

Vantage Point

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Positive Attitude for Success

A Note from Our President



Michelle Blomberg
President/CEO
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This past month, the AgVantage team all gathered in Minneapolis for our annual meeting where we shut down the office for an afternoon and put the entire 43 person team in one place. This meeting has become one of my favorite 24 hours of the year because I get to spend “intimate” time with the most amazing employees.

This year’s message was meant to deliver several points of impact. For starters, to discover the CEO in each of us. In our life, even on days when there doesn’t seem to be a reason to be positive, realizing we all get to be the boss of one thing – yourself – can be the only resurrecting action. Within that message, remembering the simple things in life – saying good morning in the hallway, thank you to people who do something special, learning to listen actively rather than waiting for the other person to get done talking so then you can talk.

The second point delivered to the AgVantage team was directed at the company culture. Even if I believe the culture and environment at our company is second to none, stoking it, feeding it, challenging it, nurturing it, are all pertinent to the success of it. One person joining the team or leaving the team can affect the culture. Getting each of them to realize they are all leaders and that the company’s manager’s jobs are to push them to be even better, as individuals and as a whole.

The words that are above the water on the AgVantage iceberg are the outward items the rest of the world sees related to our culture – the strategy, goals, financial stability, the corporate vision and business message. However, the characteristics below the water on the iceberg are what make us who we really are. And I must be honest, it’s pretty

easy with this group of people – they are talented, dedicated to the success and are just simply good people, full of integrity and loyalty. These are the individual’s perceptions, core values, struggles and successes, belief system, and most importantly, the individual’s attitudes.

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Lastly, we took a deeper dive into **perception** and how every person's evaluation and then opinion of a situation brings innovation and new technologies to the table. Right now, this is at the core of the new software and services being delivered to you, our customers. I love it and am so excited for this upcoming June User Conference. You will love what you're going to see related to the newest software and applications we're bringing to you. This only comes from your input and the innovations of the AgVantage team.



Every Day, life gives us new Perspectives. It's Important to Reinforce Attitude Daily.

Bringing a positive attitude into your job each day is what makes life more fulfilled. It's a choice we have and it's never too late to change. Bringing a positive attitude to the job feeds the company culture, nurtures great service and empowers the employees and customers to the ultimate success. Choose Positive!!

To hear more on this message, join us at the upcoming AgVantage conference in Minneapolis June 18-21 at the Airport Hilton. Besides my opening on "Attitude for Success", we have amazing speakers, game changing sessions and the best networking and collaboration in the industry. Don't miss it. You'll never regret that decision.

AgVantage
Software



An Employee Owned Company

Our Newest Team Member!



Meet Dennis Boccardi!

Hello AgVantage Customers, I am the new guy here at AgVantage! I work in the support department, and I have been actually working here since February, but I keep telling everyone it's my first day. I do have about 8 years of experience with AgVantage software, working with Inventory, Accounts Receivable, Accounts Payable, and some other programs such as PC Grain. I am really enjoying my time here, and I look forward to working with all of you.

A little about my personal life, my wife Kim and I will be married 15 years this year. We have a 13yr old son, a 12yr old daughter, and a 10yr old son. All of my kids are active in different sports and clubs, musical instruments and just about anything you can imagine. I like to fish and hunt and play as much golf as time allows. Just like everyone else we are pretty busy, but it keeps things interesting. Thanks for reading about me, and hopefully we'll get to chance to talk, or I'll see you at the user conference.

AgVantage 34th Annual National Conference Positively Successful...Attitude is Everything Minneapolis, MN June 19-21, 2019



Lori Campbell
Conference Manager
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We are thrilled to be expecting another large turnout for our upcoming National Conference! Some of our labs are nearing capacity, so register soon. There is still time to get the **\$100 discount off of the registration fee if you register and pay the fee by this coming Wednesday, May 22nd!** If you are on Annual Support, you may have AgVantage Dollars that may be applied to pay your Early Bird registration fee. Contact me or karia@agvantage.com for your AgVantage Dollar status.

