

# AgWorks, LLC

111 West 76<sup>th</sup> Street – Davenport, IA 52806

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## Revisions:

Version	Date	Author	Description
12.2.6 (128)	11/15/2012	Sara Toliver	Creation of document.

## Definitions:

- **Accounting Code**
  - The common reference code assigned within the accounting software to match the same item within AgWorks to the same item within the accounting software.
- **Application Unit**
  - The unit of measure at which a given product will be applied on a field
- **Applicator Driver**
  - The person driving the application equipment during service
- **Applicator Machine**
  - The machine identification for a service vehicle that applies chemical or fertilizer to the field.
- **Assembly**
  - Method used within AgWorks to create a specific product comprised of other products within inventory (usually fertilizer)
- **BB Gun**
  - A programmed mode within the Smart Gun allowing custom applicator drivers to record blended fertilizer/pesticide applications.
- **Blender**
  - Equipment that receives measured product and thoroughly blends the mix together.
- **Booking**
  - An agreement to deliver a certain product at a certain price within a certain period of time.
- **Category**
  - Grouping of products into smaller logical segments of products
    - AgWorks Product/Service Categories:
      - Chemical
      - Discounts
      - Feed
      - Fertilizer
      - Fuel
      - Grain Equipment
      - Miscellaneous
      - Motor Supplies
      - Seed
      - Service
      - Taxes

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- **Claims manager**
  - Programs that assist in documenting customer relation issues.
    - Field Investigation – can be related to an application order, is used to report on the performance of service at a customer field.
    - Seed Adjustment – can be related to a seed product booking, is used to report on the performance of seed at a customer sight.
- **Combos**
  - Combos are a set of products and their typical rates that are created within AgWorks to allow for entry of multiple products underneath one common name. Combos are typically set up for pesticides.
- **Delivery Receipt**
  - A record of shipment of product that passes over the scale interface; also known as a Scale Ticket.
- **Delivery Ticket**
  - A record of shipment, delivery or pick up of products.
- **Delivery Truck**
  - Tender truck used to deliver product from the warehouse to the applicator during in field operations or delivery to customer.
- **Distributor**
  - A company that buys non-competing products or product-lines, warehouses them, and resells them to retailers or direct to the end users or customers.
- **Distributor Return**
  - When goods are returned to a Distributor
- **Distributor Shipment**
  - When goods are received in from a Distributor
- **Entity**
  - A group of customers that can pick-up or receive product(s) and/or service(s) under one name (the Entity name).
    - Commonly an Entity is a group of farmers that share equipment and perform join operations. Entity functionality allows such a group to ship products to anyone within the group. After shipments are made, product movement documents are re-allocated to the individual members of the Entity.
- **Export Unit**
  - the unit of measure that the accounting software will be using to value the transaction
- **Field Application**
  - application of chemical or fertilizer on a customer field
- **Formulation**
  - Process the software uses to blend listed products (uses blend groups)
  - Fertilizer Blend
  - Mix type

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- **Guaranteed Analysis**
  - The method used to provide a customer specific nutrients in a mixed blend of fertilizer
- **In-Field Order**
  - An order for product that will be applied to the field without the need of blending or formulation.
- **In-Plant Order**
  - An order for product that will be applied to the field that is either blended or formulated.
- **Inventory Unit**
  - the unit of measure that will be counted during inventory (usually the size of the smallest container of that product in inventory)
- **Manufacturer**
  - A company that makes a good through a process involving raw materials, components, or assemblies, usually on a large scale with different operations divided among different workers.
- **Manufactured Assembly**
  - When inventory is created for an assembly creating a specific product comprised of other products within inventory (usually fertilizer)
- **Nutrients per Acre**
  - The method used to provide a customer specific nutrients per acre of the field – usually based on soil recommendations after soil test.
- **Objects**
  - May be customers, manufacturers, applicators, etc. used in AgWorks. May be the one place to reset an object to visible.
- **Order Delivery Receipt**
  - Scaled product begun with an Order within Schedule
- **Polygon**
  - Any shape defining the outline of a specific area – in AgWorks it is used to define a farm and field.
- **Prepay**
  - When a customer pays for product before a delivery and the supplier agrees to provide the product at an agreed upon price.
- **Quote**
  - A proposal to provide certain products or services at a certain price executable for a certain period of time.
- **Region**
  - Grouped locations defined within AgWorks Manager
- **Section**
  - Most States are divided into sections and then townships both of which are smaller portions of the state and can be used for defining the customer location (all but the original 13!)

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- **Smart Gun**
  - A handheld device allowing custom applicator drivers to record fertilizer/pesticide applications.
- **Splits**
  - Sharing the cost and percentage of sales amongst multiple customers – generally in the landlord/grower perspective.
- **Sub-Category**
  - Grouping of product categories into smaller logical segments of products
- **Tank/Container**
  - Bulk container used for delivery of product
- **Township**
  - Most States are divided into sections and then townships both of which are smaller portions of the state and can be used for defining the customer location (all but the original 13!)
- **Transfer in/out**
  - Inventory movement from one warehouse to another
- **Warehouse Gun**
  - A handheld electronic device use to assist in receiving, shipping and inventorying product in a warehouse.
- **Weight**
  - Tare – the empty weight of a delivery vehicle
  - Gross – the weight of a delivery vehicle after it is full of product
  - Net – the weight of the product to be sold/delivered to the customer.
- **Warehouse**
  - Any place that allows bulk storage of product - includes the buildings and tender trucks

**Abbreviations:**

<b>B</b>	Boron
<b>BOL</b>	Bill of Lading
<b>CFR</b>	Code of Federal Regulations
<b>CFR</b>	Code of Federal Regulations
<b>Cl</b>	Chloride
<b>CLU</b>	Common Land Unit
<b>CSV</b>	Comma Separated Value
<b>Cu</b>	Copper
<b>DOT</b>	Department of Transportation
<b>EE PPE</b>	Early Entry Personal Protective Equipment
<b>EPA</b>	Environmental Protection Agency
<b>ERG</b>	Emergency Response Guide
<b>Fe</b>	Iron
<b>K</b>	Potassium
<b>Mg</b>	Magnesium
<b>Mn</b>	Manganese
<b>MSDS</b>	Material Safety Data Sheet
<b>N</b>	Nitrogen
<b>NH3</b>	Ammonia
<b>NOA</b>	Notice of Application
<b>P</b>	Phosphorus
<b>PO</b>	Purchase Order
<b>PPE</b>	Personal Protective Equipment
<b>PPM</b>	Parts Per Million
<b>REI</b>	Re-entry Interval
<b>S</b>	Sulfur
<b>UOM</b>	Unit of Measure
<b>VRT</b>	Variable Rate Technology
<b>WPS</b>	Worker Protection Sheet
<b>Zn</b>	Zinc