Vantage Point

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2017 NATIONAL CONFERENCE HIGHLIGHTS

Lori Campbell
Conference Manager
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Dan Meers finished his keynote with Michelle Blomberg's nephew Josh getting dressed up in Dan's KC Wolf outfit.

I would like to extend big THANK YOU to all who joined us for our 32nd National Conference this past month! We had a fantastic group of attendees! Keynote speakers Dan Meers and Amy Dee were both very well received. After Dan Meers' (KS Wolf) presentation, we raised $870 for *Character That Counts*, Dan Meers' charity through his book sales.

Our AgVantage Software Conference Hall of Fame plaque is overflowing as we added an 11th, 12th, and 13th name of a customer who has attended 20 National Conferences! Tammy Myers, of Sunrise Cooperative, Randy Hehman, of Premier Companies, and Jean Groskreutz of Central Farm Service were this year's recipients! Thank you and congratulations to those three dedicated conference attendees!

> *"Everything was wonderful. I got all of my questions answered and am taking some great info back to work."*

Customer Driven Development (CDD) voting is now open via agvantage.com. Go to the National Conference page and on the left, you will see a tab for CDD Voting. Click on the tab and vote on the packages that you are most familiar with.

There were many different sessions mentioned in the post-conference surveys as the best of the entire conference. These were some favorites: Edge Inventory Portal, Amy Dee's - Stop. Think. Respond. How To Deal With Stress and Change, AR SQA, Dan Meer's - Wolves Can't Fly, EDGE Energy, Agronomy, & Inventory, Query, Michael Garner's Community Engagement, EDGE Grain & DPR, Excel, Payroll, AgVantage Mentoring, DB2 Web Query, Controllers' Roundtable, Month End Best Practices To Improve Internal Controls, Seed and Seed CDD, Security sessions, AP SQA, Email Invoicing, Energy SQA, IBM i Client Access, IT Social Engineering, Inventory Costing, EDGE AP, IBM Navigator, Interpreting USDA Crop Reports, and Becky Lyon's Friday morning session on Smoothing Transitions for New Employees.

There were three very lucky winners of a Microsoft Surface Pros donated by Julie Ward of R.J. O'Brien: Lora Fruh of Pomeroy Grain Growers, Matt Thomas from Luckey Farmers and Roberta Telecky, AgVentures NW, LLC.

Todd Claussen of Mail Services, LLC had a drawing for $100.00 gift card. It went to Wanda Hoffman from Luckey Farmers Co-op! Congratulations Wanda!

The conference date selection for 2018 showed the June 20-22 as a very strong favorite. Those will be my favored dates when visiting hotels for 2018. We will have confirmed dates by the time the August newsletter is emailed.

Theresa Willems, VP Customer Services, gave the final keynote on Friday. She talked about the AgVantage team members.

MORE 2017 CONFERENCE HIGHLIGHTS

AgVantage Mentors

We are very excited to introduce our Mentorship program. This idea originated at our Executive Conference that was held in Fort Myers this past March. The following customers were selected by Michelle Blomberg prior to the 2017 National Conference. They became an organized Mentor Team at the Conference. You may contact them with questions regarding their topics, even if you were unable to attend the conference this year. We plan to develop this idea even further at the June, 2018 conference. Thank you to everyone who joined the team! This is an amazing and valuable and unique resource for our AgVantage customers!

