

Vantage Point

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An Update from Gordy My Experiences with Market Volatility



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By now, the February stock market sell off left some in panic, others are spooked, and other traders see it as a great buying opportunity. This appears to be a normal stock market correction. We will not know for sure until we start making new stock market highs or new stock market lows. Time will tell.

I write this without the knowledge of your tolerance for risk. This is a very individual question as some people may like to roll the dice, and others play it tight to the vest. Communication today is so fast that whispered thoughts are quickly conveyed to the markets. Often market actions are reactions to new ideas or perceptions to what could happen. Social media can constantly influence market dynamics.

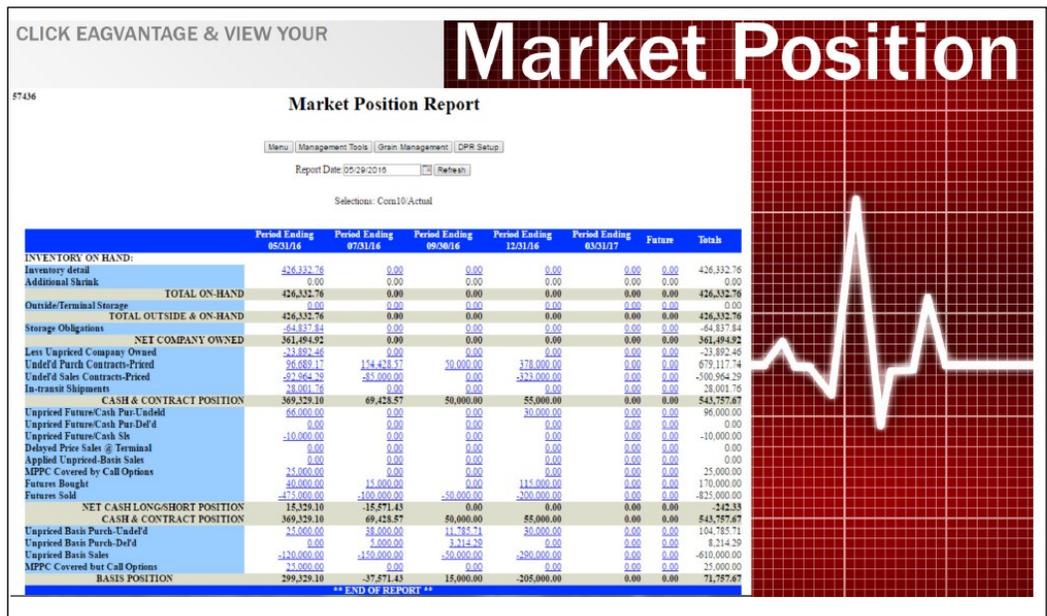
The movie "Trading Places" is an example of the importance of market information – Correct or Incorrect – regarding orange juice. This is an old-fashioned story as today's cyber stalking of market data shares perceived market data immediately. We live in a world of super high-speed internet capacity globally. Market reactions are programed to take advantage of this volatility. No matter your market position today, some market breaks are healthy for the market. If we never broke the equity market, everyone would just invest in the stock market without any worries.

For every investor friendly to the equity market, there is an unfriendly investor. Some investors are market timing to buy low and sell high, with varying degrees of success. Other investors just buy and hold. Some strategists see today's market as a great investment opportunity. Others claim we face a much larger market correction like 1929.

Volatility in the commodity market is normal. Weather causes huge volatility swings in commodities.

Drought, heat, cold, and floods can disrupt a growing cycle,

create demand, or interrupt shipping supplies. The grain trader is a master of understanding the market position. They are effective hedgers utilizing futures, options and other derivatives to protect inventory valuations and to enhance profits.



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Hedgers profit from basis and spread trades. They are students of basis and spreads to take what opportunities the market gives them. Marketing

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grain is still challenging, but there is a system.

The first step is to understand your market position or your ownership in the market. What contracts and inventory have you owned, contracted, or sold? What inventory valuation changes do you face if the overlying market moves up or down? How much risk do you face, and can you afford it? These are the quick questions you face to understand your market position.

