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WINTER 2008-09

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Change for the Better

By **Chuck Carlson** • Vice President
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As harvest season and the political season come to an end; we find ourselves overwhelmed with change and dealing with change.

From the fluctuation and uncertainty of commodity and energy prices, to what will our newly elected officials truly change for our country, state, and communities; **Change** has been the buzz word for 2008.

We can either allow change to happen to us, which in most cases is negative; or, we can be proactive and change things before they happen to us to ensure more of a change for the better.

How are you and your organization dealing with change?

Is it happening to you, or are you leading the way. Oakland has been dealing with change for over 25 years.

We have seen agribusiness companies that are open to change, as well as others who insist on doing things the same as they have been, *“because we’ve always done it this way.”*

Is your organization at a point where it needs a change?

Do you need to reanalyze not only what you do, but how you do it?

Are your internal processes efficient or not?

Does your system do what you want it to?

If not, why not?

Is there a better way?

For those of you on an Oakland system, the Support Staff can help you decide if a process needs changing by assisting in defining what your different options are. If you require deeper analysis, Oakland can come on-site to upgrade your “Needs Analysis”.

If you do NOT have an Oakland system, we start with a **“Needs Analysis”** and build a system and processes to fit your organization before the Oakland system is installed. Conversion from your current system to an Oakland system is well defined **before** the Oakland system is installed.

So, change can be good or bad, depending upon how it is defined and executed. Oakland can assist you with change for the better.

All you have to do is ask!

As mentioned, if you are already an Oakland client, please contact our experienced Support Staff for assistance

Oakland Support - 800-733-0676

If you are NOT an Oakland client, we invite you to contact one of our Sales Staff

Arlen Oakland - 800-383-5114 ext 104

John Mogren - 800-383-5114 ext 115

They would be happy to help you find *your change for the better for 2009!*

We Welcome All of our New Clients to the Oakland family of system users, and as always, We Thank All of You for your continued business!

Have a Great Holiday Season, and remember to keep Christ in Christmas!!

New Oakland Clients

- Barilla America, Inc.
Bannockburn, Illinois
- Estelline Community Oil
Estelline, South Dakota
- United Farmers Mercantile Coop
Red Oak, Iowa
- Lyon County Coop Oil Company
Rock Rapids, Iowa

Holiday Closings

Thanksgiving

Thursday, November 27

Friday, November 28

Christmas

Wednesday, December 24 (12-5PM)

Thursday, December 25

Friday, December 26

New Year's

Thursday, January 1

Check out our new website
www.oaklandcorp.com

CONTRACT PRINTING

By **John Lounsberry** • Client Services Manager
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One of the new features added to the latest update of your Oakland system is Contract Printing.

As an addition to Commodity Manager, Contract Printing will allow you to define the products for contract printing, define the contract terms and wording, and then print those contracts right from the creation of the original booking ticket.

The Contract Printing option will also allow you to track the signed and unsigned contracts. Contract Printing is a great addition to the other Commodity Manager features: Long/Short report, Vendor Contract reports, and Futures Contract reports.

If you have any questions on this or any of Oakland's products, please give any of the Sales or Support staff a call.



Getting to Know Us

This month's spotlight is turned toward **Tim Vande Kamp**.

When Tim came to Oakland Corporation in November of 1996 he brought with him 19 years of local cooperative experience. Making his total experience in the agricultural field 31 years. He is part of our Accounting System Support Team and is our specialist in General Ledger, Financial Reports, Payroll and Time Entry.

Tim and his wife, LaVon, live in Gilman, so his commute is a large part of his day, driving approximately 60 miles one way. They have 4 grown children and 4 granddaughters to keep them busy in their down time, as well as Lucky their Terrier. LaVon works with JC Penney in Marshalltown, and has her own Avon dealership.

Tim is active in his local Methodist Church, which includes being their treasurer, and cooking breakfast for the weekly Men's Fellowship Group. He enjoys watching sports, particularly the Iowa Hawkeyes and Chicago Cubs, and playing golf. He also enjoys jam sessions with his musical neighbors, woodworking and spending quality time with his family, friends, and constant companion, Lucky.

Featured Products



Arlen Oakland • Sales Representative
aoakland@oaklandcorp.com

Is it time to upgrade your Workstations?

