

Vantage Point

JULY, 2018

Your Partner in Agri Business • An AgVantage® Software, Inc. Electronic Publication • 877-282-6353 • www.agvantage.com

2018 National Conference in Review Highest Attendance Ever!



Lori Campbell
Conference Manager
loric@agvantage.com



Thursday morning keynote speaker Cindra Kamphoff presented a very popular keynote: "The Power of Positivity—Strategies To Build Your Mental Strength".

Our 33rd National Conference beat all previous attendance records and was met with very positive reviews! Conference participants enjoyed the brand new Mystic Lake Center and it was a really fun location.

We had a conference "first" this year as Linda Kelly attended her 30th National Conference. She was the first attendee to make it to 30! She was awarded a beautiful embroidered patriotic quilt, made by AgVantage staff member Dawn Klingfus.

Our AgVantage Software Conference Hall of Fame plaque is overflowing as we added the 14th, 15th, and 16th names of customers who have attended 20 National Conferences!

Terry Bell, of Sunrise Cooperative, Judi Neufeld, of Monte Vista Co-op, and Nick Friend of Friend Farms (formerly from Bleyhl Farm Service) were this year's recipients! Thank you and congratulations to those three dedicated conference attendees!

Customer Driven Development (CDD) voting is now open via agvantage.com. Click on the [National Conf. CDD Voting is OPEN!](#) listing at the bottom of the home page and vote for the enhancements for the software packages you are most familiar with. Voting will continue through **8/15/18**.

There were many different sessions mentioned in the post-conference surveys as the best of the entire conference. These were some favorites: Edge Energy, Edge Grain, all of the Collaboration sessions, Query, Edge Item/Inventory Portal, Excel, the keynote by Cindra Kamphoff—The Power of Positivity, Inventory Transfers & Physical Adjustments, AgVantage Business Intelligence, CRM & Cross Selling, and Cybercrime.

The conference date selection for 2018 showed June 19-21 as a very strong favorite. Those will be my preferred dates when visiting potential hotels for 2019. We will have confirmed dates in a couple of months.



(left to rt.) Lori Campbell, Judi Neufeld, Terry Bell, Michelle Blomberg, and Nick Friend. Congratulations on 20 conferences! We hope you all make it to 30!

In This Issue:

Conference Photos.....	p.2-4
AgVantage Business Intelligence.....	p.5
EDGE Seed & Seed eAgVantage.....	p.6
New Business Partner—Bushel.....	p.7
New Software Releases & Coming Soon....	p.8-11

(Continued on next page)



2018 CONFERENCE HIGHLIGHTS

“Excellent conference—enjoyed speakers, sessions, & events!”



DIAMOND SPONSOR - MONSANTO: (left to rt.) Scott Rockafellow, Kim Flaugher, Mike Erickson, and their business partner, Noah Butler of F4F.



QUERY LAB: Mike Smark instructor



SHARE YOUR WISDOM ROUNDTABLES: Don Schlisng, VP Information Technology, of Landmark Services Cooperative (at right) led a roundtable on their use of AgVantage Business Intelligence. Kameron Braaten of BIG Picture is commenting on the new product.



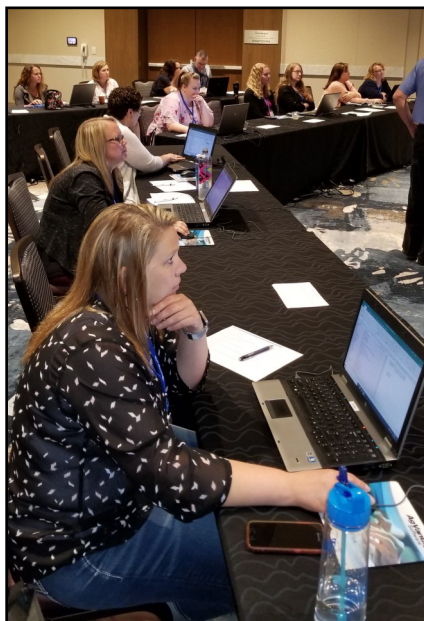
Jessica Smith of Sunrise Cooperative gave a presentation on Cross Selling - Anticipating Total Customer needs.



