Vantage Point

AUGUST, 2016

A MESSAGE FROM OUR PRESIDENT
The Victory, Agony and Legacy of a Single Life

Michelle Blomberg
President/CEO
michelleb@agvantage.com

"Never confuse a single defeat with a final defeat."
F. Scott Fitzgerald

Watching the Olympics over these past couple of weeks popped the saying into my head from many years ago – "The Thrill of Victory, the Agony of Defeat". There is a story I'd like to share with you all as a tribute to a great man, my brother Lt. Colonel Dave Blomberg. He was an exceptional leader and I learned so many things from him in life that have helped me survive and thrive. He's shown me how experiencing failures & defeats can then be turned into successes and victories.

I own a cabin up north and this past month I had my entire family there for a week. Imagine 40 or so Blombergs hanging out fishing, swimming, boating, competing in the Olympics I setup for them (which included Hammerschlagen, bow & arrows, BB guns, hitting golf balls into the lake and darts), and just plain ole back to the basics family time. There is only one little bathroom at this cabin, but the woods serve the purpose (for the boys anyway) and the lake serves as a bathtub/shower. All the meal duties are shared as well as clean-up and cooperation to keep everyone happy and healthy.

There is a guy on my lake named Mike who flies planes and his particular plane takes off and lands on water. A few weeks prior to this upcoming week with my family, I asked Mike if, weather permitting, he'd be open to taking my niece Kristin and her husband Joey up in his plane. You see, my brother Dave (54 years old) passed away this past March from an intestinal disease. It was a devastating loss for anyone who knew him and has left a hole in many of our hearts. Kristin is Dave's only child. She had saved a small urn of ashes and I wondered if I could organize my whole family on boats out in the middle of the lake and she could sprinkle them out of the plane as they flew over us. He said YES!

The weather turned out to be perfect and the moment will remain with my whole family forever. I had the song, "Proud To Be An American" playing loudly so everyone could hear it and even had a walkie-talkie to Kristin so she could hear too. It was an emotional but amazing moment and a perfect tribute to a great air force pilot, brother, father, son and a giant of a human being. He left such an impact on everyone who knew him. His life was a victory, followed by agony, followed by legacy. He will be remembered forever.

a
LEADER
is one who

knows the way
goes the way
and
shows the way

Dave Blomberg

2017 EXECUTIVE CONFERENCE UPDATES
SANIBEL HARBOUR MARRIOTT RESORT & SPA
FT. MYERS, FLORIDA
MARCH 12-14, 2017

Lori Campbell
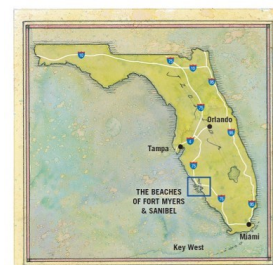*Conference Manager*
loric@agvantage.com

Every two years we offer an Executive Conference for our customers in either February or March. Many General Managers, CEOs, CFOs, Controllers, Office Managers, and Information Systems Managers have taken advantage of this opportunity over the years. Our last Executive Conference was in Nashville in 2015. Attendees at the Nashville conference voted on the location of the 2017 conference and the west coast of Florida was one of the top choices.

We are pleased to announce that we have chosen the Sanibel Harbour Marriott Resort & Spa in Ft. Myers, FL as our meeting site, March 12-14. This upscale resort has beautiful water views and is set on an 85-acre peninsula surrounded by the Gulf of Mexico and the Caloosahatchee River. It is located next to the causeway that goes to Sanibel Island.

The conference will be held starting the evening of Sunday, March 12 with a Welcome Reception, and will continue until Tuesday afternoon, March 14th. We are tentatively planning on a group off-site pre-conference event during the day on Sunday. On Monday evening we will offer a sunset dinner cruise on the Sanibel Harbour Princess, a 100 foot private yacht.

We will be working on the Executive Conference agenda for the next few months. **If you would like to offer any input on sessions, please send me an email or give me a call: 877-282-6353, ext. 117.**

A hotel reservations link will soon be posted on the home page of our website. It is always a great idea to book your hotel room early. If you prefer to make your reservations over the phone: 1-800-767-7777
All of our guest rooms are in the Sanibel Tower, with balconies, and most will be waterfront. The rate for three conference nights is $299. (regular rate for mid-March in the Sanibel Tower is $401) If staying additional nights, 3 nights pre or post conference, the group rate is $319.

The group resort fee has been reduced to $10 ($15 regular) per day. It includes things such as free bicycle rental, outdoor basketball and tennis courts, newspapers, internet, etc... Self parking has been reduced to $6 ($12 regular) per day. Unfortunately, the Marriott is unable to display our special pricing on the reservations home page. The special conference rates show up under *rate details* (click on it) on the second page of group reservations and will be applied upon checkout when you are on-site.

