

CONNECT

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HOLIDAY CLOSINGS

- Thanksgiving**
 Thursday, November 22
 Friday, November 23
- Christmas**
 Monday, December 24
 Tuesday, December 25
- New Year's Day**
 Tuesday, January 1



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Chinese Tractors for Haiti

By Roger Oakland
 President
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Tractor, Plow, no-till Planter, and Combine for 130,000? Isn't that a little low? Gourdes!! What do you mean Gourdes?

The price is in Haitian Gourdes, worth about 2 ½ cents each. So the cost is about \$3,500 US Dollars for a 2-acre farm.

Oakland has been working with World Concern in South Haiti (www.WorldConcern.org). Larry Young, John Mogren, Wavern DeJong, and Roger Oakland have made 8 trips to Haiti in the last 3 years. We've also taken 6 pastors, 2 engineers, a contractor, teacher, dental assistant, and 2 agronomy professors (from Iowa State and Cornell University). Some of the above are also farmers!



World Concern has created the South Haiti Agronomy Project in Les Cayes, South Haiti. In February 2008, World Concern will introduce Chinese 2-wheel and 4-wheel tractors in Haiti.

Millions of small farmers use these tractors in Bangladesh, Nepal, Afghanistan, Pakistan, India, Tibet, and China. These tractors are designed for small farmers and are being used in Third World countries all over the world. The average farm in Haiti is less than one hectare – about 1-2 acres.



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Here are a few of our stories

Why don't we use American made tractors? That's a good question!! Larry Young and Roger Oakland made a quick trip to Port-au-Prince in January 2007 to see if we could use John Deere tractors.

The only John Deere dealer in Haiti had one new tractor. It was a JD5415, with plow, disc, & harrow – for \$53,000. And any repairs would be over 5 hours away, transportation by semi. Christon Domond, Director of World Concern Haiti, asked the dealer, "What's the biggest problem you have with these tractors?"



The immediate answer was "The biggest problem we have with these tractors is the operator!" Small farmers don't own a car or truck. They don't know how to drive. The oxen know how to miss the trees! The tractor must be able to miss the trees as well.

Larry's first trip to Haiti was in April 2005

Larry, Mogy, and Roger made another trip in May 2005 to get better data, to make a farm plan for Haitian crops. Larry had some questions like – How many acres per farm? How many bushels yield per acre? What's the price per bushel? How much fertilizer do you use?

Well, Larry, it's not acres, its hectare. Its not bushels, its cans. Its not dollars, its gourdes. Its not pounds, its kilograms. After 3 days, Larry said, "Will someone just tell me how many pounds of Nitrogen they use per acre?" Roger made a spreadsheet that converts all their data into our measure – that was easy!?

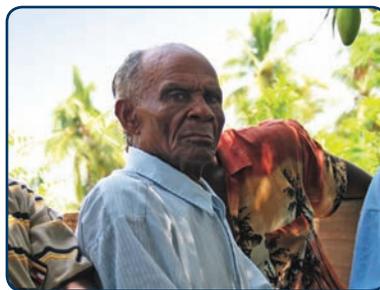


Mogy speaks the most Creole

"Sac pase?" is 'what's happening?' The answer – "ma brule" (like crème broule) means 'I'm fighting everyday, but doing OK'. Mogy has been to Haiti four times – he could make a fortune in Haiti with his networking abilities. John also enjoys Haitian smokes.

Wavern went with us in December 2007

He's not very interested in going back again. Some of you may know that Wavern is



somewhat of a philosopher. One observation he had was this – "Farmers are the same everywhere. They may have different faces and different names, but they are exactly the same!" Thanks for that insight, Wavern.



Roger is a World Concern Haiti board member

He has traveled with World Concern to fifteen Third World countries, over the last 12 years. In 2003, World Concern asked Roger and Lois to work with our churches in Story City, and to partner with World Concern, working in a specific country.

Why Haiti?

Haiti is the poorest country in this hemisphere. It's also the closest place that World Concern works. And the weather is pretty nice in the wintertime, when most trips are made.

Other Oakland staff and spouses have also traveled with World Concern.

- Chuck Carlson traveled to Tibet (twice) and Nepal.
- Robb McMullen and Laura Carlson toured Peru and Bolivia.
- Rachel Winecoff and Roger toured Peru (including Machu-Picchu).
- Larry and Carmen Young joined Roger in touring Uzbekistan, Russia, Georgia, and Turkey.

The trips give us a perspective about how the rest of the world lives.

Our community benefits from World Concern trips. We have found a five way win with these trips.

