VOLATILITY, VOLATILITY, & MORE VOLATILITY
Business Intelligence Provides Trends & Opportunities to Analyze Data

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We are facing an extreme contrast of economies in the U.S. Our national economy is off to the races with unemployment at extreme lows. Anyone who wants to work can find a job. The stock markets maintain very strong values close to all-time highs. The American economy consistently illustrates growth.

On the other side, Ag commodities are falling. Our rural Ag economy feels like its falling off a cliff. Dairy and livestock prices have been depressed for several years, with corn, wheat and soybeans prices falling to all time lows. In many parts of Minnesota, we have another large crop to be harvested. Historically, USDA farm programs supported farmers and rural main streets. This can add to the volatility for commodities and farm income.

Tariff negotiations and battles are creating trade wars that I never could have imagined. It appears Europe, Mexico and Canada may get on board with us. China appears to be running from us with retaliatory tariffs. China's illegal trading practices have been the catalyst for most of these battles.

The USDA aid package to farmers is not enough to plug the economic holes caused by lost trade opportunities. No aid will reach the farmer until after harvest and it will be capped. FSA offices will have more responsibility. It will be interesting how FSA divides up $4.7 billion of emergency aid to farmers, which is part of $12 billion in programs announced by our Secretary of the Department of Agriculture, Sonny Perdue on July 24.

For some, these are desperate times. In this environment, how do you keep positive in attitude, profits, and your overall surroundings? It's not easy to stay current with accounts receivable. Many of you are on the front lines and bear the burdens I have mentioned in this article.

This past June, AgVantage Software announced a partnership with Big Consulting to provide Business Intelligence (BI) tools to its customers. This innovative product provides a visual of key data insights important for your business decisions. I share this as the success of these BI presentations has been intriguing and popular. So many of you create so much data in our everyday accounting. For accounting purposes, we measure our financial results. BI allows decision makers to become more efficient capturing trends and opportunities to analyze your local operational data. The market volatility discussed above makes this tool even more important to make the right decisions at the right time.

Please look for website updates over the next few weeks on AgVantage BI and Customer Relations Management (CRM) tools to help you utilize the mountain of data and relationships you face daily.

In This Issue:

Two New Programmers Joined the AgVantage Software Team In September
Dylan McGreevy & Dan Ross

Dylan McGreevy

I was born in Newcastle upon Tyne, England (making me a Geordie). A city rich in history, culture and invention. We have beautiful architecture, amazing bridges, and even had the first streets, homes and business lit by electric light in the world. The city goes back to Roman times and has survived the Saxons, Vikings and most recently Brexit. I urge you to research or even visit there as it was named the world's number one place to visit 2018.

Growing up I was perpetually torn between my love of technology and my addiction to music, a battle that rages on to this day. I have worked fulltime in IT Support, Server/Network installation and Web Development since the age of 16. In the past I have worked for gaming companies as well as making custom websites and applications for a wide array of companies both large and small.

As well as continuing to push myself technologically I have pursued my passion for music as a lyricist and guitarist by playing in bands and recording on both sides of the Atlantic. I have worked as a sound engineer and almost opened my own studio before traveling to the USA. I moved to the USA to marry my wife Cassandra and to be with our Dalmatian Layla.

Being English I love tea, crumpets and driving on the correct side of the road. Thank you all for welcoming me to the team, I look forward to working with you all and if you ever need help pronouncing anything correctly you know where to find me.

Dylan's Background Info in His Native Language - Geordie:
Whey a woz a bairn in the toon. Whey aye we've seen it al, the first leckie blubs, geet muckle bridges n hooses. Novum castellum woz Pons Aelius back when Segedunum was gannin. Ye should gann lyke it's canny. Ye na the toons poll n places t gann.

A woz ganna de turns with me Guitar back hyem, but a woz a techie deein websites after Walker.

A keep gannin' wiff it al' lyke. A woz ganna de a studio in whitley but the mugs telt the bizzies the divint want oot here.

A married me bird Cassandra, n set oot t America.

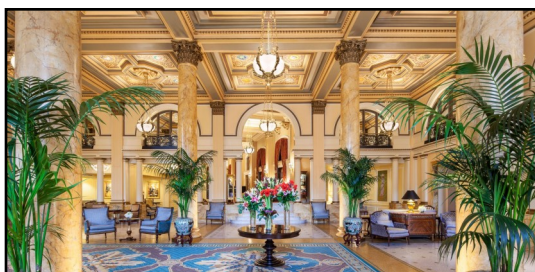A love a cuppa n scran. Cheers for bein' canny. If ye need oot am aboot bonny lad.

Ya marra, Dylan

Dan Ross

Dan is a recent graduate of Prime Digital Academy in Minneapolis. Prior to that, he also studied Computer Science at RCTC. Originally from Baltimore, Dan got a B.A. degree in English with a minor in Creative Writing where he wrote awful poetry that will never see the light of day. Cut to several years later, Dan finds himself in Rochester with his long-term partner who is a nurse at the Mayo Clinic. In his free time Dan likes to go out to new restaurants, travel, and watch an unhealthy amount of trash tv.