If the PC workstations that your staff is using are 5 years old or older, it probably is time to update them with a new Desktop or Laptop computer. I think it is important to keep the tools that your people use up to date, so that they can efficiently perform the necessary tasks at hand. Productivity improves, and everyone wins.

Please call me when you are ready to upgrade your computers, as we provide business class Desktop PC and Laptop solutions at very competitive prices.



Two Screens Are Better Than One

Just this past year, I replaced my Desktop PC with a new Laptop, and kept my existing monitor as a second screen so that I have an expanded desktop. The Laptop easily allows me to have my normal screen, and by connecting the old monitor, I have twice the viewing area.

This allows me to have an extra screen to bring up Word documents or Spreadsheets that I can view while working in another screen. I can easily jump from one screen to the other when needed. By the way, you don't have to get a Laptop to do this, as we could add a video card to an existing Desktop PC that can have two monitors attached.

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

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

PDF Reports

We have the capability to print any report in the Oakland system to a PDF file so that you could easily email it to someone else.

Please give me a call if you are interested in doing this.



Ticket Email

We have the ability to automatically create and email Invoices to your customers. We have a field in Accounts Receivable Customer information that will allow you to identify which customers will have Invoices emailed to them.

When Invoices are updated, the system will create Invoices that will be emailed. Please call me for more information on this.

Backup non-Oakland Files

Have you ever lost a Word or Excel document, knowing you should have made a backup? We know it is tough to remember to always backup your non-Oakland files; that's why we offer a File Server solution.

Our File Server solution is an additional Linux server that you can store your personal documents on, and can be backed up each night. This is a great way to make sure that your documents are backed up for safe keeping.

Please give me a call if you have any questions, or would like to do this.

WEIGHING & SCHEDULING OPTION

By **Larry Young** • Client Services Representative
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A new option is now available that allows you to track the weights of anything you weigh and keep maintenance records on any of the equipment you own.

The new option works quite nicely with the fertilizer module. This module, when used in conjunction with the Fertilizer module, will allow you to manage the weights of NH3 deliveries as well as blended fertilizer products plus, keep maintenance records on all of your company's equipment used in agronomy.

Features

- » "Easy to Use" entry of the weights of the NH3 tanks as they leave and return to your facility.
- » "Easy to Use" entry of the weights of blend sheets.
- » Group the tickets to be billed:
 - When the ticket is entered
 - Anytime before billing
 - During the billing process
- » Apply tickets to any group or blend sheet or simply select tickets later from a point of sale batch and bill.
- » Create as many groups for the producer as needed to segregate tickets
- » Custom design the maintenance records you want to keep on all of your fertilizer equipment
- » 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 NH3 tanks outstanding with an estimated net weight
 - A variety of maintenance records

EASY STATEMENT PRINTING

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



New service eases the pain of printing, stuffing, and mailing statements.

Oakland Corporation is pleased to announce an alliance with Des Moines based, Mail Communications Group(MCG) to offer statement laser printing and mailing services to its co-op clients.

The labor intensive, time consuming hassle of printing, folding, stuffing, sealing, metering, and mailing monthly statements (and other mailings) can now be a thing of the past.

Interested?

Rich Bates with Mail Communications Group is ready to answer your questions and give you more details.

Rich Bates

Mail Communications Group

515-727-7752

rbates@mailcommunicationsgroup.com



how it works

1. At month end a statement data file is sent from your computer to MCG via secure file transmission.
2. Once MCG receives your file it is immediately processed; addresses checked for accuracy, change of addresses detected, reports are generated and emailed to you.

Finally, your statements are formatted for output and made available for your preview on the Internet via your own private, secure, login.
3. Once on the Internet, you have the opportunity to:
 - Review the statements
 - "Pull" individual statements you do not want to be mailed
 - Add messages to individual statements.

You control when the statements are ready to go.



4. Once released, your statements are printed on attractive, high quality statement paper of your choosing, folded, inserted into windowed envelopes along with a return envelope, metered, then mailed.
5. MCG provides everything necessary; paper, envelopes, return envelopes, and postage. You pay one, competitive, flat price for each envelope mailed.
6. You no longer have to stock paper, envelopes, return envelopes, fill the postage meter, etc; that's part of the Mail Communications Group service.

www.oaklandcorp.com

800-383-5114 (toll-free)
800-733-0676 (Support)
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OAKLAND
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permit
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