

# Vantage Point

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DECEMBER, 2016



## AGVANTAGE CUSTOMER SPOTLIGHT:

### L.A. HEARNE CO.

**CORPORATE OFFICE: KING CITY, CALIFORNIA**

Websites: [hearneco.com](http://hearneco.com), [hearneseed.com](http://hearneseed.com), [hearnestore.com](http://hearnestore.com), [king-brand.com](http://king-brand.com), [hearnefert.com](http://hearnefert.com)

**President:** Francis Giudici

**Office Manager:** Patti LaVelle **Controller:** Bill Crockett  
**IT Manager:** Charles Mitchell

#### Locations/ Branches:

- Metz Facility, Main facility, King City, CA – Fertilizer, Seed, Dry Beans, Wholesale Distribution, Trucking, King City Farm Store, Repair & Maintenance, and Administration (28 acres 210,000 sqft of building coverage)
- Feed Production Facility, San Lucas, CA
- Prunedale Farm Store, Prunedale, CA
- Farm Store, King City, CA
- Miscellaneous storage facilities in Southern Salinas Valley



Lettuce field

**Number of Employees (include all locations):** 125 to 150 at peak harvest (they are the key to our success)

#### How long have you been using AgVantage Software?

1988, when it was still called Udenburg Software, prior to the name change in 2001.

**Favorite Feature of AgVantage Software:** We appreciate using eAgVantage Software for quick reference.

**Company Description:** Agricultural service is the foundation of L.A. Hearne Company. Our fertilizer, dry bean, and seed businesses along with our diverse trucking fleet and feed manufacturing continue to support local growers and California agriculture. In addition, we operate two feed and ranch supply stores which sell a wide variety of products. We also have our own brand of feed, King-Brand.

Customer service is the building block for our future. It is the catalyst that provides maximum benefits to all parties. It is our mission to provide the highest level of customer service while offering quality products and services to ensure customer satisfaction, employee development and long term company growth and profits.

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Company President—Francis Giudici, pictured third from left with his seven cousins, who manage L.A. Hearne Company. They are the third generation to manage the business.

**Something unique about your company that you would like to share with other AgVantage Software Customers:**

Started in 1938 by Larry A. Hearne – now a 3<sup>rd</sup> generation business with 8 cousins managing operations. Four – 4<sup>th</sup> generation family members are also involved in daily operations. We are very proud of our operations, facilities, and heritage.



L.ima bean field



L.A. Hearne Co.'s original general store opened in 1938.

**L.A. Hearne Co.  
Then & Now**



L.A. Hearne Co.'s Feed and Ranch Supply store today.

**AgVantage Software Holiday Schedule:**

*We will be closed or have reduced hours on the following dates to allow our employees to enjoy the holidays with their families.*

<b><i>Day before Christmas weekend</i></b>	<b><i>Friday, 12/23</i></b>	<b><i>Open 8-Noon (CST)</i></b>
<b><i>Christmas Holiday</i></b>	<b><i>Monday, 12/26</i></b>	<b><i>Closed</i></b>
<b><i>Day before New Year's weekend</i></b>	<b><i>Friday, 12/30</i></b>	<b><i>Open Normal Hours</i></b>
<b><i>Day after New Year's</i></b>	<b><i>Monday, 1/2</i></b>	<b><i>Open Normal Hours</i></b>

## END OF YEAR UPDATES & REMINDERS

Karen Tidd • Customer Services Representative • [karent@agvantage.com](mailto:karent@agvantage.com)  
Valerie Ahlers • Customer Services Representative • [valeriea@agvantage.com](mailto:valeriea@agvantage.com)



Karen Tidd

Valerie Ahlers

### Payroll End of Year

**W-2 information is CHECK DATE DRIVEN**—the date on your paycheck will determine what year the wages are reported to the SSA so be sure to look ahead on your calendar to plan your last Payroll (PR) for the year. Doing a test run on AccuWage after downloading the file from BSO will help check for accuracy before the EFW2 file is submitted to SSA.

There are changes on the laser overlay this year- the YEAR and changes for reporting company-sponsored health insurance, so be certain to watch the message board for the latest in procedures and PTF's. Even though you do not generate the W-2's until after you have saved off the files after the last PR for 2016, usually these PTF's need to be applied previously. Also, watch for **e-trainings** on the End of Year procedures as an update or review of procedures.

