

# Vantage Point

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## CUSTOMER SERVICES DEPARTMENT UPDATE

### Welcome to Spring 2018!



Theresa Willems  
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Minnesota has finally turned the corner on a winter that seemed to never want to give up and has quickly transitioned to spring. Just a short 10 days ago we had 16 inches of fresh snow and today, it is nearly 70 degrees and there is nothing left but the piles where the snow was stacked up high. A week ago we were asking ourselves why we live here and 'because of days like today' is our answer.

With the late arrival of spring here in the upper Midwest, we anticipate a fast and furious spring agronomy season in our region. I'm sure many of you have similar expectations. If you have questions or concerns about your software readiness for the agronomy rush, please refer to last month's newsletter article by Terri Schwarzrock to review the steps and checklist to ensure that once the rush begins, you are ready on all fronts. Don't hesitate to contact our support department if you have questions or concerns!

At AgVantage, spring also means the User Conference is right around the corner. Our teams are busily preparing for our showcase event of the year, both in prepping for sessions handouts and presentations, but also adding new features in to "WOW" our customers. At this year's conference, there are plenty of opportunities to be "WOW'ed"! This year will be about the 20<sup>th</sup> conference I attend when I combine my 'customer years' with my 'AgVantage years' and I can honestly say, User Conference 2018 has more to offer our customers than ever before! There are several sessions where the attendees will be the first to lay eyes on new enhancements and features within the software, and attendees will have the continued benefit of networking with and learning from some of the best and brightest customers that AgVantage has.

If it has been a few years since you've attended our User Conference or maybe have never attended, this year's conference is definitely the one you want to join us for! From start to finish we have amazing speakers, relevant and insightful tips and tricks from customer experts, and our skilled staff members who will help you learn and take something back to your office that will help you improve and succeed in your daily work. If you have questions on what sessions might be best for you and need guidance in your registration, please don't hesitate to reach out to myself or any member of our support team – we will be more than happy to help guide your registration to ensure you get the most out of the 2018 User Conference that you can!

I'm looking forward to seeing a record number of attendees in two short months at the 2018 User Conference! Have a safe and successful spring season!

- Theresa

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**33RD NATIONAL CONFERENCE  
REGISTRATIONS ARE ARRIVING!  
June 20-22, Minneapolis  
Mystic Lake Center, Minneapolis, MN**



Lori Campbell  
Conference Manager  
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This month I have a few quick announcements for you:

1. Registrations are arriving daily. About a third of the registrations we receive each year are from attendees who have never been to one of our conferences. So if you're new, and contemplating attending the conference, you'll have plenty of company as a "newbie". Our attendees are usually from at least a dozen states.
2. **There is a \$100 discount off of the registration fee if you register and pay the fee by May 22nd!**
3. When you make your hotel reservations at Mystic Lake Casino, be sure to ask for the Promenade Tower. Or if you prefer a smoking guest room or if you want to be closer to the casino, you can ask for the Lobby Tower. It is about a 3 minute walk from the Lobby Tower to the Promenade Tower.
4. The Tuesday, June 19th pre-conference, 1-5pm IBM DB2 Web Query Lab was full, however due to some cancellations due to Tuesday travel complications, it is no longer full. Let me know if you'd like to sign up. The fee is \$195, and AgVantage Dollars may be used to pay the lab fee.
5. Don't forget that you have the option to enter the Costume Contest at the Social Event on Wednesday night! Dress up as your favorite musical artist or band. \$300 for 1st place, \$150 for 2nd place, and \$50 for 3rd place. Judging will take place during intermission between Martin Zellar and the Hardways' two sets that evening.
6. Canterbury Park Event—We have added on some extra fun! Former jockey Mark Irving will be visiting our group, talking about what it's like to be a jockey, and for those who are interested—will take groups down to the paddock for the start of races 2,3, and 4. AgVantage Software will be sponsoring race 4 and there will be a photo in the Winner's Circle.
7. Our AgVantage Team looks forward to seeing you in June!



