

Vantage Point

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AGVANTAGE CUSTOMER SPOTLIGHT: D & L GRAIN AND FEED / PRO HARDWARE UTICA, OHIO WEBSITE: DANDLGRAIN-PROHARDWARE.COM

Author of this article: Larry D. VanWinkle, President

General Manager: Dan Small

Number of Locations: One

Number of Employees: Nine full time, 2 part time.

How long have you been using AgVantage Software? since April 1, 2009

Favorite Feature of AgVantage Software:

Well, where do I start? When we started with AgVantage our business software went from “horse and buggy” to “man on the moon”! The “AgVantage AdVantages” are numerous. If I had to choose one feature I guess it would be “Updating Prices from Spreadsheet”. With the volatile feed and commodity prices I can update over 600 feed ingredient / complete feed prices in less than a minute. During times of fast moving markets I have updated my prices five to six times in one day.

Honestly though my favorite “AgVantage AdVantage” is not in the software – it’s their people! Lots of people write software but it takes that special background support to make it worth the purchase price. In the big pond we are a very small fish. But, when we call we are treated as if we are their only customer. From the moment Tina answers the phone we are treated royally. I could list their names but it would be easier to look up their company roster because, believe me, I have talked to every one of them. Every one of my questions have been answered. Every one of my complaints have been addressed. They have even changed the software because this “dumb ole country boy” called. Kudos to every one of them.

Description of your Company:

We are a small country elevator / feed mill located in Utica, Ohio. We manufacture livestock feeds as well as our own minerals and premixes for all species with a major emphasis on dairy. We also have a hardware store servicing our small community and area farmers.

Something unique about your company that you would like to share with other AgVantage Software Customers:

I am a conservative patriot with a strong belief in God and the Second Amendment. Virtually all country hardware stores sell ammunition and people would ask, “Do you sell firearms?”. One day Dan came to me and asked, “Why not?”. With that in mind, ten years ago we started selling firearms and it has grown to be the most profitable per square foot portion of our business.

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2015 EXECUTIVE CONFERENCE—NASHVILLE, MARCH 18-20
2015 NATIONAL CONFERENCE—MINNEAPOLIS, JUNE 17-19

Lori Campbell Conference Manager loric@agvantage.com



Please join us for our 2015 Executive Conference in Nashville at the Renaissance Hotel in downtown Nashville. The amazing downtown location puts us within walking distance of many Nashville attractions.

The conference begins with a Welcome Reception on the evening of Wednesday, March 18th and continues with sessions on the 19th and 20th. Opportunities for private meetings/demos with members of our management team will take place on Wednesday and Friday afternoons. We plan to have the final agenda/brochure by the end of November.

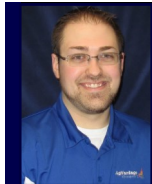
Evening networking/entertainment will include the Wildhorse Saloon on Thursday evening, with lots of music, dinner, and dancing. Friday evening will include none other than the Grand Ole Opry! The musicians for the Opry are announced just a week or two before the performance, but always includes 8-12 performers.



AgVantage Software, Inc.
30th Annual National Conference & User Exchange
June 17-19, 2015
Airport Hilton, Minneapolis, MN

It's hard to believe, but this coming June, we will be presenting our 30th National Conference! We chose to go back to the Airport Hilton for this milestone anniversary as we have much history there and they have done some significant remodeling. Plus, it's in a really nice location. It's kind of like "going home" for me. The hotel is just three blocks from the light rail, only a mile or two from the Mall of America, has convenient and complimentary airport and MOA shuttles, and it's across the street from the MN Valley Wildlife preserve.

There will be a Welcome Reception the night of June 16th to kick off the conference. We hope to see you there!



HARVEST...HERE WE GO AGAIN!!

Tim Machutt PC Support Specialist
support@agvantage.com

Well, I can't believe summer is already over - it seemed to fly by again this year. September brings kids back to school, weather changing and Harvest!!!! To make harvest run as smoothly as possible, I have some tips to help you have a great harvest season. I have also included some recent software enhancements for the upcoming season.

First, you should *make sure all grain files are updated prior to harvest*. This will limit the amount of issues related to data on the PCs that is not up-to-date with the data on the system. Next, *check the performance* of the scale PC. If there are scale PC's that you think won't make it through harvest, I would recommend replacing them now so the PC doesn't go down in the heart of your busiest time. If you need help with this or would like to order a replacement PC, please contact AgVantage Support.

You will also want to make sure that *AgVantagePC Scale installations are up-to-date* prior to Harvest. We released one final update before harvest the week of Sept 8th. After this release, our plan is to not make any changes to the program until after Harvest to offer our customers extra stability when the rush of trucks hit your scale.

When signing into AgVantagePC Scale, and you receive a message saying that there is an update available, that means you are not up to the current release. By running the update program you will be upgraded to the most current release version. The program will ask you if you want to update - if you hit yes it will automatically close the program and will open the update program. You must be closed out of the Scale program before running updates. Making sure the program is up-to-date on all of your installations will ensure program stability and eliminate issues throughout Harvest.

Lastly, I have listed some of the enhancements that went out in our recent release which should help increase efficiency and fixes to help users to have a smoother harvest.