CINDRA KAMPHOFF—THE POWER OF POSITIVITY: Lisa Sick of AgVantage Software commented on the question Cindra asked the crowd.



2018 AgVantage National Conference



INTERMEDIATE EXCEL LAB



ROUND TABLES: (at right) Leader Enid Jackson, CFO at Snynergy Co-op, led the discussion on Establishing a New Corporate Culture after a Merger.



FRIDAY KEYNOTE/CLOSING: Theresa Willems, VP Customer Services

"I enjoyed talking to other coop employees to hear how they do tasks."



CONFERENCE REGISTRATION AND WELCOME RECEPTION: Valerie Ahlers of AgVantage checks in some conference attendee.



Linda Kelly of Ag Partners, Pine Island, MN received a small quilt in honor of her attending her 30th National Conference! Customer Services Representative Dawn Klingfus created this patriotic quilt for Linda. Left to right, Michelle Blomberg, Linda Kelly, Lori Campbell, and Dawn Klingfus.

2018 AgVantage National Conference Social Event



Kiersten Houser of Stillwater Milling lip-synching Dolly Parton's "Jolene". Kiersten took second place in the costume contest.



Lip-synching to YMCA by The Village People - Tina Roberts, Jackie Stone, Jodi Michael, and Denny Frey, all of Shelby County Co-op. Debbie Hartig of Laughery Valley Ag at right.



Michelle Blomberg & Theresa Willems as ZZTop



Rod Larsen and Paul Hawes as the Blues Brothers



Sonny & Cher: Bob Bauer, CFO at Provision Partners, and his wife Sherri won \$300 as they took 1st place in the costume contest.



Lori Bilderback, Bonnie Fohrman, and Valerie Ahlers as the Beach Boys



Tony Orlando and the Dawns—Dawn Klingfus, Brandon Klingfus, and Dawn Nemechek



DEVO (Whip It) took third place—Dillon Welter, Jason Schneider, and Tim Machutt



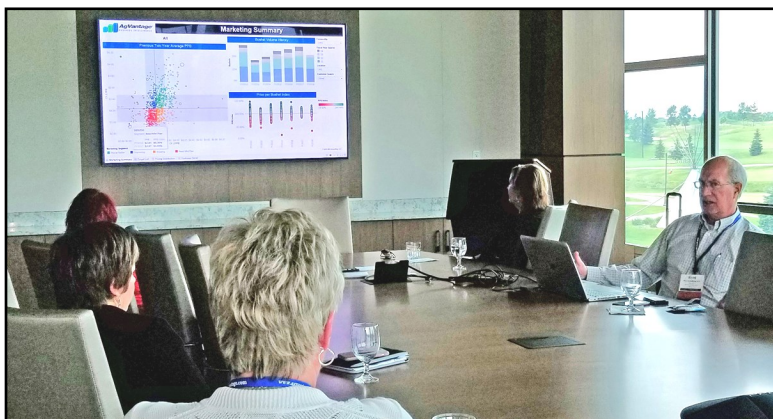
AgVantage Software Announces Collaboration with BIG Consulting

Business Intelligence tools deliver valuable data insights.

During our 33rd Annual National Conference, AgVantage Software announced brand new availability of Business Intelligence (BI) tools developed by BIG Consulting, LLC. This innovative product enables AgVantage customers to immediately deploy state-of-the-art BI visualizations that deliver valuable data insights to drive timely business decisions.

“Our customers have asked us for additional reporting options that provide improved access to their critical data,” said Michelle Blomberg, CEO at AgVantage Software. “The BI visualizations created by BIG Consulting are truly unique and offer our customers unprecedented value in accessing their data efficiently.” Customers have already benefited from utilizing BI reports. Landmark Services Cooperative, Cottage Grove, WI, recently committed to utilizing BI tools developed by BIG Consulting.

“The implementation of business intelligence and data analytics has captured massive volumes of our data and transformed it into impactful information” said Don Schlising, VP Information Technology & Marketing. “Through this tool we’ve increased operational efficiencies and introduced predictive insights into Landmark’s operations, allowing us to drive real-time operational decisions and aid in the redesign of our business processes.”



Kent Schultz (pictured at right), gave several demonstrations of AgVantage Business Intelligence during our 2018 conference.