While he was once a professional wizard (at the Wizarding World of Harry Potter in Universal Studios), now he dedicates his time to the branch of Chaos Magick known as Javascript.

AgVantage®
BUSINESS INTELLIGENCE

**Updates on AgVantage Software
2019 Conferences**

*Lori Campbell
Conference Manager
loric@agvantage.com*

Executive Conference, February 17-19, 2019, Washington, D.C.

We are excited to be offering our customers our 11th Executive Conference! Our theme for the conference will be *Great Leaders - Great Teams*. The teambuilding theme was suggested by customer Frank McDowell, CEO of New Vision Co-op, Brewster, MN, and he will speak on "Building Your Team" at the conference. George Secor, CEO of Sunrise Cooperative will also be one of our honored speakers. We have invited top officials from the Department of Agriculture, however we will not have confirmation that either one will be able to join us until four weeks prior to the conference because of their intense travel schedules. We plan to keep our conference agenda somewhat flexible to accommodate a potential appearance.

There will be a Welcome Reception on Sunday evening, February 17th. Sessions will be held all day on Monday, February 18th and dismiss around 3pm on Tuesday, February 19th. Our tentative plans are to offer a networking/tourist activity sometime during the day on Sunday, February 17th, as well as on Monday evening. We expect the conference brochures to be mailed to customers sometime in November. Conference registration will begin at that time.

Conference hotel reservations may be made from our website. Our group rate is $239 for one or two people. Please note that the hotel's on-line calendar is shown as a European calendar and the first day of the week on that calendar is Monday.

The airport you will want to fly into is Reagan National Airport (DCA) as it is the most convenient airport to the Willard InterContinental, our conference hotel. The hotel is just two blocks from the White House. DCA is located in Arlington, Virginia and acts as the primary airport serving Washington, D.C.

AgVantage Dollars may be used to pay for the conference registration fee. Many customers have switched to Annual Support rather than monthly, so that they will earn AgVantage Dollars. The amount earned is 5% of your Annual Support fee. Now is a good time to convert from monthly to annual if you have been thinking about it since there are two conferences in 2019. Check with our CFO, Paul Hawes paulh@agvantage.com if you are interested. AgVantage Dollars may also be used for on-site training and etraining.

34th Annual National Conference, June 19-21, 2019, Minneapolis, MN

We signed a contract for our 34th Annual National Conference with the Hilton Minneapolis/St. Paul Airport Mall of America a few weeks ago. We have hosted many conferences at this hotel and I've always been impressed with their renovations that they do every few years. The hotel is located about a mile from the Mall of America and is just a five minute shuttle ride from the airport. There are hiking trails at the MN Valley National Wildlife Refuge across the street from the hotel. The brochure for this conference will be mailed in early April, with on-line registration available April 3rd.

Just a heads up for you Carrie Underwood fans….she is performing in Minneapolis, at Target Center, at 7pm on Friday evening, June 21st. You could take the light rail to downtown from the Hilton! For tickets, go to www.targetcenter.com.

*Save the date…
Feb. 17-19, 2019
Executive Conference
Willard Intercontinental Hotel
Washington, D.C.*

Hilton Lobby

AgVantagePC Grain Scale Harvest Preparations

Tim Machutt
Customer Services Representative
timm@agvantage.com

Well, I can't believe summer is already over as it seemed to fly by again this year. September brings kids going back to school, weather changing and harvest!!!! To try to make harvest run as smoothly as possible I have some tips and updated enhancements for the upcoming harvest.

First you should make sure all grain files are updated prior to harvest. This will limit the amount of issues related to data on your PCs that are not up-to-date with the data on the system.

Next, **check the performance of the Scale PC.** If there are scale PCs that you think won't make it through harvest, I would recommend replacing them now so the PC doesn't go down during Harvest. 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 the PCs are up-to-date prior to Harvest. **We released one final update the week of Sept 10th.** After that release, we will not be making any more changes to the program until after harvest.

When signing into the program, **if it tells you there is an update available, that means you are not up to the current release.** Updating will put you to the current release version. It will ask you if you want to update. If you select yes, it will automatically close the program and will open the update program. You must be closed out of the Scale program before updating the program. Making sure the program is up to date will ensure program stability throughout harvest.

Lastly, I have listed some of the **enhancements** that are in the pre-harvest final update. That update should help increase efficiency and fixes to help users to have a smoother harvest.
• Added Sort Options to all fields on the Scale Ticket Grid
• Now restricting user from opening a scale ticket if its open on another PC in a master/slave environment
• Updated Printed Scale Tickets to include more description fields and to print Pit Number on both 1up and 2up ticket types

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!!!!!!

Thank you!
Tim Machutt
timm@agvantage.com

Our AgVantage Team Wishes You a Safe & Successful Fall Harvest!