TOUR WITH FORMER  
CANTERBURY JOCKEY  
**MARK  
IRVING**  
**4700+ Lifetime Mounts**  
**600+ Lifetime Wins**  
**Raced in Minnesota,**  
**California, Kentucky,**  
**Europe & More**

### The AgVantage Dollars Program

One of the most frequent questions that I answer regarding the conference is about [AgVantage Dollars](#). I know they get mentioned often around conference time as that's when most of our customers use them.

If your company is on Annual or Multi-Year Support rather than Monthly Support, then you may have AgVantage Dollars to pay your conference registration fee. AgVantage Dollars are equal to 5% of your Annual Support fee. If you call our office, Kari Apenhorst, Paul Hawes, and I all have information regarding your AgVantage Dollar Balance. AgVantage Dollars may be used for training, conferences, and on-site training, so your balance will change throughout the year, depending upon which educational opportunities you and your staff participate in.

AgVantage dollars expire at the end of your support contract. When you renew, you'll again get more AgVantage Dollars to spend. Most companies have a one year support contract with AgVantage, but multi-year support contracts are becoming more popular.

When AgVantage Dollars are applied, your invoice with the educational activity will read AgVantage Dollars in the Term Code. If you have any questions about your AgVantage Dollar account, please contact Kari Apenhorst (karia@agvantage.com) or Paul Hawes (paulh@agvantage.com)

**1-800-262-7799**  
**Mystic Lake Hotel Reservations**  
**or [www.agvantage.com](http://www.agvantage.com)**





AgVantage Software's Annual Staff Training Meeting was held the first weekend of April in Washington D.C. AgVantage employees live as far west as Washington state and as far east as Ohio, so it was a good opportunity to bring everyone together for discussions of future corporate plans, training on updates to AgVantage EDGE, and more. The photos above were from the scavenger hunt team building activity where participants were required to take team photos in front of various famous historical items or monuments.







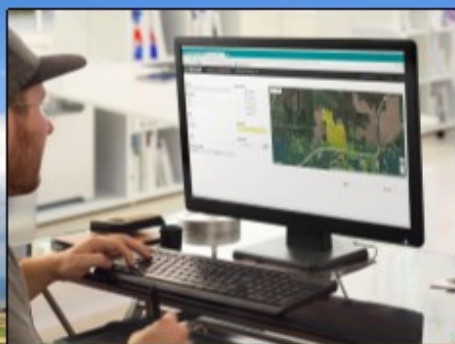
Secretary of Agriculture Sonny Perdue and his wife Mary (wearing the white jacket, top center photo) joined AgVantage staff, and some of their spouses, for dinner on Friday evening during the Annual Staff Training Meeting.

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



# AgVantage<sup>®</sup> EDGE

*Agronomy & Seed*



*Agronomy and Seed Work Orders  
Sophisticated Mapping & Dispatching  
Applicator Access to Orders with any Mobile Device  
Live Integration to Accounting*

# AgVantage<sup>®</sup> EDGE

*Grain Management*



### **Industry's Premier Grain System**

*"AgVantage adds to everything we do because we use it for all our services and financial activities...it's the true backbone of our company when it comes down to software."*

George Secor, CEO

Sunrise Cooperative, Fremont, OH



## Updates on New Releases & Software Releases Coming Soon



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## AgVantage - Version 8 New Releases



### EDGE Agronomy

- Now lists farm and field on the dispatch page with the listed orders (426359)
- Shows the applicator names on the dispatch screen the same as scheduling screen (426359)
- Added previous crop field to the agronomy work order edit (430067)
- Clicking use formula a second time doubles product (430067)
- Coded the delete file methods (allows file attachments to be removed) (430067)
- Ability to upload multiple documents to order at once (430067)

### EDGE Dispatch Mapping

- Populates the requested delivery date (428718)

### EDGE Energy

- Added Update Budget Even Pay Amount option in Edge (339571)
- Ticket Information Maintenance in Edge (394853)
- Added closing comments to Edge (413214)

### EDGE Grain

- Added Change Loads to the Load Portal (344456)
- Added Delete Loads to the Load Portal (344463)
- Added Purchase Loads to the Load Portal (400966)

### EDGE Seed

- Edit Seed Plans and orders to Manufacturers (370873)
- Create Seed Plans and Grower to Grower Transfers (412099)
- Added price lookup to product class (414441)
- Added Grower Plans to Edge Seed Menu (429515)

