

# CONNECT

CONNECTING YOUR BUSINESS TO THE WORLD • WINTER 2005-06

An Oakland Corporation Publication

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## HOLIDAY CLOSINGS

**Thanksgiving**  
Thursday, November 24  
Friday, November 25

**Christmas**  
Monday, December 26

**New Year's**  
Monday, January 2



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## DEDICATED SUPPORT

By **Roger Oakland** • CEO • roakland@oaklandcorp.com



For 23 years, Oakland Corporation has provided Agri-Businesses with an array of computer hardware, software, training, and most of all support. We thank all of our current clients for your continued business.

**We also welcome 9 new clients we have added over the past several months.** For those of you who are new to Oakland, our goal is to provide the very best customer service available in the industry. The only way to do that is through our dedicated Development, IT, and Software Support Staff.

*“our goal is to provide the very best customer service available in the industry.”*

## Support, Experience, & Quality Assurance

For example – 8 of our Software Installation & Support Staff have 135 years previous experience in the Agri Business industry. Our people have experience as General Managers, Assistant Managers, Controllers, Grain Merchandisers, Bookkeepers, and as a CPA auditing cooperatives.

Our Clients have direct access to this experienced group, and they have direct access and influence upon Oakland’s Software Development through our Software Request Process. So, most of Oakland’s Software Development actually originates as suggestions from our Clients.

Development then sends software enhancements back to this same Software Support Staff for testing prior to its release. The same people who relayed your ideas

test our software – that’s Oakland Quality Assurance. As you can see, this is a Team Effort that is focused on the Client.

Oakland has no intention of being the biggest software and service firm in our industry. **We just want to be the Best.** Oakland does very little advertising and we rely upon our client base to refer new clients to us. We invite you to ask any of our clients how they like our products and services. Check with your auditor or grain inspector – ask them what they think. Those who use Oakland Software are our best references.

Well, I’ll let you go for now, but please visit our website at [www.OaklandCorp.com](http://www.OaklandCorp.com). Have a Safe and Joyous Holiday Season, and keep Christ in your Christmas.

# Featured PRODUCTS & SERVICES

By **Arlen Oakland** • Sales Representative • [aoakland@oaklandcorp.com](mailto:aoakland@oaklandcorp.com)



This is a list of Oakland products and services that you might not be aware of. You better check them out, because some are NEW... with the release of this newsletter.

If you have questions concerning these or other Oakland products, please give me a call at my office in Ames at **515-232-2109**, or send me an e-mail at [arlen@oaklandcorp.com](mailto:arlen@oaklandcorp.com)

## Petroleum

- Oakland provides a Complete **Fuel Manager Package**, which includes Degree-Day forecasting and scheduling, as well as On-The-Truck Point-Of-Sale, with an option to integrate to your *Liquid Controls* meter. An interface to *MID:COM* is also available.

## Grain

- Oakland can install and interface to *Vande Berg Scale Software* for better accuracy and efficiency in your grain handling process.
- Oakland has a Grain interface to E-Markets Decision Rule Contracts.
- Our Commodity Bids module allows you to have **live Grain Bids**, with a live connection to the Board of Trade available at any workstation on your system.

*Please refer to the "Live Grain Bids" article on page 3*

## IT/Hardware

- Oakland provides custom built Personal Computers designed for "your" workplace.
- Oakland can provide Spam, Virus, and Phishing filtering available for you to help stop those unwanted e-mails.

## Agronomy

- Oakland has a new Business Partner and integration, **Ag Leader Technology**.

*Please refer to "Integration - Ag Leader" article below.*

## Training

- Oakland provides specialized Training and/or Consulting in our classroom or on-site. From Accounting, Agronomy, Bookings, Grain, Inventory, IT, Patronage, Payroll, and even Business Process Consulting, we can cover it all.

*Please refer to our current Training schedule on page 4*

## on the road...

Please stop by and see us at our booth at :

### Integrated Crop Management

Conference & Agribusiness Expo.

Hilton Coliseum  
Ames, Iowa

Wednesday November 30<sup>th</sup>  
Thursday December 1<sup>st</sup>

Oakland booth (#9)  
Ag Leader booth (#10)

## Inventory

- Our **Commodity Manager** allows you to track a long and short position on ANY commodity.

## Point-of-Sale

- Oakland now has a "Live" interface to John Deere Credit **Farm Plan™** that will get immediate authorization during Point-of-Sale.
- Authorization usually takes 1 to 2 seconds depending on your Internet connection.

*Please refer to the "Integration-Farm Plan" article on page 3*

## INTEGRATION - Ag Leader

**Ag Leader**  
Technology



Oakland is pleased to announce a New Business Partner and integration with Ag Leader Technology. Ag Leader's SMS software, which the SMS stands for Spatial Management System, will be gradually integrated with the Oakland Agronomy Manager Software to provide map assignments to your Oakland Farm and Field. SMS software and this integration will allow you to add value to your Agronomy Department with the advancements in Precision Farming. Please check out Ag Leader's website at [www.agleader.com](http://www.agleader.com)

# LIVE Grain Bids

By **Dean Kohlmeyer** • Grain Department Manager  
Stateline Cooperative

**StateLine Cooperative has been able to eliminate costs, reduce risk and increase customer service with the use of Oakland's Bid menu.**



Oakland has always been very responsive to their customer's requests and understands the environment we work in. StateLine can easily buy grain at 14 locations and conveniently hedge to grain in a very timely manner using the Bid Page and Combined L&S (Long & Short).