The AgVantage Grain computer system makes marketing your grain much easier today. Within eAgVantage and Edge, you can now access your Grain DPR, Long & Short, Market Position and Cash Position via any web browser. They are all easy to use and very accessible from any mobile device. Contact me to get more information on AgVantage and the new grain marketing tools available via your website. The more automated your grain marketing practices, the less chance of error you face.

AgVantage[®]
EDGE

Fully Integrated Accounting



General Ledger • Accounts Payable • Payroll
Web-based Timeclock • Accounts Receivable
Inventory • CRM • Patronage • Investments

AgVantage[®]
EDGE

Energy Solutions



"Our goal is to use technology to create more efficiency in the distribution process and be as competitive as possible."

Darv Turbes, VP of Energy
United Farmers Cooperative, Winthrop, MN

*Save the date...Feb. 17-19
2019 Executive Conference
Washington DC*

**33RD NATIONAL CONFERENCE
THURSDAY MORNING KEYNOTE SPEAKER ANNOUNCED
June 20-22, Minneapolis
Mystic Lake Center, Minneapolis, MN**



Lori Campbell
Conference Manager
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Introducing our Thursday, 6/21, 8:15-9:15am Keynote Speaker:

The Power of Positivity: Strategies to Build Your Mental Strength

Dr. Cindra Kamphoff is a popular keynote speaker, entrepreneur, and professor who is a go-to high performance coach for professional athletes, executives and championship teams around the nation. Her work has been featured in New York Times, ESPN the Magazine, The Huffington Post, USA Today, and Runner's World Magazine. Her Ph.D. is in sport and performance psychology, and she speaks on how to gain the high performance edge while providing practical strategies that work.

Her clients range from Verizon Wireless, Mayo Clinic Health System to the Minnesota Vikings. She is the Director and Founder of the Center of Sport and Performance Psychology and Professor in Performance Psychology at Minnesota State University. In her spare time, she runs and trains for marathons.

People who experience both positive emotions and thinking patterns often live longer, stay more motivated, experience more satisfaction with life, and perform at their potential. In this keynote, Cindra Kamphoff reveals the 3 to 1 ratio and tangible strategies to improve positivity on your team or group.

Conference plans are coming along very well as the brochure is now complete and has been turned over to our print shop. We used the January customer survey as well as the '17 post conference survey to help design the agenda. The brochure will be posted on our website before the end of March and it will be in your mailbox in early April. On-line registration will be available by 4/12. Our conference theme of Collaboration will be running throughout all of the sessions with more team teaching and networking opportunities during the three day conference. I recently toured the new Mystic Lake Conference Center and a new guest room tower called the Promenade Tower. Both are amazing. You are going to love it!

Along with our staff and many of our business partners, we have 15 customers participating as session presenters and/or roundtable presenters. We appreciate each one of them:

- **Cross Selling—Anticipating total Customer Needs**—Jessica Smith, Sunrise Cooperative, Fremont, OH
- **Human Resources—Topics & Networking**—Lolly Gorze, Enerbase, Minot, ND
- **Managing Risk Assessment for Your Grain Department**—Dan Uttech, New Vision Cooperative, Brewster, MN
- **Intermediate Excel**—Terry Bell, Sunrise Cooperative, Fremont, OH
- **How Companies & Their IT Teams Work with their Employees to get AgVantage Installed, Upgraded, & Informed** - Andrew Gladden, Luckey Farmers, Inc., Woodville, OH, & Doug Yoder, Eldon C. Stutsman, Inc., Hills, IA
- **EDGE Grain Roundtable**—Heather Hall, Ursa Farmers Cooperative, Ursa, IL
- **Changing Inventory—Two-Sided to Four-Sided Roundtable**—Ruth Bauer, United Farmers Cooperative, Winthrop, MN,
- **Implementing Seed Processes Roundtable**—Randy Fry, Ceres Solutions LLP, Terre Haute, IN
- **Implementing Energy Processes Roundtable**—Tina Roberts Shelby County Co-op, Shelbyville, IN
- **Using EDGE CRM Management Tools & Cross Selling & IT**, plus a roundtable on **Implementing AgVantage Software**—Jamie Pratt, Legacy Farmers Cooperative, Findlay, OH
- **Connecting eAgVantage Reports to the AgVantage GL & Other Reports Roundtable**—Jordan Brussow, Northside Elevator, Lloyd, WI
- **Managing Staff Through a Larger Merger Roundtable**—Tammy Myers, Sunrise Cooperative, Fremont, OH
- **Establishing a New Corporate Culture After a Merger Roundtable**—Enid Jackson, Synergy Co-op, Ridgeland, WI,
- **EDGE Energy Dispatching & Mapping session, plus a roundtable**—Kyle Knutson, Synergy Co-op, Elk Mound, WI

