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Enhanced Software

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Thank You to all of those who could attend our 2011 Summer Conferences! During those conferences, we introduced our New Enhanced Software.

As you can see in Figure #1, Enhance Software is an addition to our overall Accounting Suite of products.

What exactly is (ES) Enhanced Software?

Enhanced Software allows you to customize current and historical General Ledger data from your Oakland system, with drilldowns to the detail.

That means you can retrieve detail throughout the Oakland system, not just the GL. Plus, it includes an option to download any of this detail directly into Microsoft Excel®.

Why would I want Enhanced Software?

Enhanced Software provides the ability to view up to 60 months of detail to analyze and monitor your business activity, as well as assist in spotting trends and forecasting future results.

Financial Statements tell what happened in the past. Enhanced Software can help you spot trends, forecast future activity, and reduce risk in your business; to proactively manage your business.

Holiday Closings

- **Thanksgiving**
Thursday, November 24
Friday, November 25
- **Christmas & New Year's**
Our holiday closings for Christmas & New Year's are to be determined as they both fall on weekends.

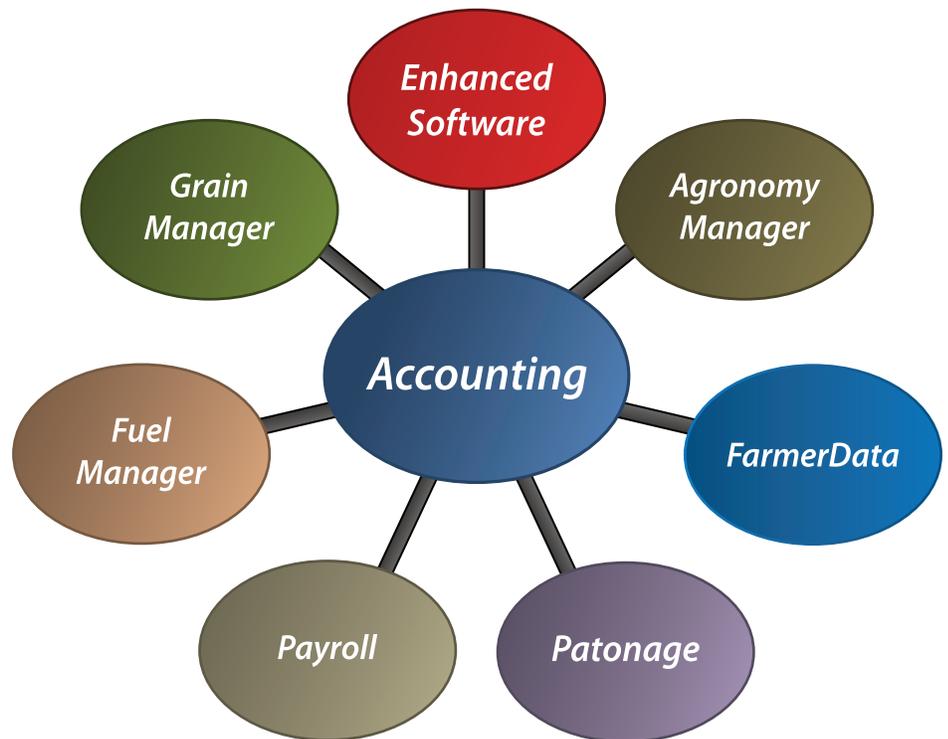


Figure #1

The GL Template Builder allows you to build a customized set of data from the Oakland General Ledger which can be exported to Microsoft Excel. The Oakland ES - Excel OLAP Connection builds on the foundation of the GL Templates and allows you to bypass the GL Template export step and gives you direct access to the GL Templates from within Microsoft Excel.

