Vantage Point

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"SEASONED" DOGS CAN LEARN NEW TRICKS
(from the eyes of Paul Hawes, CFO & long time AgVantage employee)

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A couple months ago, Michelle asked us this question – "What is the Culture of AgVantage?" I really liked this assignment because it was fun for me, being here at AgVantage for almost 40 years, to look back at where we used to be and now, where we are today. However, for only six words, it was a pretty hard question to answer.

I think it's probably easier to "feel or experience" our culture than to say what it is. I think it's also easier to name who doesn't have our culture than to define it. I can tell when other companies and other people I talk to work someplace that doesn't have the culture we have, but still have a hard time putting words to it. So, when words escape me, I turn to the dictionary and probably there should be an AgVantage staff picture next to their definition of Culture.

Here are some fitting lines that the dictionary used to describe **company culture** and then my perspective of it:

Dictionary: ***The quality in a person or society that arises from a concern for what is regarded as excellent.*** My perspective: To me this seems to say that we have developed a high quality, a quality way we treat people and our job because we want to be excellent and have an excellent company. That which is excellent .... priceless!

Dictionary: ***Development or improvement of the mind by education or training.*** My perspective: This is also something that everyone in AgVantage strives to do, constantly learning more, taking on more tasks, improving. This continues to nurture our culture.

Dictionary: ***The sum total of ways of living, built by a group and transmitted from one generation to another.*** My perspective: We truly live our culture, all of the time. I like the words "sum total" because our culture is so good it is a constant reflection of us. And we are adding new generations to our company as we grow.

Dictionary: ***To grow in a controlled medium***. My perspective: The dictionary was talking about cultivating a bacterial culture but I think we really do grow, constantly, through the medium of this company, its people and leaders.

And my favorite…. Dictionary: ***The sum of attitudes, customs, and beliefs that distinguishes the group of people from another.*** My perspective: This really says it all. We really want to be different, we want to be better, happier, more talented, faster, more efficient, more caring. We desire to be the best and work at it each and every day.

As that saying goes, or at least from my perspective – Old Dogs CAN learn new tricks and my picture should be next to that saying in the dictionary. I've gone through a change within AgVantage and now that I get to work where the culture is so good, I love coming to work every day. I really am very proud of the culture that has taken over AgVantage Software.

2016 CONFERENCE UPDATES
ANNOUNCING WEDNESDAY A.M. KEYNOTE SPEAKER: MORRIS MORRISON
Minneapolis, MN
June 22-24, 2016

Lori Campbell
Conference Manager
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Morris Morrison

Last month I mentioned that I had been working on hiring two keynote speakers for our 2016 National Conference. I am happy to report that on Wednesday morning, June 22nd, our keynote speaker will be Morris Morrison, a motivational speaker from North Carolina. He has an incredible story of success and determination and just last month released his first book, *Overnight Success: An Inspiring Story About Culture, Results and the American Dream*. He is very entertaining and brings us a message of grit, determination, and perseverance.

After being born in New York City, Morris Morrison was orphaned by the death of his birth parents. As a teen, he found himself on his own once again after the loss of his adoptive parents. After finding a way to transition through the adversity that he faced early in life, Morris Morrison learned about the secret advantage that comes with tough challenges - Motivation! Morris used this motivation to fuel his dream to help others succeed. This motivation also fueled his personal and professional development. After receiving his Bachelors and Masters Degree's, Morris Morrison continued his learning and development as he successfully navigated the ranks of some the worlds top corporations such as Equitable Resources, BB&T Bank, and Pfizer Inc. - in professional roles spanning from HR & Talent Management to Sales and Business Development.

Top organizations in the world such as Microsoft and The National Basketball Association, and colleges & universities - have experienced Morris' message and his personal story that is so unreal, it sounds like a script that was written in Hollywood. Our conference brochure will be complete by the first week of April and it will include a few more details on Morris' presentation.

In the March newsletter, we will announce the speaker for Thursday morning's keynote!

Hotel reservations at the Renaissance are available via agvantage.com or via phone at 1-866-211-4611 Our group rate is $149 for a single or double guest room.

We hope to see you in June!

★★★
National Conference Surveys—Reminder
Thank you to everyone who completed the conference surveys that were emailed last week. We have already had many returned. You still have a few days left to complete your survey if you haven't had a chance to do so! I am looking forward to seeing all of your ideas for sessions for June, 2016.
★★★

ETRAINING OPTIONS
PER CLASS VS. PACKAGE DEALS

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Hello everyone! Just a quick bit of information for everyone regarding our online eTraining classes. Our schedule for classes is listed at http://www.supersaas.com/schedule/agvantage/AgVantage_E-Training_Schedule, and is scheduled a month at a time. You would need to create an account on this website to be able to sign up for classes, but once you do, it is a simple click on the class listed on the calendar to create a registration. Classes will be cancelled if no one has registered for them 48 hours before the class. Classes are on a conference call system with one of our employees teaching.

