Vantage Point

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A MESSAGE FROM OUR PRESIDENT
"UNLOCKING OUR POTENTIAL"

Michelle Blomberg
President/CEO
michelleb@agvantage.com

"Continuous Effort – not Strength or Intelligence
– is the Key to Unlocking our Potential."
~ Winston Churchill

These past few months have been very exciting and supremely busy at AgVantage Software. At the top of that busy tree was the 26th Annual User Conference held June 21-24 in Minneapolis, where all previous attendance records were **crushed** for this event. It was four amazing days and nights and I can't begin to thank all of you for either attending or sending others from your company. I imagine I say this each year, but this year's conference was second to none.

In my opening presentation at the conference, themed "Unlocking Your Potential", several stories were told and points were covered, but basically by:

- creating a safe, trusting, respectful environment,
- using the TEAM approach when change is needed,
- building a positive support system when producing new opportunities,
- showing solid leadership to draw the potential from the people,

the employees in the company will show potential beyond your wildest thoughts or dreams. Within this presentation I had all attendees move to tables where they were not with people they knew very well. In the first breakout with their new "team", they shared their names and one thing about them such as, "How do you like to be compensated at work?" or "What's your favorite part of your job?" At this point, they thought they were done with the breakout, but about 20 minutes later, I gave them another task.

Their new "team" was asked to write a song, poem, limerick or story containing all of the people's names at their table and one thing about their team. Oh, and they had five minutes to do this. "On your mark, get set, go!!" They grumbled at the activity and then even more at the short length of time, but off they went vigorously working to complete this task. At first, I thought, "Michelle, how are you going to get them to share this with the rest of the group? What if no one raises their hands to volunteer their story or song, etc?" So while they were all working diligently on this chore, I was racking my brain for a way to get them to share.

All of that worrying on my part was wasted because once I said, "OK, times up. Does anyone want to share?", many hands went up in the air. I hopped around the room with one song, poem, story, being performed, sung, bellowed out by these 250 adults. And yes, we actually had one limerick!! My new problem was that I only had another ten minutes to speak before the opening speaker and everyone wanted to share their assignment. I had to stop the activity because of time, but I even had two of the teams send me their poem because I couldn't get to their team that day.

Save Money on New Lexmark Printers When You Recycle Your Old Printer.
See Page 7.

This Issue:

General Session Attendees during their team activity.

Now that is Unlocking Potential!! By creating an environment where the team was able to feel completely unrestricted in their thoughts and also, in a very short period of time, so they didn't think too much, these songs, poems, etc were SOOO good. I was so proud of the people there because they did this without fear.

At AgVantage Software, the employees are asked to do this type of behavior a few times a year, and even though some of them cringe when asked, I love it because new, innovative ideas come from this type of business setting. No idea is stupid and I always want to hear what they are thinking about. Without this free thinking way, products that we have produced over these past years would not be possible. I have put several "blurbs" throughout this newsletter of new things we showcased at the conference, but also, check out our website often.


"I hope Potential continues to become locked, so people continue to search for ways to unlock it. Innovation stems from that search."

~ Michelle Blomberg

As we excitedly forge into our 36th year of business at AgVantage$^{®}$ Software, I want to thank you all for your continued business. I realize you have many choices for software providers. I will do my best, each and every day, to assure your happiness in your choice of AgVantage Software as your Agri-Business Accounting system.

AgVantagePC Scale

- ## Visual Opportunities for ALL!!!
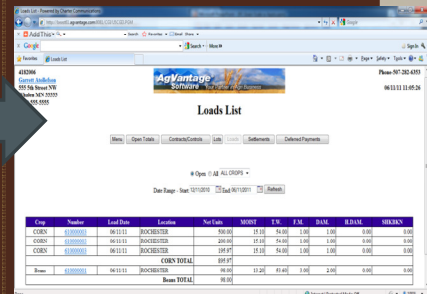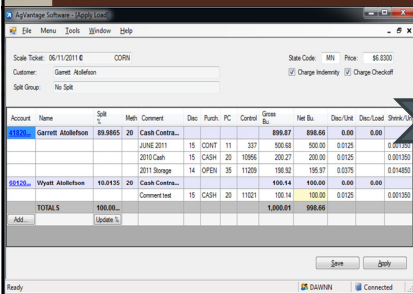
- Apply Loads to Contracts & Controls at the Scale

- Grain Position in eAgVantage is updated immediately.

