

Vantage Point

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CUSTOMER SERVICES DEPARTMENT UPDATE



Theresa Willem
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Happy 2016!

It's shocking to think back how quickly 2015 flew by, and I'm guessing 2016 will fly by with equal speed – even if we do get an extra day with the Leap Year!

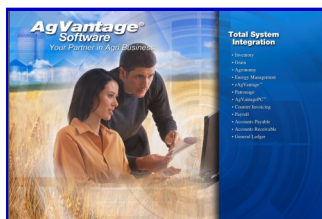
Your AgVantage Support Team has been very busy this month, as we expect it to be, supporting all of our customers through their End of Year Tasks – from Payroll, to Grain to Patronage and Accounts Payable, we have certainly not lacked for incoming calls and are handling them as quickly as we can. Thanks to everyone for your patience as we navigate through this hectic and important time of year for all of our customers.

We've been offering a lot of extra eTraining sessions to help our customers get through these once a year tasks – these classes have been well attended, and we hope you find them extremely beneficial to get through your end of year with ease. eTraining classes are available year round, on a variety of subject matters and programs. Don't hesitate to keep checking back to our eTraining calendar monthly and see what is available to you and your staff to further educate your team on the products they use, and learn about the new features we are releasing each month.

Beyond our regularly scheduled eTraining sessions, we can schedule training sessions specific to your company's needs. Some ideas to consider that we've done for other customers include, PC Energy, Inventory, PC Agronomy, PC Invoicing, and several others. These sessions are exclusive to your company, so you can ask specific questions related to how you operate your business without the worry of someone in your trade territory also being in the training session with you. These company wide sessions also facilitate deeper discussions internally, to find ways to improve efficiencies, and better use the programs AgVantage has to offer. If you are interested in scheduling one of these company specific training sessions, please feel free to reach out to me or any AgVantage support person to schedule.

Have a great rest of January and 2016!

Theresa



**Come see AgVantage Software at the
Minnesota Grain & Feed Assoc. Trade Show.**
River's Edge Convention Center, St. Cloud, MN, February 1-2
Visit with Michelle Blomberg & Valerie Ahlers!

2016 AGVANTAGE NATIONAL CONFERENCE UPDATE

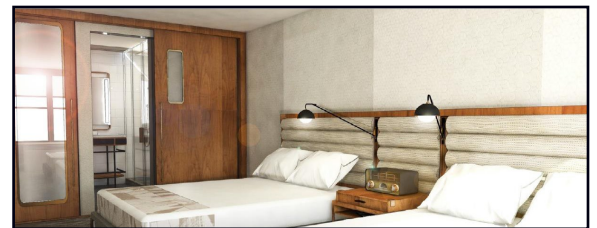
JUNE 22-24, RENAISSANCE MINNEAPOLIS HOTEL, THE DEPOT

LORI CAMPBELL, CONFERENCE MANAGER
LORIC@AGVANTAGE.COM



We are very excited to be starting preparations for our 31st National Conference and User Exchange. In addition to many of the new AgVantage Edge sessions that will be offered at the conference, we value your input on any new sessions that you would like to see offered over the three day event. You will be receiving an email from me within the next couple of weeks with a link to an on-line survey. Thanks in advance for your participation. The schedule and brochure will be completed by the first week of April and will be available on our website. The 2016 conference brochures will be mailed shortly after.

The Renaissance was our conference hotel in 2012 and attendees appreciated the historic meeting rooms, great food, fun railroad history, access to downtown Minneapolis, the light rail, and the Stone Arch Bridge pedestrian walkway. It is also a short light rail ride from the airport as well as the Mall of America, and a 15 minute walk to Target Field. The hotel has been undergoing a large renovation in the non-historic sections with the addition of 100+ guest rooms.



I attended a Speaker's Showcase in Minneapolis in mid-January and had the opportunity to preview 20+ speakers who gave 4-10 minute quick previews of their talent. It was pretty amazing and a crazy way to spend a day. I took lots of notes! There is so much talent out there. As in 2015, AgVantage is planning to hire speakers for both Wednesday and Thursday mornings. I plan to announce the speakers in the February and/or March newsletters.



Conference Agenda & Networking

- Tuesday, June 21, 8pm** Welcome Reception and Early Registration
- Wednesday, June 22** Keynote and sessions, full day
Wednesday Evening: Social Event at our hotel,
Networking and costume contest - Dress up (optional) as what you always wanted to be when you grew up (doctor, nurse, actress, baseball player, astronaut, etc...)
- Thursday, June 23** Keynote and sessions, full day
Thursday evening: Dinner and the enchanting musical "South Pacific".
"One of the most celebrated and lauded musicals in American theater, this Rodgers and Hammerstein classic contains a treasure trove of memorable songs from "Bali Hai" to "There is Nothin' Like a Dame" to "Some Enchanted Evening."
- Friday, June 24** Closing and half day of sessions



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!



