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AGRIS to launch new agronomy system, AgroGuide™

*Flexible system helps ag retailers improve customer service,
operational efficiency, and business management.*

ROSWELL, Ga. (October 19, 2004) — AGRIS Corporation, a leading provider of information technology products and services to agribusinesses, announces the upcoming launch of AgroGuide, a new agronomy management system designed to help ag retailers improve crop planning, field record keeping, spatial management, formulation, blending, invoicing, and reporting. The system's features allow retailers with single or multiple locations to strengthen customer service and operational efficiency as well as improve business management. AGRIS plans to launch AgroGuide in early 2005.

AGRIS conducted extensive research to determine the product functionality that would best meet the needs of the marketplace. Toward that end, AGRIS participated with The Hoeft Technology & Management Program at the University of Illinois at Urbana Champaign (UIUC) in a joint research project that evaluated current practices within the crop protection sector of the ag supply chain and identified areas for improved information flow and efficiencies.

“It was a great privilege to work with the T&M team at UIUC as part of our research efforts to provide ag retailers with a vital solution to enhance their agronomy business,” said Ron Leiker, AGRIS President. “Professionals involved in crop protection are seeking advanced tools to improve their levels of customer service, workflow productivity, and business management, and we are pleased to offer such a solution with AgroGuide.”

In the area of customer service, AgroGuide enables retailers to provide timely, accurate information to their customers as a key step in helping them have productive growing seasons. “An important aspect of agronomy management centers around crop planning services,” said Susan Mann, Product Manager. “AgroGuide helps agronomy professionals provide better crop plan services with capabilities such as comparative financial analyses and numerous price levels and schedules to help growers determine their most profitable options and potential cost savings. Service like that leads to increased customer loyalty, which means more revenue opportunities for retailers.”

Operational efficiency is improved through user-friendly formulation and blending, spatial management, and regulatory compliance capabilities. “AgroGuide’s advanced nutrient recommendation feature is very exciting in that it helps agronomists create complex recommendations much more easily,” said Mann. “With the ability to import soil test results electronically, sophisticated nutrient building doesn’t have to be time-consuming with manual processes.” A wide range of custom blends can be generated using a least cost, least price, or traditional pricing approach. Blends can be produced through a hands-off operation via two-way communication with various automated blenders such as Kahler, Junge, and Murray. Interfacing with CDMS gives retailers easy access to up-to-date data for regulatory compliance.

Overall business management is enhanced with AgroGuide’s reporting, invoicing, record keeping, and integration functionality. “The ability to set up and assign split information within multiple product categories and by land structure brings improved accuracy to invoicing.” noted Mann. “In addition, retailers are able to produce a wide variety of reports showing key information such as sales and product

performance data, helping managers stay on top of the business as well as managing risk more effectively.” Integrating AgroGuide with backoffice and operational systems helps to reduce repetitive data entry, improve accuracy, and maintain real-time inventory information.

For additional information about AgroGuide, contact AGRIS Corporation at 1-800-795-7995.

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About AGRIS

AGRIS Corporation, founded in 1978, is a leading provider of information technology products and services to the agribusiness industry. AGRIS software systems include a variety of business management and operational tools for farm supply, crop protection, plant food, and petroleum retailers; grain elevators; seed, feed, and milling companies; ethanol plants; and food processors. In addition, AGRIS offers hardware, local/wide area networks, and data communication services as well as installation, training, and support services. AGRIS, a John Deere company, has offices in Georgia, Minnesota, and Kansas. AGRIS can be found on the Internet at www.agris.com.

About The Hoeft Technology & Management Program

The Hoeft Technology & Management Program at the University of Illinois at Urbana-Champaign bridges the gap between traditional engineering and business education by offering a unique curriculum to a select group of highly qualified undergraduates drawn from the Colleges of Engineering and Business. More information on the T&M Program can be found at www.techmgmt.uiuc.edu.