

Vantage Point

Your Partner in Agri Business • An AgVantage® Software, Inc. Electronic Publication • 877-282-6353 • www.agvantage.com

MARCH, 2014



AGVANTAGE CUSTOMER SPOTLIGHT: WALLOWA COUNTY GRAIN GROWERS ENTERPRISE, OREGON WEBSITE: WWW.WCGG.BIZ

General Manager: Bill Fisher

Office Manager/Controller/Author of this article: Gail Tally

Number of Locations/Branches:

We actually have 4 locations. Enterprise, Oregon – Retail store, agronomy (seed, fertilizer, chemical), bulk feed, fuel (bulk, propane, cardlock), John Deere/MacDon parts, sales and service. We also have a C-Store and Chevron service station in Enterprise. Island City, Oregon – fertilizer and chemical. LaGrande, Oregon and Baker City, Oregon – John Deere/MacDon parts, sales & service

Number of Employees (including all locations): 70

How long have you been using AgVantage Software?

February 2012

Favorite Feature of AgVantage Software:

There are too many to name. The best part of using AgVantage is the super service we get from customer support. There is never a “stupid question” and believe me we’ve asked some whoppers.

Description of your Company (branches, products, size and location):

WCGG is a farmer owned co-op established in 1944. Many things have changed in the agriculture business since we began operation. Our county used to grow a fair amount of wheat and barley. In fact until several years ago we operated several storage elevators around the county. Now the larger crop is hay. The elevation, climate, soil and available water make the county ideal for growing timothy hay which is highly desired by horsemen. Most of the timothy is shipped out of the area. The county also grows high quality alfalfa hay which is exported to Korea and Japan.

In 1978 we branched out into the neighboring county with fertilizer and chemical sales and application. In 2009 we purchased a local C-Store and Chevron station. In 2011 we purchased the John Deere dealership La Grande as well as the dealership in Baker City.

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

Because of our recent growth, prior to purchasing AgVantage software, we were actually running three different software systems. It required a lot of hand keying that was labor intensive and increased the chances for error. Getting a timely financial statement out was Herculean task. We are proud to say with the help of AgVantage, our managers have the financial information they need to make prudent and timely decisions.



Wallowa County is located in the Northeast corner of Oregon.

This Issue:

2014 National Conference Update....p. 2

Spring Agronomy Preparations.....p. 3

New Software Releases.....p. 4

Software Features Coming Soon.....p. 5

Wallowa County has a population of approx. 7,000. It is in the northeast corner of Oregon, covering 3,152 square miles. We are bordered on the north by Washington and east by Hells Canyon and Idaho. Year round outdoor recreation opportunities are plentiful.

2014 NATIONAL CONFERENCE UPDATE

JUNE 18-20, 2014 • THE COMMONS HOTEL • MINNEAPOLIS, MN

Lori Campbell Conference Manager loric@agvantage.com



Things have been very busy at AgVantage this past month with conference planning and a large customer installation. We have a lot of new classes that we're offering and we are very excited about our schedule.



Some of our **NEW** sessions are:

- Managing Mergers—Jamie Pratt of Legacy Farmers Cooperative
- Credit & Collections at Skagit Farmers Cooperative—Kathy Green
- IT Security in a Changing World—Jim Halverson of CliftonLarsenAllen LLP & Michelle Blomberg
- Effective Leadership Through Storytelling—Michelle Blomberg
- Inventory, Success Is In The Details—Dennis Boccardi of Ursa Farmers Cooperative
- Balancing Grain—Daily Position & Long/Short—Karen Tidd
- AgVantagePC Seed & eAgVantage Seed, two part class—Chuck Bohanon
- Advanced Point of Sale (for current users)—Jason Schneider
- Advanced AgVantagePC Grain Scale (for current users)—Tim Machutt
- Setting Up & Maintaining Legacy & eAgVantage Financials—Kristin Ehlen
- Intro to Inventory for new users—Mark Meyer
- New Sorting & Credit Memo Options for A/R Statements—Michelle Sirosky
- Plus, many more!

Our Keynote speaker this year is **Mark Mayfield**, who will be talking about managing change on Wednesday morning, *Discovering The Glass Ain't Half Empty, It's Just Too Big!*

Our networking events will include:

- **Welcome Reception**, Tuesday evening, 8:00-9:30pm
- Wednesday evening **Social Event at TCF Stadium**, Indoor Club Room, with an adventurer/explorer/inventor/nerd theme for the costume contest, 6:00-8:30pm
- Thursday evening **Dinner and Tonic Sol-fa acapella Show** at the McNamara Alumni Center, 6:00-9:30pm
- We have scheduled **walks or yoga** every day, mostly for the "early risers"!:
Tuesday (4:30pm campus walk), Wednesday (6:00am walk), Thursday Intro to Yoga class (6:00am) and Friday (6:00am walk) to take advantage of the U of M campus!