We were able to eliminate all On-Time quotes systems at our elevator locations by using Bid Page, a considerable cost savings.

## Reduce Risk

We were able to reduce the risk of hedging by knowing what to hedge in the same moment the grain is bought. The Combined L& S (Long & Short) is a great tool we use to manage our hedging. You can simply look at one screen and two numbers to hedge both corn and soybeans. This screen also allows you to see your daily activity at a glance. You are able to create a contract and look at the customer's Settle Available from the Bid Page, which allows you to contract what he has hauled in and get it hedged all from the same computer. The Bid Page also offers you the risk control of taking flat price protection in the stroke of the keyboard.

No more buying grain with negative margins when USDA reports come out negative or your buyers suddenly change their basis bids. Bid administration is just a few strokes of the keyboard. The hot key option allows you to access the Bids from anywhere inside the Oakland accounting system; it doesn't get more convenient than this.

**I would encourage any grain buying company to look at Oakland's Grain Accounting System and would be glad to explain how we have utilized Oakland's products.**

# INTEGRATION - Farm Plan™

By **Mary Mehus** • John Deere Credit - Farm Plan™

Oakland Software is now certified to transmit Farm Plan™ transactions through a new interface called Connect2. This technology improvement will make it easier for retailers to handle customer sales using Farm



Plan\*, as well as improve customer satisfaction by providing additional detail on customer statements.

Farm Plan, a product of John Deere Credit, has been working with Oakland Software to introduce this point of sale enhancement, with the goal to simplify retailer transaction processing. As a result, Farm Plan has now delivered Connect2, a fully integrated interface with Oakland Software that will make the process of charging sales easier, thus improving retailer productivity. Additionally, using Connect 2 also provides more detail on customer statements, which leads to improved customer satisfaction.

## Here are some of the benefits retailers can enjoy from Connect2 integration with Oakland Software:

- The customer purchase is authorized and processed immediately. This real time transaction processing significantly reduces the risk of costly cash flow interruption.
- This improved interface generates additional invoice detail on customer monthly Farm Plan statements and annual purchase summaries. Producers will appreciate the additional information for improving expense management and tax preparation.
- The Connect2 interface eliminates the effort that goes with end-of-day batch processing of Farm Plan and bank card transactions.
- Because Connect2 can also route bankcard transactions, it eliminates the need to rent bankcard terminals or pay monthly fees for a dedicated phone line to support credit card terminals. Retailers also can receive an attractive discount rate that leverages the total sales volume potential of participating locations.\*\*

**For more information on integrating Connect2 with Oakland Software, contact your Oakland Sales Representative.**

\* Farm Plan is a product—created specifically for the agricultural market—that retail businesses can use to manage their cash flow. Retailers who move their accounts receivable function to Farm Plan benefit by reducing their risk and accelerating cash flow while at the same time, Farm Plan can capture and track sales data for the retailer.

Farm Plan is a financial product of John Deere Credit, which offers a variety of financing products to agricultural customers.

\*\* Based on retailers using the processor that Farm Plan has contracted with.

™ Farm Plan is a registered trademark of Deere & Company.



## online help

# Deferred Payment Contracts

By **Larry Young** • Client Services Representative  
lyoung@oaklandcorp.com

### **Do you remember how to settle a range of Deferred Payment contracts?**

**Do you need a refresher?** Since Deferred Payment contracts are soon due, we have two different methods of reviewing the procedure of settling a Range of Deferred Payment Contracts.

Go to [www.oaklandcorp.com](http://www.oaklandcorp.com) and review one or both of the available options.

The first option on the website is a training video entitled, Selling Deferred Payment Contracts using Settlement by Range.

1. To view this video, go to [www.oaklandcorp.com](http://www.oaklandcorp.com)
2. Click on **Training**, under **Online Help**, click on **Online Training**
3. Click on **Selling Deferred Payment Contracts using Settlement by Range**

The second option on the website is the Grain Basics Manual.

1. To view & print this manual go to [www.oaklandcorp.com](http://www.oaklandcorp.com)
2. Click on **Support**, under **Online Help**, click on **Online Manuals**
3. Click on, **Grain Basics Manual** & go to page 47  
Review section 3.4.10 entitled **Selling DP Contracts using Settlement by Range**

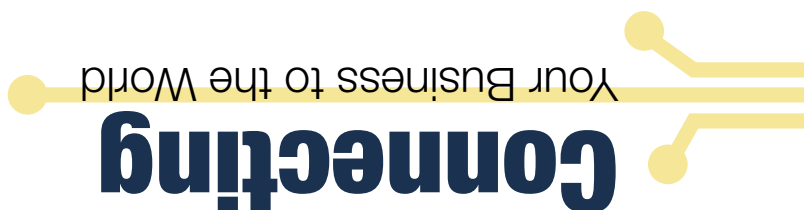
2005/2006

## Training Schedule

- **Fertilizer & Bookings**  
Thursday, December 8, 2006  
Tuesday, December 13, 2006
- **Managing your Inventory**  
Thursday, January 19, 2006  
Tuesday, January 24, 2006
- **Inventory / Accounts Payable**  
Tuesday, January 17, 2006  
Thursday, January 26, 2006
- **Point of Sale**  
Thursday, February 16, 2006  
Tuesday, February 21, 2006
- **Grain System Overview**  
Tuesday, February 7, 2006  
Thursday, February 23, 2006

**Call or e-mail  
now to register**

**800-383-5114 x100**  
**dmorgart@oaklandcorp.com**



mailing  
permit  
here

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