

Combining Efforts

BLANCHARD VALLEY AND DESHLER COOPS TURN TO AGVANTAGE FOR SOFTWARE

When the merger of the Blanchard Valley Farmers Cooperative (BVFC) of Findlay, OH, and Deshler Farmers Cooperative of Deshler, OH, takes effect in March 2014 as the newly-formed Legacy Farmers Cooperative, their combined operations will be using AgVantage® Software.

Jamie Pratt, IT systems manager at BVFC, says after looking at a couple of other companies, it was decided to convert Deshler's software to AgVantage programs. BVFC has 1,835 members and Deshler has 650.

"AgVantage is as progressive as any company in the industry," says Pratt, who has been BVFC's IT manager for four years.

BVFC has used AgVantage software for more than 20 years, Pratt says, going back to the days when the company was known as Udenberg & Associates, Inc.

Established in 1989, BVFC is a locally-owned farmers' cooperative with 13 locations, including four agronomy stations, a farm and garden store, two petroleum locations, and two seasonal grain handling locations.



Jamie Pratt is the IT systems manager at the Blanchard Valley Farmers Cooperative in Findlay, OH.

The merger, which was approved July 10, will add Deshler's two grain and one agronomy locations.

Making The Transition

Although Deshler uses another software system, AgVantage previously has managed transitions from that system to AgVantage's programs so it has experience in making the change, Pratt states.

AgVantage products are easy to use and learn, he notes. "We'll show the Deshler employees how to click a couple

buttons, and they'll be printing grain tickets," Pratt says. "We have a great agronomy program from AgVantage, too, and we will transfer that to the Deshler operations."

Although BVFC has diverse operations, it utilizes AgVantage programs for everything. The BVFC lawn and pet store uses AgVantage's PC invoicing. It also uses software that allows the coop's employees to clock in and out on the computer or on their mobile device. "It's pretty convenient," says Pratt.

The PC agronomy and PC grain scale programs are the main programs that BVFC uses. "We will be able to implement our grain scale program at the Deshler locations," Pratt explains. "It will give us the flexibility to do that."

AgVantage's technical support is provided by experts who know the ins and outs of the software programs. "They have experts in all of the areas, so you can rely on different experts," Pratt says.

BVFC is looking at adding AgVantage programs being developed for seed sales and customer management that will tie all the divisions together.

Grain Company

Blanchard Valley Farmers Cooperative
Findlay, OH • 419-423-2611
bvfccoop.com

Jerry Silveus, General Manager
Mitch Welty, Grain Manager
Mike Tobe, Agronomy Manager

Established: 1989

Storage capacity: 19,353,254 bushels

Annual volume: 27,532,496 bushels

Annual revenue: \$335.8 million

Number of employees: 137

Crops handled: Corn, soybeans, soft red winter wheat.

Software Vendor

**AgVantage®
Software**

Rochester, MN

877-282-6353 • www.agvantage.com

Michelle Blomberg, President
Chuck Bohanon, CIO
Paul Hawes, CFO

Grain accounting software: AgVantage software.

Operating systems: Windows XP, i5/OS.

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