

Vantage Point

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OCTOBER, 2016

This Issue:

Edison Ford Estate Tour & Lunch.....p. 2
CDD Voting Results.....p. 3-4
New Software Releases &
Releases Coming Soon.....p. 5-6

AGVANTAGE EXECUTIVE CONFERENCE UPDATE MARCH 12-14, 2017 FORT MYERS, FLORIDA



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As harvest begins to come to a close, our thoughts are moving ahead to the end of the year and then to our Executive Conference in Fort Myers, Florida. It is now less than five months away, but I know it will be here before I know it!

Leadership: Share the Vision is the theme of our March 12-14, 2017 Executive Conference in Fort Myers. This theme was chosen to emphasize the responsibility that successful leaders have to share their expertise, thereby securing and maintaining the company's future profitability. Progress with our agenda planning is going well. Our goal is to provide a good mix of leadership topics, technology and software updates, open discussion, and attendee networking.

These are few sessions already scheduled:

- **Panel—Building a Sustainable Agribusiness**— Each panelist will talk about their leadership role for 15-20 minutes. Discussion will focus on topics such as developing a competitive advantage, customer service and retention, connected staff, innovation, brand loyalty, and more. Our distinguished panelists are: Harold Cooper, CEO & General Manager, Premier Companies, Columbus, IN; Frank McDowell, CEO, New Vision Co-op, Brewster, MN; Keith DeVoe, General Manager, Roggen Farmers Elevator Association, Roggen, CO; and David Rischmueller, General Manager, Middleton Farmers Cooperative, Middleton, WI
- **Top 10 Cooperative Fraud Schemes of 2016**—Jeff Brandenburg, CFE, CPA, CliftonLarsonAllen
- **Share Your Vision**—attendee generated topics for group discussion. Attendees will discuss about how their company deals with a specific topic. (This session was a survey suggestion for our '15 Executive Conference.) If there are topics you would like to pre-submit for Share Your Vision, please send an email to loric@agvantage.com. Topics may also be proposed "live".
- **AgVantage Software topics:** EDGE Grain, EDGE Energy, eEnergy, and Energy Dispatching, EDGE Accounts Payable, eAgVantage Financials, EDGE Agronomy and Agronomy Dispatching, CRM (Customer Relationship Manager), and ETA. Karen Larsell, Controller, AgVentures NW, LLC of Odessa WA will talk about a user's perspective in the ETA session. New Support Call Tracking functions and new Reporting Tools will also be featured.
- **AgVantage Leadership: Share the Vision** keynote—Michelle Blomberg
- There are currently three Platinum Sponsors who will be presenting at the conference: DTN, Konica-Minolta, and Carlson Highland & Co., LLP.
- Stay tuned for the brochure to arrive in your mail by the end of November with many more sessions containing AgVantage customers sharing their vision.

On-line registration will be available by mid-November. For information on our Sunday, March 12th daytime networking event, please see the article on the next page.

AgVantage Software Holiday Schedule:

We will be closed or have reduced hours on the following dates to allow our employees to enjoy the holidays with their families.

Thanksgiving	Thursday, 11/24	Closed
Day after Thanksgiving	Friday, 11/25	Open 8-3 (CST)
Day before Christmas weekend	Friday, 12/23	Open 8-Noon (CST)
Christmas Holiday	Monday, 12/26	Closed
Day before New Year's weekend	Friday, 12/30	Open Normal Hours
Day after New Year's	Monday, 1/2	Open Normal Hours

AgVantage Software, Inc. Trade Show Schedule

National Grain & Feed Conference & Trade Show
Chicago Marriott Downtown Magnificent Mile
December 11-13, Booth 509

Minnesota Grain and Feed Trade Show
Hyatt Regency Minneapolis, March 2-4

AGVANTAGE EXECUTIVE CONFERENCE UPDATE
PRE-CONFERENCE NETWORKING EVENT
SUNDAY, MARCH 12TH
EDISON FORD WINTER ESTATES, TOUR & LUNCH, FORT MYERS, FLORIDA
 Lori Campbell, Conference Manager, loric@agvantage.com

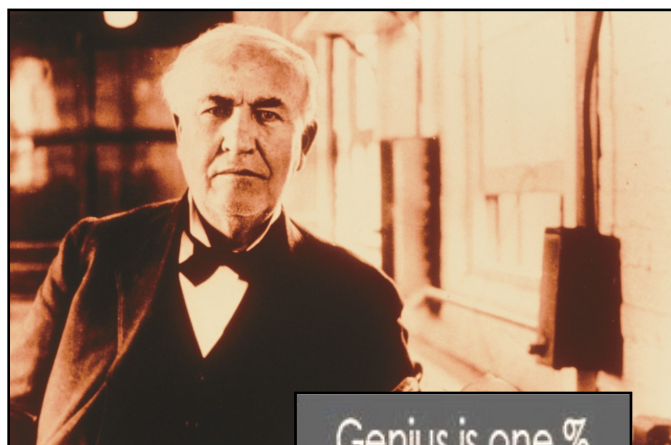
Our 10th Executive Conference will be held in Fort Myers, March 12-14 at the Sanibel Harbour Marriot Resort and Spa. For a pre-conference networking event, we are visiting the top TripAdvisor recommended site in Fort Myers—the Edison Ford Winter Estates on Sunday, March 12th. If you are a history or science buff, you will love this! Inventor Thomas Edison created such great innovations as the electric light bulb and the phonograph. A savvy businessman, Edison held more than 1,000 patents for his inventions.