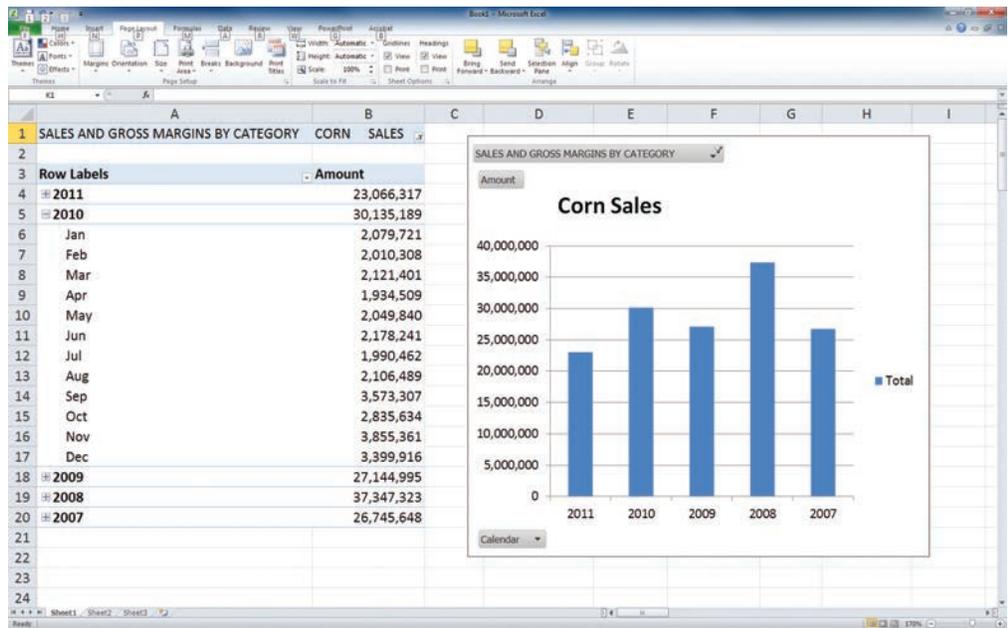
The GL Templates are the foundation of the Excel OLAP Connection. Oakland ES is installed with default templates that get you up and running quickly. But, we encourage you to modify the existing GL Templates or start from scratch and build your own custom GL Templates.

The template can output summaries by multi-year, single year or a range of dates and filter by location and department. Contact Oakland Support if you need assistance setting up new GL Templates or using the default GL Templates.

The first step of using the Excel OLAP Connection is to connect to a GL Template. Microsoft Excel provides an out-of-the-box data connection to connect to the GL Templates. This connection gives you the ability to filter, drill-down and chart your GL Templates directly within Microsoft Excel. The Excel OLAP Connection uses the Microsoft Excel Pivot Tables & Pivot Charts to display the GL Templates.

You don't need to be logged into the Oakland System to access the GL Templates through Excel OLAP Connection. The only requirements are Microsoft Excel and a username/password if your GL Template is password protected.

The Excel OLAP Connection is currently scheduled to be released in early 2012. You can get early access to the beta release of the Excel OLAP Connection. Please contact us if you would like to be part of the beta.



Business Dashboards

Microsoft Excel is one of the best applications for dashboard reporting. Excel provides a robust set of charts and other dashboard tools that are easy to use and difficult to match. Charts are a great way to analyze data, find trends, and forecast the future to help you make decisions now.

Oakland chose Microsoft Excel as our initial dashboard client. We made this decision for a three main reasons:

1. **Marketshare**

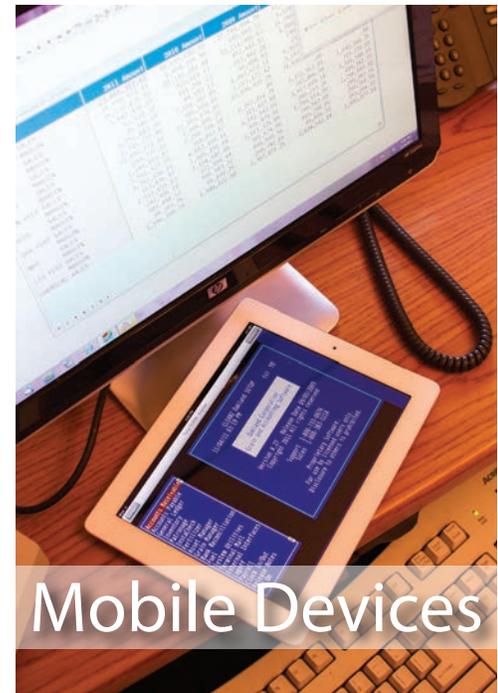
Most of our clients already have Microsoft Excel.