We will have the new Federal Withholding tables on the Message Board after we find out what it is, but it is your responsibility for your state and local tax tables. The government is still discussing changes to the tax laws so watch carefully- if you are notified of changes or see information on them, please let us know so we can pass them on. If you have questions, fax them to [support@agvantage.com](mailto:support@agvantage.com) and we will help you with them. This also applies to local and school tax information.

As changes happen, PTF's may get updated so be sure to watch because there may be multiple messages on the Message Board and the list of PTF's may get updated. There will also be a checklist for the EOY procedures posted. Be sure if you have to "add" things in PR, such as reporting personal use of company vehicle, that you get that as part of the PR for 2016, before you do a 2017 PR.

For those that do business in Ohio, be sure your description for SCHOOL TAX includes the school district number at the beginning of the description line.

We have also made changes to the laser overlay to now print the year that the W-2 has been printed for so be sure you get the latest PTF's- v8 and v7 only.

Because of the changed deadlines for government filing of W-2's, would recommend getting them to employees earlier in the month of January so you will have time for address corrections, etc.

### W-2 Deadlines

**Important Due Dates: NOTE: There have been changes.**

**Employee Copy** Jan. 31, 2017  
**Paper or Electronic Filing** Jan. 31, 2017 **NEW!!**

### 1099 MISC

**Important Due Dates:**

**Recipients Copy** Jan. 31, 2017  
**Electronic Filing:** Jan. 31, 2017 **NEW !!**

**Formats:**

**F = Forms**  
**G = Govt.** Mailed to IRS and shows full SS no.  
**R = Regular printer**  
**L = Laser printer** Mailed to recipient and masks SS no.  
**L = Letter**  
Masks SS no.

**Tips:**

The limit remains at \$600 so check your constant file to see if it contains that amount. Also check that your company phone number is there. This comes from the constant file.

- Check through your list of vendors to see who is marked to receive 1099's. Be sure you have their Fed. ID or SSN. **You can do this now.**
- 1099's are determined by the CHECK DATE, not the date you merge or the invoice date so be sure you have all checks printed you want to be part of 1099's.
- We have added an IRS Name field in the Vendor Master to be populated IF the name on the Vendor account is different than the Federal ID or SSN. Companies have been getting notices from the IRS stating the name on the 1099 does not match the name on the SSN or Federal ID. *You may know the business as Tom's Lawn Care but the Name that is associated with the SSN is Tom Jones- then put that name on the IRS line.*
- When you run your 1099 report, the \$\$ will update the vendor master. If you need to make a correction, go to the vendor master and then enter the amount, however, do not run the report again.
- You can run test 1099's on plain paper to verify information and then rerun on the forms. There is also a letter format available now that can be run on company letterhead. Preprinted forms are still available in these formats -**Type G is government and has SSN listed and Type L is laser for the vendor and has masked SSN. R is for pin-fed forms.**
- Watch the Message Board for program updates (PTF's)

**1099 PATR, INT & DIV****Important Due Dates:**

**Recipients Copy: Jan. 31, 2017**  
**Electronic Filing: Mar. 31, 2017**  
**IRS test file Mar. 17, 2017**

**Tips:**

For states participating in the Combined Federal/State Filing program a test file is only required for the first year, however it is highly recommended for the following years. See publication 1220 for a list of states that participate in this program.

The Customer file contains an IRS name field which is used ONLY if the account name is different than the Social Security number or Federal ID used to file your taxes.

Example: Account name - Joe and Mary Smith  
Tax ID: 123-56-6789 (Joe Smith's Social Security Number)  
IRS Name – Smith Joe

**Grain End of Year**

Check the Message Board to attend e-Training Classes on Deferred Grain Checks.  
Beat the rush and learn how to print the checks BEFORE the end of the year!

**If you have not ordered your End of Year forms, please contact  
Kari Apenhorst at [karia@agvantage.com](mailto:karia@agvantage.com)**



**AGVANTAGE EXECUTIVE  
CONFERENCE UPDATE  
MARCH 12-14, 2017  
FORT MYERS, FLORIDA**



Lori Campbell  
Conference Mgr.  
loric@agvantage.com

Registrations started rolling in for the Executive Conference even before the brochure was mailed. You may register, see the conference brochure, and make your hotel reservations all from our home screen—agvantage.com. There are even more details on the Executive Conference page.

The Early Bird Conference rate is \$595 and is available through February 1st. If you are on Annual Support, then you should have AgVantage Dollars available to use toward this fee, unless you have already spent them on other training. To check your AgVantage Dollar balance, just give me a call or send me an email.