AgVantage Software, Inc.
Winter Trade Show Schedule
National Grain & Feed Conference & Trade Show
Booth #509, December 11-12, Chicago, IL

NEW PROGRAMMER AT AGVANTAGE SOFTWARE

AgVantage Software recently hired David Hammond to help design and program report building tools for the new AgVantage Edge product. David's background is in IT and Web Development. If you were at the National Conference this past June, you may have met him.

David previously worked at AgVentures, LLC in Wisconsin, for 5+ years where he developed many custom applications that were used in their day to day operations. He recently commented that he is very excited about this opportunity and looks forward to contributing his knowledge and experience to the exciting new Edge product. We are excited to have him join our team.

David is married to Debra and they have three children: Alex (18), Hunter (16), and Hannah (8). Their family is currently in the process of relocating from Wisconsin to Minnesota.

David Hammond

Marinade for Vegetables
by Valerie Ahlers, Customer Services Representative

1/3 c. catsup
1/4 c. vinegar
1/2 c. oil
3/4 c. sugar
1   tsp. salt
1   tsp. paprika
Onion or garlic powder to taste

Place all of the ingredients in a covered pint jar and shake it up. Refrigerate for two hours, letting the sugar dissolve.

Cut up 4-6 cups of cucumbers, onions, peppers, and tomatoes (or other vegetables) and place them in a bowl. Pour about half of the marinade over the top and mix it up. Refrigerator for a few hours prior to serving.

This recipe can be used as an appetizer, on lettuce as a side salad, or as a salad by itself. Recipe makes 1 pint of marinade to use as needed. It can be stored in the refrigerator for a couple of months.

AgVantage Software ● August, 2016
Update on New Releases & Software Releases Coming Soon

Bonnie Fohrman
V.P. Programming
bonnief@agvantage.com

Newly Released AgVantage Software—Version 8:

See our Message Board for many Product Enhancements continuously available.

Agronomy
- Ability to make an operator/applicator inactive (383952)
- Print comment field on Anhydrous to be billed report (387611)

Accounts Receivable
- Archive contract records (380015)
- Added budget start/end date to customer file (383424)

Contracts
- CDD—Ability to change contract fields – Fine Line Code, Price, Location (343145)

CRM (Customer Relationship Manager)
- Group leads view by customer (370895)

Edge Agronomy
- Agronomy work order dispatch (382161)
- Turn by Turn directions (384959)

Edge Accounts Payable
- CDD—New vendor to pay screen displays if drafts were indicated (357695)
- Added Machine Number to AP Entry (386371)

Edge Energy
- May now move a delivery from one tank to another (339563)

Feed
- New ability to track prescription medication (371136)

Grain
- Hauling on transfers between location -origin/destination (317238)

AgVantagePC Energy
- CDD—use call quantity to load preset and load item if chosen (383423)

AgVantagePC Grain Scale
- New ability to do a transfer with a five digit location (302559)
- Displays stable weight message on weight Ticket (358056)
- Added flag to require transfer ticket number on inbound (364182)
- Ability to setup and hold user-defined messages to IP Display (383432)
- Now confirms when deleting RFID reader in express settings (387659)
- New ability to not show grade detail on message board (388401)

AgVantagePC Employee Time & Attendance (ETA)
- New flag for manager approval of client time off request (383967)
- Sorts subordinates list by status then last name, first name (385241)
- From Kiosk show "Out" time when punching status button (385767)
- User defined labels for time off (385768)

Payroll
- Employment security import – alpha order (347828)

(Continued from previous page)

AgVantage Software Releases Coming Soon:

Edge
- Edge Agronomy Phase 2 Dispatching
- Edge Feed Phase 1
- Edge Grain Phase 1 Beta install Sept

Edge Energy
- Track when Delivery Tickets and Listing Printed (339356)
- Add a delivery from one tank to another (368496)
- Update Pre-notification Flag (387161)
- Allow comment access in tank maintenance and PC Dispatching (383422)
- Tanks that need to be painted (339535)

Accounts Receivable
- CDD—Ability to change contract fields (343145)
- CDD— Provide more selection criteria on 12 month aging (360849)

Contracts
- CDD—Ability to change contract fields (343145)

eAgVantage DPR
- Add Hedging to the Commodity DPR (350731)

eDocuments
- Create option to add List of Agronomy Customer email address (385217)

Feed
- Ability to add texture to feed order (376295)

Grain
- DPR – Inventory on Hand Omit locations with zero balances (331937)

Interfaces
- Interface Inventory Receivers to go through Inventory Rec xover - Ace (365292)
- Interface Inventory Receivers to go through Inventory Rec xover – United Hardware (365293)
- Interface Inventory Receivers to go through Inventory Rec xover – Tru Value (365295)
- Interface Inventory Receivers to go through Inventory Rec xover - Activant (365291)
- Interface Inventory Receivers to go through Inventory Rec xover - FMS (362119)
- Credit card transactions thru the Agvantage/SSI Interface (378212)

Patronage
- CDD Void a patronage check (333260)