

CONNECT

CONNECTING YOUR BUSINESS TO THE WORLD • SPRING 2008

An Oakland Corporation Publication

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HOLIDAY CLOSINGS

Memorial Day
Monday, May 26

Independence Day
Friday, July 4

Labor Day
Monday, September 1



OAKLAND CORPORATION
414 Broad Street
Story City, Iowa 50248

phone: 515-733-5114
toll-free: 800-383-5114
service: 800-733-0676
fax: 515-733-4821
www.oaklandcorp.com

How would you like your **New System** to work?



By **Chuck Carlson** • Vice President • ccarlson@oaklandcorp.com

At Oakland Corporation, we realize there are many fine Accounting, Grain, Fuel, and Agronomy systems for Agri-business that you can choose from. However, if you would like to work with a progressive Midwest company that has provided solid agri-business solutions for the past 25 years, and will build that system around "Your Needs", then an Oakland system could be a good fit for you.

From day one, Oakland will come on-site to perform a "Needs Analysis" to determine your specific needs. Training of your Oakland system is also done on-site at your business. Once the Installation and Training are complete, our Support Staff know you and you them!

So, when you call Oakland for Support, you can speak to someone that you know, and they know you. You can consider Oakland as a Partner in your business, because that is our business philosophy.

Our **Software Development** is continuous and our clients automatically receive the latest software upgrades as part of their Annual Maintenance.

Most of our new development ideas come from our clients, the rest come from our **Software Support Staff**, which have all previously worked in agri-business as Controllers,

General Managers, or have experience in Accounting, Agronomy, Fuel, Grain, Patronage, or Payroll.

Also, our experienced **IT Department** can provide products and services to solve your hardware, networking, and internet related needs. As you can see, Oakland doesn't only provide software for agri-business, **Oakland provides**

Solutions with expertise, experience, products, and services that can help make your

company more productive and profitable.

We invite you to look through the other articles written in this newsletter by our staff. We also invite you to look us up on the web at www.OaklandCorp.com, or give one of our Sales Staff a call at 800-383-5114, ext 104 for Arlen Oakland; or John Mogren (Mogy) at ext 115 to schedule a demonstration. **They would be happy to help you find the solution for "Your Needs!!"**

Have a Great Summer! We'll talk with you again this fall.

- Chuck Carlson

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Free Summer Seminars

For those of you currently on an Oakland system, you are invited to attend one of our **Free Summer Seminars this July**. These seminars will review some of the latest features available within the current version of the software, as well as review some new products that will be available just in time for harvest season.

Seminar Dates

Thursday, July 24th
Tuesday, July 29th
Thursday, July 31st

Sign Up Today

toll-free: (800)-383-5114
email: training@oaklandcorp.com
online: www.oaklandcorp.com

New Tricks for an Old Dog

By **Arlen Oakland** • Sales Representative • aoakland@oaklandcorp.com



I hate to admit it, but many times I have found myself doing the same old thing the same old way because it has been done that way for years. I needed to become more efficient. My staff has been teaching this old dog some new tricks lately, and I am happy to say that it really is making a difference.

I now have the capability to go almost anywhere, and connect to our Network with a good, fast, live cellular connection. This enables me to handle business when it happens, instead of waiting until I am back in the office.

I would think that you probably have someone in your organization that, like me, could

be more effective if they simply had a way to access your system when they are working with a customer.

We have a test laptop with a cellular modem that we can ship to you so that you can see how it will work in your business. If you would be interested in trying this technology, please give me a call.

If you have questions concerning these or other Oakland products, please contact Arlen.

Toll-free: (800) 383-5114 ext.104

Email: aoakland@oaklandcorp.com



New Fertilizer Option - Available this Fall

By **Larry Young** • Client Services Representative • lyoung@oaklandcorp.com



Currently a new Fertilizer option is being developed for release this Fall. With this option you will

be able to manage NH3 deliveries, manage blended products or keep maintenance records on your equipment.

Be sure to attend one of our Summer Seminars to hear and see more about this new option and to learn about other products available and how to utilize them.

New Features

- “Easy to Use” manual or scale interfaced entry of the weights of the NH3 tanks or other products as they leave and return to your facility
- Mark ticket when entered as picked up or delivered and also be able to attach to the ticket any other billable additives
- Create as many groups for the producer as needed to segregate tickets
- Apply tickets to any group or blend sheet or simply select tickets later and bill.
- Group the tickets:
 - when the ticket is entered,
 - anytime before billing or
 - during the billing process
- Easily move tickets from one producer to another in part or in whole
- Custom design the maintenance records you want to keep
- Print reports of:
 - tickets that are assigned to a producer and how they are currently grouped
 - status report of tickets (billed or unbilled)
 - status report of tanks outstanding with an estimated net weight
- a variety of maintenance records



Featured Products

Grain Trucker Payables

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.

