



OAKLAND
AGRI-BUSINESS SOLUTIONS

connect

SPRING 2012

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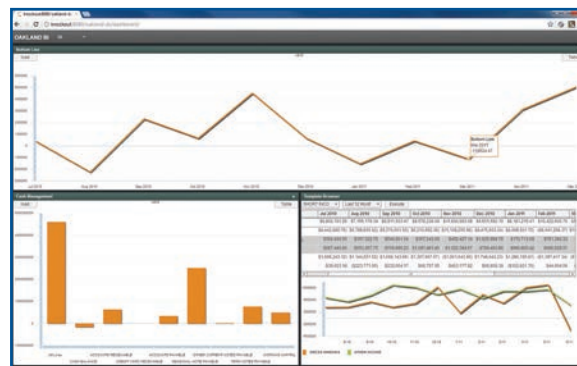
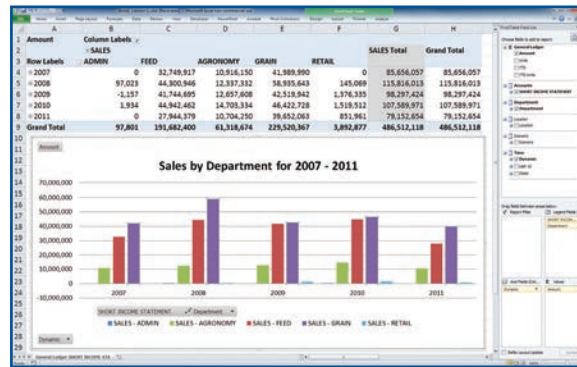
Oakland Management Suite (OMS)

By Paul Oakland • Development • poakland@oaklandcorp.com

Oakland is pleased to announce the release of Oakland Management Suite (OMS). OMS provides instant access to critical company data for management and decision makers. Data can be custom defined by user to maximize productivity and security.

Some of the key features include:

- Ad-hoc filtering
- Drill-down to detail
- Direct Data Connection to Excel
- Dashboard design for quick view of critical data
- Easy & Secure access to critical data in an intuitive environment



Oakland Management Suite (OMS)

is a step beyond our Enhanced Software (ES) we introduced in 2011. For those of you who have already purchased the ES, you have been automatically upgraded to OMS.

Holiday Closings

- **Memorial Day**
Monday, May 28
- **Independence Day**
Wednesday, July 4
- **Labor Day**
Monday, September 3

Oakland Conferences

- **I.T. Conference**
Tuesday, July 17th
Wednesday, July 25th
- **Summer Conference**
Tuesday, July 31st
Wednesday, August 8th
- **Agronomy Training**
Late August / September
(Dates will be announced soon)

Please contact us for more information or to sign-up

Contact info:

- general@oaklandcorp.com
- 800-383-5114

OMS Analysis with Microsoft Excel

OMS gives you the ability to access your Oakland data through Microsoft Excel. You don't have to worry about multiple spreadsheets, across multiple computers. OMS is connected to Microsoft Excel through a Microsoft Office Data Connection. This allows you to refresh the spreadsheet data from within Microsoft Excel. Create reports based on your personal interests, use ad-hoc filters, drill-down to detail, and use Excel Charts to spot trends for forecasting and analysis.

Drilldown to details

Amount	Column Labels
SEASONAL NOTE PAYABLE	
+ OTHER CURRENT NOTES PAY	
+ TERM NOTES PAYABLE	
- WORKING CAPITAL	
1-010-00-0	CASH ON HA
1-020-00-0	CASH IN BAN
1-022-00-0	CASH IN BAN
1-025-00-0	WACHOVIA -
1-026-00-0	CASH IN BAN
1-030-00-0	CREDIT CARD