The Edison and Ford Winter Estates were used by close friends, Thomas Edison and Henry Ford as a warm weather retreat for their families. In his later years, Edison would continue his research there during the winter months. They contain a historical museum and a 21 acre botanical garden on the adjacent sites of the winter homes, next to the Caloosahatchee River.

Edison's botanical garden contains more than a thousand varieties of plants from around the world, including African Sausage Trees and a 400-foot banyan tree planted in the mid-1920s, which is near the museum entrance. The gardens feature plants grown for industrial purposes (such as bamboo, used in light bulb filaments) and those which Mina Edison planted for their beauty including roses, orchids and bromeliads.

We plan to leave the hotel at 10:00am via motorcoach to the estate, and then have lunch next door at Pinchers Restaurant. Spouses/guests are welcome to join us.

After lunch, we will return to the Marriott and you will still have time to enjoy the pool, water sports, or other resort activities before the Welcome Reception that evening. Registration for this event as well as the conference will be available in late November.



Genius is one %
 inspiration
 and ninety-nine %
 perspiration.
 --Thomas Edison



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Shelling on Sanibel Island

Sanibel Island is located just over the bridge from our hotel. The island is considered to have the best shelling beaches in North America because of its East/West orientation.

If there are at least 15 people interested, we will schedule a 7am Sunday morning shelling trip to Sanibel. Low tide that day is at 7:52am, which is perfect timing. We will take a trolley or bus to the island and be back at the hotel by 9am, with time to also go on the Edison Ford Trip. Transportation cost would be around \$20, or more if we include a "to go" breakfast. Please contact me at loric@agvantage.com by January 20th if interested. (Please note that Daylight Savings Time starts on this day, so just be aware!) If this event doesn't work with your schedule, there are also shelling boat excursions offered at our hotel as well as other locations nearby.

AgVantage Software
CUSTOMER DRIVEN DEVELOPMENT (CDD)
VOTING RESULTS—October, 2016



Bonnie Fohrman
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The voting and meetings are complete, these are the CDD 2016 Results. Thank you to all who voted. The enhancements on these two pages will now enter the design phase over the next few months prior to being programmed. Please check future newsletters to check on their progress.

Accounts Receivable

360622 Move a term options – include due date change within option
385093 When using F16=Return, print on the invoice that it is a return
340511 Bold past due message on top of statement

Contracting

392590 Add a contract look up to the customer look up - so you don't have to go all the way back
363247 Fill Calculator on contract screen to calculate gallons and figure budget payment

CRM—Customer Relationship Manager

392724 Email integration

eAgVantage

374805 Would like a place for custom test on eAgvantage statements like A/R Statements
382945 Adjust lines in payment (tran code 3) include in the esales by department

eAgVantage DPR

392817 More year selections when drilling down by year

eAgVantage Energy

369275 Add energy contracts button
392720 Add a way for the customer to cancel an order

Edge Dispatch

392598 Show tank type on the call screen – leased owned doesn't show
383462 Add service work orders and scheduling
344627 Add calendar to dispatching to schedule service work

Edge Grain

387394 Activate the amount adjustment in the adjustment codes
371082 Requested way to find a settlement by check number in the system

Energy

363043 Add the term code field to the tank file
392712 Add underground check date to services screen
392714 Public assemblies need to check yearly – add to services screen

Feed

332131 Feed tags to auto print

Grain

387397 Purchase contracts inactivate cancelled contract if no bushels delivered and bill out fee

Inventory

386910 Identify attached "AT" items in inventory receiving and allow cost adjustment
386904 Create negative inventory of items sold report that prints when AR batch edit is run
386907 On Physical Inventory report show item value and unit of measure
386901 U4MEN3-15 create items in new location make the item number range blank

CDD Results continued from previous page

Mail Manager

360848 Make letter designations user defined
360856 Integrate letter writing into Mail Manager digitize letters
359000 Credit request not due balances are included in the totals of delinquent file
358990 Credit request run delinquent file by term code

Patronage

379025 Grain customer needs 1099 for grain payments but not patronage dividends
278190 Way to mark a customer to not print a patronage or equity
365285 Credit on deferred accounts and aging – by term code instead of total
337933 Deferred billing doesn't match terms

Payroll

383054 Create a portal for employees to see their information
366666 Wants deduction report in alpha order
366671 Alpha order choice for 401K report