The conference brochure will be on our website by the end of March and in the mail in early April. Take advantage of the on-line registration, available by April 3rd. We can't wait to see everyone in June! It's going to be fantastic!



Tonic Sol-fa

DISCOVERY 2014

AgVantage Software's 29th Annual National Conference
June 18-20 • Minneapolis, MN



SPRING AGRONOMY PREPARATIONS

Terri Schwarzrock Customer Services Representative support@agvantage.com

As Spring approaches, Agronomy season will soon be in full swing. You have been planning for months for the input needs of your customers.....but is your AgVantagePc Agronomy & accounting system ready for spring when the rush hits?

- **Do you have your Agronomy Operator information updated?**

Agronomy: U6MEN1-6, verify pesticide license expiration dates are updated

- **Is the Private Pesticide license information for your customers updated in the customer master file?**

The system cross references with a pesticide license on file (either in the customer master file or in the agronomy operator file) in order to accept the restricted use sale when invoicing.

- **Are you running the most recent version in AgVantage PC Agronomy?**



Update icon on your Desktop

The latest version is 7.5.17.0. Please be sure to apply updates as they appear on your PC.

- **Do you have the invoice/statement print flags marked correctly for your company?**

In Accounts Receivable: U4MEN2-28.

- **AgVantage E-Training classes**

www.agvantage.com

Support -> Training “Click here to view e-training calendar”

Agronomy Customer Driven Development 2013: Top Four Enhancements

1. Calculate Blend button is larger and has been the moved to the center of the Formulation window released 7/8/13
2. Setting to choose default Blend Order type shown on Agronomy Work Order window released 11/6/13
3. Ability to manually add an item on the Products tab that is already present in the Blend Order released 9/24/13
4. Manually adding items on Products Tab—print on Blend Sheet in order entered released 12/10/13

Have a Safe Spring,
Terri



AgVantage Software • March, 2014

Update on New Releases & Software Releases Coming Soon

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



Newly Released: Version 8

Please see our Message Board for many Product Enhancements continuously available.

Accounts Payable

Customer Driven Development (CDD) - Open Payables Report for a given month, choice of alpha order

Accounts Receivable

- Ability to print the check number on payments from AgVantagePC Invoicing
- Ability to move term balances in detail vs. summary
- Show the contract unit price instead of average price
- In counter invoicing, show contract in Grain Bank summary, even if zero balance

eAgVantage Gap Report

- Show finished feed sales instead of ingredients for cost

eAgvantage Seed

- Ability to do CSV on all tables

eDocuments

- Ability to export scale ticket data from eAgVantage

Feed

- Drug warning on the invoice with cost plus rations

Grain

- Executive Conference CDD - Automatic process of company transfers between locations

Interfaces

- Petro Vend Interface for Accounts Receivable
- Scale Interface - add the ability to send producer lot and cash price

AgVantagePC Energy

- Flag to have drivers not be able to view account information in AgVantagePC Energy

AgVantagePC Grain Scale

- Ability to clear weights when voiding AgVantagePC Agronomy Scale Ticket
- Federal Inspector changes, calculate crop US Grade # and print Grade #

AgVantagePC Seed

- Allow Items to be prepaid as separate lines (same contract)

(Continued on next page)

Coming Soon:

Accounts Payable

- Ability to pay a single vendor without changing the due date (309362)

Accounts Receivable

- Add flag to customer master – print cardrol statement Y/N (316861)
- When tying discount to term, print term due date on invoice (282102)

Energy

- Ability to add a delivery to a tank (312836)
- CDD - Base delivery on a set number of degree days (174408)
- CDD - Menu option to access the contract field of the tank (245163)

Grain

- CDD - Transfer shipment to another terminal for unapplied shipments (283479)
- CDD - Allow only one state per settlement (279266)
- CDD - Ability to reprint Grain Sales Invoices (283139)
- New file containing current cash price and maintenance screen (309420)

Interface

- V8 DTN - Get current cash prices (259641)

Inventory

- CDD - New non-inventory floor stock report (311355)

AgVantagePC Energy

- Leak test prompt when driver makes deliveries (307211)