

dbcSMARTsoft® (formerly, GrainSMART®, and HedgeSMART®) is now part of the OpenLink Agribusiness Solutions Group product suite

## CASE STUDY

### dbcSMARTsoft Allows Merchandising Company to Segregate Commodities

#### Agricultural Products Extension LLC (APEX)

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866-926-1200  
Peter Schlee, Director of Merchandising

- Founded: 2001
- Locations: Main office in Hamburg, NY; trading offices in Long Grove, IA; York, SC; and Raleigh, NC
- Number of employees: 16
- Sales: Greater than \$50 million
- Services: Merchandising, storage, and transferring

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— James Patterson  
Director of Purchasing  
and Operations

#### Benefits

Ease of use first attracted Agricultural Products Extension LLC (APEX) to OpenLink Agribusiness Solutions Group General Ledger and trading programs.

“What we liked most was the ease of moving from screen to screen,” says James Patterson, director of purchasing and operations for APEX. “The overall concept of the system seemed to fit what we needed.” APEX has been using the dbcSMARTsoft since 2001, when the merchandising company was founded.

Its main office is in Hamburg, NY, but it has satellite locations in Iowa, North Carolina, and South Carolina.

#### Features

##### Simplifying

“Having compatible accounting and trading programs saves APEX a step,” Patterson says.

“We don’t have to export accounting information to a separate general ledger package,” he says. “We were able to eliminate some of the systems we needed.”

Traders can enter contracts when they’re on the phone rather than having an assistant enter it after the fact.” All of the company’s satellite locations use the software, Patterson says.

“When I enter a contract here in South Carolina, it is automatically saved in New York,” he says.

##### Segregation

Along with ease of use, APEX says the software lets the company track and segregate the different commodities it trades as well as its various levels of corporate structure. For example, some traders will be involved with corn while



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others will only trade gluten. Those commodities can be tracked separately or together in the software program.

“They can have their own separate general ledger and own contract maintenance, or they can be combined,” Patterson says.

Additionally, APEX has different levels of corporate structure, such as multiple LLC, that have to be managed separately.

“We’re able to do that with the same software,” Patterson says. “But we can still have one general balance statement, without having to export the information to different software programs.”

## Support

“Even with the best software programs, there are things that always need to be fixed,” Patterson says.

“I have never dealt with any support staff that is better,” he says. “They are always there to help and make changes. They don’t charge on an hourly basis just to talk with them. They actually take suggestions from us.”

OpenLink Agribusiness Solutions Group specializes in the development of Commodity Management, Merchandising and Grain Accounting software. With over three decades of expertise in the commodity-agribusiness industry, the company is located just outside of Toronto, Canada, an agricultural, technology, and financial hub.

Our software solution includes: Commodity Management with Contracts, Tickets, Advances, Final Settlement, Accruals, Order Logistics, Debit/Credit Memos, Storage, Position Risk Management, Bin Management and Futures & Options. Also included are A/R, A/P, G/L, Financial Reporting, Inventory Costing, Production, Sales Order Processing, Sales Analysis, Purchase Orders, RIN processing, Brokerage and Contracts-Multiple Products.

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