

connect

WINTER 2013-14

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Events

Holiday Closings

- **Thanksgiving**
Thursday, November 28th
Friday, November 29th
- **Christmas**
Tuesday, December 24th at noon
Wednesday, December 25th
- **New Year's Day**
Wednesday, January 1st

OMS Training Sessions

- **Wednesday, January 15th**
- **Wednesday, February 12th**

Contact us to Register for OMS Training

Which of your Assets are actually Liabilities?



Chuck Carlson
Vice President • ccarlson@oaklandcorp.com

Assets can become liabilities if not managed properly. From feed trucks, semis, Terra-Gators, to NH₃ tanks, you can have a huge investment in these core assets working for your company, but do they really produce enough of a revenue stream to continue to call them an "asset"?

Usually, tracking the volume of activity being provided by an asset can help determine that asset's viability. You may ask yourself, "How and where can I get this information?"

Some of you have our **Asset Manager** software to track maintenance records for your company's assets. Now, with the upcoming version of the **Vande Berg Scale** program, you can record the movement of assets from the scale, sync them with **Asset Manager** to track revenue and expense, and view a P&L for each individual asset.

So, **Asset Manager** isn't just for tracking maintenance records anymore, but also to track that asset for profitability and viability. On page 2, Roger explains the details on how this can work for your company.

Have a Merry Christmas and a profitable New Year!

Welcome New & Returning Oakland Staff

TED GAUNT



Ted joined the Oakland IT Department in October 2013. After growing up on a farm in central Iowa, he graduated in 1993 from the University of Northern Iowa with

a communications degree. Ted brings to Oakland 16 years of IT Support/Administration and over 20 years of video production experience.

LUKE BRADLEY



Luke started working in Grain Installation & Support at Oakland in July 2013. Prior experience includes working for an Iowa cooperative since 2002. His company

started using Oakland in 2007. Much of his time was spent in the grain department as a merchandiser, and later in accounting for all grain locations. He also worked in the fertilizer and feed departments while at the cooperative.

TERRY GJERSVIK



With my youngest a senior in high school this year, I had the opportunity to return to Oakland Corporation and travel the Midwest as a Marketing Representative. In my ten years away from Oakland Corporation many things have changed, yet the important things have stayed the same.

(continued on page 3 - "Terry Gjersvik - 10 Years Later")



Careers

Accounting Support Position

We have an immediate opening for the right person to join our Accounting Support Staff here at our Story City office.

Qualifications include:

- Experience using Oakland Accounting software
- Experience in Patronage is a definite plus
- Fast learner
- Team-focused with excellent communication skills

We will provide excellent training in a supportive work environment. If you or someone you know is interested and qualified, please give us a call.

What do you get when you cross a Vande Berg Scale with Oakland's Asset Manager?



Roger Oakland
President • roakland@oaklandcorp.com

You get a scale that is integrated into Oakland Agronomy software and a whole new Asset Manager!

Lois and I have been reflecting upon 30 years in the computer business serving the grain, feed, fuel, and agronomy businesses in the Midwest.

Last year, I said access to your data "live within Excel" was something everyone needed. Not everyone jumped up in agreement, but we had a dozen OLAP Workshops, and lots of good ideas.

One idea was to integrate the Vande Berg Scale with Asset Manager, and access the asset's P&L information in an Excel OLAP spreadsheet.

Have you ever lost an NH3 tank? Where is that tank? Ever have a wind storm blow away your NH3 scale tickets? It won't happen again when Agronomy has the scale ticket tied to the NH3 tank number.

Wouldn't it be great to track truck income and expense through POS, Cardrol, and A/P Invoice Entry? It's done, and you can get P&Ls by location and department from Asset Manager, or from within General Ledger if you want to set up income and expense accounts by vehicle.

Take a look at the screen shots on this page, and please take a look at the new Vande Berg Scale software this winter.

We appreciate your business! Have a very Blessed Holiday Season.

Why OLAP? OnLine Analytical Processing

The OLAP approach allows a variety of analytical tools to connect to Oakland Data on a real-time basis. **Oakland** has chosen **Microsoft Excel** because many professionals that analyze data are already comfortable using **Excel**.