- eAgVantage displays the loads on the farmer's account instantly.

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.

Prioritize AgVantage Software Enhancements
Don't forget to vote on the message board by September 1.   Go to the message board on agvantage.com, then select Software Updates, and then Customer Driven Development (CDD) Voting with the smiling faces . Fax your vote to support@agvantage.com. Every vote helps determine the priority of enhancements designed for the next software release.

New Releases in AgVantage Software

Counter Invoicing
• CDD allow contracts to be set up without being dependent on a tank

Inventory
• Validates an item being active for the location prior to allowing a physical inventory entry

Statements
• Uses the customer location to get the "remit to" address

All PC Products
• Warning when pulling test updates and warning when going back to normal

AgVantagePC Agronomy
• Multiple work orders from one work order
• Improved performance
• Blending screen shows the status of a ticket
• Ability to look up past tickets easier (new combined version only)

AgVantagePC Invoicing
• Customer balance information using eAgVantage on the PC
• Handle immediate cash discount on cash sales
• Allow multiple payment types
• More extensive handling of tax codes

AgVantagePC Grain
• Bill of lading and reference number export to sales load file (U5SILOAD)
• Process sales shipment to in-transit storage
• Warning when pulling test updates and warning when you go back
• End Of Day report shows sales loads processed with a 'S'
• Added signature line on 2-up tickets on the bottom
• Added date time stamp on 2-up tickets for weights

Trade Show Schedule
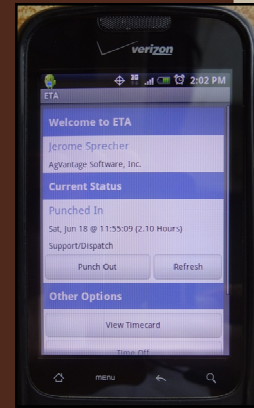#### December 11-12, 2011
National Grain & Feed Association
Marriott Downtown — Magnificent Mile
Chicago, IL
Booth #402

Taking AgVantage Mobile

AgVantagePC on HP Slate

ETA on the Droid

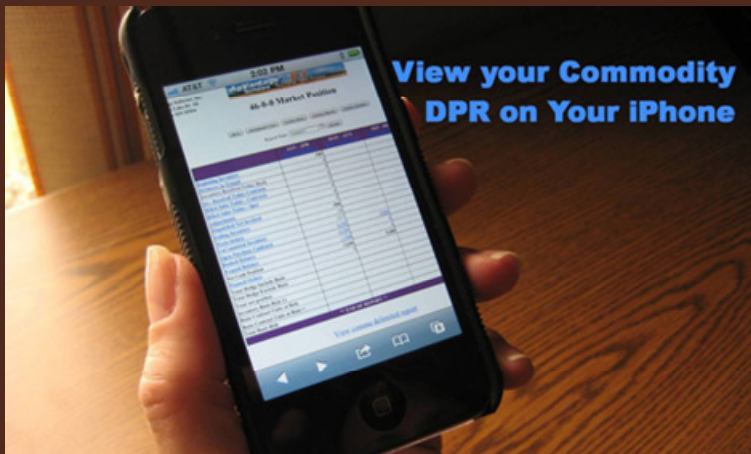### eAgVantage on iPad
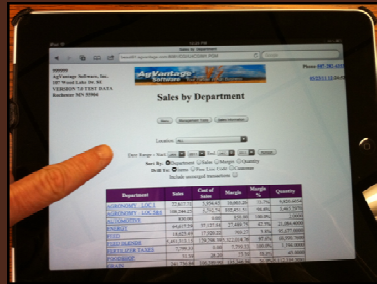
Inventory on Panasonic Tablet

Commodity Daily Position

View your Commodity DPR on Your iPhone

Track a Position on all products – Agronomy, Fuel, etc.
More cost effective contracting for tighter margins!

