

CONNECT

CONNECTING YOUR BUSINESS TO THE WORLD • SPRING 2007

An Oakland Corporation Publication

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HOLIDAY CLOSINGS

Memorial Day
Monday, May 28

Independence Day
Wednesday, July 4

Labor Day
Monday, September 3



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Start with the Basics !

By *Chuck Carlson*
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Have you ever gone through the process of purchasing a new or used vehicle? Of course you have! You “Start with the Basics” of looking for a reliable product at a fair price from a reputable dealer that can provide reliable service. That’s the easy part.

However, it gets more complicated when you get into the options; such as, front wheel drive, vs. 4-wheel drive, or all-wheel-drive. A standard stereo, or a 6 disk CD player with an optional MP3 connection, or maybe a satellite radio.

How about heated electric leather seats or standard cloth? And maybe you get lost a lot and need a navigational system.

Or, maybe it comes down to the all important decision of, “What Color should I get”? Personally, I drive a white 1997 pickup that has none of these

options, it is just basic transportation.

My point is that when it comes right down to it; you “Start with the Basics”, you want a reliable product at a fair price from a reputable dealer that can provide reliable service. If you can start with that, the rest will take care of itself.

A reputable dealer will help you define the options you really need or don’t need. If they want to keep you as a life long customer they will provide you with a product you want and provide the service after the sale.

At Oakland Corporation, we realize there are many fine Accounting & Grain systems for Agri-business that you can choose from. If you want to deal with a large company that provides a product nationwide and wants to just sell you a program, then an Oakland system is not what you are looking for.

However, if you would like to work with a progressive Midwest company that has provided agri-business solutions for close to 25 years, and will build that system around “Your Needs”,

then an Oakland system could be a good fit for you. The Midwest is where we are from and the Midwest is who we serve.

From day one, we “Start with the Basics” with an on-site “Needs Analysis” to determine your specific needs. Training is also done on-site.

Once the Installation and Training are complete, our Support Staff know you and you them, personally! You can consider Oakland as a Partner in your business, because that is our

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philosophy. Our Software Development is continuous and our clients automatically receive the latest software upgrades as part of their Annual Maintenance.

Most of our new development ideas come from our clients, the rest come from our Software Support Staff, which have all previously worked in agri-business as

Controllers, General Managers, or have experience in Agronomy, Fuel, Grain, Patronage, or Payroll.

“Most of our new development ideas come from our clients”

We invite you to look through the other articles written in this newsletter by our staff. We also invite you to look us up on the web at www.oaklandcorp.com, or give our Sales Staff a call at 800-383-5114 and ask for Arlen Oakland or John Mogren (Mogy).

They would be happy to help you! Have a Great Summer! We'll talk with you again this fall.

A Complete System

By **Arlen Oakland** • Sales Representative • aokland@oaklandcorp.com



Chuck mentioned in his article to “Start with the Basics”. I’m going to go the next step to getting “A Complete System”. Even though we are involved with agri-business, it doesn’t mean all agri-businesses are the same.

Your business may include one or more profit centers, which could include Agronomy, Ethanol, Feed, Fuel, or Grain. You could even get more specialized services such as a Hardware Store, Lumberyard, C-Store, or Cardrol.

Any individual or combination of these profit centers requires a solid Accounting System with the ability to manage each entity.

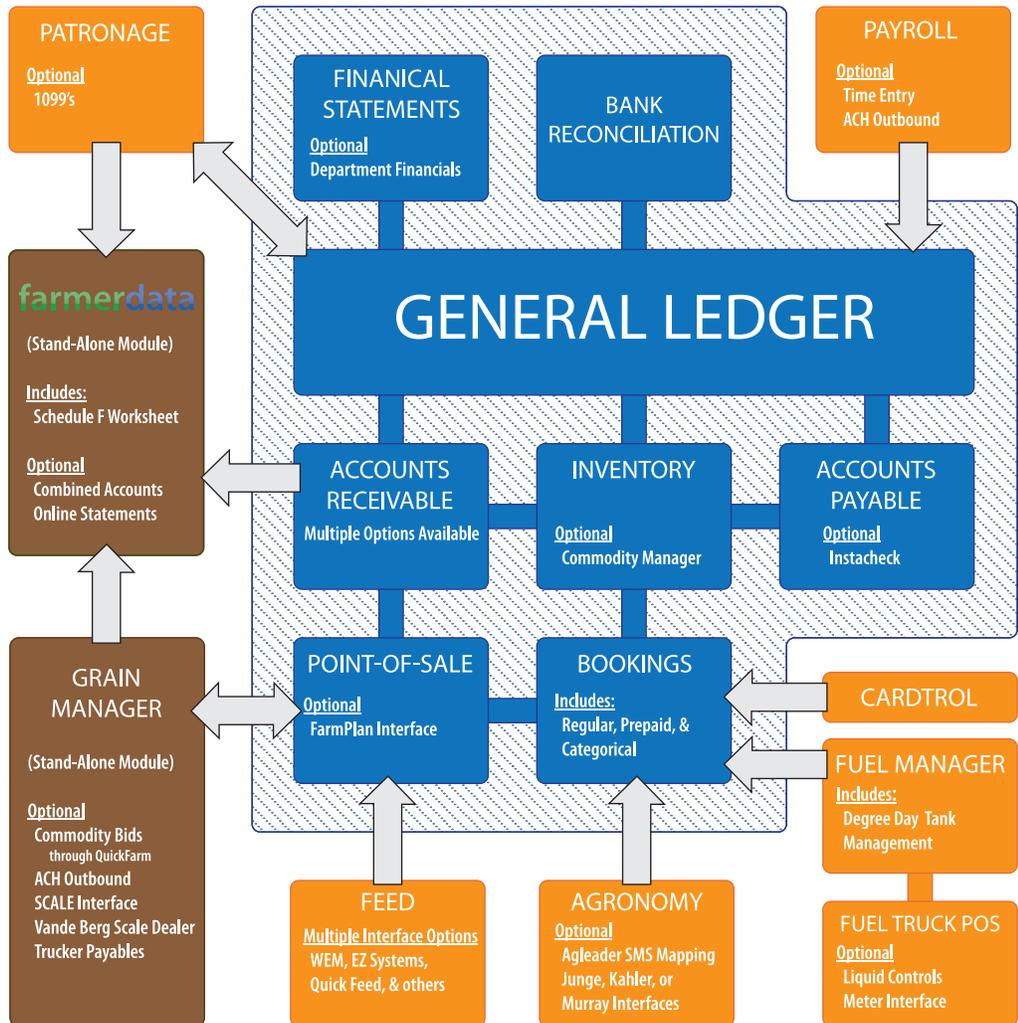
The diagram to the right illustrates how the Oakland Accounting System can be the foundation for your business and how the optional Oakland Modules and Interfaces integrate into your overall business solution.

