

Vantage Point

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JUNE, 2011



CUSTOMER SPOTLIGHT: DAKOTA QUALITY GRAIN COOPERATIVE

PARSHALL, ND

Website: www.dakotaqualitygraincooperative.com

Register for our 2011 National Conference at agvantage.com

Our room block at the Airport Marriott is now full, however some area hotels still have guest rooms. We recommend trying kayak.com

Save Money!
HP Desktops
& HP Laptops

Check out our conference bundle specials on pages 5 & 6

This Issue:

National Conference Update.....p. 2

New Employee—Mary Jo Meyer.....p. 3

Coming Soon to AgVantage.....p. 3

New AgVantage Releases.....p. 4

CONFERENCE HARDWARE SPECIALS
HP 6005 Pro Desktop Bundle.....p. 5

HP 6550b Laptop Bundle.....p. 6

Name of person providing information for this article: Canella Miller, Office Manager
General Manager: Daryl Stevens
Grain Merchandiser/Operations Manager: Gary Urlacher

Locations:

Dakota Quality Grain Cooperative in Parshall, Cenex C-Store/Shop

Dakota Quality Grain Cooperative in Newtown and Lumber Company
Dakota Quality Grain Cooperative in Ross

Number of Employees: 58

AgVantage Customer Since 1998: We started with Grain Accounting (Richard Blomberg) in 1985. They transitioned into Be-Rich, Inc., and from there we went to Udenberg and then AgVantage.

Favorite Feature: eAgVantage Software is a great service to offer our customers via our website.

Company Description: We consolidated in 1993 with Parshall, Newtown, Ross, Palermo Farmers Union Elevators to form Dakota Quality Grain. We later purchased Independent Grain and Lumber Company and Farmers Grain of New Town, and Stanley Farmers Elevator.

We have three grain terminal shuttle locations with our main office located in Parshall – which was newly built in 2006. We also have a lumber company in New Town, a Cenex convenience store/shop in Parshall, ND and fertilizer plant in Ross – which we recently partnered all of our agronomy business from all of our locations with United Agronomy of Berthold to form an LLC.

We also have an LLC with the Bakken Transload, and a partnership with Farmers Union Oil of New Town called United Propane & Fuel Partners. We recently sold the Palermo and Stanley locations.

We take in a variety of commodities, mainly spring wheat, winter wheat and durum. However we also handle a lot of peas, barley, canola, sunflowers and flax.

In addition, we sell fuels, tires, oil, lumber, feed and bulk feeds. All of our fertilizer, chemicals and commercial seeds are sold through our LLC with United Agronomy.



Parshall - New Town - Ross



New Town Location

Continued on page two

Continued from page one

CUSTOMER SPOTLIGHT—DAKOTA QUALITY GRAIN COOPERATIVE



Ross Terminal

Unique about our company: We are one of the communities in Mountrail County in the midst of the “Bakken” formation and the oil boom that is growing fast and furious. Our sales have increased tremendously in the last few years and are still growing. The traffic and influx of people in the area have really put a strain on our infrastructure and way of life. Oil wells have changed the landscape forever! The city of Parshall was recently featured as part of a mini-series on The Discovery Green Channel called “Boomtown”



Parshall Cenex C-store

NATIONAL CONFERENCE UPDATE 2011 SETTING NEW ATTENDANCE RECORD!

Lori Campbell
Conference Manager
loric@agvantage.com



Our entire staff is very excited to be presenting our 26th National Conference next week. We are also expecting 30 more people than any AgVantage conference previously held. That is so amazing! Thank you for your support of this event. We will have 31 AgVantage staff members available to you for either part or all of the conference. Take time to chat with them during breaks, lunches, or other networking events.

Our support team will be working from Minneapolis so that everyone gets a chance to teach, assist in labs, or attend sessions. For some of you, it will be the first time that you’ve had a chance to attach a “voice” to a name. At AgVantage, we feel that business is really about the strong relationships between two parties. When you attend a conference, it helps to make those relationships even stronger.

WHAT’S A POKEN?

We will be using some new technology at this conference to help people network in a new and interesting way. All attendees, staff, and sponsors will receive a Poken. Basically, a Poken is an electronic business card and an efficient networking tool. It is a small electronic piece attached to a lanyard. It’s also a great ice-breaker! When two attendees connect their Pokens, they light up with a green glow. It is basically like exchanging social business cards, only on steroids!

The Poken will insert into your laptop, just like a flashdrive. Once inserted, the Poken website automatically displays photos and information on all of the other attendees you have connected with. It also gives other information that each attendee has decided to share, such as if they’re on Facebook, Twitter, LinkedIn, or other networking sites. You have the option to decide how much or how little you want to share. You can also download conference handouts (for 90 days) or see other information related to the conference.

