



AgriSolutions® Advantage

July 2008

**Our Tools,
Your Success.**

At a Glance:

Nebraska—Tax Update 1

Managing Your Risk 2

Technical Support Hours 2

A Message from Internal Accounting 2

State Income Tax Withholding Change in Nebraska

We recently received notification of a State Income Tax Withholding change in Nebraska from Symmetry the company who provides us our Payroll Tax Tables. This tax law change that originated in January and was changed again in April impacts only specific employers. We are requesting that our

customers visit the Nebraska Department of Revenue website at www.revenue.ne.gov or contact them by phone to see if this tax withholding change affects their business. AgriSolutions is in the process of completing a major Payroll Module update and is planning to address this tax law change as part of the

payroll update however, if a customer is currently impacted by this, we would like to be notified so that we can discuss an interim plan of action to better meet your needs.

Personnel Growth

Tax Department Welcomes Back Eric Wagener, E.A.

AgriSolutions is pleased to announce that Eric Wagener, E.A. is going to be providing tax planning, preparation and other tax-related activities for our organization again effective July 1, 2008.

Eric originally joined AgriSolutions in October, 2004 as a Tax Specialist, graduating with a Bachelor of Science degree from Southern Illinois University Edwardsville in December, 2004.

Subsequent to his employment with AgriSolutions, Eric tested for the IRS

designation of Enrolled Agent. Having passed all four sections of the exam (covering Individuals, Sole Proprietorships, Partnerships, Corporations, Fiduciaries, Estates, and Trust tax returns), Eric was awarded the Enrolled Agent designation in January, 2006. Enrolled agents, like attorneys and certified public accountants (CPAs), are

unrestricted as to which taxpayers they can represent, what types of tax matters they can handle, and which IRS offices they can practice before.

Please feel free to contact Eric with any of your tax planning and preparation needs by calling 618-946-2128 or ewagener@agrisolutions.com

In Every Issue

~ **President's Press**
By Allen Lash, President

~ **Our Producers**
Knowing our Producers

~ **Personnel Growth**
Introductions & Promotions

~ **Birthday Business**
Celebrating Our Employees



Check Out Our New Web Site

www.agrisolutions.com

President's Press By Allen Lash, President & CEO

Managing Your Risk in a Rapidly Changing Environment

Due to the rapid changes taking place in agriculture and the generational transitions occurring within many farm families, we often talk with our clients about the financial strengths and challenges in their operation. Sometimes we hear that they "don't sleep well at night" worrying about their financial position and wondering if they have the working capital and financial strength to withstand all of this change. They wonder things like, "what if inputs continue escalating and commodity prices revert back to their previous levels? What if interest rates go back up and inflation sets in?" Can my business survive and thrive?

I'm sure you are aware that financial volatility is a warning sign for your business. If your financial position is up one year and down the next, your stability is in jeopardy and your ability to survive in this volatile market is threatened. Other items you may want to consider in evaluating the financial strength of your business are:

- Where does our money come from and where is it spent?
- What is our operating efficiency? Do we

know that formula?

- What is our Asset Turnover Ratio? Do we know that ratio?
- What does a low operating efficiency and low ATO mean to our business?
- How do we spend our operating profit? Do we follow the "AgriSolutions Rule" for the use of operating profit? Our 41 years of experience in working with farmers shows that a "balanced" method of managing operating profit is one of the best formulas for helping drive financial success.

If you would like to understand more about the financial strengths of your operation and get answers to all of the questions outlined above -- PLUS find out what effects change will have on your business, in the next five years based on your history, please consider our Historical Performance Analysis Plus (HPA+) consulting service.

You will receive a bound written document containing color charts, graphs and written "observations" specific to your business as well as an HPA+ Internet Review Meeting. The Review Meeting uses the web and a telephone call between you and an AgriSolutions consultant to help explain what the write up means and what you may need

to do to improve your operation going forward.

This service has helped hundreds of our clients gain the peace of mind necessary to know they're on the right track or to understand where they need to improve. I suggest you make the investment in your business now.

Call your AgriSolutions contact person or our marketing group today at 1-877-372-3003 or send us an email at sales@agrisolutions.com to learn more.

Technical Support Hours

Regular Office Hours

Monday—Friday

8 a.m.—5 p.m. CST

Our Office Will Be Closed:

Labor Day,
September 1

In the end, it's not the years in your life that count. It's the life in your years.