Sean Breslin - Federation Coop - IT and implementing AgVantage Software
Email: sean@fedcoop.com
Ruth Bauer - United Farmers Coop - Changing Inventory from 2-4 sided.
Email: ruth.bauer@ufcmn.com
Dennis Boccardi - Ursa Farmers Coop - Utilizing/Implementing AgVantage Inventory system.
Email: dboccardi@ursacoop.com
Gordy Elliott - AgVantage Software (ex-Coop General Manager) - Mentoring young GM's/CEO's with a lifetime of experience. Email: gordye@agvantage.com
Randy Fry - Ceres Solutions - Implementing Seed processes.
Email: rfry@ceresllp.com
Tina Roberts - Shelby County Coop - Implementing Energy Processes.
Email: tina@shelbycountryco-op.com
Jamie Pratt - Legacy Farmers Coop - IT and implementing AgVantage Software.
Email: jpratt@legacyfarmers.com
Dan Uttech - New Vision Coop - Grain Merchandising, Marketing and Origination.
Email: duttech@newvision.coop
Jordan Brussow - Northside Elevator - Connecting eAgVantage reports to the AgVantage GL and other Reports.
Email: jordan@northsideelevator.com
Marty Goss - River Country Coop - CFO and solid practices surrounding accounting.
Email: cfo@rivercountrycoop.com
Tammy Myers - Sunrise Coop - Managing people through a large merger.
Email: tammymyers@sunriseco-op.com
Heather Hall - Ursa Farmers - Implementing AgVantage Edge Grain (and other grain expertise).
Email: hhall@ursacoop.com

2017 AgVantage National Conference

Jennifer Hanson, Hannah Christenson, and Alisha Braaten of Farmers Union Oil Mohall/Sherwood, ND
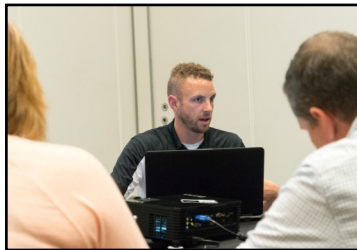

Brenda Cooper of Monte Vista Cooperative, Monte Vista, CO, visited with KC Wolf.

Maria Brubaker, Stacy Stuller, Terry Bell, and Brenda Albers of Sunrise Cooperative, Fremont, OH at the Social Event.

Joy Walen (wife of Chuck Walen), Kim Meyer, and Nicole Schwuchow, United Quality Cooperative, New Town, ND

Jason Schneider of AgVantage Software taught sessions on Energy and CRM.

Conference Lab: Brenda Leonard, Northern Lakes Cooperative, Hayward, WI ponders a session exercise.

Tina Roberts and Jodi Michael of Shelby County Cooperative, Shelby, IN

I liked the variety of speakers, sessions, menu items, and networking opportunities. This is a great conference."

Tammy Myers of Sunrise Cooperative received her 20 year conference attendance award from Michelle Blomberg.

Sean Breslin, IT Manager at Federation Cooperative, Black River Falls, WI taught a session on Implementing AgVantage Software from a Customer's Perspective.

Dwayne Ruthig, Rachel Bowman, and Allie Hough of Caledonia Farmers Elevator, Caledonia, MI listen to the keynote presentation.

2017 AgVantage National Conference

Loading the Lake Minnetonka yachts for the dinner cruise

Beautiful sunset on Thursday evening during our conference Lake Minnetonka cruise

Social Event: Sam Clark, Pam Oman, Tina Gould of Legacy Farmers Cooperative, Findlay, OH, Clayton Shepard & Jean Timmons, Ellsworth Farmers Exchange, Ellsworth, MI

"Loved this! Thanks for the great education!"

Dan Uttech of New Vision Cooperative, Brewster, MN taught a session on Interpreting USDA Crop Reports to Benefit both Your Employees & Your Customers.

Nick Friend, CFO, Bleyhl Farm Service, Grandview, WA

Amy & Travis Thompson, Travis is a c-store manager for Farmers Union Oil, Wilton, ND

AgVantage Registration Team: Val Ahlers, Elise Musall, Kristi Wendricks and Dawn Klingfus.

Welcome To AgVantage's Newest Employee

Kelan Birnbaum
Senior Software Engineer
Joined AgVantage in June, 2017

I am excited to be part of the AgVantage team. I started out my career at IBM in Rochester 28 years ago so I'm coming full circle and landing back in Rochester.

After IBM, I spent several years as a consultant/contractor working in various markets, projects and technologies. Medical research, financial, GIS, health insurance, and retail just to name a few. My latest work involved building websites and an e-commerce system that sold "family fun" products using a LAMP system. All of this experience will help me transition to my new position at AgVantage.