*"Cindra is one of the best in the business. Her ability to connect with people, leaders, athletes and coaches is exceptional."
Les Pico, Director of Player Development Minnesota Vikings*

Note: Cindra is MN Vikings' Adam Thielen's Sports Psychologist

1-800-262-7799

**Mystic Lake Hotel Reservations
or www.agvantage.com**

Our AgVantage Team looks forward to seeing you in June!

SPRING AGRONOMY PREPARATIONS



Terri Schwarzrock
Customer Services Representative
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As Spring approaches, Agronomy season will soon be in full swing, if not already, in your region. You've been planning your customers' input needs but is your AgVantagePC Agronomy & accounting system ready for spring when the rush hits?

- **Are new Items/Products set up?**
 - ▶ Fertilizer items, added to Source File? Agronomy, Agronomy Setup, #5. Source Information
 - ▶ Chemical & Service items, added to Item Default file? Agronomy, Agronomy Setup, #3. Item Default Information
 - ▶ Formulas, are new items added & inactive items removed? Agronomy, Agronomy Setup, #4. Formulation Options
- **Do you have your Agronomy Operator information updated?**
Agronomy, Agronomy Setup, #6. Operator Information, verify pesticide licenses and 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 item sale when invoicing.
- **Do you have the invoice/statement print flags set for your company?**
Accounts Receivable, Customer Information, #28. Update Invoice/Statement Print Flags

AgVantagePC Agronomy:

- **Are you running the most recent version in AgVantagePC Agronomy?**
Current version : 7.5.42.0 released 3/14/18



Update icon on your Desktop, close the AgVantagePC Agronomy program completely before downloading updates.

- Synchronize Customers & Items to load the most recent information if your program is not set to sync automatically in the background while the program is open & connected.
- Synchronize Support Files, this should happen automatically when you sign into the program. Verify the Last Synchronized Date/Time stamp is current.

EDGE Agronomy:

- Agronomy Constant File, verify all locations have the Chemical Dept and/or Fine Line Code assigned, setting should match the Chemical Range set in AgVantagePC Agronomy. This is how EdgeAg identifies Chemical items.

If you have any questions, please contact AgVantage Support at 877-282-6353 or support@agvantge.com.

Have a Safe Spring,
Terri Schwarzrock

IBM DB2 Web Query for i Pre-Conference Lab Announced June 19, 1-5pm Mystic Lake Center, Minneapolis, MN



Dawn Nemechek
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Kristi Wendricks
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IBM DB2 Web Query for i Pre-Conference Lab

Dawn Nemechek and Kristi Wendricks have had requests for a longer lab on DB2 Web Query and therefore have decided to offer a pre-conference lab this June. The cost for this session is \$195 per person. AgVantage Dollars may be used to pay for the session. Please contact Lori Campbell (loric@agvantage.com) if you would like to register for this June 19th session. If you attend the lab, you'll still have time to eat dinner and join us at the conference Welcome Reception that evening!

**IBM DB2 Web Query for i
Tuesday, June 19, 1:00-5:00pm
Mystic Lake Center, Minneapolis, MN, Pre-conference Lab**

- File Selection, joining files and filtering data
- Exporting to Excel, PDF, Active Reports, Charts
- Add Headers and Footers to reports
- Create Burst Query Tabs to automatically run when logging on
- Subtotaling
- Conditional Formatting
- Input Data Parameters
- Page on Demand
- Themes, Styling, and Banding



The first hour will be a tutorial of the program. Then we will cover specific topics and then allow you to create queries. For the last part of the class you will be able to ask us specific questions on queries you run at your company and how to set them up using Web Query. If you have already own a Web Query license and have queries you've been struggling with or want to create new ones this is a great opportunity to have us help you with that. You may use your own data if you have a Web Query license or our test data if you do not. There is room for 16 attendees in this lab.