AgVantagePC Agronomy

386695 Option to export settings and database for GUI
386698 Show account credit limits and account balance on Application screen
386694 Items filter option when multiple locations are synced
386696 Separate order filter date setting or Agronomy and PC Seed

AgVantagePC Energy

392593 Have generic settings for file on IBMi for laptops
392596 Add a new call to the driver grid a different color and to the top line E orders
380231 Run recap reports from the IBMi

AgVantagePC Grain Scale

372574 Add other agronomy/export weigh only tickets to CSV
328253 Print contract price on scale ticket
363943 Ability to setup default miscellaneous discounts
364180 Require hauler on scale ticket

AgVantagePC Invoicing

343158 View item comments in PC Invoicing – Upselling
392728 Automated Batches
374783 Bring comment from anhydrous header file over to PCINV

AgVantagePC Seed

367022 Setup multiple discount levels based on quantity
380764 Wants to be able to limit user access to plans/dispatch
392906 Editing a dispatched work order

AgVantagePC Time

386475 "Lock out" after time cards are pulled – toggle
386480 Manage time-drop the seconds for the changes

AgVantage Software • October, 2016

Update on New Releases & Software Releases Coming Soon



Bonnie Fohrman
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New Releases—Version 8

See our Message Board for many Product Enhancements continuously available.

Accounts Receivable

- Customers with No Activity Report added an inactive flag Y/N (388386)



CRM (Customer Relationship Manager)

- Added option to add, search or recall prospects (370897)

eAgVantage CDPR

- Created maintenance screens to add Broker and Contract (350731)

Edge

- New ability to delete a list of spool files (381252)

Edge Agronomy

- New Tender Loadout Report (390216)

Edge Accounts Payable

- Bank Reconciliation Report added (386078)
- Added option to key in reconciled date to Bank Reconciliation (387992)
- Accounts Payable main menu doesn't display if the user does not have authority for AP (390463)

Edge Dispatch Mapping

- Ability to email driver in Edge Energy (389979)

Edge Energy

- Added ability to run PDF or Excel reports from Edge Dispatching (388454)

Edge Grain

- Choose who has authority to access Edge Grain entire package (368936)
- New ability to delete a control record (390646)
- Open Loads for one control – allow to pass a trial price (391253)
- Ability to change number of copies for settlement sheets (392120)
- View loads action button – add toggle between open and settled loads (392260)

eDocument

- Created an option to add a list of Agronomy of Customer email addresses (385217)

Feed

- Show species when adding medications to rations or orders (386603)

Grain

- Contract pricing – PC 16 & 36 – Now allows entry of futures month and year (366775)
- Warehouse Receipts – new ability to prompt by location and print at certain locations (390544)

Interface

- Interface Inventory receiving to go through crossover for Activant (365291)

AgVantagePC Employee Time and Attendance (ETA)

- CDD—Search employees by last name (383056)
- Filters for time off report by employee or description for a specific date range (383052)

Continued from previous page

Software Releases Coming Soon

Accounts Receivable

- Expired Contract Report—add the customer name (389912)

CRM—Customer Relationship Manager

- Ability to add a file to a customer and prospect (370902)
- Search button to the customer profile (370904)
- Default salesman to logged in name for new lead/communication (389719)
- Add a search box for prospects (390729)
- Restrict the Activity Report for Admin (390877)
- Ability to search for customers in customer profile and views (392613)
- Ability to edit CRM user and sort columns (393739)
- Add salesman name to views/tabs (389718)

eAgVantage

- Ability to roll up splits on the farm and field to view (382946)

Edge Energy

- Track when Delivery Tickets and Listing Printed (339356)
- Add a delivery from one tank to another (368496)
- Allow comment access in tank maintenance and PC Dispatching (383422)
- New field to show tanks that need to be painted (339535)

Edge Grain

- Two scroll bars are wanted in the customer portal screen (392121)
- Quick Settlements add a second scroll bar (392382)
- Process Settlement Payments add second scroll bar (392383)
- Settlement Advances – drill down into detail (385512)
- Contract valuations report & Merge (380573)
- Inventory Valuation Report & Merge (380574)
- Unpriced Delivered Grain Report & Merge (380575)
- Print Deferred Contracts (385393)

Feed

- Ability to add texture to feed order (376295)
- Force a 2000lb. ration size (385239)

General Ledger

- Add the quantity to the Journal List (389786)

Grain

- eAgVantage on line signature for Sales Contracts – emailing (359738)

Interfaces

- Intevacon Interface Fleet Card (383596)

Inventory

- Physical Inventory Edit, if no lot number is assigned, display on the edit (387247)

Patronage

- CDD—Void a patronage check (333260)

Payroll

- Ability to have pay stubs go on hold (393898)

AgVantagePC Energy

- Add flag to always use the contract price (383804)

AgVantagePC Invoicing

- Ability to key in a flat amount discounts, on the fly (387597)