

Vantage Point

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DECEMBER, 2010



CUSTOMER SPOTLIGHT: NEW HORIZONS SUPPLY COOPERATIVE

Fennimore, Wisconsin www.newhorizonsco-op.com

General Manager: David Neal

Person providing information for article: Vern Hrubes, Controller

Number of Employees: 90

New Horizons Supply Cooperative is headquartered in the southwest corner of Wisconsin, known for its ridges, valleys, rivers, streams, and mostly small towns. Most people are within a short distance of a good hunting or fishing spot. Farming is varied; dairy farms to grain farms to specialty farming, small to large, and everything in between. New Horizons operates 12 Bulk Fuel and LP Plants and 7 Convenience Stores throughout southwest Wisconsin. We serve customers in all of Grant, Crawford, Iowa, and Lafayette Counties, as well as parts of Vernon, Richland, Dane, and Green Counties. We also have some Illinois and Iowa customers. Our logo is "New Horizons, Your Local Source for Energy".



Cenex station in Boscobel, Wisconsin

New Horizons has been using AgVantage Software for 18 years.

In 1992 Don Udenberg and Paul Hawes demonstrated the IBM black box to us, but first we made them lug the heavy thing up a huge flight of stairs to set up in a second floor apartment room. Physically, it had to be one of their hardest sales! It was obvious that they were very confident in both the hardware and software they were selling. We signed on and have been with AgVantage since; today we are also an ASP customer, a great option for those of us without IT staff.

**Save \$50! Register now
for the San Francisco
Executive Conference!
Discount expires 12/31.**



This Issue:

- Executive Conference Update.....pg. 2
- Reserve San Francisco Hotel.....pg. 2
- Support Q & A—EOY Payroll.....pg. 3
- Holiday Schedule.....pg. 3
- Dawn Wiltscheck, e-mail change ..pg. 3
- MN Grain & Feed Trade Show.....pg. 3

Photo Above: Presidio Golf Course, the site of the pre-conference AgVantage Golf Tournament on Saturday, February 12th.

Favorite Feature of AgVantage Software:

We have nearly 20 drivers and service staff in our Bulk Fuel and LP Divisions, so PC Energy is their favorite software, helping us to manage and service well over 10,000 customers and tanks.

Company Description:

New Horizons started as Fennimore Co-op Oil Company in 1931 with \$25,000 sales its first year; we project \$40 million in our new fiscal year. There were mergers and acquisitions in 1990, 1995, 2000, and 2010, involving about 12 other co-ops and businesses over the years. Most recently we merged with Peoples Oil in Lancaster and Darlington. With this merger, we are again concentrating on Bulk Gasoline, Fuel, and LP as well as our Convenience Stores; there should be opportunities for cost savings and other efficiencies.

Something unique about New Horizons that they wanted to share with other AgVantage Software Customers:

One of the hardest things for New Horizons was to let go of unprofitable divisions when we were unable to turn things around. In the end, less was more -- less divisions losing money was more bottom line. They were tough, but necessary decisions.



New Horizon's Energy Team



Lori Campbell
Conference Manager
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CONFERENCE UPDATES:

2011 EXECUTIVE CONFERENCE , SAN FRANCISCO BUSINESS STRATEGIES FOR A NEW ERA FEBRUARY 13-15

Registrations are in full swing and we're expecting outstanding attendance! Don't delay—there is a \$50 Early Bird Discount if you register by the end of December! If you have not received your conference brochure, just let me know and I can still send you one. You also have access to a .pdf of the brochure and the registration form on the home page of our website: www.agvantage.com

Argonaut Hotel Reservations: 866-415-0704
AgVantage group rate - \$169 for a single/double.
Free guest room internet. Please make your
reservations by January 12, 2011.
You may also use a link on our
home page— www.agvantage.com

Flights To San Francisco—We have been finding some reasonably priced non-stop flights. I searched for my flight using kayak.com I recently read a newspaper article that said the cheapest days to book a flight are on Tuesday or early Wednesday. Give it a try and let me know if it's true!

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CDMS: Scott Mueller, Senior Vice President

CDMS's latest offering is ADVISOR, a comprehensive web-based Agronomic Management Systems that provides decision support for soil management, crop protection and GIS based field activity. It is designed for use by producers, service providers and food companies to enhance crop yield, quality and traceability. www.cdms.net



John Deere: John Mishler, Product Specialist

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Valerie Ahlers
Customer Services Representative
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SUPPORT Q & A—END OF YEAR PAYROLL

Payroll End of Year

- ◆ **W-2 information is CHECK DATE DRIVEN** - the date on your paycheck will determine what year the wages are reported to the SSA so be sure to look ahead on your calendar to plan your last PR for the year.
- ◆ **There will be a change on W-2's this year on the laser overlay format**, so be sure to watch the message board for the latest in procedures and PTF's.
- ◆ Even though you do not generate the W-2's until after you have saved off the files after the last PR for 2010, usually these PTF's need to be applied previously.
- ◆ **MN Customers:** If you have more than 25 employees you are required to file your W-2's on line this year (next year it is 10 employees, so it is a good time to learn how). There is a separate e-training class for electronic filing.
- ◆ Watch for **e-trainings on the EOY procedures** as an update or review of procedures (next class is Dec. 28th).
- ◆ We will have the new Federal Withholding tables (if there are changes) on the Message Board but it is your responsibility for your state tables. If you have questions, fax the information to us and we will help you with them. This also applies to local and school tax information.
- ◆ As changes happen, PTF's get updated, so be sure to watch because there may be multiple notifications on the Message Board and the list of PTF's may get updated. Those on the ASP box will have the PTF's automatically applied for them.
- ◆ There will also be a checklist for the EOY procedures posted. Be sure if you have to "add" things in PR, like reporting the personal use of company vehicle, that you do that as part of the PR for 2010, before you do a 2011 PR.

PLEASE WATCH THE MESSAGE BOARD FOR UPDATED INFORMATION.

AP- 1099 Reminders

Here are a few tips for the EOY 1099's for Accounts Payable vendors:

- ◆ The limit remains at \$600 so check your constant file to see if it contains that amount.
- ◆ Check through your list of vendors to see who is marked to receive 1099's. Be sure you have their Fed. ID or SSN. **You can do this now.**
- ◆ REMEMBER, 1099's are determined by the CHECK DATE, not the date you merge or the invoice date so be sure you have all checks printed you want to be part of 1099's.
- ◆ When you run your 1099 report, the \$\$ will update the vendor master. If you need to make a correction, you can go to vendor master and put the amount in but then, do not run the report again.
- ◆ You can run them on plain paper to verify information and then on the forms.
- ◆ We have added the ability to electronically file Misc. 1099's. Check out the e-classes on how to do this time-saving procedure.
- ◆ Watch the Message Board for an update on procedures or PTF's that might affect AP.

- AgVantage Announcements -

AgVantage Holiday Schedule

We will be closed on the following dates so our employees may enjoy the holidays with their families:

Friday, 12/24—Christmas Eve

Friday, 12/31—New Year's Eve

Trade Show Schedule— February 3-4, 2011, Minnesota Grain & Feed Association—Booth #17
Duluth Entertainment Convention Center Come see Paul Hawes & Valerie Ahlers in Duluth, MN!

E-mail Name Change

Due to the recent marriage of Brandon Klingfus and Dawn, the former Dawn Wiltscheck is now Dawn Klingfus. Her new e-mail address is: dawnk@agvantage.com Her old e-mail address is no longer functional.