ACH for Grain Checks

Save time and money by eliminating the need to print, handle, and process a paper check. Define which Customers want checks direct deposited.

ACH –Inbound for Accounts Receivable

Great for Budget Accounts and any Customers that want to pay their statements automatically.

Proxy Server

Internet usage tracking. Provides a report to management as to the various Web-Sites that the workstations have visited, along with the dates and time logged at the Web-Sites.

Purchase Orders

Provides help with managing your purchase process all the way from the beginning to final payment in the Accounts Payable system.

Budget Bookings

Create Bookings for a range of Customers based on what they did last year, or for a range of dates.

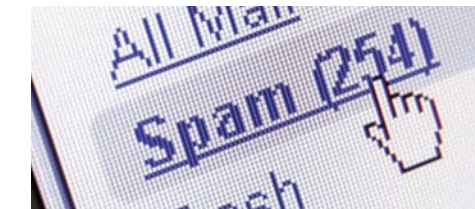
Allows you to modify the quantity to book, and can automatically change the current Budget Payment Amount for the coming year. Tickets may automatically be created and printed if desired.

Fuel Manager with Tank Management

Provides better control over your fuel business. Fuel Truck Point of Sale and Commodity Manager are also available.

Spam Filtering

Save time and frustration by eliminating the need to sort through, handle, and delete all of those unwanted emails. Also stops certain Virus and Phishing attacks.



Farmer CoopMetrics Benchmarking

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



The Oakland system now supports the ability to send trial balance information directly to the CoopMetrics website. This file will be generated after

every general ledger period end update and the system will prompt you to automatically upload the file to CoopMetrics.



The file can also be generated by running a trial balance and selecting the delimited text output option, and then you will be prompted to create the CoopMetrics file.

CoopMetrics Features

- Compare your total company to a large number of other cooperatives
- Compare your company to self selected peer groups of cooperatives
- Compare locations within your company
- Measure your growth by department year over year
- Identify trends and anomalies within your financial statements
- Identify strengths and areas of improvement in your organization

Contact Info

Farmer CoopMetrics Benchmarking

Address: 2515 University Blvd., Suite 104
Ames, IA 50010-8263

Phone: 515-292-2667

Fax: 515-292-1672

E-mail: info@iowainstitute.coop

Version Update Review

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



Typically, over 100 software requests from our clients are included in each of our updates. While the Release Note option on your main menu will certainly give you the highlights for changes made to each of your modules, there are some changes that sometimes go unnoticed. I would like to cover a couple of changes that have been very useful to our customers, but maybe not noticed by all.

Sales by Customer Report – Label Codes

We have added a feature to the Sales by Customer report which will now not only let you run the report based on customers in any label code, but it will also let you populate or append a label code based on the criteria you used in the report setup.

This has been a great help making sure that you have all of your customers included under a label code. Just select the appropriate label code needed for the report setup at the bottom of the screen, or create a new label code and let the report populate the label code for you.

Sales History Report

The Sales History Report, or top customer report, allows you to track your top customer sales for any product, product groups, categories, or total company sales for any location, groups of locations, or company wide. The flexibility of the report allows you to be as specific or generalized as you wish.

Located in the Special Reports menu of Inventory, this is another great tool to ensure that your top customers in any product or product range aren't going unnoticed.

Grain Manager - Monthly Handling Report

In response to our customers changing needs, Grain Manager has added a Monthly Handling Report that gives grain usage by monthly totals.

Previously the same information could be accessed, but was very time consuming through the Ticket Report Detail. The Monthly Handling Report will print monthly handling values by range, commodities and selected or combined locations.

This report will give the user total bushels 'Received In', 'Loaded Out', 'Transferred In' and 'Transferred Out' for the selected range of months, locations and commodities. To run the report, go to Position, Shrink Adjustment, and Monthly Handling Report.

Getting to Know Us

In this segment we are going to help you get to know us better by sharing some information about our staff. We'll start with Shirley Becker.

Shirley is an integral part of our Grain System Support staff. She has been with Oakland Corporation since December 16, 1997. Before joining our staff, she was employed by a farmers cooperative in north central Iowa for 9 years in the grain and accounting departments.



She has an Associates Degree in Computer Science from Iowa Lakes Community College, and a B.S. in Human Resources from Briar Cliff College.

Shirley and her husband, Roger, live in Story City. They are the parents of 5 grown children, and have 9 grandchildren. So baseball and softball games as well as spending time with the grandkids are an important part of their lives. Roger works for a security firm in Ames.

When Shirley is home, chances are you'll find her putting together another beautiful quilt for a wedding, birthday or anniversary of family or friends.

Your Business to the World

Connecting

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Story City, Iowa 50248
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515-733-4821 (fax)
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