

Grain Handling Flexibility

AGTRAX SOFTWARE HELPS BAYOU GRAIN TRACK FIVE DIFFERENT CROPS

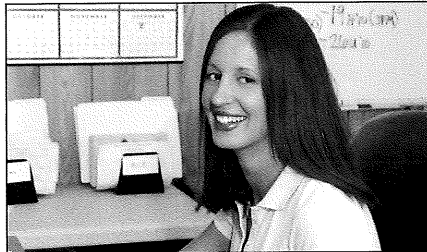
Handling five different crops from the scale to storage requires flexibility, says **Justin Towery**, assistant general manager at **Bayou Grain and Chemical Corp.**, in Parkdale, AR.

Two years ago, the company installed **AgTrax Technologies'** AgTrax commodity accounting software program for purchase and sales contracts, outbound and inbound tickets, hedging, discount and storage schedules, grain settlements, and up-to-the-second position reports.

According to Towery, the elevator's farmer-customers appreciate the fact that they can apply each load they deliver to a particular contract.

"The program can designate each load to a farm or even a field within that farm," explains Towery. "Because many farmers work with several landlords, AgTrax performs a very useful service by tracking loads by landlord."

Furthermore, AgTrax keeps tabs on segregated grain, "which is important in the South, where we have so many crops," Towery says. "They've got some pretty slick interfaces, so you can run a



Bayou Grain and Chemical Corp. Office and Accounting Manager Angela Crow.

report on your average grain moisture or how many loads went to a particular bin and what the moisture is in that bin."

Bayou Grain, which is located in the southeast corner of Arkansas, has a seasonal location in Eudora, 17 miles from Parkdale. "When our people are in Eudora, it's just like they were sitting here in this office," Towery says.

Seamless Integration

One of the strengths of AgTrax is its seamless integration between different modules, says **Angela Crow**, Bayou Grain's office and accounting manager.

"It's very easy to maneuver and track everything," she says. "AgTrax

really helped us tailor the software to our business. We've consolidated a lot of tasks so they take less time. It also has a really good audit function throughout all the modules."

Crow says AgTrax Technologies sent three trainers 650 miles from its Hutchinson, KS headquarters to Parkdale to install the software and train Bayou Grain's employees.

"They sent very skilled people here, so the installation would be a turnkey job," she says. "They listened to us, learned our business, and trained us so, the conversion was not nearly as difficult as it might have been."

According to Crow, the three AgTrax employees stayed in Parkdale for a week of installation and training, and one of them stayed another week to work out any kinks.

"Their support staff is very dedicated," she says. "There's never been a day when we've put in a call to them that they haven't responded immediately and come up with a fix. We have not had a system crash or even a hiccup in two years. That's a pretty good record."

Grain Company

Bayou Grain and Chemical Corp.

Parkdale, AR • 870-473-2281

Ron Miller, general manager
Justin Towery, assistant general manager
Angela Crow, office and accounting manager

Owners: 40 shareholders, mostly local farmers, landowners, and others.

Established: 1967.

Storage: 6.4 million bushels.

Annual volume: 10-15 million bushels.

Crops handled: Soybeans, corn, oats, wheat, and rice.

Number of employees: 21 full-time, 10 seasonal.

Software Vendor



Hutchinson, KS

620-662-0482

www.agtrax.com

Jeff Jackson, president
Garette Long, sales mgr.

Grain Accounting Software: AgTrax

Operating Systems: AIX, Windows

Software Options: General ledger; accounts payable; accounts receivable; agronomy; order entry/point of sale; commodity accounting; payroll; perpetual inventory; production/feed blending; patronage/equity; PatronAccess; GradeAccess; grain inspection; AgRemote scale interface; and sales analysis; notes system.