

# Interfacing with Ease

AGVANTAGE SOFTWARE EASILY BRINGS TOGETHER MULTIPLE SOFTWARE PROGRAMS

After its October 2003 merger with Union Coop Association, Evansville, WI, Landmark Services Cooperative doubled its sales to \$140 million.

The Cottage Grove, WI-based cooperative's diverse divisions range from feed mills, grain elevators, and agronomy facilities to hardware and seed stores, trucking, and wireless services.

Many of those divisions use software programs from various software companies. However, the coop has found it easy to integrate those programs into its AgVantage® general ledger and grain accounting software, says CFO Bret Clostermery.

"We have so many external packages running at our different divisions. AgVantage allows for the interfacing, which means we don't have to double-enter the data," Clostermery says of the software the coop started using in 1989.

## Features

Since Landmark Services has 50,000 customers in its database, stability of the program and maintaining records



*Landmark Services Cooperative CFO Bret Clostermery.*

is very important to the coop, Clostermery says.

The program also gives Landmark Services connectivity among its divisions that stretch from Cambria, WI to Harris, IL—125 miles north to south.

"It's a good, stable platform that doesn't crash on us," he says.

**Interfacing.** Landmark Services' agronomy division is one example of how the AgVantage program interfaces with other programs. This division uses a program from Software Solutions Integrated (SSI), Shelbyville, IL. At the end of the day,

after all the payables have been entered into the SSI program, the information is transferred to the AgVantage general ledger software.

"We cut the checks out of AgVantage, not out of the SSI package," Clostermery says.

The same is true of sales information—all of the customer detail is entered on the SSI program and then interfaced with AgVantage so patronage can be paid at the end of the year.

"AgVantage provides the platform that data can move into," Clostermery says. "If we didn't have it, we would be reentering all of the information."

The program can also disperse data to the coop's various divisions. For example, Landmark Services can send customer files to a division, so it can have it in its database.

**Merger.** The merger with Union Coop Association was easier, since both coops were already using AgVantage software, Clostermery says.

"It was as easy as it could have been, given the complexity of the merger," he says.

## Grain Company

### Landmark Services Cooperative

Cottage Grove, WI • 608-251-9010

www.landmark.coop

Bret Clostermery, Chief Financial Officer

**Storage capacity:** 9 million bushels

**Annual volume:** ??

**Annual revenues:** \$140 million

**Number of employees:** 325

**Crops handled:** Corn, soybeans, oats, wheat

**Services:** Grain handling, storage, merchandising, agronomy, feed, retail stores, gas delivery, trucking, wireless services, and heating and cooling.

## Software Vendor



Rochester, MN

877-282-6353 • www.agvantage.com

Michelle Blomberg, President

Chuck Bohanon, CIO

Paul Hawes, CEO

**Grain Accounting Software:** AgVantage grain software

**Operating Systems:** Windows XP, i5, and OS/400

**Software Options:** Purchases, sales, settlements, grain position, grain reports, and interfaces into AgVantage accounts receivable system.