NGFA 2018
ELEVATE YOUR BUSINESS
COUNTRY ELEVATOR CONFERENCE
DECEMBER 2-4   ST. LOUIS, MO

AgVantage Software, Inc. will be exhibiting at the NGFA Trade Show in St. Louis, MO.
December 2-4, 2018, Booth #1123
We hope to see you there!

**Updates on New Releases &
Software Releases Coming Soon**

*Bonnie Fohrman
V.P. Programming
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Newly Released Software:
New Version 8 Releases—

Agronomy EDGE
- Fertilizer source information maintenance (434114)
- Batching and blend sheet printing (437138)
- Added the blended (TPF/Acre) amount on the order screen (438030)
- Added the farm/field descriptions on dispatch (438529)
- Field boundaries to Polygon WKT/field boundaries by crop year (438571)
- Blends to be billed report (439207)
- Anhydrous to be billed report (439208)
- Order/applied quantity report (439209)
- Ability to create orders with customers with COD 4 (439461)
- Agronomy dispatch options for multiple locations and save filters (439619)
- Now shows field name in text notifications (439728)

Accounts Payable EDGE
- Vendors to Pay option to select ONLY ach/draft/check vendors (436731)

Accounts Receivable
- CDD - New ability to have multiple ACH accounts to select from (403605)
- EOY now includes multi tender payments and description for miscellaneous GL Sales (397310)

Accounts Receivable EDGE
- Customer Portal – email (428826)
- Customer Portal – Balances (428829)
- Customer Portal – ACH tab (430828)
- Ability to print an aging (438676)
- Customer balances, contract data and check number (440285)
- Customer Portal – Balances, contract information (435108)

Energy EDGE
- Ticket Information maintenance (339552)

Grain
- EOM shipments valuations – value by terminal price (388047)
- Sales with no items are no longer described as miscellaneous sale on EOY report (402065)
- Create control – added override discount schedules and tables (428600)

Grain EDGE
- All crop units now have a grand total at the bottom including type (421965)

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

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Interfaces
- Midwest Direct – mail services (419953)

Inventory
- Sort summary inventory report by location, added item sort option (429953)
- Inventory detail report now shows detail information for all months if flag is Y (435260)
- CDD - Identify attached 'AT' items in inventory received and allow cost adjustment (386910)

Inventory EDGE
- Enhancement – new report AT transfer with cost changes (386910)
- Enter inventory received (399424)
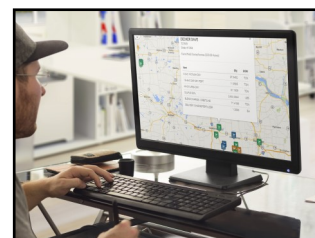- Merge Inventory Received in Edge (399447)

AgVantagePC Energy
- Now sends tax location to Midcom file (438927)

AgVantagePC Invoicing
- Pulls feed orders into PCINV (284195)
- Uses days past due for discounts (338925)
- Grain Bank balances now on the invoice (339147)
- Flag for no discount on booking delivery (341030)
- Immediate discounts in PCINV – setup flag for always Y (432334)

Seed EDGE
- Ignores chemical items from seed cross reference file (437239)
- New ability to copy an existing plan (437286)
- Restricts users from submitting orders to Monsanto (437288)
- Revisions to seed quote (438179)
- COD level 4 override ability (438183)
- New ability to change price levels in grower plans (438192)
- Seed quote PDF now opens in a new tab (438252)
- New filter for manufacturer list to only show seed manufacturers (439305)
- Added copy and print buttons to stock plans (439919)

For pricing info, please contact Michelle Blomberg at michelleb@agvantage.com or 877-282-6353.

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AgVantage Software Releases Coming Soon

Accounts Payable
- Words ACH show on Accounts Payable Edit and Check Register (440994)

Accounts Receivable
- Allow no location on the contract defaults (437914)

EDGE Admin
- Added authority to Customer Authorized Account Users – Edge Only (439095)

EDGE Grain
- Transfer Loads to a different control numbers (343192)
- Buyers Maintenance (381660)
- CDD - Activate the purchase adjustment amount field (405239)

General Ledger EDGE
- Chart of account maintenance (434242)
- GL Location Constant Maintenance (434322)

Grain
- Grain Hauling – create G/L entries for company trucks and not customer pay (407163)

Human Resources EDGE
- Job classification file set up (438114)
- Employee Performance Review (438511)
- Employee History (438557)

Interface
- Bushel Ag Interface (426330)

Payroll
- CDD Improved stub – show company provided benefits (338514)

Payroll EDGE
- Constant Master Maintenance (438632)
- Federal Tax Maintenance (439033)
- State Tax Maintenance (439132)

Reports EDGE
- Commodity DPR Hedging (400346)
- Now includes payments and discounts in Commodity DPR & Year End (437224)

Seed EDGE
- Add finance type to the grower plan (438186)