

Vantage Point

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C.E.O. FOR A DAY



Michelle Blomberg
CEO/President
michelleb@agvantage.com

"Just imagine how fast, innovative and excellent your business will be once every single teammate begins to see themselves as the CEO of their own area of responsibility."

This past month, I introduced this topic to Team AgVantage – What would you do if you were CEO for a Day? Of course, off the cuff, I received many blurts, such as “give myself a raise” and “have waaaaay more vacation days” or “move the company to San Diego” (yes, we were in the middle of a blizzard when I asked the question so I really liked that last answer). It’s a fun topic to throw out to your team because it forces everyone in the company to think about the overall culture within the corporation and what they would do if the responsibility of the culture fell on their shoulders.

However, like I alluded to them as we moved further into the topic, the culture of the corporation DOES fall on their shoulders just as much as it does on the shoulders of the CEO. Everyone in the organization has that responsibility with each interaction of each day with every person they touch. So we dug deeper and came up with this – “How can I have an impact on the culture of AgVantage each and every day?”



We are very excited to introduce Joe Schmit, the keynote speaker for the AgVantage 30th National Conference this upcoming June. Joe, the sportscaster for KSTP, is not a stranger to many Minnesotans and even some cheeseheads from his early days in Green Bay. But, what may shock many is his amazing outlook on successful businesses and his stories that bring people back to what really matters – having a “Silent Impact” on people around you. To me, that’s what makes a great CEO and a great employee.

We make the greatest impression when we are trying NOT to be impressive. The words we say or don’t say, the things we do or don’t do, the way we react or don’t react all work together to make a powerful impact on those around us. The daily interactions we have are where we make an impact – positive and negative – and people that have an impact make everyone around them better (or worse) just by being there. Be the CEO of You!

Last weekend, I tried to make an impact with my niece Lucy (4 years) and my nephews Josh (7) and Ben (10) at the restaurant we were at for lunch. After the waitress came and took our drink orders, I asked them, “What color were the waitresses eyes?” Each of them were doing their own thing when she introduced herself and asked what they wanted to drink - Lucy and Josh were coloring and Ben, was on his new iPhone. They looked up and said, “Blue” (which was wrong) and then “Brown” and I said, “you’re just guessing”. Then I asked what her name was. They started yelling out random names – “Lisa”, “Ashley”, “Nope”, I said. When she comes back, I want you to put down all of your things and be respectful of her.



MEGAN, with her BROWN eyes came back to the table and I made them start over using her name and paying attention to her. She was very adaptable to what I was trying to do and with a wink and a smile, left and went to get their drinks. Now I

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30th Annual National Conference & User Exchange Minneapolis, June 17-19

Wow, could it really be 30 years?! That's incredible. Thank you for supporting our conferences for so many years. To help celebrate the anniversary, we have hired two speakers for this year's conference. Michelle Blomberg mentioned **Joe Schmit** in her front page article and he will speak for an hour on Wednesday morning. He will also follow that up with a session when we begin our classes for the day. He is a very thought-provoking speaker and I think you will really enjoy his message as it relates to both your workplace and your personal life. The second speaker I hired will give her presentation on Thursday morning after breakfast. Her name is **Gaye Hanson** and she is very funny! I think you will love her as she talks about attitude and is a gifted story teller. Below is a description of Gaye Hanson's keynote.



Igniting Your Team—Our Attitudes Are Contagious!

Just think of the last time you came across a co-worker, family member or even a cashier at the grocery store who was crabby and hard to get along with. Does that co-worker boost your productivity and your drive? Do problems at home affect your sleep and the way you deal with the world? Will you ever go back to that store where you had a nasty cashier or manager? Now take a minute and think of the times when the meeting at work was positive and encouraging. Did the team have synergy, and a solid teams focus? Did your co-workers help you work better, faster with more energy? This is true at home, at the office and out in the world as well! We have an impact on the people around us! We can either help flood their brains with energy, drive and focus. Or we can get them all flustered and create chaos within them so they aren't working to their peak. This presentation will help your team become a solid unit undefeatable and united!



Pasta Sauces—Vodka & Alfredo

by Theresa Willems VP Customer Services & Valerie Ahlers, Customer Services Representative We had an Italian theme at our January AgVantage All-Staff meeting. We cooked and served these sauces along with pasta, garlic bread, a green salad, and dessert!

Theresa's Vodka Sauce (no alcohol)

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|------------------------------|------------------------------|
| 32 oz. jar of Marinara sauce | 1 T. leaf Oregano |
| 14-oz. can diced tomatoes | 2 cloves minced garlic |
| ¼ C. olive oil | 2 T. dehydrated onion |
| ½ T. Italian Seasoning | 1 tsp. whole fennel seed |
| ½ tsp. black pepper | 1 C. rough chopped mushrooms |
| 1/8 tsp. red pepper flakes | |
| ½ c. bacon crumbles | |

Simmer all ingredients together on stovetop or crockpot. Add meatballs or ground meat, if desired. Add ½ C. heavy whipping cream near the end—avoid boiling once the cream is added to avoid separation.

Valerie's Alfredo Sauce

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|---------------------------|---|
| ¼ C. butter | ½ tsp. white pepper |
| 2 T. minced garlic | 1 Tbs. cream cheese |
| 1 C. heavy whipping cream | Optional: Add cooked chicken & broccoli (1-2 c. each) |
| 1 C. half & half | |
| 1 C. parmesan cheese | |
| 1 C. Italian cheese blend | |

Melt butter and garlic. Add remaining ingredients and slowly heat, stirring occasionally to blend in cheese as it melts. It thickens as it cooks, or you can add 2 Tbs. flour (mix with a little milk to make a paste) and stir it in to the mix. Optional: Add chopped cooked chicken breast and/or cooked broccoli before serving.



AGVANTAGE SOFTWARE NEW RELEASES AND FEATURES COMING SOON

BONNIE FOHRMAN
Vice President, Programming bonnief@agvantage.com



AgVantage Software—New Releases for Version 8

See our Message Board for many Product Enhancements continuously available.



Agronomy

- New report of Ordered vs. Applied Quantities

Accounts Receivable

- Show the total dollar amount on the ACH Budget Report
- When rolling prepaid and budgets give a warning message if all invoices are not merged

Inventory

- CDD Non-Inventory Floor Stock report

AgVantagePC Energy Dispatching

- Add a filter by route to the driver delivery schedule screen
- Add sales tax code to the dispatching call screen
- Add aged balances to the account information screen
- Add last delivery date to the call grid

AgVantagePC Invoicing

- Ability to bill restricted chemicals to cash/new customers

AgVantagePC Seed

- New ability to assign an order to a different location
- Added the Salesman on the seed order grid
- Added the line item discount to the item screen

Software Releases Coming Soon

Edge Accounts Payable, Phase 2

Edge Grain, Phase 1

Edge Energy, Phase 1

Edge Agronomy, Phase 2

eAgVantage Grain

- EXECUTIVE CONFERENCE 2015 Grain position reports and drill downs (346223)

eAgvantage

- EXECUTIVE CONFERENCE 2015 V8 - Farm and Field Analysis E-product (281413)