Brad Belcher and I have both used Pokens at other conferences within the past couple of months and decided it would be a fun experiment with cutting edge technology to try them at our own conference. Let us know what you think!

70’s Party—Wednesday evening, 6/22, 5:30-7:30 p.m. Airport Marriott Ballroom

Come join us as we celebrate AgVantage’s 35th year of business! Besides prizes for the best costume, there will be other attendance prizes. You could win an iPad! DTN has donated an iPad prize for this event. You must be present to win!



NEW EMPLOYEE

MARY JO MEYER

Customer Services Representative

I am very excited to be working for AgVantage Software and look forward to assisting its customers. I have worked in the cooperative industry for 25 ½ years and most of those years were working on the AgVantage system. I live in Oconto Falls, WI and I have been married to Glen Meyer for 17 years (on June 17th). I have two step children, Bobbi Jo (28) and Josh (26). - Mary Jo



Mary Jo Meyer
maryjo@agvantage.com

AGVANTAGE SOFTWARE—COMING SOON

BONNIE FOHRMAN
Vice President, Programming
bonnief@agvantage.com



Coming Soon to AgVantage Software

Patronage

- Display/retain stock & equity history info through entire program

DTN Portal

- Ability to retrieve futures prices for end-of-month from DTN

AgVantagePC Agronomy

- Combined with PC Invoicing – phase 1
- Ability to do prepay and bookings

AgVantagePC Invoicing

- Ability to see customer balance information
- Allow multiple payment types

Credit Cards

- Support Verifone signature pads

AGVANTAGE SOFTWARE—NEW RELEASES

BONNIE FOHRMAN
Vice President, Programming
bonnief@agvantage.com



Please see our Message Board for many product enhancements. They are updated continuously and are available 24/7.

New Releases in AgVantage Software

Energy

- Increased upper limit of k factor from 20 to 40
- CDD allow contract set-up without dependence on the tank file

Accounts Payable

- On Invoice Entry Edit—validate Accounts Payable location with constant file
- CDD- Allow maintenance of the IRS name in the vendor master file
- Added IRS name to 1099 reports and forms

System Wide on AgVantage

- Ability to do pdf (portable document format) on any spool file

Inventory

- CDD – Added department and fine line code selection to Adjustment Activity Report

Counter Invoicing

- When emailing an invoice—added the invoice date on the subject line
- Does not allow deleting of a gift card invoice similar to the credit card process

Payroll

- Display vacation/sick time on regular Payroll Time File Entry screen

Cardtrol Interface

- Added new option 17—Cardtrol Report for a Range of Dates

AgVantagePC Agronomy

- Added ability to print a bar code on the bottom of a spray work order
- Modified Kahler interface for proper chemical transfers
- Modified Kahler interface to ignore services
- Modified Murray interface for proper chemical transfers
- Synchronization of farm/field image information for PC display
- During dispatch program—automated farm/field image retrieval
- Modifications to dispatch load routines (much faster now)
- Added support for AgLogic interface

AgVantagePC Invoicing

- Ability to mark range of tickets to resend

AgVantagePC Time and Attendance (ETA)

- Added ADP interface
- Added connection pooling support to speed up database access

USER CONFERENCE EQUIPMENT SPECIAL

\$780

HP 6005 Pro Desktop Bundle



■
 Of special note in this bundle is the stand that comes with it allowing you to attach the monitor and the PC. The monitor mounts on the front and the tower will mount below that on the back side of the stand. Great for saving space in tight spots!

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- Bundle Includes:
- ◆ HP 6005 Pro:
 - Athlon II X2 3.0GHz Processor
 - 4GB DDR3 RAM
 - 500GB Hard Drive
 - DVD+/-RW Drive
 - Windows 7 Professional 32-bit
 - 3/3/3 Onsite/Parts/Labor Warranty
 - Small Form Factor

- ◆ HP LE2201w 22" LCD
- ◆ HP Work Center Stand
- ◆ Microsoft Office 2010 Home & Business Edition

ADDITIONAL OPTIONS:

(AVAILABLE AT YOUR REQUEST, PLEASE INFORM US IF YOU WOULD LIKE TO PURCHASE ONE OF THESE

- Ergotron Neo Flex Dual Display Stand—\$149
- HP LE2201w 22" Display w/ DisplayPort Adapter (for dual display)—\$205

PRICE SAVINGS	
HP 6005 Pro—\$644	
LE2201 LCD—\$179	
Work Center Stand—\$99	
MS Office 2010—\$199	
Total Price—\$1121	

Total Savings: \$341	

PLEASE CONTACT BRAD BELCHER (BRADB@AGVANTAGE.COM), WESLEY CHRISTENSEN (WESLEYC@AGVANTAGE.COM), BRANDON KLINGFUS (BRANDONK@AGVANTAGE.COM), DAVE STREIFF (DAVES@AGVANTAGE.COM) OR CALL US AT (877) 282-6353 TO RESERVE YOUR ORDER TODAY!

