says. "They also love the quick turnaround they can get when they deliver wheat because of the software."

For its seed sales, which run about $1 million a year, Moreland uses GrainTrac.

VSI's customer service is excellent, Morgan adds. "They even call us to see how things are going," he says. "If we have a problem or a question, they can remotely access our computers and go through the problem and fix it for us."

Training Moreland's staff to use the software took about a week, he adds. ■

Grain Company

Moreland Grain & Seed Co.
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L. Ray Carlson, President
Ron Ellis, Manager
Ken Morgan, Merchandiser
Darcie Martin, Office Manager
Jacob Butt, Facilities Manager

Founded: March 3, 1997

Annual sales: $20 million (FY ended June 30)

Actual storage capacity: 2.1 million bushels

Annual grain volume: 3 million bushels

Crops handled: Wheat

Number of employees: Three full-time

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 XP Pro, Windows 7, Windows 2010 Server, and Windows Terminal Services.

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