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SPRING 2010

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What Can It Do?

By **Chuck Carlson**
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Do you know how to use all of the functions on your cell phone?
How about all of the options on your car stereo?
Or yes, even your computer system?
Do you know everything that it can do?

Sometimes we do things a certain way for so long that we don't see what is now available.

At Oakland, we continuously add features and new functionality to our software based upon **Software Requests** from our clients. Twice a year we update all of our clients with our latest version of the software. Each update includes **Release Notes** to inform everyone of what is new in the latest

version. Each update, within itself, may seem like a minor change, but over time all of these changes can add value and efficiencies to your daily or monthly processes.

Oakland has been an industry leading, back office accounting solutions provider for Ag Service Providers since 1982. Over the years, we have added several software modules, and over time combined modules

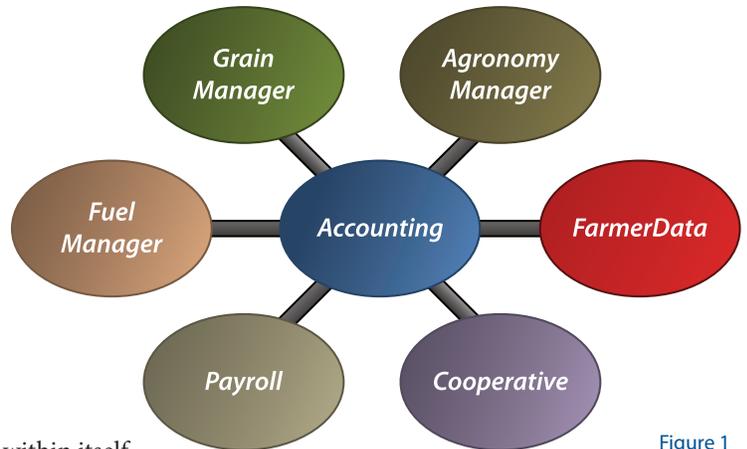


Figure 1

into **Software Packages**. These Software Packages can assist a variety of Ag Service Providers. Oakland offers an integrated agribusiness software solution to fulfill the needs of virtually any "specific" agribusiness. See Figure 1 that shows Oakland's Integrated Software Packages.

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Holiday Closings

- **Memorial Day**
Monday, May 31
- **Labor Day**
Monday, September 6

Welcome New Clients

- **Hayes County Farmers Coop**
Hayes Center, NE
- **Wheatfield Grain Company**
Wheatfield, IN



XML Update & the Future

By **Paul Oakland** • Software Development • poakland@oaklandcorp.com

If you have attended a Oakland Conference in the last year, you have heard the buzz word, or buzz acronym, "XML".

XML stands for "eXtensible Markup Language". Its purpose is to describe data in a simple, generic format that can be shared easily across different applications.

The ability to share data in a common way is the power of XML, and it opens

the door to technologies that were once difficult for the Oakland Development Team to implement. The new XML capabilities change the way we think about interfacing to 3rd party applications and developing the next generation of Oakland Software.

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What Can it Do?

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Each of these Oakland Software Packages has modules included within themselves, with additional optional modules if needed. We defined these Software Packages to reduce the initial cost and the annual maintenance by grouping modules together. A more detailed diagram of the Oakland Software Packages and System Flow is defined to the right in Figure 2.

Getting to Know Us

Larry Young

When Larry Young started his career with Oakland Corporation on May 14, 1996, he brought with him 22 years of Cooperative experience, ranging from Agronomy Manager, to Assistant Manager / Grain Merchandiser to General Manager. Prior to that, he spent 2 years teaching High School Vocational Agriculture and working with FFA Students.



Larry works in the Grain System Support and Agronomy System Support divisions. He also does on-site training and system set up work for our new clients, as well as continuing education for those requesting a refresher course. Larry is an integral part of the Demo Team, going on location to show the Oakland System to potential new clients.

Larry grew up on a farm in Southwest Iowa and attended Iowa State University in Ames, graduating with a Masters in Ag Education.