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SUPPER ON THE GRILL
Valerie Ahlers
Customer Services Representative
valeriea@agvantage.com

In the summer, when it is too hot to start the oven and you are hungry for pizza, here is a fun, creative way to involve your family and make supper.

Pizza on the Grill
By Valerie Ahler

Main Course Pizzas

Peach Dessert Pizza

Pizza Crusts (ready-made from grocery store)
Olive Oil
Sauces: pizza sauce, spaghetti sauce, alfredo sauce,
          BBQ sauce
Meat: sausage, chicken, hamburger, & pepperoni
Vegetables/Fruit: chopped onion, peppers,
          mushrooms, olives, tomato, pineapple, etc.
Aluminum foil (heavy duty is best or double it)

I have used both charcoal and gas grills for this recipe and either is fine. Just remember to use **low heat**. Cover grill grates with foil. With a brush or paper towel, brush one side of a ready-made crust with olive oil. Warm crust on grill while brushing the second side with oil.   Flip crust and place toppings on each pizza. Heat by putting grill cover down. The heat will circulate and melt the cheese. It only takes a few minutes, so watch these carefully.

Some of my favorite combinations: BBQ and Chicken, Alfredo and Chicken, Sausage and sauerkraut, Canadian bacon and pineapple, hamburger and green olive, veggie with peppers, onion, mushroom - THE SKY'S the LIMIT. For dessert, you can make a dessert pizza using cream cheese and fruit, similar to what is listed in the recipe below. For a final step, sprinkle a little bit of brown sugar on top of the peach dessert pizza.

Note: Pizza crusts are usually located either by the pizza ingredients or in the deli section of the grocery store.

Grilled Peaches
By Valerie Ahlers

4 peaches
1 pkg. Honey Nut Cream Cheese Spread

This is another easy thing to do on the grill during "peach" season. Place whole peaches in boiling
water for 1 min and then pull skin off. Cut peaches in half and place a spoonful of Cream cheese with honey and nuts on top. Heat on foil on grill for
About 5-8 minutes on low heat, or until cream cheese is melted.

Note: You can make your own honey nut cream cheese spread by mixing:
8 oz. package of cream cheese
1 tsp honey
1/4 c. walnuts or pecans
1/2 tsp. ground cinnamon (optional).

AGVANTAGE SOFTWARE ENHANCEMENTS COMING SOON

BONNIE FOHRMAN
Vice President, Programming
bonnief@agvantage.com

Patronage

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

DTN Portal

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

AgVantagePC™ Agronomy

- Ability to do prepay and bookings
- Ability to do customer splits

Credit Cards

- Support Verifone signature pads – PCI Compliant

AgVantagePC™ Time and Attendance (ETA)

- Ability to use iPhone to access log-in and log-out via PCTIME

AgVantagePC™ Container Tracking

- Ability to track mini bulk activity with bar codes

Restricted Item License

- Ability to designate what items can be purchased with a restricted item license

Brad Belcher, AgVantage Systems Analyst and Hardware Technician, and his daughter Sierra (age 8) are members of the Rochester Water Ski Team. They are pictured in the pyramid at left, with Brad at center bottom and Sierra at the top of the triangle. Their team placed 8th in the National Show Ski Championships held earlier this month in Wisconsin. Nice job!

This photo was taken earlier this summer at the Lake City Water Ski Show in Lake City, MN.

Trade in & trade up

Save hundreds of dollars
on Lexmark printers when you recycle your old printers!

Older printers may be costing you more than you think! New printers are usually faster, more productive and help you reduce cost and energy use. Now you can enjoy great savings on most new Lexmark printers and MFP's when you trade in your old desktop printer. New, award-winning printers and MFP's are faster and have increased productivity capabilities.