It's amazing how many Oakland customers: CEOs, CFOs, Controllers and other Managers have quickly learned how to create their own **Oakland Data Templates** to glean information from our GL, AR, Inventory and Patronage modules. Even if you're not a cooperative, your data is still there in **Oakland Management Suite**.

Plan to attend a 2014 OMS Training Session

Vande Berg Scale new XML Version

Fertilizer Features +
NH3 (NH3)
Dry (MAP)
Liquid (32%)

Grain Features →

- Live access to contracts and sheets from **Grain Manager**
- Automated RFID Patron/Hauler entry at scale

- NH3 Tank # on the Scale Ticket
- Outstanding NH3 Tanks by Customer/Tank
- Dry Spreader # or Liquid Tank # at Scale Entry
- Select Fertilizer Blend Sheets
- Select Multi-Owner Billing Groups

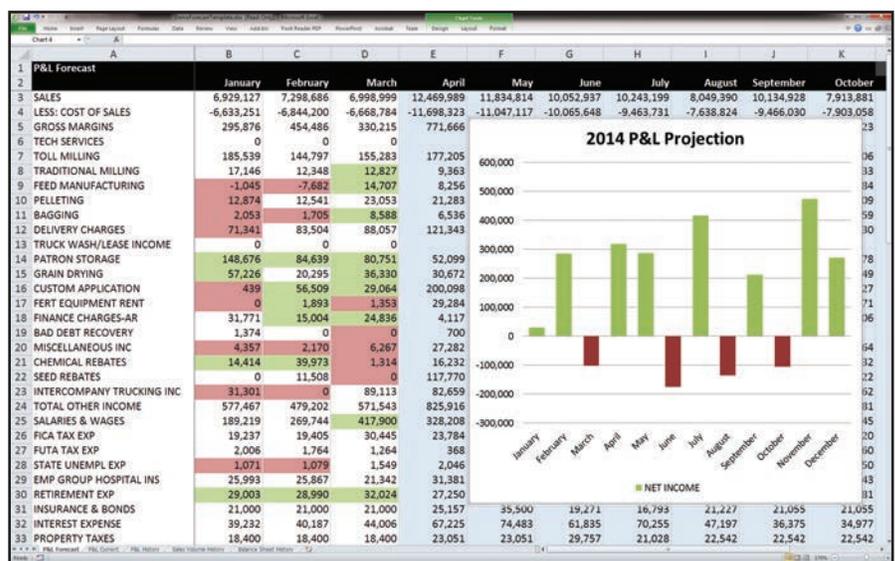
Asset Manager - P&L by Semi Tractor by Month

Each Vehicle

- Maintenance scheduling
- POS Income
- Agronomy Income
- A/P Invoices update Expense
- Cardrol fuel update by vehicle
- Dept/Location P&L
- General Ledger P&L (optional)
- OMS *Excel* OLAP (via General Ledger)

ET Code	Equip Description	Income	Expense	Net
ST 4094	1995 GMC 9763DI	.00	97.50	-97.50
ST 4096	1997 PETERBUILT 7782BC	.00	228.31	-228.31
ST 4098	2004 FREIGHTLINER 3349BT	4304.62	1397.14	2907.48
ST 4010	2004 FREITLINER 3350BT	1465.86	2109.25	-643.39
ST 4012	2005 FREIGHTLINER 5406CY	11123.20	8215.24	2907.96
ST 4014	2004 FREIGHTLINER 5459CY	11463.99	4031.60	7432.30
ST 4016	2004 FRT 5458CY	8672.48	3029.26	5643.22
ST 4018	2010 CASE IH	.00	1524.69	-1524.69
ST 4022	1997 FREIGHTLINER SB3173	.00	81.40	-81.40
ST 4026	1998 FREIGHTLINER SC7444	1225.42	1942.40	-716.98
ST 4028	1998 FREIGHTLINER SC3008	.00	248.95	-248.95
ST 4030	1982 IH 4640BK	.00	296.45	-296.45
ST 4032	2006 IH 5E2606	13745.81	10581.95	3163.86
ST 4034	2006 IH 5E2607	3257.20	751.12	2506.08
ST 4038	2003 STERLING 1943CS	9307.65	5465.29	3842.36
ST 4040	1999 IH 8928CY STREIF TRACT	2806.41	1816.70	989.71
ST 4042	1997 KENWORTH PY4027	.00	5385.37	-5385.37
ST 4044	2009 KENWORTH	14564.78	6796.91	7767.87

New Excel OLAP - 36 Month Rolling Average Forecast



Proxy Server - Internet Usage Monitor

Arlen Oakland

Sales Team Leader • aoakland@oaklandcorp.com



The Internet has become an extremely important and necessary tool for many of us in today's workplace. As is the case with many things, along with all of the benefits come some possible drawbacks. It can become very easy to find yourself, or others, spending a large amount of time on the Internet dealing with items that are unrelated to work. We have a solution for this potential problem.