USER CONFERENCE EQUIPMENT SPECIAL

HP 6550b Laptop Bundle

\$1,000

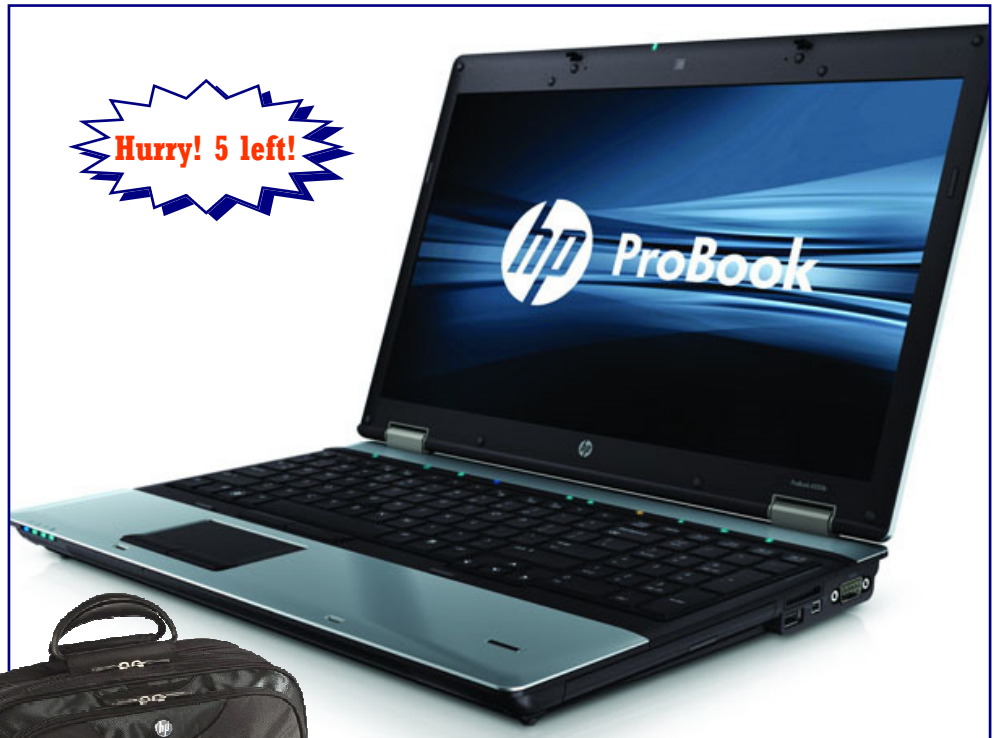


Of special note in this bundle is the 15.6" screen laptop with a full-size keyboard on it—including a 10-key number pad that everyone will love! You get the portability of a standard -size laptop with the added features that everyone loves from much bigger and heavier laptops!



Bundle Includes:

- ◆ HP 6550b ProBook Laptop:
 - Intel Core i5-460M 2.53GHz Processor
 - 4GB DDR3 RAM
 - 320GB Hard Drive
 - DVD+/-RW Drive
 - Windows 7 Professional 64-bit
 - Wireless a/b/g/n
 - 1/1 Parts/Labor Warranty
 - Full-Size Keyboard with 10-Key Keypad
- ◆ Microsoft Office 2010 Home & Business Edition
- ◆ HP External Battery
- ◆ HP Evolution Carrying Case



ADDITIONAL OPTIONS:

(AVAILABLE AT YOUR REQUEST, PLEASE INFORM US IF YOU WOULD LIKE TO PURCHASE ONE OF THESE

- Ergotron Neo Flex Display & Laptop Stand—\$179
- HP LE2201w 22" Display—\$179
- HP 90W Docking Station—\$149

PRICE SAVINGS

HP 6550 Laptop—\$899
 External Battery—\$159
 Evolution Case—\$69
 MS Office 2010—\$199

 Total Savings: \$326

PLEASE CONTACT BRAD BELCHER (BRADB@AGVANTAGE.COM), WESLEY CHRISTENSEN (WESLEYC@AGVANTAGE.COM), BRANDON KLINGFUS (BRANDONK@AGVANTAGE.COM), DAVE STREIFF (DAVES@AGVANTAGE.COM) OR CALL US AT (877) 282-6353 TO RESERVE YOUR ORDER TODAY!