



connect

SPRING 2009

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Don't write the Corn load on the Bean sheet

By Roger Oakland • President • roakland@oaklandcorp.com

If you're working at the scale, Don't write the Corn load on the Bean sheet.

Long ago, when I was a young man, I sold calculators and business machines for **Monroe Systems for Business**. In fact many of you, our customers, used Monroe Calculators. I wrote the programs for the Monroe 2865 that did **Corn** and **Bean** calculations in the 1970s and 1980s.

In 1983, Lois and I formed Oakland Corporation. Since then we have had good years and bad years, but over all, we have been greatly blessed! **Oakland Corporation, and each of us, want to thank you for your part in our blessing!**

I still remember training someone in about 1984, who asked if we could find a way to make sure that Corn scale tickets were not mistakenly added to a Bean sheet. I asked, "Well how do you prevent that now?" The answer was it really didn't happen that much, because if it's Corn you divide by 56 pounds per bushel, and if it's Beans you divide by 60.

Normally, if the mistake happened, **the bushels were wrong** on the Bean sheet. And that's why you added the gross and tare weights and divided the total weights by 60 – to catch any errors. I asked "Is there also a problem with Beans being put on a Corn sheet?" A slow smile came across my student's face, "**No, the customer always catches it if we put Beans on the Corn sheet.**" Of course, many of you have been

in this business for a long time now, and you probably have stories about those liars and thieves, who purposely put the Corn on the Bean sheet.

So how does this remembrance apply to our complex lives today? Well my point is this – if you're working at the scales, there is only one who knows the truth at the end of the day! Now some of you are saying, "**Look at this rambling fool! Of course, only the man who cheated knew the truth!**" And the rest of you are saying "**Right...**" Here



is some encouragement for those of you who are truthful, and live by it – **don't be discouraged by the difficult days, there is one who knows the truth. Well enough rambling about truth. My newsletter article is meant to bring you up to date on our TractorsforHaiti.com project.**

Holiday Closings

- **Memorial Day**
Monday, May 25
- **Independence Day**
Saturday, July 4
- **Labor Day**
Monday, September 7

Upcoming Events

- **2009 Executive Technology Conference - POSSIBLE dates (Pick a date which works for you)**
 - ** Wednesday, June 17
 - ** Thursday, June 18
 - ** Wednesday, June 24
 - ** Thursday, June 25
- **2009 All-User Conferences (Conferences will be held each day)**
 - Wednesday, July 15
 - Tuesday, July 21
 - Thursday, July 23

** - Conference will be one day only. Contact us with the day that works best for you.

Additional info on the conferences is available on page 2

Summer Conferences

It is Summer Conference time again and we have two very different, but very informative conferences scheduled for June and July.

2009 Executive Technology Conference

The focus of this conference will be **Thoroughbred's XML technology**, allowing you to access your Oakland data from **Java, .NET**, and other applications.

It's Not for Everyone – this Conference will seek advice and leadership from Oakland Clients who are interested in expanding the Thoroughbred database.

4 POSSIBLE Dates Available (Conference will be one day only. Contact us with the day that works best for you.)

- Wednesday, June 17⁵
- Thursday, June 18
- Wednesday, June 24
- Thursday, June 25

Who should come?

- General Managers
- Controllers
- CFO
- CIO

2009 All-User Conferences

This all-user conference will focus on new features to be included in our latest update, available before harvest. We will also include a preview of new products, like **e-Statements** and **ACH Payments** that are available this summer. There will be time for Q & A, and as always lunch at **The Cottage on Broad**.

3 Dates Available

- Wednesday July 15
- Tuesday, July 21
- Thursday, July 23

Who should come?

All users - from novice to expert

If you wish to register for either of these conferences or if you have additional questions regarding these conferences, please contact Oakland by one of the following:

Toll-free: (800)-383-5114

E-mail: dmortgart@oaklandcorp.com

TractorsforHaiti.com

Some days it seems like we have started an international distribution business. Emails from China, Nepal, Afghanistan, Brazil and Haiti fill a lot of my days.

In 2008 we worked with World Concern to bring 7 Chinese tractors and implements into South Haiti. We trained local farmers and other mission organizations in proper use and maintenance of the tractors.

And now we have 13 more tractors, plows, discs, rotovators, water pumps, and a trailer on the ocean – about to arrive in Port-au-Prince.



Roger made trips to Haiti in October & November 2008, and January, February and March 2009. **Mogy made the trips in November and March**, and we will likely be in Haiti again in June and July 2009.