AGVANTAGE EMPLOYEE SPOTLIGHT:
BRIAN KELLER-HEIKKILA
Software Engineer

Name: Brian Keller-Heikkila

Title: Software Engineer

Birthday: January 12th

Education:
Bachelor of Fine Arts degree, Graphic Design major, University of MN

Family:
Wife: Willa, Children: Kaisa, Julian, Jasper, Amara, William, Rowan, Patrick

Years with AgVantage: 3 months

Years in the industry:
19 years in the IT industry, 3 months in Agricultural Software

Hobbies:
Homeschooling our children, volunteering in prisons, reading

Interesting Fact about yourself:
I have been a volunteer prison chaplain for 10 years.

Please finish the following sentence:
If I were not working at AgVantage Software, I would bea full-time prison chaplain.

What is the favorite part of your job:
Learning about the agricultural industry and using new technologies to improve customer's lives.

Your favorite quote or words of wisdom:
"With gorilla gone, will there be hope for man?"
-Daniel Quinn



Brian Keller-Heikkila



Keller-Heikkila Family— Front row: Patrick (in lap, 2 months old), Amara (7)
Back Row: Brian, Jasper (9), Rowan (18 months), Julian (11), Willa, William (4), and Kaisa (13)

AGVANTAGE SOFTWARE NEW RELEASES AND FEATURES COMING SOON

BONNIE FOHRMAN
Vice President, Programming bonnief@agvantage.com




New Version 8 Releases in AgVantage Software:

See our Message Board for many Product Enhancements continuously available.

Accounts Receivable

- Added a new status code 'S' for staged before order gets dispatched and blended (373513)
- The retail price now shows on the F2 Item Lookup Screen for full description (371273)
- Combined statement prints the total A/R balance if printing the term summary (370839)
- Work with Customer screen - added option 20 to run Yearly Sales Report (371272)

Grain

- Added Grain Position by location of control for the sales side (211027)
- Added premium from deferred payments to Box 3 of 1099 Grain Payments (373465)
- Premium/discount for Throughs and Clean Seed - Phase 3 (366706)

Interfaces

- Pinnacle – Cash Patronage on prepay at the pump transactions (371271)

Patronage

- 1099 File for IRS, International Address Identifier (249787)
- Ability to do Retirement by Birth Date (373365)

Seed

- Now pulls Order Summary information from Monsanto (370872)

AgVantagePC Agronomy

- New ability to see when multiple Farm/Fields are assigned to an Order (355451)
- CDD—Rate per acre has been added to quotes and price sheets (345461)

AgVantagePC Container Tracking

- Require a customer account when container is shipped (367166)

AgVantagePC Energy

- CDD—Send Truck number in laptop to Midcom and transaction file (301862)

AgVantagePC Invoicing

- CDD—Shows status of blend order on Fertilizer Order window (369826)
- Allows Agronomy Orders and NH3 tickets to be billed to an alternate account (360537)

AgVantagePC Seed

- Ability to update dispatch quantities while dispatching order (353491)
- Ability to add a treatment during dispatch (358458)
- CDD—Apply treatment/discounts to multiple items at once (360289)
- Ability to apply plans to multiple locations (369696)
- Ability to do standalone dispatch for on-the-fly orders (364824)
- Added Staging Features (372029)

AgVantagePC Time and Attendance (ETA)

- Add lunch break option to Kiosk (371219)

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eAgVantage ePayments

- Ability to customize the work 'Surcharge' on Web Payments (334292)

eAgVantage Grain

- CDD email Grain Contract Pricing Confirmation with eAgVantage Signing (295170)

eAgVantage Seed

- Ability to inactivate an item through eAgVantage (370864)

AGVANTAGE SOFTWARE RELEASES COMING SOON

Edge AP Phase 2**Edge Agronomy Phase 1****Edge Energy Phase 1 – Released to Beta****Accounts Receivable**

- CDD—Finance charge on input financing terms even though they are not due (360851)
- CDD—Daily past due aging to reflect when net terms become past due (360854)

Payroll

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

AgVantagePC Energy

- DOT requirements on bill of lading – show hazardous materials (355092)
- Add location, fine line code and price level (351836)

AgVantagePC Grain Scale

- Carry over the comment from the grain scale to the anhydrous ticket (370240)