There are several options regarding the cost of these eTraining courses.

The basic way: Each call in for a class is $100. For example, if you have 20 people in the same room and the phone on speaker, it would just be $100, but if you have 3 people in 3 different locations, each of them would have to pay the $100 call in fee for a total of $300 for just the one class. ***Please note that each registration is considered a separate call in. This means, if you have 20 people in the same room, but each one of them signs up for a class individually, you will be charged $100 per person unless otherwise notified ahead of time by email.***

Package deals: There are also package deals for unlimited eTraining courses for $250 per month or $1500 per year. If you'd like to use the monthly package, it is based on a true month, so beginning of month to the end of the month. It is unfortunately not able to start in the middle of one month and end in the middle of the next month.

If you have any questions or concerns or would like to sign up for one of our package deals for eTraining, please don't hesitate to email support@agvantage.com or karia@agvantage.com.

Cream of Coconut Cake
Valerie Ahlers, Customer Services Representative

1 pkg. White Cake Mix
3 eggs (whites are best for white color, but whole eggs are fine too)
2 Tbs. oil
1 1/3 C. milk
3 C. coconut, divided
8 oz. whipped topping
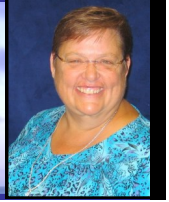15 oz. Cream of Coconut (used for Pina Coladas)

Mix eggs, oil, milk, cake mix and half of coconut on medium for 2 minutes. Pour into sprayed 9 x 13 cake pan and bake at 350 according to cake mix package directions. After removing from oven and while cake is warm, poke many holes, distributed evenly, in the surface and pour Cream of Coconut over the holes to soak in. Cool completely. Mix whipped topping with balance of coconut and spread on cake. Cake has the best flavor when it has been refrigerated for 24 hours.

This photo has a piece of cake that was decorated with red sprinkles for Valentine's Day.
For Easter, you could place tiny jelly beans on top of the cake.

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.

Edge Energy Phase 1

Edge Agronomy Phase 1 Completing work orders in the field

Accounts Payable
- 1099 Miscellaneous Letters – option for non-letterhead (375003)

Accounts Receivable
- CDD - Finance Charge on input financing terms even though they are not due (360851)

Energy
- Added Farm Plan and low usage options to Tank Rent program (361372)
- CDD - Now passes truck number through Midcom file and to transaction files (368423)

Grain
- CDD - End of Year Report can now create in PDF (360572)
- Added Purchase Advance - allows for an entry of a negative advance amount (375292)

Interface
- Ohio motor fuel tax download (367630)

AgVantagePC Agronomy
- Liquid Inventory Blend changes formulation type to Liquid (373046)
- Added a Check Box to designate that service item is included on agronomy order (373063)

AgVantagePC Energy
- CDD - Added next degree day and date last filled to the call screen (349993)
- Now allows multiple drivers when pulling scheduled deliveries (370256)
- Added location, fine line code and price level (351836)

AgVantagePC Grain Scale
- Now carries comment over to anhydrous ticket (370240)

Patronage
- 1099 File for IRS - Added International address identifier (249787)
- 1099 Dividend - Now prints Payer's ID in same spot as other 1099's (350569)

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AgVantage Software—New Releases Coming Soon

Edge
- Edge Agronomy Phase 2 Dispatching
- Edge AP Phase 2
- Edge Grain Phase 1
- Edge Feed Phase 1

Accounts Receivable
- CDD - Daily past due aging to reflect when net terms become past due (360854)
- CDD - Ability to change contract fields (343145)

Grain
- EOM Valuation - Shipments in Transit Report and Merge (374612)
- EOM Valuation - Contracts, Incomplete Data Reports and Merge (374842)
- EOM Valuation - Unposted Price Adjustments Reports and Merge (375230)
- EOM Valuation - Unposted Discounts Report and Merge (376152)

Energy
- Tank lease invoice - add tank serial number and description (323515)

Interfaces
- DTN Get current cash prices – process auto price (259641)
- Verizon Fleet Tracking Interface (376373)
- WESROC Tank Monitoring Interface (376391)

Patronage
- Ability to redeem qualified vs nonqualified (352387)

Payroll
- State Audit – pay period start/end required on stubs (365752)

AgVantagePC Energy
- DOT requirements on bill of lading – show hazardous materials (355092)