Co-op Country Partners’ general web site includes vital information for agronomy customers including the Coop Country Partners Agronomy Tech E-News, the Coop Country Partners company wide newsletter, a link to the State of Wisconsin for growing degree days, and other current pertinent information in the “What’s New” category. Customers with an account number can access their account information via our AIS (Account Interface System.) We currently average around 1000 hits per month for the general web site, and have roughly 100 AIS accounts.

Coop Country Partners has two special web promotions. Each customer who uses the AIS during a month has a chance to win a $30.00 gift certificate. 3 certificates are given out each month. We currently average between 30-40 AIS users per month, and each month we add new users. We publish the winners on the front page of our web site.
Question of the Week

On our second promotion, customers win seed or gift certificates by correctly answering the “Question of the Week.” This area is available to everyone accessing our site, and the customer enters the contest by using the e-mail link to Gary Ott, the Mediator. Through a secure password protected administrative link, Gary changes the question directly to the web page. We post the previous winner.
Under the NEWSLETTER tab, we have a full year of the bi-monthly newsletter, the CCP Connection, sorted by date, author, and subject. The Newsletter coordinator uses a password protected administrative link to post the articles directly to the site.
CCP Agronomy Tech E-News

Carl Nachreiner writes the CCP Agronomy Tech E-News on a weekly basis during season. Previous articles for the current growing season remain on the site. Carl also e-mails a newsletter to a group of customers. Keeping information fresh and updated is essential to building a useful, used website.

WHAT'S NEW?
- Alfalfa Insect Control
- News, Weather, Markets
- Grower Degree Days
- Agronomy Tech Essays
- Vegetable Animal Nutrition
- Updated crop husbandry
- Weed Emergence Control

Contact Agronomy

Previous Articles
Volume 2 No. 06
Volume 2 No. 01
Volume 2 No. 05
Volume 2 No. 03
Volume 2 No. 04
Volume 2 No. 02
Volume 2 No. 06
Volume 2 No. 07
Volume 2 No. 08
Volume 2 No. 09
Volume 2 No. 11
Volume 2 No. 15
Volume 2 No. 16
Volume 2 No. 17
Volume 2 No. 15

Wednesday, August 21, 2002

CCP AGRONOMY TECH E-NEWS
FOR THE PROFESSIONAL FARMER

Volume 2 No. 3

Soil Moisture Update: According to WI Ag Statistical Service 1 - 4% is in the Very Short to Short range on Soil Moisture, 70% has Adequate Moisture, and 25% has Surplus Moisture as of April 25, 2002. Some parts of Northern Wisconsin received 20" of snow, which caused many downed trees and power lines.

Growing Degree Days: As of May 1 Madison Growing Degree Days are 220 compared to 170 in 2001. 185-day corn requires around 2800 degree-days to full maturity.

Insect Alerts

Alfalfa: Meadow Spittlebugs were found in low numbers early last week. You may see tiny orange nymphs. It is uncommon for damage to occur, but occasionally large populations can cause stunting. If there were any problems you would normally see it in the first crop. Alfalfa Weevil in southern Illinois has affected some fields with 50%-100% infestation. The fields in southeastern Illinois that weren't sprayed at all or sprayed late, farmers lost their first crop. Diseases have been taking their toll on the weevil in the last few weeks due to the cool moist temperatures.

Corn: White Grubs & Wireworms: With the weather being cool and corn not coming up very fast, wireworms and grubs can work on slow growing corn seedings. If you are applying a rootworm insecticide you have the insect covered, if not using a rootworm insecticide, use a seed treater such as Agrow Premier. Armyworms have shown up other states such as Missouri and Black Outworm in Indiana in big numbers, so keep a eye open for these insects. They can cause major damage fast. In Wisconsin Black Outworm Black light trap catches have slowed down due to the cooler temperatures.
AIS – Account Interface System

The Account Interface System permits customers to access their account, equity, and grain information through their web browser. After signing in with their user account and password, they can currently view the following information.

The open account detail & history, and the year-end statement areas show detail purchases by invoice and category. AR Prepayment allows a customer to view what has been prepaid, what’s been taken, and the current balance.
Sales Call Entry

The Employee entrance section points employees to our secure intranet site. If the employee is a valid user on CCP’s internal network, they can access CCP’s intranet site from any web browser.

Along with various database queries which displays information on the browser, or create an excel file, employees can also access customer account information. A new feature called Sales Call Entry tracks Agronomy customer sales contacts.
Sales Call Entry allows sales people to enter their calls through a browser into an access database held on a central server. This database is used to create reports for the sales and management teams. Tech LLC is the designer of the new APS Sales Call Reporting system CCP.

---

**Sales Call Entry**

**Gary Ott**

**Producer:** ALBERS ALAN

**Date:** 8/21/2002

**Type:** Customer

**Objective:** Complaint

**Results:**

**Sales:** 0

**Comments:**

---

**APS WEEKLY SALES CALL SUMMARY**