We have a product called **Proxy Server** that can be used to monitor Internet usage. **Proxy Server** provides a report to management as to the various websites that the workstations have visited, along with the date and time the websites were accessed. With the **Proxy Server** module, you can even block specific websites from your network. This inexpensive tool can be used to improve productivity by reducing time that may be spent on non-work related items.

Home Heating Season - Fuel Manager

Dan Oakland

Development • doakland@oaklandcorp.com



For most companies providing energy to their customers, the home heating season is now upon us. Does your company struggle with keeping track of which tanks need how much fuel and when? Fuel truck operators normally do a great job tracking all of these things themselves, but in the event someone not familiar with their route needs to cover for them, we provide automated scheduling solutions to ensure that tanks don't run low – and that's just one small part of it.

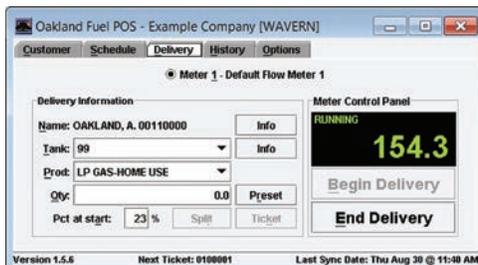
Oakland's Fuel Manager is designed to enable your energy division to streamline its scheduling, delivery, billing, work order, and insurance-reporting duties. When Fuel Point of Sale (**Fuel POS**) is combined with **Fuel Manager**, handwritten tickets, double-entry, and paper or spreadsheet based tank records become a thing of the past!

Fuel Manager handles all energy-related scheduling, billing, and reporting. To achieve this, it maintains an extensive tank database that enables it to provide:

- Automated degree day and frequency-based order forecasting/scheduling (in addition to call-in orders)
- Delivery and rental history (following tanks as they change possession over time)
- Maintenance history and upcoming maintenance schedules
- Options for storing other tank-related information such as directions, comments, etc

Fuel Manager enables companies to move their changing energy-related records out of paper and spreadsheet formats and into the robust, centralized, recoverable platform that is the Oakland System.

Fuel POS is Oakland's on-the-truck delivery and billing solution, normally configured to run on small, semi-ruggedized laptops. It provides drivers with up-to-date account, contract, order and pricing information while they are out on the road; and even enables drivers to bill other products besides fuel, such as oil, grease, and supplies. Drivers can create printed tickets to be left at the point of delivery.



When digital meter registers and printers are already present, **Fuel POS** can interface directly to the existing printing system, in most cases.

Delivery tickets automatically include:

- Account, name, address, invoice, date and sales rep.
- All product information and pricing – including contracts, overrun calculations, and discounts
- All taxes, totals, and amount due – including support for special billing terms

Fuel POS enables the office to automate its delivery billing processes by allowing the driver to send all recent deliveries at the end of the day or anytime internet access to the company network is available. This transfer can occur by WiFi from the truck to your Oakland Server. From there, your accounting staff can create invoices from these deliveries within seconds, and still make corrections as needed.

Terry Gjersvik

10 Years Later

It's great to be back at Oakland

Terry Gjersvik

Sales • tjersvik@oaklandcorp.com

One of the first changes I have noticed is the ease of showing **Oakland Software** using **Team Viewer**. This is a great way to show new products to existing customers. **Team Viewer** is also a great tool for demonstrating **Oakland's Software** to companies considering a change in their enterprise information system.

The Oakland development team has been innovative and productive in the past ten years. The list of 3rd party software products that now interface with **Oakland** is mind-boggling! This provides increased productivity and profitability for our customers.

