



connect

WINTER 2016

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Veterinary Feed Directive

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If you sell feed medication or manufacture medicated feed, you are already aware of the Veterinary Feed Directive (VFD), which became effective on October 1, 2015. On January 1, 2017, the status of some additional medications will be changing from over-the-counter to prescription status.

These drugs require authorization from a licensed veterinarian prior to being delivered, and defined documentation must be available for a possible State or Federal audit. This process requires a coordination between the producer, their veterinarian, and you as the distributor.

Oakland will be involved with the portion of the process that involves the VFD product and the information requirements on the invoice.

If you have any comments or recommendations for Oakland in assisting you with this process, please feel free to call me or email me at ccarlson@oaklandcorp.com.



Join the VFD mailing list to receive email updates regarding what Oakland has available for VFD compliance.

Email to Subscribe
ccoulter@oaklandcorp.com



Aaron Shaw
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As you've seen from our last few newsletters,

we've been really excited about the release of our new OAKLAND Scale Manager. At our summer conferences we did a full demo of the software, and the reception was great! We ended up filling up each one of the conferences to capacity, and even had to add additional dates. Thank you to everyone who made the trip to Story City.

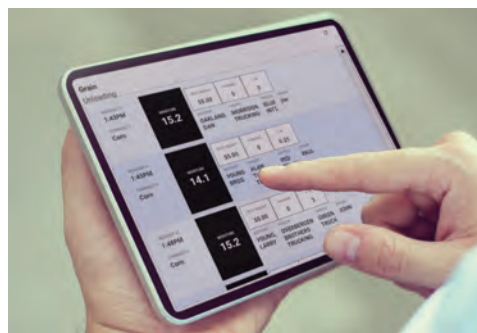
We spent the summer installing and adding features to the Scale Manager software. There were even a few weeks where we were averaging about 3 installations a day. We tried to install and train as many as we could before harvest started. Once harvest is officially over, our installers will be back on the road installing those clients who have already purchased the new software.

Our goal this winter is to finish our Asset Manager portion of the Scale Manager. This new addition will connect your scale to your Asset Manager and Agronomy Manager modules, allowing you to weigh NH3 tanks, attach tool bars, apply to blend sheets, and bring all this directly into billing.

OAKLAND Scale Manager Update

Remote View

Use a mobile device or tablet to allow employees at the pit to see inbound loads.



Multiple User Access

A user can be busy weighing vehicles at the scale, while at another computer another user is finalizing pending tickets at the scale.

Farm & Field Access

Attach farm & field information to a scale ticket directly from the scale.

Networked Equipment

Update serial equipment with new technology. The OAKLAND Scale supports networked Moisture Testers, Scale Indicators, Remote Printers and other equipment.

Multiple devices can connect to networked equipment and it's quicker to diagnose, if communication issues arise.



KTrack Integration

Kasa Controls KTrack software integrates with OAKLAND Scale Manager, providing elevators a FSMA-compliant option to track bin management.

<http://kasacontrols.com>



Fuel Season



Trevor Balman
Support Representative • tbalman@oaklandcorp.com

Hi, I am your primary contact for Fuel Support questions, whether they originate from Fuel Manager or Fuel POS Laptop applications.

There are many reports available in paper and Excel form to provide you with the information you need to make the best decisions for your Fuel department. I am here to help you in this pursuit and looking forward to hearing from you this season.

The busy season for LP deliveries is now here! With the busy season comes increased adding and changing of fuel tank records in Fuel Manager. Keeping your tank files up-to-date and complete will help when generating rent invoices and delivery reports for your drivers.

Distribution Codes, Tax Codes, Product Codes, Route, and Fill Type (Degree Day, Will Call, Frequency) are just a few of the more crucial fields that need to be entered for reporting and billing to run efficiently. Utilizing Degree Day forecasting and daily delivery reports together will help you identify the tanks running low, so you can send your drivers to these tanks first. This will prevent tanks from running out of LP, unhappy customers, and extra time needed for required maintenance on empty tanks.

Used properly with up-to-date and complete tank records, Degree Day forecasting will make your LP deliveries prioritized by tank level which will reduce the time needed to keep tanks full.



OAKLAND Agronomy Interface

Dan Oakland
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Over the last couple of years, Oakland has been receiving input from many of you, our clients, to determine the direction Oakland should focus on regarding your needs in Agronomy. A vast majority of you are looking for the flexibility to connect to an application with the expertise in precision agriculture.

Oakland's goal was to create an Agronomy Interface that is flexible enough to connect to variety of applications. This fall, we were able to move forward with our integration with Agworld. The Agworld integration was successfully completed, and it will be followed by AgSync and other integrations.

There are other applications that some of you are using and would be interested in integrating. Oakland will be connecting to other applications based upon the demand going into 2017. If you are interested in connecting your precision agriculture application to Oakland, please let us know what application you are utilizing, and we can determine if an integration is possible. We are excited to have this available for our clients for 2017!



United Farmers Cooperative Merger



On September 1, 2016; United Farmers Mercantile Cooperative of Red Oak, Iowa; and Farmers Cooperative Company of Afton, Iowa merged to become United Farmers Cooperative (UFC).

Oakland was honored to assist United Farmers Cooperative during their merger process, and we look forward to serving UFC for years to come. Congratulations on a successful merger.

About United Farmers Cooperative

The new combined company of UFC has a total 18 locations in Southwest Iowa, with a Feed and Merchandise location in Elwood, Kansas.

UFC Products and Services

- Grain
- Agronomy
- Feed
- Cardtrol Fuel
- C-Stores
- Bulk Fuel Services
- Country Stores
- Lumberyard
- NAPA Parts Store

General Manager: **John Pruss**

Operations Manager: **Jim Schendt**

CFO: **Kim Hardisty**

Website: www.united-farmers.com

Events

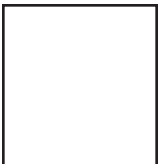
Holiday Closings

- **Thanksgiving**
Thursday, November 24th
Friday, November 25th
- **Christmas**
Monday, December 26th
- **New Years**
Monday, January 2nd

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