



## *What AgGateway members say about the advantages of membership and eConnectivity...*

"The rapid changes in agriculture are occurring on the back of data and technology. The work AgGateway is doing today to identify a strategy and roadmap for tomorrow is critical." **David Black, CHS Inc.**

"The connectivity projects allowed Syngenta to communicate with our trading partners more efficiently and accurately. We have seen internal efficiencies as well, due to decreased manual processes and EDI transactions. It has enabled Syngenta to become a better trading partner. AgGateway is a powerful voice ... The networking opportunities are fantastic." **Lori Edwards, Syngenta**

"Precision agriculture technology has evolved to an enormous extent. Today, the transactions involved to get variable rate applications are very data-intensive, and involve many more participants in the this value proposition. ...[AgGateway's] SPADE Project has focused on making [transactions] easy by focusing on common reference data and data standard formats, and the ability to move this data from person to person, throughout agribusiness." **Joe Tevis, VIS Consulting**

"I would highly recommend involvement in AgGateway if you want to be on the leading edge of what is happening in our industry." **Randy Beard, River Valley Cooperative**

"One of the great things about AgGateway is it provides a place for retailers, distributors and manufacturers to have an equal voice at the table as decisions are being made.... By adopting [the Sales Reporting] standard, we expect to reduce manual data entry and see fewer errors in our sales reporting – resulting in labor savings, time savings and a faster turnaround on rebates." **Jeff Griffeth, Co-Alliance LLP**

"For us, AgGateway opened the doors to new opportunities and partnering internally. The first AgGateway integration that went live saved our company \$25,000 a year....We're looking for ways to integrate with companies faster, easier and more efficiently." **Tammy Creswell, Simplot**

"AgGateway provides a forum for consensus, to vet ideas, and to challenge one another about what is the best approach." **Scott Nieman, Land O'Lakes**

"SPADE continues to be one of the most productive and exciting activities in precision agriculture today. We are already seeing applications in the field benefiting from these seminal efforts, with much more to come. As these changes are implemented, growers in the U.S. and around the world will be able to better manage their data from field operations, with huge potential benefits in terms of their ongoing productivity and profitability." **Jeremy W. Wilson, Crop IMS**

"Southern States has realized phenomenal savings using B2B processing ... Today seed invoices are processed within days of shipment." **Bob Whitty, Southern States Cooperative**

"[AgGateway's Standardized Sales Reporting File Format] is a fantastic new resource, and one that every company should consider putting into place. It's easy to set up and will save ag retailers countless hours and headaches in the months and years ahead." **Daren Coppock, Agricultural Retailers Association**

“[At AgGateway] the opportunity to gain an industry-level perspective beyond what you have within your own company is invaluable. It is meaningful work and much of the time shapes how the industry will do business more efficiently in the decades to come.” **Dave Surber, Headwaters Business Solutions Inc.**

“I look forward to the benefit all [specialty chemical] distributors and manufacturers will get out of having set data standards. This will provide more accuracy and timeliness in our rebate payments along with better working relationships between the manufacturers and the distributors.... Most of us today are facing the challenge of working on more things with fewer people, and we need resources like AgGateway reporting standards to help us accomplish these types of changes.” **Sarah Moster, BASF**

“Using AgGateway’s AGIIS directory (unique identifiers) and AgGateway standardized message formats means our systems are more automated, accurate and timely– that allows our people to focus on serving our customers.... Also, we have incorporated [barcoding] into our system, and [AgGateway’s] AIDC group is working hard to standardize barcoding in the ag retail industry.” **Randy Fry, Ceres Solutions**

“Putting these electronic connections in place saves so much time. We can just import the information... During the busy season this allows people to focus on their business and not worry about paperwork. There’s also significant improvement in keeping tabs on inventory.” **Jordan Kuhns, GROWMARK**

“We’ve cut entry time by two-thirds -- Push a button and it’s there accurately. Inventory control has doubled. The price sheet has eliminated mistakes. Sales people and management have confidence that they have the right price.... The accounting staff is happy because it helps with accuracy of financial statements. The warehouse guys know what’s out there and that they will be able to find it. ... what used to take days to key in is now done within minutes.” **Ann Vande Lune, Key Cooperative**

“[eBusiness] has allowed us to triple the size of our crop protection business and not increase our administrative staff. All of the efficiencies we enjoy today are either directly or indirectly attributable to the electronic B2B system.... The majority of the processes are routine. This allows our people to focus on our customer and supplier relationships.... In short, we would have to at least double our staff, and suffer timeliness and accuracy if we were to conduct our business any other way.” **Dave Hoyt, United Suppliers**

“Through connectivity we’ve experienced preferred partnership – our trading partners appreciate doing business with us more due to how easy and capable we are to work with; speed/efficiency, and more robust and accurate data.” **Nick Wantoch, United Suppliers**

“How we manage water is a huge consideration in agriculture today. We are moving toward publication of these [AgGateway PAIL irrigation] standards, which will be a major step forward in precision agriculture. As the standards are implemented, growers will be armed with greater ability to make smart irrigation decisions.” **Aaron Berger, AgSense**

“Being involved in a large project like [AgGateway’s] Seed Connectivity Project has allowed me to pick up a lot of information...Because of the Ship Notice process, we have been able to increase the accuracy of inventory during the receiving of the product.” **Mike Thronson, Heartland Co-op**

“Connectivity with our trading partners has given us ability to move large amounts of data more quickly and more efficiently; Normal, mundane processes are done electronically, freeing up valuable human time; and the ability to move data at almost any time – not relying on ‘normal business hours’ or delivery hours. ...We have been able to double-fold our number of purchase orders processed without doubling the work force.” **Kay Campe, Rosen’s, Inc.**