Larry and his wife, Carmen, have been married for 40 years and live in Story City. They are the parents of three grown children and have three grandchildren, as well. Carmen is an elementary teacher for the Roland Story School System.

In his spare time, Larry enjoys woodworking and genealogy (the family historian), as well as traveling to visit the kids and grandkids.

Figure 2



Version 4.50 Update

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

The release of version 4.50 in January added several enhancements throughout the software. Here are some highlights of just a few of them.

Accounts Receivable

An enhancement is now available to set a terms code for discounts due by a certain number of days, rather than a specific date in the next period. The discount will be available in the system from the invoice date through the number of days on the terms code. If the discount is not taken, the invoice is due the same as the other charge tickets.

Asset Manager

An option to auto-notify by terminal, maintenance that is scheduled to be performed today or any number of days prior to the scheduled day, is available.

Terminals set up to receive the notification will occur the first time the operator logs on to Oakland. This can be defined for all equipment types or just specific types.

Inventory Contract Printing

You may now create a contract prior to actually creating the booking ticket in Ticket Entry. Under Contract Printing from the Contract option in Inventory, there is now an Enter Contract menu option.

You can fill out all of the contract information here and print the contract. When the booking ticket is finally created for this customer and this product, a prompt will appear after printing the ticket asking the user to "Select from Unassigned Contracts".

After entering "Yes" a list of unassigned contracts for that customer and product will display in a view to select from.

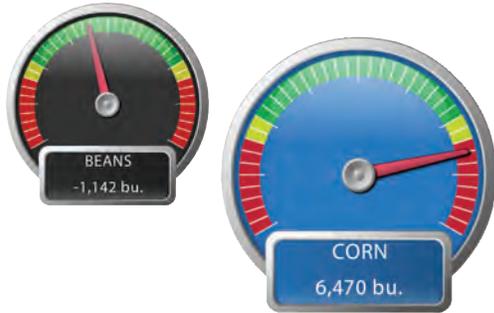
Remember, the Release Notes are available on the main menu of your terminal.

XML Update & the Future

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In late 2009, we started development on the Long & Short Gauge application. The Long & Short Gauge is the first Oakland application to utilize the new XML capabilities of the Oakland System. The Long & Short Gauge was released for beta testing in mid-March, and the final version will be released soon.

The *Long & Short Gauge* utilizes some technologies that differ from the traditional Oakland development environments. *Adobe AIR* and the *Java Enterprise Application Specification* are the primary platforms upon which we built the *Long & Short Gauge*.



Java Enterprise Application Servers, like *Redhat's JBoss* are the backbone of the *Long & Short Gauge* and are a great foundation for future development. *JBoss* gives us the ability to develop web-based applications that break-out of the terminal emulator and into the web browser or the Adobe Integrated Runtime (AIR).



ADOBE® FLASH® PLATFORM

Adobe AIR is part of the *Adobe Flash Platform*, like it's name, the platform is the "flashy" user interface, or the "shiny paint" of the *Long & Short Gauge* application. *Adobe AIR* allows us to build internet applications and install them as a desktop application. The *Adobe Flash Platform* also contains the *Flex Framework*, which includes interactive charts, sortable data tables, mapping components, and other user interface components.

At the end of the day, XML, *JBoss* and the *Adobe Flash Platform* are just tools and tools don't do anything by themselves. Oakland is committed to continue to develop excellent software and back it up with excellent service. With these new tools, our goal is to develop excellent software solutions that will change the way our clients interact with their data.

To get a look and feel of *Flex Framework*, check out the link below.

www.adobe.com/devnet/flex/tourdeflex/web



Backing Up

By John Mogren • IT Support / Sales Representative • jmogren@oaklandcorp.com



"How should I backup the local files on my windows PC?" is a question I get quite often. I cannot stress enough how important it is to do backups on a regular basis. There are many ways

to accomplish this task, and many devices that you can use. Some examples are USB drives, external hard drives, and network-shared folders.

