

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

## CASE STUDY

### dbcSMARTsoft Improves Accuracy for Total Grain Marketing

#### Total Grain Marketing

Total Grain Marketing is an agricultural based cooperative centered in Effingham, Illinois, with various offices scattered throughout the surrounding communities:

- Established in 2006
- Headquarters: Effingham, IL
- Revenues: \$17.5 Million
- Employees: 51 to 200

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— Lori Flach

Assistant Grain Mgr.

#### Challenges

Imagine your computer spewing out double scale tickets and paying farmers twice. Inaccurate data in previous software programs was a problem for Lori Flach, assistant grain manager and merchandiser at Total Grain Marketing, Effingham, IL (217-342-9231).

Before purchasing new software, Flach visited several grain accounting software vendors' headquarters to ensure their software could meet her cooperative's needs. "One of the main questions was being able to transfer grain from location to location," she explains.

With 13 locations, including four rail loadouts, one of the main concerns was recording delivery at one location and issuing payments at a different site. Total Grain Marketing often transfers grain to the location with the highest rail bid. Not all of the software programs Flach reviewed allowed payment at a different location than where the grain was delivered.

Flach traveled to OpenLink Agribusiness Solutions Group's headquarters in Kitchener, ON, Canada (800-361-2114) and found that OpenLink Agribusiness Solutions Group's dbcSMARTsoft met her cooperative's requirements. Impressed by its functionality, Total Grain Marketing decided to purchase the software.



“dbcSMARTsoft lets us give farmers the correct information they need in a timely manner.”

— Lori Flach  
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## Reliable and Versatile

Flach explains that along with reliability, dbcSMARTsoft's versatility was an important consideration.

The setup in dbcSMARTsoft can be tailored to each contract, discount, and storage schedule.

In addition, Flach finds that historical data is often invaluable to farmers' decisions, so she can use the software to generate reports and queries every day. "Lots of times, we need to go back seven or eight years, and dbcSMARTsoft is providing farmers with what they need," she says. "dbcSMARTsoft lets us give farmers the correct information they need in a timely manner." She also uses the software to generate a total net position of the cooperative's long and short positions daily.

*Reprinted from Grain Journal*

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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