



REAP™ ~ Renewable Energy Agricultural Processing Customer Success Story

The following company has graciously volunteered their experiences regarding REAP & Encore Business Solutions.

United Wisconsin Grain Producers (UWGP)

United Wisconsin Grain Producers (UWGP) is an ethanol production facility located in Friesland, WI. To help build, improve and retain efficiencies, UWGP recognized the need for a fully integrated financial software solution specific to their industry. As a result, UWGP consulted with Encore Business Solutions and implemented REAP™ ~ a flexible, agile and scalable software solution to improve their business processes and streamline workflow.

When I first began managing an ethanol production facility, actually it was prior to the start of production, I knew that I needed a good integrated financial accounting and reporting system and a grain accounting, inventory and settlements system. This was not a new revelation for me. Having an extensive background in the grains export business and public terminal elevators on tide water, I understood the critical importance of timely and accurate financial statements, commodities positions and both physical and hedge positions.

Once we decided to move forward with production, I realized that the lack of information automation between various pieces and testing equipment and process monitoring equipment was a key and integral element in improving the alcohol yield of our facility. Keeping our costs low and our customer service first rate was of extreme importance to us in order to realize and sustain efficiencies throughout the ethanol plant.

Having had the opportunity to work on very successful projects with Encore Business Solutions - a company that represents Microsoft Dynamics™ GP financials (a top end financial accounting product built for mid-sized firms) for custom programmed grain applications in the past, selecting Encore's REAP was a natural and simple choice for the needs of a start-up ethanol plant.

REAP has helped our operators to accurately manage fermentation and maximize the alcohol yield. For example, the lab data base component within REAP generates a schedule of all of the testing that is required in the plant for every shift providing operators with a single point of

*The industry average for gallons of ethanol produced is **2.8**. Since implementing REAP, UWGP has been able to achieve **2.9 gallons of ethanol** and their best month yet gave them an average of **3.01** all within 48 hours per batch. UWGP has also reduced their plant's **cost by 10%** and has also been able to produce a higher quality DDG with a lighter color, lower sugar content and less caking thereby, making them an attractive supplier to Asian countries like Japan and China. UWGP credits REAP for these efficiencies gained and further business opportunities.*



reference for the sampling and testing work. Collected samples are identified online as they are tested and the test data is fed from the test equipment directly to the system as it is generated, without any paper work. Times are recorded and operator performance monitored.

With REAP, we can correlate any number of production data ratios and comparisons, identify issues quickly and alert operators of potential problems in advance. This brief description captures only one aspect of the automation Encore has delivered and implemented for UWGP.

I would recommend Encore to other ethanol plants interested in improving their operational accuracy and total production. Not only do they have well-known and established software for financials, but they have also integrated a user-friendly grain system to that software in addition to building production monitoring tools that fill in for a lack of controls on fermentation processes, which is very critical to a plant's success but commonly overlooked. Thanks to REAP, UWGP has experienced very high conversion rates and production volume for a plant of its size and low labor costs too.

Jeff Robertson, CEO, United Wisconsin Grain Producers