2. **Familiarity**

Most of our clients know how to use Microsoft Excel. The end-user can sort, chart, and filter the data without learning something new.

3. **Exportable**

Microsoft Excel is usually the place data ends up. Many of our clients already export the views in Oakland to Microsoft Excel.



With the rise in smartphone and tablet devices, Oakland is exploring possible solutions for your mobile needs.

Currently, there are 3rd party apps that support Oakland Grain & Accounting on mobile devices.

We'd love to hear what devices you're using and how you would like to use them with Oakland. Contact Oakland Sales for more information about device compatibility.

SOFTWARE REQUESTS

We love input, it's one of the key forces that drives our development process.

If you would like to see a new feature or change an existing one, please tell us about it.

Software requests provide you a channel to how the software works. Your requests and ideas make great software better.

Making a software request is easy. Simply call or email Oakland Support with your software request. Oakland Support adds the request to the Software Request Database.

Oakland Development evaluates the requests and implements the approved requests into the next version of Oakland Software.

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Getting to Know Us

John Lounsberry

When John Lounsberry started his career with Oakland Corporation in



1997, he brought with him 13 years of Cooperative experience, which included all 13 years as the controller and 1 year as the general

manager. Prior to that, he spent 4 years working as a CPA with a firm in north central Iowa.

John is the System Support Director, and covers all aspects of the accounting system support, as well as being an integral part of the Demo Team, going on location to show the Oakland System to potential new clients. John also does training, whether on-site or here in the Story City office.

John grew up in Zearing, Iowa, and spent many hours working in the family grocery store before attending the University of Northern Iowa, graduating with his BS in Accounting.

John and his wife Lorijo live in Story City and are the parents of three grown children: Brian, who works with special needs children, Kevin, is a supervisor at a marketing company, and Lynn, who is currently a sophomore at the University of Iowa. Lorijo works in inventory control for Mary Greeley Hospital in Ames.

John is the Junior High Sunday School teacher and Lorijo is the Financial Secretary at Grace United Methodist Church here in Story City. John also enjoys golfing.



Version 4.53 Update

John Lounsberry
Support Representative
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On the latest version update to your system late this summer, five reports in Inventory now have the ability to view the report results and drill down on the results without printing or before printing. This will give you the opportunity to view the information and/or take it to *Microsoft Excel*.

The five reports are Sales by Product, Sales by Customer, Product Activity Journal, Product Margin Report, and Customer Margin Report. This option does require Thoroughbred 8.7.1 or higher to use.

Coming soon... Development is now working on the ability to make and store Quotes in the system. This will be a great addition to the software. You will be able to create a quote for a customer, print, and save the quotes, with prices and an expiration date.

From that point, you can call up the quote and create an order for it, with the end result of taking it all the way through billing. We are looking forward adding this to the accounting software soon.

FEATURED PRODUCTS

OAKLAND ES (Enhanced Software)

Oakland ES (Enhanced Software) is next generation of Oakland Software. It utilizes the new XML capabilities of the Oakland System. The GL Template Builder allows you to build custom reports with multiple drilldowns. (Read more about the GL Templates on page 2).

The Oakland Commodity Gauges are a small, lightweight app that monitors the current position of the any commodity in the Oakland Grain Manager or the Oakland Commodity Manager and notifies you of changes.



Coming soon to the Oakland ES is the Excel OLAP Connection which allows you to access the Oakland GL Templates directly from Microsoft Excel. (Read more about the Excel OLAP Connection on page 2).



FarmerData Online Payments

Take advantage of FarmerData ACH Online Payments. FarmerData ACH gives your patrons a easy way to pay their bill. Choose between autopay or allow your patrons to schedule payments.

The Premium\ACH FarmerData also includes Online Statements. FarmerData Online Statements gives your patrons access to a digital copy(PDF file) of their monthly statement. FarmerData notifies your patrons, via email, when new statements are posted.

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

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

Premium Email

Premium Email is a robust, hosted email solution that provides 24/7/365 uptime, remote access, spam filtering and shared email, contacts, & calenders across multiple devices and computers. Easily add/remove email users, create email groups, share contact lists and add calendars from the web-based administration page. Continued software support for the newest devices like iPhone 4S, iPad 2, & Android smartphones and tablets.



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