We are excited to have ten customers doing presentations throughout the conference. We appreciate their participation as we know how much our customers like to learn from their peers. We hope you will be able to join us at this exciting conference!

**Sanibel Harbour Marriott Resort & Spa Reservation Clarification**

Attendees' guest room rates are \$299 per night for three conference nights—whichever three nights you choose. You will notice that the internet rate shows \$319. Unfortunately, I was unable to have the Marriott display the \$299 rate on the home screen because of the \$319 "stayover" group rate for those attendees who are staying extra nights, up to three nights pre and post conference. You can view the \$299 rate by doing the following. When making your conference hotel reservations on-line, select the check in and check out dates, the number of guest rooms, and number of guests. Then click Check Availability.

A screen will then display showing room type: [Guest room, 1 King or 2 Queen, Resort view, Sanibel Tower, Balcony](#) Underneath the bed type there is a place that you can click that reads: [Rate Details](#). After clicking on it, you'll see the information in the box at right. That's where you'll see the \$299 rate, along with the reduced fees for the Resort and Self Parking. Those are the rates you'll be charged upon checkout at the hotel. If you have any problems upon checkout, or discover that you didn't get the conference discount for the three conference nights, please let me know ASAP and I will talk to the hotel regarding issuing a credit to your account.

**Rate Details**

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AGVANTAGE EXECUTIVE

**Additional Information**

AGVANTAGE EXECUTIVE CONFERENCE  
MARCH 11, 2017 THROUGH MARCH 15, 2017  
\*\*\*\*\*

RATE PROGRAM AVCL(GSRR) 31900-31900  
UPON CHECKOUT, THE FOLLOWING AGVANTAGE EXECUTIVE CONFERENCE DISCOUNTS WILL APPLY  
299 GUEST ROOM RATE FOR THREE NIGHTS (319 REGULAR GROUP RATE )  
10 RESORT FEE (15 REGULAR)  
6 PARKING FEE (12 REGULAR)  
\*\*\*\*\*

When calling the 1-800-767-7777 number for reservations, some reservationists have been unaware of our 3 night special \$299 rate. Just ask them to click on "Rate Details" to show your special offer.

**Conference App**

AgVantage Software encourages you to download the AgVantage Conference app from the Android or Apple app store. It allows you to: network with other attendees, get information on conference sponsors, receive reminder notifications of events that are about to happen, take surveys, learn about sponsors' products, etc... The AgVantage app icon will look the same as the one used for the National Conference this past year. The agenda and other information are now being updated to the Executive Conference. You will want to set up a new profile if attending the Executive Conference.



**AgVantage Software, Inc.  
2017 Trade Show Schedule**

Minnesota Grain and Feed Trade Show  
Hyatt Regency Minneapolis, March 2-4

## Brownie Dream Dessert

Valerie Ahlers, Customer Services Representative

1 Brownie Mix for a 9 x 13 cake pan  
(ingredients as listed on box-oil, water, eggs)  
1 additional egg  
8 oz. cream cheese, softened  
1 C. powdered sugar  
8 oz. Cool Whip, divided  
3 oz. box instant chocolate pudding  
3 oz. box instant vanilla pudding  
3 ½ C. milk  
Chocolate bar, shaved



Preheat oven to bake brownies. Mix brownies according to package directions, adding the additional egg (makes more of a cake-type brownie instead of a fudge-type brownie) Spray 9 x 13 pan and bake as per instructions. Cool.

Mix softened cream cheese, add powdered sugar and blend. Add half of Cool Whip and mix. Spread over cooled brownie layer.

In a large mixing bowl add the instant vanilla and chocolate pudding to 3 ½ C. milk. Mix until it starts to thicken. Pour over the cream cheese layer. Chill until set.

Spread the remainder of the Cool Whip over the top of the pudding layer.

Shave the chocolate bar over the top for a garnish. (I used sugar free pudding, low fat milk and Cool Whip)

## AgVantage Staff Supports Two Charities for Christmas, 2016

About ten years ago, our AgVantage staff decided to start supporting a surprise charity in honor of our management team each Christmas. The charities are a surprise to the managers and the selected charity is announced at the company Christmas party. The main charity this year was Pets Loyal 2 Vets. This charity trains dogs to be given to vets who have PTSD. The dogs are able to calm the vets in a variety of situations and in many cases have allowed the vets to return to employment. AgVantage Software became Purple Heart donors in support of Pets Loyal 2 Vets.

The second charity is called Paper for Water. It was started by two young girls who decided to do something about the lack of clean water in many third world countries.

