

Summit Case Study: Jackson Farmers

Jackson Farmers is a farmer's cooperative located in Northeast Kansas. Established in 1916 they have now grown to six grain locations handling soybeans, corn, sorghum, wheat, oats, and seven retail locations serving three counties. In addition to grain services, they offer a full line of agriculture products including fertilizer, ag chemicals, feed, animal health, refined fuels, and propane. They operate four feed mills, custom apply fertilizer and chemicals, and operate two retail auto service centers.

Jackson Farmers Inc. began its partnership with Summit in August of 2005. Jackson Farmers researched several different software packages before deciding on Summit's software because it best fulfilled their various needs and had the best integrated package.

When reflecting on this decision, grain manager David Lanter explained,

"What stands out to me is the ease of accessing important information in Summit's system and utilizing that ability to make timely decisions. The grain package allows the access of up-to-the-minute company grain and customer positions by utilizing point of sale, the ability to create numerous custom grain reports to fit your needs, and the ease of settling inbound and outbound grain quickly. The Summit system has saved us labor cost by streamlining daily tasks and providing valuable information for completing monthly mandatory state and federal grain reports. There are so many positives with the Summit Software grain package, of which I have just touched on a few."

Commenting on the continued partnership, Mr. Lanter went on to say,

"In December 2006, we implemented Summit E-Commerce©. With this program our customers can access their grain and A/R accounts via the internet, providing 24/7 service for our customers. So far the feedback has been great!"

Summit Software, Inc. develops integrated accounting and inventory management software solutions for the petroleum, convenience stores, and biofuels markets. Summit has been serving its customers for over 25 years from its headquarters in Fort Wayne, IN. For more information on Summit Software, Inc., visit www.summit-soft.com or call 800.433.5724.