ENHANCEMENTS:

- Added Net Bushels to print on all types of reduced width tickets. These are used for outside scale printers at the scale
- Allow the user to not have to select the truck after selecting the hauler. Before if a hauler was chosen it would pick the first truck listed.
- Restrict lots based on close date. If there is a close date listed in the lot file for a lot, the lot will not be available to use when doing scale tickets
- Added option to require grades on different types of tickets. There is now a setting to require grades on purchases, sales, and transfers. So if a user wants to be able to require grades on purchases but not sales, that option is now available.
- Added option to automatically capture grades into ticket. In the moisture tester settings, there is a setting to auto-capture grades into ticket. Once the ticket is open and a crop selected, the user can run the sample and it will automatically pull the moisture/test weight into the scale ticket without manually selecting the sample.

These are just a few of the many enhancements AgVantage has made to get the program ready for harvest. I'm hoping the enhancements and changes we made to the program will help make your harvest more efficient and makes the entire process smoother overall. If you have any questions please don't hesitate to contact AgVantage Support.

I wish everyone a smooth and successful harvest!!!!!!

Thanks
Tim Machutt
PC Support Specialist



AgVantage Software **2014 CDD Results**

Bonnie Fohrman • Vice President, Programming • bonnief@agvantage.com

Please see our Message Board for many Product Enhancements available 24/7.



CUSTOMER DRIVEN DEVELOPMENT—2014 Top Ranking CDD's

Accounts Payable

- 306551 Ability to print edit in order of entry
- 195117 Choice to run edit for Miscellaneous Checks

Accounts Receivable

- 212301 Payment summary lookup
- 334650 Toggle to view GL # in U4MEN2-4
- 338120 Search on lots without being in lot tracking

Grain

- 293556 Grain Balance Statements – Add custom comments similar to AR Statements
- 338123 Chronological list of transactions for customer contracts, tickets, checks, etc.
- 78825 Tracking Basis throughout package

Inventory

- 195789 Show the margin % on the receiver edit
- 329319 Purchase order printing safety net

Patronage

- 333262 Estate Checks more than 18 at a time
- 333260 Void a Patronage Check

Payroll

- 253300 Multiple checks on same day

AgVantagePC Agronomy

- 338155 Pricing assigned in PC Agronomy carry over to Counter/PCINV
- 338172 Ability to add price sheet comments
- 338175 Record previous year crop on formulation tab and print on blend and spray
- 338177 Price level filter so not all sync to PC Agronomy
- 332263 PPE codes to print on the spray order and blend sheet

AgVantagePC Container Tracking

- 338184 Ability to set a default employee
- 338185 Add search function on main screen with ability to search by ID or description
- 338186 Show product and quantity on report when activity is “filled”
- 338187 Report Selection by customer or product and show all tied to that customer even if no last activity
- 338188 Ability to edit/change the customer

AgVantagePC Energy

- 293665 Add a gas check form to dispatching
- 288216 Create a form for service work orders

AgVantagePC Grain Scale

- 285111 Ability to see farm id's in PCGSCALE
- 338191 Transfer ticket # to show on inbound ticket
- 321697 Be able to remove customer when doing “on the fly” split

Employee Time and Attendance (ETA)

- 338192 Alert if time – lunch 20 minutes is not taken
- 306569 Web based instead of apps



AgVantage Software • September, 2014

Update on New Releases & Software Releases Coming Soon

Bonnie Fohrman • Vice President, Programming • bonnief@agvantage.com



Version 8 - New Releases

See our Message Board for many Product Enhancements continuously available.

Accounts Payable

- When adding a new record to the Bank Code File, validate the GL location

Accounts Receivable

- Validate effective date when creating a batch of budget payments
- Remove credit card and expiration date information from Customer Master File
- Counter Invoicing F5-Fertilizer Blend, add filter to only show status of applied

eAgVantage

- Show the unit price on combined statements

eAgVantage Commodity DPR

- CDD -List of Purchase contracts need price and extended amount

eDocuments

- CDD Give option for email modules to have a different sender email address

Energy

- CDD Show the last run out date on the Customer, Tank and Delivery Information screen

Grain

- Handling of Intention contracts for Non-GMO corn
- Capability to settle zero lots when using F8 key in settlements
- A/P and Inventory Received make DPR adjustments during merge

Inventory

- Allow Accounts Receivable Item Transfers in inventory blends

Investments

- When checking if customers have activity also check the Investment files

AgVantagePC Agronomy

- Ability to record the FSA# in the Field Maintenance screen

AgVantagePC Grain Scale

- Show only open lots in scale program

AgVantagePC Invoicing

- Added a button to change discounts
- Added a manual entry option when making payments with credit card
- Allow second signature for split invoices

Employee Time and Attendance (ETA)

- CDD Report of employees marked for auto pay

(Continued on next page)

Coming Soon:

ACH

- Encrypt Bank information for ACH - AR, Payroll, Grain, AP (256168)

Accounts Receivable

- EXEC 2013 Use MMDDYY for customer birthday - v8 only (296964)

eAgvantage Commodity DPR

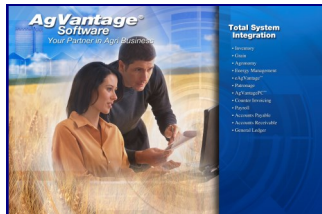
- Web payments with multiple terms using combined statements (328378)

Energy

- Ability to add a delivery to a tank (312836)

Seed

- Report of Treatments (324631)



AgVantage Software, Inc. Trade Show Schedule

National Grain & Feed Conference & Trade Show
Indianapolis, IN — JW Marriott, December 7-8, Booth #421
Minnesota Grain & Feed Assoc. Trade Show
Minneapolis, MN—Downtown Hilton, January 26-27