My wife Alison and I marked 25 years together in June. We did a honeymoon cruise 25 years ago...so we think it's time for another cruise. Our oldest daughter Christa works in Watertown, SD and also loves horses. She has a degree in the Equestrian Sciences so she trains horses during the summer. Our son Jeremy also works in Watertown and has a degree in Auto Tech, so he keeps his sister's old vehicles running (2000 Impala 200K miles, 1993 Chevy diesel truck 250K miles).

We have a 16 acre farmstead in northeast South Dakota so in my spare time I am kept busy doing various chores: sometimes horse chores, taking care of a lot of barn cats, and keeping everything in repair. My "to do" list never seems to get shorter. When I get tired of that I go fishing...a lot...or as much as possible given my responsibilities.

I want to thank AgVantage for giving me this opportunity!

Welcome to our newest customer!
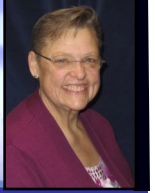
Lehman Feed Mill, Berne, Indiana

Customer Driven Development (CDD) Voting is Now Open!

From www.agvantage.com, go to the National Conference page. On the top of the page, there is a tab that reads CDD Voting. Click on that tab to access the areas you would like to vote on. Many of these suggestions were generated at the National Conference this past month. Voting will continue until September 1.

AGVANTAGE SOFTWARE
NEW RELEASES AND FEATURES COMING SOON
BONNIE FOHRMAN
Vice President, Programming   bonnief@agvantage.com

Newly Released Software:

New Version 8 Releases—Please See our Message Board for many Product Enhancements continuously available.

Edge
- Tags session id (PID) to prevent expiration – eAgVantage Links (402170)
- Added location and inactive options to Item Lookup to enhance speed (406033)

Edge Accounts Payable
- Now allows deletion of vendor if no invoices are in the AP Open file U2APOPN (404786)
- On lookup, added due date to the grid (407385)

Edge Agronomy
- New ability to see actual product sprayed on a field, rate per acre and amount applied (404169)
- Inactive Operators & Machines – new option to list or not on Spray Application Report (406039)
- Now lists Machine # and Description on Spray Application Report (406044)

Edge CRM
- Activity Report action buttons (405124)

Edge Dispatch Mapping
- Added look up for tanks on the map (374377)
- Added more filters to the mapping screen (375887)
- User can now Geo code tanks on the map from Customer Portal Site Tab (383482)

Edge Energy
- Customer Delivery Activity Report (339391)
- Added filter group to Create Delivery Listing (395485)
- Inactive now show on the first screen in customer portal (396899)
- Map enhancements (406309)
- Auto load tank if they only have one tank (407513)

Edge Grain
- New Ethanol Transaction report (344492)
- New Undelivered Ethanol Contracts by Delivery Report (344493)
- Handling Detail Report (344496)
- Market Position Report (404500)

Accounts Receivable
- Restricted Category Report (399176)
- Report of changes to Prepay & Booking Contracts (400795)
- New fields to the Item Hazardous File (U4ITHZD) item id and group number (407021)
- Now has five digit decimals on invoices and rounding (406051)
- New changes to Shipping Document to meet DOT standards (407470)
- Moved the Term Code Report to Print Override File (404802)

eAgVantage
- Wording change on ACH payment – added Bank in front of account number (399229)
- Changed financial reports to show new Edge Style (407317)
- Management reports have new look plus PDF and XLS Export function (402259)

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Feed
- Added charge code to feed order on bill separate items (401078)
- Delivery date now prints on feed orders (405633)
- Mixer Interface Cross Reference (408126)

Grain
- New Flag to override contract heading to print 'Confirmation' (401063)