(Brad Belcher went to school with their mother.) They had learned that a child dies every 15 seconds from unclean water. They make paper origami Christmas ornaments as a gift back to the donors for their support. Their project grew into the non-profit organization Paper for Water, through which the girls have raised more than \$815,000 and have helped fund over 100 water projects in twelve countries.

The managers all received the paper ornaments as well as a variety of other goodies. Some of the other charities selected by staff over the past years have been: The American Cancer Society, The Ronald McDonald House, Habitat for Humanity, the Gary Sinise Foundation, the Fisher House (for vets), as well as support for individuals known by staff who have had severe medical situations.



Michelle Blomberg, Chuck Bohanon, Lisa Sick, Theresa Willems, Paul Hawes, and Bonnie Fohrman with their new origami Christmas ornaments at the AgVantage Staff Christmas party

# AgVantage Software • December, 2016

## Update on New Releases & Software Releases Coming Soon



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

### New Releases—Version 8

See our Message Board for many Product Enhancements continuously available.

#### Accounts Receivable

- Now allows for 31 payments and a million dollar payment on the account summary screen (395255)
- Restricted License Report—added the quantity limit for the license (396048)

#### eAgVantage Seed

- Now calculates available quantity based on what is on order (373911)
- Plan column changed to look at approved and committed contracts (395132)

#### Edge AP

- Bank Reconciliation and archive process (387989)

#### Edge Energy

- Added a delivery to a tank (368496)



#### Edge Grain

- Now prints deferred payment contracts (344508)
- Grain locations— user defined from the constant file (385470)
- Settlements – Override Hold Pay – secure access by user id (392124)
- Settlement advances now drill down into detail (385512)

#### Feed

- CDD— Feed tags auto print (332131)
- Printer for Feed work order based on user rather than location (389078)
- Multiple meds in a ration now use the combined tag (389368)
- Feed orders now use customer first and last name instead of lookup name (395593)

#### Grain

- YTD Grain Payments – selection by date range, not just year (338293)
- Minnesota State Liens Report enhanced selection by county, plus flag for including blank counties (349472)
- Add Loads – Flag to require farm number on scale tickets (352277)
- Delete loads – Prevent deleting old loads with a set number of days (369287)
- Storage Detail Report – add new sort selections (373157)
- Print Contract Pricing Confirmation – now uses information from record if found (391341)
- Settlements – F8 Select Lots – Now prevents selection of more than one control (395390)

#### Interfaces

- Add Inventory Receiver number assignment to Ace Interface (392788)
- Intecacon Interface Fleet Card (383596)

#### AgVantagePC Grain Scale

- Indicate manual weights on load report by printing a small “m” on report (341493)

#### AgVantagePC Invoicing

- Ability to manually key in PO# and add PO# to reprint (389423)
- Show transaction code 7's on the Return on Account screen (395583)

#### AgVantagePC Seed

- Made the discount descriptions larger (371130)
- Added a quick add feature to add items to a plan on the fly (382949)
- Added approved status in seed plans (387586)
- Prints year requested on W-2 laser overlay (355278)

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## **Software Releases Coming Soon**

### **Accounts Receivable**

- Do not allow flag change when work order contains grain items (379971)

### **eAgVantage Commodity DPR**

- CDD—Add back button to return to purchases (363463)
- CDD— Apply button – “contract added” message when complete (363465)

### **eAgVantage Energy**

- Do not show the back button after the order has been completed (391372)

### **Edge Agronomy**

- Don't display items on the main menu if the user does not have authority (390727)
- Work order map dispatch ability to schedule multiple orders (384982)

### **Edge Energy**

- Track when Delivery Tickets and Listing Printed (339356)
- Allow comment access in tank maintenance and PC Dispatching (383422)
- Tanks that need to be painted (339535)
- Don't show on the main menu items if the user does not have authority (390507)
- CDD— Add term code field to tank file to Customer Tank Maintenance (363043)

### **Edge Grain**

- Contract valuations report & Merge (380573)
- Inventory Valuation Report & Merge (380574)
- Unpriced Delivered Grain Report & Merge (380575)
- Purchase control priced not paid report (344486)

### **Feed**

- Force a 2000lb ration size (385239)

### **Grain**

- Settled checkoff report – add recap (349046)

### **Patronage**

- CDD— Void a patronage check (333260)

### **Payroll**

- Add work comp code to Work Code file (390832)

### **AgVantagePC Agronomy**

- Exec Bolder comments on blend sheet (354034)

### **Seed**

- Seed Inventory Dashboard (382952)