As you can see, the Oakland System is based around the General Ledger. Your Auditor will like that!

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 aokland@oaklandcorp.com.

OAKLAND Complete System Flow

- Accounting Package Modules
- Optional Add-on Modules
- Stand-Alone Modules





Speed & Performance

By *John Mogren*
IT Support / Sales Representative
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As with all computer systems, keeping your Oakland server hardware upgraded can save you time and money. In years past, we have recommended that servers be replaced every three years.

We now recommend you replace your primary server every five years. Hardware in those days was much less dependable than the solutions we sell today, but keeping your system updated is still very important.

Keeping the hardware current will also increase the productivity of your employees; faster processors and hard drives will complete your daily tasks much faster. While updating the server, Oakland Corporation also recommends converting the operating system of your server from Sco Unix or Microsoft Windows to Linux.

The primary benefits of this migration include stability, flexibility, performance, security, future development, and cost savings. This is more evident for those clients moving from Microsoft Windows to Linux, where they will witness substantial performance increases.

Future Development

Many new developments take advantage of special features offered in Linux.



An example of this would be automatic communication with other systems like automated Feed Mills, or real time credit transactions with FarmPlan credit.

Another example would be the Interface we developed with AgLeader Technology to bring up a digital field map from AgLeader's mapping software along with the Blend Sheet in our Agronomy Package.



4.22 Update Review

By *John Lounsberry*
Client Services Manager
jlounsberry@oaklandcorp.com

The current version that is on your system contained over a hundred software requests from our clients. I would like to highlight just a couple of the changes we have made on the Accounting side that have certainly been the most popular.

Open Invoice

You can now select individual customers and record their payments by individual invoice. Setting a customer to Open Invoice is done through Customer Information and Customer Details. You will now find an Open Invoice field.

There are two things that you need to do to activate a customer. First, you must set the Open Invoice field to "Y". Second, at the same field, you must press the F1 key and select the month and invoices that are currently outstanding.

Once the original outstanding invoices are selected, the system will add any new invoices to the list and remove any marked for payment. Every payment ticket for this customer will now list outstanding invoices that can be marked for payment. These invoices are totaled and displayed on the ticket line extension.

Select Booking to Apply

We have added a feature, by ticket batch, to allow users to select the booking they would like to apply against, instead of just having the system apply against the oldest booking first.

When charging a line that will apply against the booking, the system will display all bookings the product could be applied against and you would highlight the booking and press <Enter>. This is a new maintenance field in Accounts Receivable Batch Codes.

As always, please contact us with any questions or suggestions.

Featured Products

OAKLAND GRAIN

OAKLAND GRAIN offers the flexibility to meet the changing demands of the grain industry, with “Easy to Read” settlements and reports for customers, managers, and auditors.

With its powerful, easy-to-use features, dependability, and industry leading training and support, **OAKLAND GRAIN** will transform the way you work. Just ask our clients . . .

“The Grain Module is self explanatory. If you can read, you can master the procedures. The support staff is extraordinary.”

Paul Scott, Dedham Cooperative

“I used to get nervous when the grain inspectors came. Now, with Oakland, I don’t.”

Donna Petersen, River Valley Cooperative

Call us toll-free at (800) 383-5114 to get more information or a competitive quote. You can also visit us online at www.oaklandcorp.com

Benefit Golf Outing

Riverside Lutheran Bible Camp

Friday August 24, 2007

Veenker Memorial Golf Course • Ames, Iowa

This is Oakland’s 6th consecutive year to be the Event Sponsor of the Riverside Lutheran Bible Camp Benefit Golf Outing.



This 4-person Best Shot event starts with a noon lunch and a shotgun start immediately following. Plus, one of the hole-in-one prizes is a New Car!

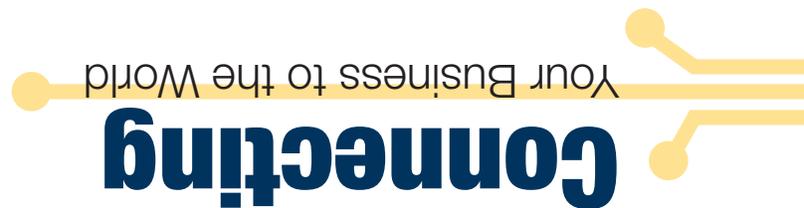
Your \$100 per person entry fee is a 100% donation to the camp.

So, come and join us!

Registration & Info

Riverside Bible Camp • (800) 372-7748

john@riversidelbc.org • www.riversidelbc.org



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permit
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OAKLAND
Agri-Business Solutions