Abraham Lincoln

1809-1865

AgriSolutions Advantage

For Questions or Comments

Please Call: 1-877-372-3003
or

bdroege@agrisolutions.com

Save \$\$ on Postage

AgriSolutions offers paperless bill pay.

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For more information:

Jana Weishaupt

618-372-4012

Or

jweishaupt@agrisolutions.com

Getting to Know Our Producers

Werries Farms LLC

Situated on 3400 acres in Chapin, Illinois, Dean and John produce corn and soybeans on their family farm.

Originating in 1934, their farm has served 3 generations and is currently operated by Dean, John and just one additional employee, Claude Lomelino.

John and Ruth Werries are the senior members of the family operation. They have 3 sons, Dan, Dean and Curt. Dan has four children, lives in Midland, MI and works for Dow Chemical. Curt has four children as well and works as a policeman in Quincy, IL. Dean and Karen have three children and live

and work on the farm.

Werries Farms joined AgriSolutions in 2006. They claim that our Support Staff and the user friendly features of AgManager® is what they find most beneficial to their operation adding that they have really just "tapped into what AgManager can do."

When asked about their favorite day-to-day activities, they responded by stating "planting and harvest seasons are the most fun and rewarding because that is what we are working for. Since we got rid of hogs in 2003, there is no day-to-day job. That is part of the beauty of farming, you are always doing

something different."

As far as their vision for the future, their reflection of the past sums it up. "We have been blessed beyond what we could have envisioned over the last number of years. So, I would have to say we will just keep doing the best we can at taking care of these acres, and the rest will take care of itself."

"It is not the strongest of the species that survive, nor the most intelligent, but the **one most responsive to change.**"

Charles Darwin
(1809-1882)

Birthday Business

August 1st

Alesha Poe

Accounting Assistant



August 7th

Norm Juers

AgManager Senior

Systems Developer

Not Pictured

AgriSolutions

Our Commitment

To You

- Tailored to you and your business operation
- Providing you with the information and tools to help your business
- Dedicated to helping you use your information to improve profitability

For additional information or to subscribe to "AgriAlerts"

Please Call: 1-877-372-3003

or

bdroege@agrisolutions.com

AgManager Reminder:

Remember to make frequent, multiple backups!

Flash Drives, Jump Drives and CD's are all great tools to use for secured backups.

If you need further assistance or have questions, contact:

Tech Support at
1-888-486-2208

or e-mail us at

WebSupport@agrisolutions.com

Sending your data to AgriSolutions?

If you are sending your data into AgriSolutions via FTP, please follow these short, simple directions.

1. Backup the file to your C drive or your flash drive. The file name will need your last name and date.

- For example – on July 15th John Smith – would backup the data as C:\SMITH15.ZIP

- PLEASE NOTE: File Name must be eight (8) characters or less.

2. Select the menu "User Tools", "Transfer File to ASI".

- The password will be the day plus the month. For example: On July 15th – the password would be 7 + 15 = 22

- Type in the file name – C:\SMITH15.ZIP

- Send file

For more detailed instructions please check our website or contact Support at 888-486-2208.

PLEASE REMEMBER: If you are downloading data from the FTP site, after the download is complete, you will need **restore** the data to your AgManager program.

Upcoming AgManager® Classes— August & September, 2008

Accounts Payable (1.5 hours)
August 25 at 3:30 pm
September 22 at 10:30 am

Accounts Receivable (1.5 hours)
August 25 at 2:00 pm

Coding for Crop (1 hour)
August 13 at 10:00 am

Producing Reports (1 hour)
August 19 at 2:00 pm
September 2 at 2:00 pm
September 16 at 10:00 am

Coding for Dairy (1 hour)
September 17 at 10:00 am

Coding for Pork (1 hour)
August 20 at 10:00 am
September 10 at 3:00 pm
September 25 at 10:00 am

Maintenance (1.5 hours)
August 27 at 10:00 am

Understanding Your Reports (1.5 hours)
August 14 at 2:00 pm
September 11 at 10:00 am

Registration Information:

To sign up for a course, or for more information, please call 1-800-454-4524 or e-mail vbates@agrisolutions.com.

Our Tools,
Your Success.

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