CEO Kent Schultz of BIG Consulting, LLC commented: “We are excited about the opportunity to collaborate with AgVantage Software to develop BI tools that offer compelling and relevant insights into the vital information that determines profitable business operations.”

BI Modules have already been released for Agronomy Sales, Grain Merchandising, Grain Operations, and Grain Origination. Future releases in 2018 will include modules for Energy, Feed, and Finance plus continuing enhancements of all modules driven by AgVantage’s Customer Driven Development process.

*Please contact
Michelle Blomberg at
michelleb@agvantage.com
or 877-282-6353 for additional
information & pricing.*

EDGE SEED & SEED EAGVANTAGE -WHAT'S NEW?



Tim Machutt
Customer Support Specialist
timm@agvantage.com

I hope all is well and it was great to see so many people at the conference this year! Below are a few things I would like to mention as an update to the status of our AgVantage Seed program:

- **Edge Seed is ready and available to use now!**
- **All Seed eAgVantage programs are now in Edge Seed** - you will no longer need to login to eAgVantage separately to get to the Seed Menus in eAgVantage.
- We have an **Edge Seed Report that shows 3 years of seed data**. I'm looking for some feedback on your thoughts for this report.
- We are still working on some of the **Legacy Seed Menus** and look forward to seeing those menus become available soon in Edge Seed.
- **Edge Grower Plans is now available!** This is our Edge rewrite of PC Seed Grower Plans, which includes the electronic ordering message to Monsanto. I can also demo the Grower Plan module for anybody who wasn't at the conference, or if you want a refresher of the program.
- Lastly, just to remind you of the other messages that we can incorporate in Seed:
 - **Ship Notices** (Monsanto & Winfield)
 - **Pricing** (Monsanto, Winfield - hoping for Fall '18)
 - **Retail Order Summary** (Monsanto)

Let me know if you would like to implement Seed ordering. If you have any additional questions regarding Seed, please feel free to contact me.

Thanks,
Tim Machutt

*Customer Driven
Development (CDD)
Don't forget to vote at
www.agvantage.com
by August 15th.*

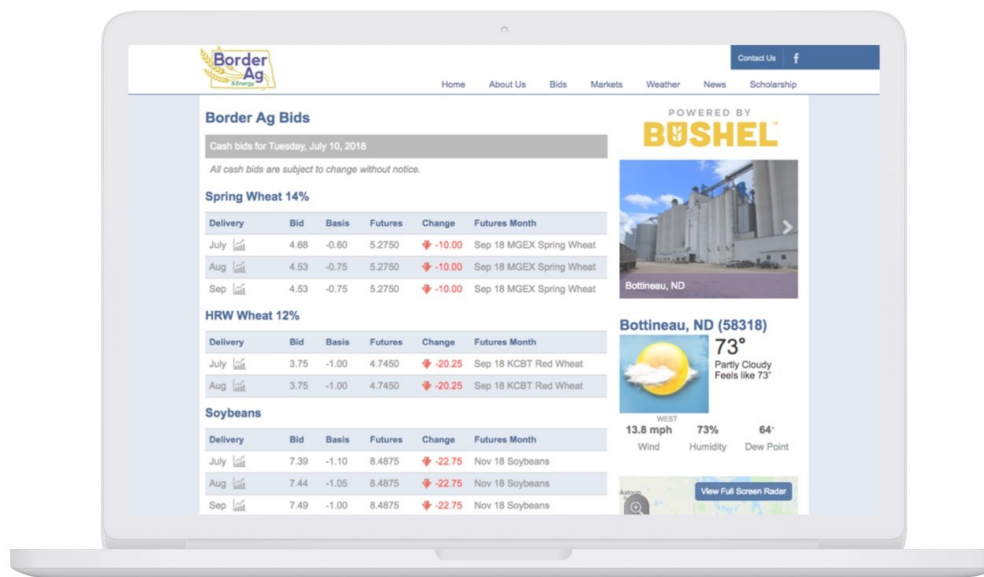
AgVantage Introduces Bushel - A New Business Partner

"Introducing **Bushel**, the grain industry's first software platform that allows grain elevators, cooperatives and ethanol facilities to digitally connect with their growers to deliver real-time information that informs better business decisions.

