



## “Vertical Automated Our Operation, Saving Us Time and Money... Keeping Us on the Cutting Edge!”

– Mike Welbourne, Manager

**GrainTrac:** “When we started looking for new grain accounting software, we wanted a system that would reduce our man-hours and improve our communication with customers. Vertical’s software fit perfectly and the cost was very reasonable. It’s great to be able to provide customers the history of their accounts in an instant. GrainTrac even tells us the difference between our scales and those at the river terminals. This cross check assures us and our customers fair payment of delivered commodities.”

**SPEEDI Electronic Data Interchange:** “This system allows us to download all the loads and contracts we did for ADM the previous day. It reduces time significantly and keeps us on track!”

**ScaleTrac:** “It has saved a ton of time during harvest. We used to enter tickets after the day was over. Now we can do them during the day, which gets us home with our families at night! The payback? This system saves at least 12 labor hours per day during harvest. With its low initial cost, ScaleTrac provided our money back in the first year!”

**System Support:** “The support those people give is excellent. We are always taken care of. Their fees are very reasonable compared to others that I’ve seen. It’s money well spent. We call up and they get right on what we need.”



### The Vertical Path to Higher Profits

Grain Accounting Software Solutions  
Custom-Designed Hardware  
Reliable Systems Support



#### Customer File:

Farmer's Elevator Co.  
Ransom, IL  
Contact Person:  
Mike Welbourne  
Locations:  
Odell & Ransom, IL  
Grain Storage:  
3.5 million bushels  
Years in Business: 96

#### Products & Services:

GrainTrac  
ScaleTrac  
SPEEDI  
Computer Hardware  
& System Support

#### Reasons for Purchase:

Time & Labor Savings  
Historical Retrieval of  
Customer Information  
Automation of  
Scale Tickets  
Direct Link to ADM  
Direct Transfer of Data  
to Accounting System  
Greater Volume  
of Business  
Happier, More  
Productive Employees  
Increased Profit Potential

Contact Us  
Today for a No  
Obligation  
Consultation.

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