Updates on New Releases & Software Releases Coming Soon



Bonnie Fohrman
V.P. Programming
bonnief@agvantage.com

AgVantage - Version 8 New Releases



EDGE Agronomy

- Load default quantities when selecting a formula to create a work order (424517)
- Added ability to send TXT and HTML email on completion of application (424519)

EDGE Accounts Receivable

- CDD Edge AR Inventory View – Inventory Cost (405737)
- Update Prices all at one time (405871)

EDGE Dispatch Map

- Show Price and description from price levels from the tank file (390180)

EDGE Energy

- Added the lease fee by gallons options to the lease tank option (413223)
- Added Refill Sites to the Energy Set up Menu (422677)
- Ability to maintain Standard Cost Authority (423328)
- Ticket Information (394853)

EDGE Financials

- Added the capability to print screen from eAgVantage Financial Statements (409349)
- Added Account Detail when displaying in CSV format (412814)

EDGE Grain

- Edge Grain and eAgVantage access new Cash Position – replacing old (425986)
- Added the Shipments in Transit Report (344528)
- Added the Shipments on Hold Report (344530)
- Added the EDI Crop Check Report (381674)
- CDD Grain Balance Statements – Show futures, cash, price adjustments and net (402856)
- Added the Edge Grain Table of Contents Report (Sales Commands) (423862)

EDGE Inventory

- Enter Physical Inventory Batch validate if item code 9 (425104)

EDGE Seed

- Redesign Seed Partner File (413690)

Accounts Receivable

- Payment History screen show the term code (409938)
 - Sales Analysis Report add month and year range (413583)
 - Added a new field to the customer master for Farm Manger (425556)
 - Allow contract type as a parameter for Prepay and Booking reports (385288)

AgVantage[®]
EDGE

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

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Feed

- Allow feed orders to have a different location for the bill separate items (411349)

Grain

- Enable Lot Tracking by Crop (367055)
- Merge screen – change to read Fiscal Year instead of Merge Year (419158)

Interface

- Activant – Use AR constant file for the tax location flag (403558)
- CFN - Add the driver name to the Vehicle Report (413704)
- Passport – Create the customer import of only the Modified Customers (417385)
- Passport – Changes for Passport V11 where the tax department is in the merchant section (426830)
- Triple E – Added the crossover reports to the print id file (377932)

AgVantagePC Container Tracking

- Added a report to show the Containers Last Inspection Date (415500)

AgVantagePC Grain Scale

- Grain Apply Speed changes (427169)
- Show Ship To Name along with Bill To Name (409279)

Employee Time & Attendance (ETA)

- Scroll progress bar when time cards are exporting (419984)

Payroll

- Social Security Search Option (421744)

Patronage

- Common Stock Listing added an alpha option to reports (390356)
- New option to Update Customer Information in the Tax file from Customer File (425291)

AgVantage Software Releases Coming Soon:

EDGE Accounts Payable

- Trades Maintenance (400348)

EDGE Accounts Receivable

- Customer Portal Phase 1 (399920)

EDGE Energy

- Update Budget Even Payment (339571)

EDGE Grain

- Change Loads (344456)
- Delete Loads (344463)
- Create Data file for Grain Inspector (381673)
- CDD New Document for Ticket/Load Disposition Report (401980)



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

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Edge Seed

- Edit Seed plans and order to manufacturer (370873)

Grain

- Report for printing split group per grower (416855)
- CDD Activate the purchase amount adjustments (387394)

Inventory

- CDD On Physical Inventory Report show item value and unit of measure (386907)
- New Menu option to remove Purchase Orders (425156)

Patronage

- Ability to split equity (291228)
- U91099 File – Pull customer information from the U9USTAX file (400658)

AgVantagePC Invoicing

- Process Grain “Live: coming from PC Invoicing (227181)
- Grain Bank Balances on the invoice (339147)
- Grain Bank Contract Chooser – show location

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