Bushel now offers a customized, self-serve experience providing brand awareness and simple management of information. With a Bushel-powered website, users receive a self-serve admin portal which empowers elevators and their internal teams to become effective communicators with their growers.

Core features of the Bushel website and CMS include:

- Cash bids and bid management
- Futures markets (CME licensing fees included)
- Market alerts, text messaging, and email notifications
- Audio sending of market commentary
- Weather forecast and radar
- News and commentary
- Customizable web pages and content management
- Custom branding
- If you're looking to update, enhance, or simply take control of the information you need to share with your growers on your website, Bushel has the solution. Learn more on a Bushel-powered website here: <https://bushel.ag/website/>



Updates on New Releases & Software Releases Coming Soon



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

Newly Released Software:

New Version 8 Releases—

Agronomy

- Add Edge order number to U6CONST - Call 431267

Agronomy EDGE

- Add Target Crop & Target Pesticide to field conditions section – Call 419103
- New Spray Report regulations (Dicamba) – Call 426838
- Add GA and blend by fertilizer ingredients in Edge Agronomy – Call 428275
- Print blend/spray disclaimers and spray policy on Application Record – Call 433062
- Ability to add/change/delete PPE messages – Call 433641
- Ability to add/change/delete agronomy units of measure – Call 433667
- Unit conversion file – Call 433800
- Fertilizer disclaimer setup menu to Edge Agronomy – Call 433812
- Fertilizer source information – Call 434114
- Fertilizer Formulation option entry – Call 434274
- Fertilizer Operator file maintenance – Call 435276
- Fertilizer Type information – Call 435397
- Formula drop down sorted by number, changed to name – Call 435492



AgVantagePC Agronomy

- New spray report regulations (Dicamba) – Call 425285
- Add machine and dispatch method – Call 432203
- Expand field description 2 to 25 long from 20 – Call 432751
- Weights from Kahler getting over written and lock status of 'A' – Call 432798

Accounts Payable EDGE

- Create maintenance screens to add Broker and contract size – Call 350731
- Enhanced look of AP Bank Recon Report – Call 430599
- Update location drop down box to display location number order – Call 433796
- Display vendor history for inactive vendors – Call 433814

Accounts Receivable

- In correct errors, hold the batch number and allow more than one user – Call 326155
- AR Customer Lookup – show tank information when delivery is to tank in Energy – Call 395488
- Added a Credit on Interest Balance flag in the customer master – Call 426985
- Added fields so we can filter price level by product type – Call 432093
- Flag for Business Intelligence Flag in the customer master – Call 432546
- Business Intelligence flag for category type in the department and fine line code file – Call 432558
- Correct errors in a batch to not show batch zero – Call 433481
- On the cross over error listing report give message if no batches exist – Call 433862
- Add an option to print the applied date on the invoice – Call 433276

*Please see our
Message Board
for many product
enhancements
continuously available.*

(Continued on next page)

(Continued from previous page)

Accounts Receivable EDGE

- Customer Portal – Comments Tab – Call 428823
- Change menu order – Call 431865
- Customer Portal – Balances – Call 431916
- Customer Master Flag for Business Intelligence – Call 432557
- Customer Portal – Account Settings Button – Call 432998
- Performance improvements when reading a data queue in Item Portal – Call 434326
- Add field to information being emailed to drivers – Call 414092

eAgVantage

- On the enroll page display the password restrictions for enroller to create password – Call 406235

Energy EDGE

- Add emails to a call placed on line for fuel – Call 427716
- Add logging or audit tracking to the screen order – Call 428125
- Add roll degree day option to menu – Call 413220
- Tank search – filter out search column values that are blank – Call 432655

AgVantagePC Energy

- Meter – Carry the eCount meter information into AgVantage – Call 377130
- Add a new call to the driver grid in a different color – Call 392596
- Add field for check number for cash sales and return on account – Call 397508
- Add AR memo the invoicing screen – Call 430672
- Pass price level through to AR from PC Energy (426420)

Financials EDGE

- GL Company Name & Address Setup Menu – Call 434262
- GL Location Name & Address Setup Menu – Call 434285