Lexmark shares in the environmental responsibility, as a provider of printing solutions. Save money and reduce your footprint with Lexmark Energy Star qualified products. Recycle your old printer and save energy, money and the environment with innovative energy- saving features, while keeping paper costs and waste down with automatic 2-sided printing.

Potential Savings

Inkjets and low-end laser	$25
Low-end MFPs and color laser	$75
Mid to high-end mono laser	$350
Color laser	$900
High-end products	$2500

*Earn additional rebates with Lexmark promotions

Find out more by contacting your reseller today:

Name	**Brad Belcher**
Phone	**877-282-6353, ext. 110**
Email	**bradb@agvantage.com**

Lexmark printer must be purchased by 12-31-11. Claims must be made 45 days from purchase or by 2-14-12, whichever occurs sooner..

4 Simple Steps:

Trade in old printers and start saving the green by going green

1. Purchase any Lexmark printer from the qualifying list of printers

2. Complete online claim form at: http:lexmark.tradeups.com within 45 days of invoice date

3. Pre-paid shipping label for the recycle printer sent within one day of receiving proof of purchase

4. Once claims and recycle printer are received, you will receive your rebate check

re reduce recover reuse recycle

LEXMARK™

Shortcuts to a Better Day

By Audrey Thomas a.k.a. Organized Audrey (our conference keynote speaker)

After discovering a quicker, faster way of doing something, do you ever remark to yourself "I wish I'd known that a long time ago? It would have saved me so much time!" Shortcuts are a wonderful way to save time, money and frustration in our daily routines; whether it is the route we take to work or learning a shortcut with your keyboard.

Because I speak on the topic of Productivity, Email Management and Lean Office, my radar is always up in discovering faster and more efficient ways of doing things. Today I'd like to share with you some shortcuts that will have you exclaiming "I wish I knew that a long time ago!"

PowerPoint Shortcut: During PowerPoint presentations you can easily produce a black screen by pressing the "B" key. Pressing it again will bring your PPT back. Repeat after me: "B for Black; B for Back". If for some reason you wanted a white screen, just press the "W" key. And for the curious, pressing "G" will NOT bring you a green screen.

Blackberry Shortcuts:

To scroll through a screen-length of emails just press the spacebar.

Pressing the "T" key will return you to the Top of your emails and the "B" key will move you to the Bottom of your
email list.

When reading an email press the "R" key to Respond.

Outlook Shortcuts:

- Ever get an email from someone and the Subject Line simply reads FYI? You may read it, go on to the next email and by the end of the day you forget what that nebulous-looking email was about so you waste time in opening and re-reading it. Blank subject lines are worthless; vague subject lines are just as bad!

  In MS® Outlook you can change an email's subject line by highlighting the subject of an *opened* email.   For example, I may receive an email inquiry for my corporate training services with a subject line that simply reads "Hiring Audrey". When I call this prospect back I reach his voicemail in which I leave my name and a brief message. At that point, I change the email's subject line to LVML August 1st; interested in Training. (Translation? I left a voicemail on August 1 for someone interested in hiring me.) This email is now more accurately displayed in my Inbox and I don't have to re-read it to remember what it was about.

- In MS© Outlook, did you know you can link to a contact from within an appointment on your calendar? It's extremely handy for phone meetings or blocked projects requiring contact with others. When setting up a new appointment, look in the lower left-hand corner of your appointment screen. You'll see the "Contacts" button. Click on it and your Address Book(s) will pop open. Double-click on your contact name, linking it to your appointment.

  Now when your appointment rolls around you can easily open up your contact's information without leaving your calendar view.

Audrey Thomas is a Minneapolis-based speaker, author, and productivity expert. She is the author of several books including *Getting Organized with MS Outlook* and *50 Ways to Leave Your Clutter.* She is a member of ASTD and serves as the Past-President of the National Speakers Association-Minnesota. She can be reached at Audrey@OrganizedAudrey.com 1-866-767-0455 For more information go to: www.OrganizedAudrey.com

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