It has always been kind of a tedious process to drag and drop files to the external source, and there are as many ways to do this as there are backup devices. I've recently been shown a very nice program that simplifies this task dramatically. The program is called *SyncToy*, a free powerful backup utility for *Microsoft Windows*, is an easy to use, highly customizable program that helps users to do the heavy lifting involved with the copying, moving, and synchronization of different directories. Most common operations can be performed with just a



few clicks of the mouse, and additional customization is available without additional complexity.

This program can be easily setup to backup documents, spread sheets, email, address books, and anything else that may be important to you. Once you have it setup, the process is very simple and fast to keep these things current on your external device. Instead of over writing and copying everything over and over, it compares the files on your computer to those on the backup directory, and only copies what has changed since your last backup.

So, now that you know a good way to keep your data files backed up, you may want to look at your computer itself. Many users tend to upgrade only when something goes horribly wrong or when they are limited from doing something. I recommend having a strategy to keep all the computers in your business up to date by creating an upgrade cycle for these computers. This cycle can be every three, four or five years.

I'm in favor of the more-frequent refresh rate. It costs a lot of money to replace a third

of your PCs every year, but the cost of not replacing them is even higher. Plus, there are good technology reasons for wanting the latest and greatest PCs on the market today.



Replacing the hardware assures that you can run the latest software. Even though Microsoft set the hardware bar relatively low for running XP, you really wouldn't want to put XP on an older PC. That's akin to putting a fresh coat of paint on a beat-up, old car. The surface might look great, but the engine is getting tired.

So, keep it simple... Back it up, and keep it up to date.



Featured Products

Arlen Oakland • Sales Representative • aokland@oaklandcorp.com

Interface to SoilMap Software from MAPS

I am pleased to announce that Oakland Corporation is working on an Interface to SOILMAP Software from MAPS in Fort Dodge, Iowa. We have already completed the first stage of the interface where we send the list of Customers, Products, Services, and Split Information to the SOILMAP Software system. The last stage of the Interface will bring detail back to the Oakland System for invoicing purposes, which will be completed this summer. We are very excited about the relationship with MAPS as we share many of the same goals and beliefs in providing the best software, service, and support possible.

MAPS is a full-service agronomic center that provides precision agriculture solutions through services, sales, and support to customers looking to add value to their farming operation. The products and services available assist farmers in gaining insight into their fields to improve management decisions. All the services and solutions offered by MAPS are customized and tailored for each farmer's individual needs to best fit their specific farming objectives.

One of the components of the MAPS services is the **SOILMAP Software**. This is used to gather data and information



through soil sampling for specific fields. This software is then used by the MAPS team and professional agronomy staff to analyze, store, and develop graphical images depicting levels and mapping of field details. The vast amount of information able to be derived from field soil samples provides valuable insight into customer's field needs and adds strength to their bottom line.

The **Fleet Management tool** available through MAPS, offers the ability for tracking of multiple fleet vehicles in real-time. Through a daily log system that places information into stored history of each fleet vehicle, operation supervisors are able to compile performance reporting on equipment operators, maintain logistic and mileage reports, and view speed reports. Fleet Management allows the ability to confidently manage a multiple fleet vehicle operation.

Asset Manager Helps You Keep Track of Things

Keep maintenance records on all of your company's equipment. You can Custom design the maintenance records you want to keep on any or all of your equipment with a variety of maintenance records.

Connect to the Network Securely from Home

It is very easy and affordable to connect to your Network from Home or anywhere that you have Internet access. We can install software on your Laptop or Desktop PC that will allow you to securely connect to your Network so that you can stay on top of things even if you are out of the office.

Commodity Manager with Contract Printing

Our Commodity Manager module allows you to track a long and short position on ANY commodity such as Fertilizers, Fuel, Bulk Feed products, and Soybean Meal to name a few. If you want to have Contract Printing set up also, the system will automatically ask if you want to print a contract whenever you are setting up a Booking. One great feature of this module is that it is completely user definable so that YOU have control of how and what you will track.

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

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