Grain

- Sales contracts – verify math of final price = futures +/- basis – Call 405754
- Sales and purchase contracts and contract pricing – select decimals to verify to – Call 415477
- Sales pricing – save futures and basis to pricing record if known – Call 417454
- Add apply date to Sales Applied Unsettled file – Captured files – Call 430190
- Wisconsin Indemnity Fees – enhance settled checkoff report – Call 431964

Grain eAgVantage

- Display in summary settlement dollars using trial price with totals – Call 400415

Grain EDGE

- Market Position Locations drop down now comes from Grain Constant file – Call 426463
- Add “Menu” button to Grain Position screen – Call 429277
- Delete Loads Portal – Call 344463
- Create data file (Grain Inspector) – Call 381673

*Customer Driven
Development (CDD)
Don't forget to vote at
www.agvantage.com
by August 15th.*

(Continued on next page)

(Continued from previous page)

Interfaces

- Agrimine include bookings and inventory into one interface – Call 424197
- CFN add a PO field to the screen so CFN & PAC can use it – Call 427966
- Connect of DTN – Send inventory daily, customers and items – Call 415856
- Ecliptic enable thru U2XOVER and provide maintenance to correct errors- Call 426505
- Enable AP Interface – Call 423272
- PAC new file for site and maintenance of file – Call 421895
- Passport add the version and extraction version to the Passport Card file export – Call 432882
- Valero grain loads and shipment import ability to add Guardian and others – Call 429855
- Verizon VNFI show only energy trucks on the map – Call 425833

Inventory

- Enhancement to AR Batch Edit – Print negative inventory report – Call 386904
- Add back GL Merge report for 2 sided inventory when merging physical inventory – Call 430738
- Physical Inventory Adjustments report add the batch number – Call 433676

Inventory EDGE

- In Enter Physical Count using a scanner write section and location in store to U8ITINV – Call 430974

AgVantagePC Invoicing

- Not specifying Budget Payment on printed invoice – Call 432395

Patronage

- Government Tax Report – Add select for alpha and numeric sequence – Call 390361

Payroll

- Milliman and Roberts changes to show full time or part time status – Call 422121
- Edit and print tax checks – changed wording on screen – Call 433524

Seed EDGE

- Needs to ignore dealer bucket grower orders in seed inventory – Call 429522

Employee Time and Attendance (ETA)

- Display work code next to hours in manager – Call 433227



*For pricing
info, please contact
Michelle Blomberg at
michelleb@agvantage.com*

(Continued on next page)

(Continued from previous page)

AgVantage Software Releases Coming Soon

Agronomy Edge

- Item Default maintenance (Call 433623)
- Printer Setup (Call 436516)

Accounts Receivable EDGE

- Add CFN PO number to the screen (Call 434641)
- Customer Portal – selection code (Call 438824)

AgVantagePC AR Invoicing

- Grain Bank Balances on the invoice (Call 339147)

AgVantagePC Energy

- Change location range to selection like tank type (Call 419775)

Feed EDGE

- Feed Rations in Edge (Call 405661)
- Price Rations table function in (Call 379022)

Financial Statements EDGE

- Chart of account maintenance (Call 434242)
- GL Company Constant Maintenance (Call 434318)
- GL Location Constant Maintenance (Call 434322)

Grain

- Average Delivery Date – show when discount us by lot (Call 433714)
- Deferred contracts – need overlay working change (Call 434589)
- Add loads – pass data from load when creating the lot (Call 436068)

Grain EDGE

- Transfer Loads to a different control number (Call 343192)

Inventory EDGE

- Merge Inventory Received (Call 399447)

Inventory EDGE

- Ability to Enter Inventory Received in Edge (Call 399424)
- Merge Inventory Received in Edge (Call 399447)

AgVantagePC Invoicing

- Pulling in feed orders into PC Invoicing (Call 284195)
- Grain bank balances on the invoice (Call 339147)

Reports EDGE

- CDD Farm and Field enhancements, adding mapping to farm and field, add work order details ability to select Multiple fine line codes at one time, grain yields, A/R expense table to details (Call 363121)
- Commodity DPR Hedging (Call 400346)
- Edge-ify the yearend sales reports (Call 418338)
- AR Statements a new modern look (Call 434006)

*Customer Driven
Development (CDD)
Don't forget to vote at
www.agvantage.com
by August 15th.*