In February we took 2 pastors, a camp director, a farmer, and a financial advisor on a follow up trip with new owners of tractors, Farmers, pastors, and anyone who is looking for adventure will find a winter trip to Haiti a lot of fun.

I tell people that it's just like a cruise!! **Wintertime in the Caribbean – what could be better?** If you have interest in this type of adventure in your community, call me.

So what have we learned?

- **Patience!**
- **Thankfulness!**
- **Perseverance!**

Why do we keep going back to Haiti when there are so many needs in this country? **I can't really explain it except to say that it's a lot like farming** – I'll just keep doing it until some one tells me that I don't have to go back anymore.

So there's my update on **TractorsforHaiti and Truth. And the Rest of the Truth** about how I can make all these trips to Haiti is stated in our goal concerning our employees.

– **Lois and Roger** take care of **our Staff**, and **our Staff** takes care of **our Customers**, and **our Customers** take care of **our Company** – **And it works!! Thanks again!!**

Roger Oakland



Iowa Association of Bookkeepers for Cooperatives

Do your bookkeepers get the all the information they need to keep up to date on rules and regulations for all facets of your business?

Do you offer continuous education for your bookkeepers?

IABC offers an opportunity for your bookkeepers to network with others who do the same jobs. Quarterly meetings are held in each of three districts throughout the year.

These meetings present your bookkeepers with learning opportunities. An annual meeting is held each year, usually in September, at a central location. These meetings are an excellent learning tool.



We encourage all cooperative's bookkeepers to join IABC. Whether you work in a large multi-location cooperative or a single location cooperative IABC can help your bookkeeper do their job better!

Example Meeting Topics:

- » Collections
- » Positive Communication techniques—how to handle angry customers
- » CoopMetrics Benchmarking
- » LP/Fuel Regulations
- » How to get organized in your office
- » Condo Storage
- » Insurance overviews

For information on joining IABC today please contact:

Laura Boyd
Phone: 800-992-2516
E-mail: lboyd@marblerock.com

Getting to Know Us

Robb McMullen

Robb has been with Oakland Corporation's Programming Department since 1988. He has been involved with virtually every phase of system programming in some form or another for the past 21 years.



Robb received his degree in Computer Science, Business and Mathematics from Morningside College in Sioux City. Robb and his wife, Val, have been married for 21 years and

have 3 children. Ryan is a senior, Madeline is an 8th grader, and Meredith who is in 3rd grade.

The children are involved in numerous activities that keep them busy as well as their parents. Val is a computer programmer for a company in California, and is able to work from home. They also have one Basset Hound, Sorsha, and one Golden Retriever, Duke.

Robb is active in his local church as Congregational Chairman, and for the past several years he has played his bagpipes with Iowa Scottish Pipes and Drums in Des Moines.

Farmer CoopMetrics Update

By John Mogren • IT Support / Sales Representative
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CoopMetrics has taken the next step forward. I saw a demonstration of their newest analytic and comparative financial analysis tools in May and am very impressed. They now give their users the ability to compare internally by region or location as well as to similar companies.



These benchmarking capabilities are no longer only for Iowa clients either. The door has been opened so cooperatives from other states may join the group and compare performance with peers and easily identify areas for improvement in their own businesses.

Contact Info

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Featured Products

Arlen Oakland • Sales Representative • aoakland@oaklandcorp.com

Scale Interface

Automate your operation by interfacing your scales to the Oakland System. Save time and eliminate many posting errors by connecting the scale and moisture tester to the Grain system. I have been told by many of our customers that they would never go back to hand entering tickets again.

Email Tickets

We have the ability to identify which customers will have Invoices emailed to them, along with multiple email addresses. In Point of Sale, instead of printing the ticket, there is an option to send the ticket as an email. The ticket is emailed at the time it is selected in Point of Sale, so there is no delay. Any historic ticket can be emailed at a later time also.

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.

Keep Your Workstations Current

Keep your employees working efficiently. If the tools that your employees are using become old and outdated, it will have an adverse effect on their productivity. Those old computer workstations may still be running, but are they wasting time and money every day you use them?

It has been said that a new LCD Flat Screen can easily pay for itself in reduced electricity costs in one year when replacing an old VGA monitor. It may be hard to throw a working VGA monitor away, but if you keep using it for another year, you may be spending the cost of replacing it anyway.

Many companies are also finding that they should be replacing the computer workstations every three to four years instead of waiting until they break. The benefits are recouped over and over in productivity and improved attitude of the workforce. We sell various types of business class workstations that are designed to perform your tasks.



Please call or email with your questions concerning these or other Oakland products.

Toll-free: **(800) 383-5114 ext.104**
Email: **aoakland@oaklandcorp.com**
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