### Agronomy

- Operator File Maintenance added special training description and date (428811)

### Accounts Receivable

- Customer Balances when you do F2 for activity added item #, FLC, department & term (428065)

### eAgVantage Commodity DPR

- CDD—Allow position to show beyond 1 year (416599)

### eDocument

- Removed "Invoice Reprint" from email invoice (427531)

**AgVantage**  
EDGE

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

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### **Grain**

- CDD—Activated the purchase amount adjustments (387394)
- New Report – Customer Split Groups (416855)
- Change Loads – changed timing on when the customer locks occur so there are less locks (426805)

### **Interfaces**

- CFN/PAC - Mileage report - added time as key to the file (422453)
- Orgill – for inventory receivers (386748)
- Growmark – Card Processing Interface (396500)
- AgSync – new ability to have multiple fields on a work order for AgSync (425371)
- Passport – Changed for Passport V11 where the tax department is in the Merch section (426830)
- Pinnacle – Added Send a batch to Pinnacle Y/N flag to COD set up screen (428698)

### **Inventory**

- Physical Inventory report shows Item value and unit of measure (386907)
- Added the physical inventory date to the Physical Inventory Edit (391529)
- Print on purchase order shipped from information if applicable (426613)
- Validates lot tracking 'N' when creating physical inventory batch (428585)
- New Menu option to remove Purchase Orders (425156)

### **AgVantagePC Energy**

- Added a flag to remove the tank override option on the invoice screen (424019)
- Uses invoice description on the Prepay/Booking contracts (424222)
- Added a flag to restrict drivers from changing taxes in invoicing (428616)

### **AgVantagePC Invoicing**

- Process Grain “Live” coming from PC Invoicing (227181)
- CDD—Added immediate discounts to PC Invoicing (336002)
- Prints number of decimal places on unit price based on statement setup (407473)
- On the Grain Bank Contract Chooser now shows the location (421702)
- Added option to setup a default pay type for Credit Card Transactions (422846)
- Cross over changes for Grain Live in AgVantagePC Invoicing (428642)
- Looks at flag for Show Only Contracts in Date Range (429246)
- Looks at flag in AR Activate Features to Enforce Tax ID Expire Date (429577)

### **Patronage**

- Preferred Stock Listing added alpha option to all three reports (390359)
- U91099 file – Pulls customer information from U9USTAX & populate U9USTAX file (400658)

### **Seed**

- Seed inventory information to Monsanto (410320)
- Ability to validate the location in the Seed constants file (429556)
- Ability to turn on/off Monsanto Connectivity (428543)

*For pricing  
info, please contact  
Michelle Blomberg at  
michelleb@agvantage.com*



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## **AgVantage Software Releases Coming Soon:**

### **EDGE Accounts Receivable**

- Customer Portal Phase 1 (399920)
- Export Inventory view to Excel (428220)

### **EDGE Feed**

- Feed Rations in Edge (405661)

### **EDGE Grain**

- Create Data file for Grain Inspector (381673)
- CDD—New Document for Ticket/Load Disposition Report (401980)
- Transfer Loads to a different control number in Edge (343192)

### **EDGE Inventory**

- Ability to Enter Inventory Received in Edge (399424)
- Ability to Merge Inventory Received in Edge (399447)
- Added Detail Summary Report to Edge (399997)

### **EDGE Reports**

- CDD—Farm and Field enhancements, adding mapping to farm and field, add work order details ability to select Multiple fine line codes at one time, grain yields, A/R expense table to details (363121)

### **Interface**

- CFN – Add the driver name to the Vehicle Report (413704)

### **Patronage**

- Ability to split equity (291228)

### **AgVantagePC Invoicing**

- Grain Bank Balances on the invoice (339147)

### **AgVantagePC Energy**

- Add a show delivered button, allow them to mark as undelivered (388303)
- Add a new call to the driver grid in a different color (392596)
- Add a field for check number for cash sales and Return on Account (397508)
- Change location range to selection like tank type (419775)

### **Payroll**

- Check information to General Ledger (422547)

*Have you checked  
out AgVantage  
Software's new EDGE products?  
For a demo, please contact  
michelleb@agvantage.com*