Our staff has been busy preparing for their sessions. AgVantage will have 30+ staff members at the conference on Wednesday and Thursday, so take advantage and make a connection with as many as possible. There are still a few spots remaining in the Tuesday, June 18th pre-conference, 11:30-4pm IBM DB2 Web Query Lab. The fee is \$249 and includes a deli sandwich lunch. 11:30-Noon will be check-in to verify sign on ability to your office system files and the lunch. AgVantage Dollars may be used to pay the fee. Contact me to register at loric@agvantage.com.

You Won't Want To Miss These Keynotes!



*Stop Acting Your Age—
An Entertaining Keynote to Help
You Avoid Generational Warfare!*
Wed. Morning, June 19th

Matt Havens
Speaker/Humorist



*Transitions: Lessons from a Lima
Bean—Adapting To Change*
Thurs. Morning, June 20th

Roxane Battle
Speaker/Award Winning Author
Former TV Journalist

We are again using a conference app to promote networking among attendees. Via the app, you will get "live" updates, view the conference sponsors, create your own schedule, view session handouts, and more. The app is free for attendees and the easiest way to search for it via the Android or Apple app store is by doing a search for "**agvantage conferences**".

For security reasons, AgVantage is required to have your email on file for you to access app, which we will periodically upload. If you are having any issues with the app, Jason Schneider may be contacted at jasons@agvantage.com.

Sign up for our evening events is also very strong. We have a large group both Wednesday for the Buffet Dinner/Casino/Super Hero Night and the Thursday night Experience the Twin Cities Tours: Brewery Tours, Heart of Minneapolis Tour, and the Riverwalk Tour. The Riverwalk Tour is almost full.

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 Super Hero! The first place winner gets a ride in the Batmobile we've hired for the evening. There are also prizes for the casino. The casino will include: Blackjack Tables, Texas Hold'em Poker Tables, Three Way Action Poker Tables,

Big Six Wheel, Blackjack Swap, Rock Paper Scissors Table, and Let it Ride Poker Table. None of these use real money and no side wagers are permitted per our Bloomington/Hennepin County Casino License acquired for the evening.

The hotel still has guest rooms available. Follow the hotel link on our website or call 952-854-2100 and tell them you are with the AgVantage Conference.

On the next page, you'll see the corporate logos for all of our conference sponsors! They help keep our conference registration fees as low as possible. All of us at AgVantage appreciate their support.

If you have any questions, please give me a call at 877-282-6353, ext. 117. I'd love to hear from you and I would be happy to chat about the conference!

1-952-854-2100
Hilton Hotel Reservations
or www.agvantage.com
and follow the Hilton link

A Huge Thanks to Our 2019 Conference Sponsors!

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Advanced DB2Web Query Lab, Tuesday, June 18th
Pre-Conference Lab - Minneapolis/St. Paul Airport Hilton
11:30-4:00

11:30-Noon: Check in and a deli sandwich bagged lunch served.
 Password verification that you can access your office computer files will also take place during this half hour.

Class/lab will be held from Noon - 4:00pm. Pre-registration required as space is limited.
 (\$249 fee includes lunch) AgVantage Dollars may be used. Contact loric@agvantage.com to register.



Lemon-Lime Poke Cake
 by Valerie Ahlers, Customer Services Rep.

1 package lemon cake mix , including ingredients needed for cake
14 oz. can sweetened condensed milk
½ C. lime juice
8 oz. container of whipped topping

Mix up cake mix and bake according to instructions on package. Cool 5 minutes and then poke holes with handle of a wooden spoon. While the cake is cooling, Stir lime juice into the sweetened condensed milk. Pour slowly into the holes that have been poked in the cake. Chill for at least an hour (I do overnight). Spread the whipped topping over the chilled cake. Lightly grate lemon and lime peel over the top of the cake to garnish.



Updates on New Releases & Software Releases Coming Soon



Bonnie Fohrman
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AgVantage - Version 8 New Releases

Authority Edge

- Add new commands/features to update authority app (454604)

Agronomy Edge

- Add search option for customer account in Staged Orders menu (456411)
- Item default quantity based on quantity of another item (456632)
- Restricted items prompt for pesticide number on work order (456704)
- Add status (and filter) and app notes to order applications report (457402)
- Increase font size on the shipping document (457583)
- Ability to make map larger and click on outline of field = see info (457997)
- Order preview shows items that are not in use on the order (458291)
- Staging: Add filters and buttons to edit/print (459335)



AP Edge

- Add Reconciled listing (399202)
- Machine Expense report (437159)
- Added search and updated authority checks (454410)