1. Oakland wins – it takes about five minutes in a Third World country to realize that we have been greatly blessed.
2. Community wins – trips impact our pastor's preaching and teaching, and that changes people and community.
3. World Concern wins – working in 32 of the poorest countries in the world. We support and encourage them.
4. Haiti wins – at first it seemed like a lot of money to help just a few people, but few turn into many over the years.
5. God wins – it shows us how He wants us to love one another. And it works.

If you have questions about this project or other World Concern projects, please give me a call at (800) 383-5114, extension 105. I hope you enjoyed the story.

Roger Oakland



PHONE SUPPORT SYSTEM

By **Larry Young**
Client Services Representative
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We want to thank you for using our phone support system. We implemented a new system this past year designed to offer you support as quickly and efficiently as possible while maximizing the use of our current staff.

In order to best direct your incoming call, and ensure that your questions are answered as quickly as possible, you have five options to choose from to direct your call to a specific department.

- Option 1 = Grain
- Option 2 = Accounting
- Option 3 = Hardware
- Option 4 = Agronomy
- Option 5 = Fuel

- Once the department is selected, you will hear the phone ring 1 time and then access the phone queue of the selected department.

Be patient. You will hear music while the phone system is trying to connect you with an available support person in the selected department.

- If all persons are busy with other clients, the system will give you the opportunity to leave a voice mail. It is very important to leave a detailed phone message.
- Messages are retrieved by the department's support team and calls are returned in the order received.

- ALL CALLS made to our support help line are important to us. Our goal is to answer calls in a timely manner and return calls as quickly as possible, and as often as possible, in the order the call is received. Choosing the correct department and leaving a message if necessary is the best way to help us accomplish this goal.

Again, your calls are very important to us. It remains our #1 goal to answer all of your calls "live". We appreciate your business and respect the value of your time. Remember that during peak periods of support calls, leaving a message with the desired department will assure you of the fastest possible return call.



Client Referral Program

By **John Mogren**
IT Support / Sales Representative
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I'd like to start by welcoming a few new clients to the Oakland Corporation family.

- Kens Feed Store (Sutherland)
- Great Lakes Cooperative
- Aurora Elevator
- Watkins Elevator
- Farmers Cooperative Association (Jackson, MN)
- Farmers Cooperative Company (Afton)
- North Central Cooperative
- Sinclair Elevator

These clients recently started using the Oakland Software; Sinclair Elevator will begin in the near future. We are pleased to have the opportunity to serve these new customers.

Finding sales leads in this industry is never an easy task, most of the time we are informed of these potential sales by our existing customers.

To show our appreciation, we have developed the sales referral program. In this program, we issue a credit to the company that referred the new client when the first year's maintenance is paid. The credit is 10% of the new client's annual software maintenance.

Example:

A new client pays \$20,000 each year for software maintenance. When that is received, the client that referred them will receive a one-time \$2,000 credit on their maintenance bill for the same year.

I encourage any current client that may know of a company looking for a better software solution to take advantage of this program.



Featured Products

By **Arlen Oakland**
Sales Representative
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Trucker Payable Module

The Trucker Payable Module utilizes Ticket Entry and Hauler IDs in the Grain Module and the Accounts Payable Module to track and pay freight on commodities hauled in and/or out of the elevator as well as picked up off the farm and delivered directly to the processor.

The Trucker Payable Module groups scale tickets by predefined haulers. These haulers are selected from a view at the "Hauler" field in scale ticket entry.

Then, easily view or print a "Hauler Summary Report" for an individual hauler listing who the hauling is for, ticket numbers, dates hauled, bushels, rate by ticket and dollars of trucking. The trucking can be based on origin or destination weights.

Run the Hauler Summary Report by hauler, grain location, by commodity and date range. After printing the report, you can update the report, automatically set up a payable and mark the tickets as paid.

The "Trucker Payable Module" can accurately track and pay truckers, plus save you lots of time in doing so.

Spam Filtering

Innuendos of sexual dysfunction, million dollar scams, and cheap drugs from offshore suppliers just don't get us as excited as the authors of these emails think they should. Aside from polluting your inbox with all sorts of unmentionables, spam is frequently obscene, degrading, and, in some cases, illegal.

Oakland Corporation has recently reduced the cost of our Spam, Virus and Phishing filter to our clients.

If you have company based email (e.g. mogy@yourcoop.com) and are tired of sorting that junk out of your inbox every day, give me a call for a quote on this service.



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 aoakland@oaklandcorp.com.

Your Business to the World
Connecting

mailing permit here

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