Interface
- FMS - Interfaced IR batches to go through IR crossover (362119)
- Intecacon (383596)
- AgSync Interface (400612)
- Napa Interface is now in package (406294)
- Napa Interface updates AR side (407574)
- Do It Best Interface (406873)
- Emery Jensen (407672)
- Passport/Pinnacle – Added a flag that designates whether a site is Passport or Pinnacle (404503)
- Passport – CPJR containing invoices for multiple days (410267)
- Pinnacle - Added flag for checking for UPC for items coming through the interface (406540)
- Triple E – Batch creation screen requires a batch number (405743)

Patronage
- Ability to pull DPAD and customer information for U9DPAD to tax file (399473)

AgVantagePC Agronomy
- CDD - Show account credit limits and account balances on application screen (386698)
- Filler (lime) now auto calculates into the blend on a gallon blend (404061)
- Merge - added id number and packing group to shipping document (407468)

AgVantagePC Energy
- Thermal interface for printing (395483)
- Enhancements to the Inventory Maintenance program (397084)
- EOD Driver Report auto generates to PDF (401055)
- Increased item description field in Inventory Maintenance (403728)
- Now allows multiple sales tax codes on multiple items – tax on tax (404149)
- New ability to delete invoices when auto uploading invoices (403336)

AgVantagePC Grain Scale
- CDD - Prints contract price on scale ticket (328253)
- Added flag to turn contract pricing on/off (408887)
- Grain Scale Apply – sends back load/sub load with response (361113)

The Evolution of AgVantage Software

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AgVantagePC Invoicing
- When pulling order into billing add discounts into seed item (352841)
- Added comment at top of STD invoice for split invoices (400742)
- New ability to convert a booking to a prepay (401060)
- Incorporate Agronomy print flags/activate optional features (401168)
- New ability to scan UPC code to lookup inventory (406620)
- New changes to shipping document to meet DOT standards (407469)

AgVantagePC Seed
- CDD - Ability to limit user access to plans/dispatch (380764)
- CDD - separate order filter date setting for Agronomy and PC Seed (386696)
- Changes to the plans/dispatch for easier user access (407786)
- Show on the fly work orders line items on edit (407903)

AgVantagePC Employee Time And Attendance (ETA)
- Print and export by work code—used for seasonal employees (404294)

AgVantage Software Releases Coming Soon
Edge AR Portal
- Item Types Conversion Program (406391)
- Transaction Edit Report (401784)
- Add filter for inventory by lot # (404349)
- CDD17 Item Portal – Add item to multiple locations at a time (403524)
- Add filter for inventory by lot number (404349)
- Prompt User that they must enter an item balance (406305)
- Add filter by Vendor and Reorder number (406323)
- Invoice Report Agronomy Work Orders addition (406606)
- Access and run Management Reports from Edge AR (406833)
- Inventory Views (408859)
- Item Portal Inventory Views – Sales (408861)
- Item Portal Inventory quantities drill down, show vendor number on IR's (409436)
- Record locking checking (406325)
- Create a type for Seed (406394)
- Item Price Listing Report (399695)

Edge Energy
- Tanks that need to be painted (339535)
- Maps authority (408071)

The Evolution of AgVantage Software

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Edge Feed
- Feed Rations (405661)

Edge Inventory
- Physical Inventory Browser (405885)
- When you click on Item Portal stay in Inventory (399930)
- Physical Inventory Adjustment Batch (405885)
- Create Menu option (407837)
- Physical inventory validate the enter key (408647)
- Physical Inventory add Item Lookup Box (408648)
- Physical Inventory batch remove counting factor (408668)

Accounts Receivable
- Voiding and resetting of a payment already merged (401065)

Grain
- Overlay for deferred payment contracts (408574)

Interface
- Payment interface to scan in payment amounts (361353)
- HBS Interface moved to package (406295)

AgVantagePC Energy
- Ability to substitute products on the truck and roll up into one inventory (402158)

AgVantagePC Invoicing
- Liquid formula with bill by & scale weight (389672)
- Process Grain "Live: coming from PC Invoicing (227181)
- Grain Bank Balances on the invoice (339147)