AR Edge

- Add prompting to discount codes (456009)

Energy Dispatch Mapping

- New Energy Dispatch Mapping (417252)
- Add call in date filter on dispatching filter screen (459182)

Energy Edge

- From list – Add access to comments to tank portal and call screen (453719)

Energy PC

- Allow note back to LPCALLS file (386306)
- Pull current Item Description when creating a batch of energy invoices (459086)
- Added file U7DRVSHFT created for odometer and time tracking (395496)
- Display warning for customer credit limit (420614)
- Underground Check Date added to the Tank Check (403666)
- Do not allow an item code 9 non - inventoried item (436675)
- Add driver selection to all of the reports (437766)
- CDD Add last delivery date to the driver's grid (441867)
- Load the pay type from the file (454317)

General Ledger

- BI – Financial statement format file and members as columns (439218)

Grain Ledger Edge

- Added the Trial Balance (444319)

AgVantage
EDGE

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

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Grain

- Add Purchase Contract comments to Prepay Storage and Storage Detail Reports (449840)
- Grain Storage Methods – change to M= Monthly function (454298)
- Discount by Lot – Add flag to not change storage date to last load date (455060)
- Add loads should use state code from Lot file and not U5CINFO (455381)

Grain Edge

- CDD Activate the purchase adjustment amount field (405239)
- Add reports button as an Action Item in Sales tab and control line (425351)
- Sales report tab under customer portal (425354)
- Customer Portal – Save filtering on controls with view current or all (440287)
- Add box to keep contract changes when clicking on pricing tab (455056)
- Add refresh button on the Customer Portal page (458595)

Grain PC

- Validate order number range for Anhydrous/Agronomy (434143)
- Change Weigh Only loads report to have a starting/ending date range (449638)

Interfaces

- United Hardware – Interface IR's to go through IR crossover (365293)

Investments

- Demand Inquiry added a lookup option (454423)

Invoicing PC

- View lookup of inventory along with pricing in PC INV (456391)
- Allow cancel on Item Entry (457640)
- Add option to skip setting of item types (457641)
- If only pcinv activated, download haulers file (458096)
- Add option to rollup of seed discounts (422408)
- Ecliptic XML interface in PCINV (454445)
- Option to print inventory transfers only to laser printer (436092)
- Ability to add dealer price to an item on the fly (447451)
- Change receipts to be bolded so it is more clear (457818)

Payroll Edge

- Federal Tax Maintenance (439033)
- State Tax Maintenance (439132)
- Maintenance for Payroll deductions (438872)
- Payroll work code maintenance (438902)
- Federal Tax Code lookup and drop down (444316)
- Employee Information Report (454174)
- Create labor reports twisty in Edge PR reports (456426)

Seed Edge

- Dispatching Module Phase 2 Ability to re-dispatch staged work orders and a preview option. (451491)
- Add Warehouse column and filter to Seed Work Orders (455530)

Seed PC

- Add FLC lookup to Agronomy/Seed Contract screen (415774)



*For pricing info, please
contact Michelle Blomberg
at michelleb@agvantage.com
or 877-282-6353.*

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AgVantage Software Releases Coming Soon:

AgVantage Mobile

- Mobile ability for people to lookup information on phones or computer (451299)

Accounts Receivable Edge

- Ability to put a budget roll report on hold (460094)

CRM (Customer Relationship Manager)

- Added a way to take a signature and verify form (445735)

Feed Edge

- Print Feed Project Summary by Product (343734)

Grain Edge

- Transfer Loads to different control numbers (343192)
- Print Sales Contract Document (380277)
- Today's loads by load number & customer name (393828)
- Advances Maintenance for Sales (344512)

HR Edge

- Job classification file set up (438114)
- Employee Performance Review (438511)
- Employee History (438557)
- Pension Type Setup File (438325)
- HR Work Comp Info (438537)

Inventory

- If count on item that already has count ask to add (452803)

Payroll Edge

- Constant Master Maintenance (438632)
- Employee Wage History Report (454179)
- Vacation and Sick Time Report (454180)
- Employee Earnings Report (454181)
- Labor and Industry Report (454188)



Don't forget! There is a \$100 discount off of the registration fee if you register and pay by May 22nd!