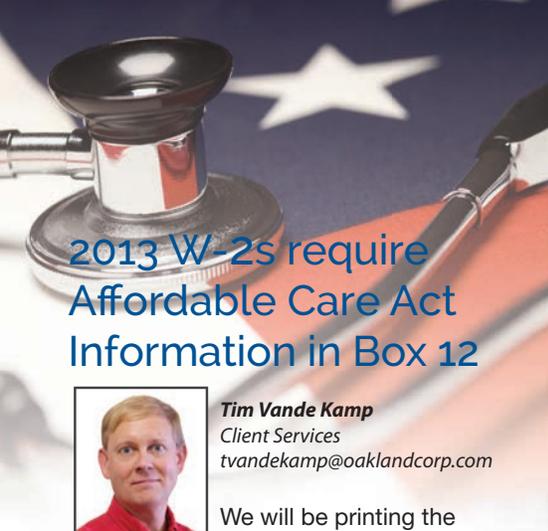
Other **Oakland** new development includes:

- Grain Tickets by Text message or email
- **Fuel Manager** and on-the-truck **Fuel POS** for LP and RF deliveries
- Commodity Manager - Long/Short - Potash, Map, NH₃, Fuel
- **Asset Manager** to maintain extensive fleet investments
- Online Patron Account access through your own website using **FarmerData**
- **Oakland Management Suite** – your data “live within Excel”
- Data from **Oakland** can be exported to many other formats

One of the most difficult things to demonstrate to a prospective client is Oakland's customer service and support. During my first 8 years with Oakland, the support and installation staff had an unyielding focus of commitment to the customer. With complete confidence I could tell any business considering our software, “**They will deliver!**” – and they always did.

When I arrived at the Oakland office for my job interview this summer and looked into the eyes of my old friends, I could see that commitment was still there. With **Oakland**, if you call late on Friday afternoon, somebody will pick up the phone.

If you were my client 10 to 19 years ago, I look forward to visiting with you again. If you are not an **Oakland** client today, I look forward to meeting you, and discussing the future with you.



2013 W-2s require Affordable Care Act Information in Box 12



Tim Vande Kamp
Client Services
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We will be printing the 2013 W-2s in just a few weeks! As part of the Affordable Care Act, employers with 250 or more W-2s in 2012 are required to include the **TOTAL** cost of Employer Sponsored health coverage in Box 12 of 2013 W-2s, with code DD.

This is the total amount, company and employee portions together, on each employee's W-2. These items include health insurance premiums, FSA, insured or self-funded items, possibly COBRA, domestic partner coverage, and other optional items.

We have added a Menu Item under Payroll, Periodic Reports, Healthcare Cost Entry to enter these amounts for each employee. Remember this will need to be done before W-2s can be printed.

For information on what premiums need to be included you can visit <http://www.irs.gov/uac/Form-W-2-Reporting-of-Employer-Sponsored-Health-Coverage> and check out the Affordable Care Act Provisions or perhaps give your insurance agent or auditor a call.



New Version Highlights

John Lounsberry
Client Services Director - jlounsberry@oaklandcorp.com

In this edition of our newsletter, we would like to take up a little space and review some of the highlights of our latest version release.

Accounts Receivable

An option has been added to the system to allow charges to customers who are over their set credit limits. The system will warn you the customer has exceeded their limit and will give the user an option to continue with the charge. This saves users from constantly changing the credit limit. This change is company wide, with all users having this option. Please contact accounting support for more info, or to get this option set up.

You can also view all other open ticket batches now from Batch Code Selection by pressing the F3 key.

Accounts Payable

The A/P Aging report will now show the General Ledger balance if you are running the report using the "Accounting Date" option.

The F2 option has been added to the price field when invoicing BOLs and POs to show cost history information. Note the cost information is company-wide, not by location. Also IN Transfers and Manufactured Products are not part of the displayed history.

Purchase Order reports have had function key options added to display and print summaries and detail by product.

Fertilizer

Now under the option "Fertilizer - Mark as Blended", if you mark a sheet as blended and enter a date, the inventory product status is affected just like AR deliveries. When the sheet is billed, the delivery in the product status is undone. Contact support if interested in utilizing this option.

Inventory

An option is now available to print UPC codes on Count Sheets, if desired. This does require a maintenance change, so please contact accounting support to set this up.

As always, this information is on your main menu under **Release Notes**.

COMING SOON

We will be launching our new website soon.

www.oaklandcorp.com



www.oaklandcorp.com

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