

Efficient Grain Accounting

MINNESOTA COOP REASSIGNS EMPLOYEES ONCE TIED TO GRAIN SETTLEMENTS

For New Vision Co-op, 2011 meant big changes. In September, the cooperative, which specializes in grain handling, feed production, and agronomy, moved into a new corporate office in Brewster, MN, and began using AgVantage software for corporate accounting.

Before the coop, which has 17 locations throughout southwest, Minnesota, switched to the AgVantage grain, seven New Vision employees provided grain settlements at five locations.

"It worked, but we knew it could be done better," said Grain Merchandiser Dan Uttech.

The AgVantage grain software, he said, allowed New Vision to centralize all of its grain accounting operations into the Brewster office.

"It was an opportunity that we hadn't really been able to take advantage of in the past," Uttech said.

Auto Apply

In addition to centralizing grain settlements, New Vision took advantage of the software's auto apply feature, which reduced greatly the amount of



Dan Uttech, grain merchandiser at New Vision Co-op, Brewster, MN.

time employees spent working on grain tickets, Uttech said. This feature allows tickets to be applied to contracts at the scale. It also provides a detailed scale ticket showing all grain discounts and how the load was applied.

"It's raised the professionalism of the New Vision image in the eyes of our customers. It's also raised the morale of employees. It's really been an exciting thing to watch unfold," he said.

Because grain accounting was centralized in the Brewster office with the auto apply feature, New Vision was able

to reduce the number of employees assigned to grain settlements from seven to three. But no employees lost their jobs; instead, New Vision was able to use them in other areas. "It makes us much more efficient," Uttech said.

While the grain program's features have helped the coop, it was AgVantage's support team that made it possible, Uttech said. "It's not just the software; you have to have the backup to help make that happen," he said.

AgVantagePC Express

In October, New Vision will install AgVantagePC Express at its new location in Magnolia, MN. This system will improve the speed and accuracy of bringing in grain loads dramatically by using Radio Frequency Identification (RFID) to identify the vehicle driver and grower. The system automatically correlates the gross and tare weights of the vehicle, applies the grain load, and prints a grain ticket, without requiring user intervention.

Alysha Bohanon, contributing editor

Grain Company

New Vision Co-op
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www.newvision.coop

Frank McDowell, General Manager
Dan Uttech, Grain Merchandiser

Established: 1999

Storage: 21 million bushels

Crops handled: Corn, soybeans

Number of employees: 150

Services: Grain handling and merchandising, feed, agronomy, seed, farm store

Software Vendor

AgVantage[®]
Software

Rochester, MN
877-282-6353 • www.agvantage.com

Michelle Blomberg, President
Paul Hawes, CFO

Grain accounting software: AgVantage software

Operating systems: Windows 7, i5/OS

Software options: Grain Accounting, Grain Scale, Management Accounting, Point-of-Sale, Agronomy, Energy Management, eBusiness, and Patronage