Amount	Column Labels	2010	2009	2008	2007	Grand Total
1-010-00-0	CASH ON HAND	1,700	2,100	2,200	2,200	9,900
1-020-00-0	CASH IN BANK-FIRST	35,166	47,234	217,673	551,641	1,686,350
1-022-00-0	CASH IN BANK-W	15,820	16,323	9,302	0	41,645
1-025-00-0	WACHOVIA - CASH IN BANK	-607,826	-1,419,094	-1,124,378	-831,068	-4,307,497
1-026-00-0	CASH IN BANK - CONDO	112	112	0	0	225
1-030-00-0	CREDIT CARD	21,793	1,811	1,200	725	29,147
1-100-00-0	ACCOUNTS RECEIVABLE	8,405,047	4,463,357	5,254,243	7,438,531	31,763,570
1-110-00-0	ALLOWANCE FOR BAD DEBTS	-300,000	-300,000	-300,000	-300,000	-1,200,000
1-130-00-0	CUSTOMER NOTES RECEIVABLE	89,654	185,878	148,213	959,866	408,144
1-190-00-0	DEFERRED TAX BENEFIT	20,554	20,554	-179,307	72,841	-91,442
	Grand Total	31,763,570	31,763,570	31,763,570	31,763,570	31,763,570

Choose your specific interest with ad-hoc reporting

General Ledger

- Amount
- Units
- YTD
- YTD Units
- Accounts**
 - CASH MANAGEMENT
- Scenario**
 - Scenario
- Time**
 - Dynamic

Filter & sort to answer your specific question

Amount	Column Labels
ACCOUNTS RECEIVABLE	
2007	6,202,393
2008	7,438,531
2009	5,254,243
2010	4,463,357
2011	8,405,047
Grand Total	31,763,570

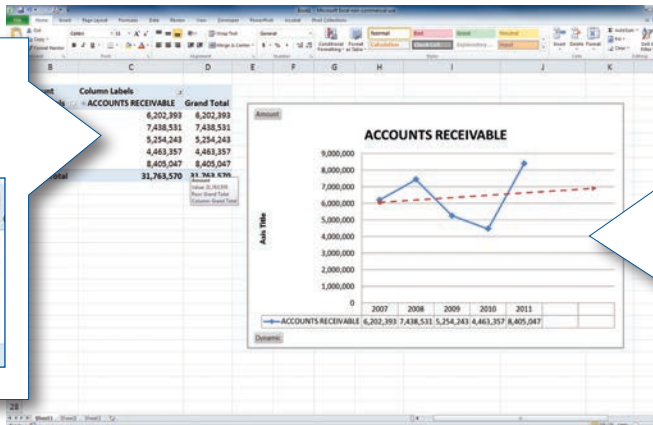
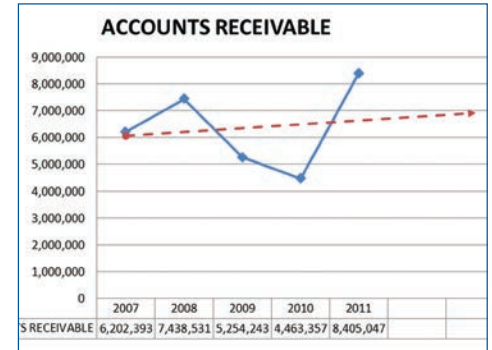


Chart your report and visually identify trends & forecasting



Agronomy Module Enhancements



Larry Young
Support Representative
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Currently, changes are being

made in the Agronomy Module of your Oakland software. **This New Development is scheduled for release in the Fall of 2012.**

Oakland's main goal with making these changes is to make our software more user-friendly for our current clients, as well as being more appealing to prospective clients. We also want to continue with our goal of developing processes that help eliminate as much double data entry as possible for our current clients using other software providers in conjunction with their Oakland Agronomy software.

We plan to send e-mails out sometime this summer inviting Oakland agronomy module users to an Informational Seminar

on these agronomy enhancements. **The seminars will be scheduled with dates in late August and early September 2012.** If you are not receiving this newsletter by email and are a current user of the Oakland agronomy module and would like to receive an invitation to this seminar, please be sure to send your email address to:

lyoung@oaklandcorp.com

Don't forget to sign up when announced to attend one of our Informational Seminars and learn about the new enhancements.

Getting to Know Us

Arlyn Hansen

Oakland Corporation is pleased to welcome and introduce to you our newest employee, Arlyn Hansen. When Arlyn started working here mid-December 2011, he brought with him 3 yrs of Information Technology (I.T.) experience.



Life at a Co-Op Elevator is very familiar to Arlyn.

Having grown up in Ringsted, Iowa, the son of a long-time Co-Op manager, he spent many hours helping out around the facility, including running the grain probe.

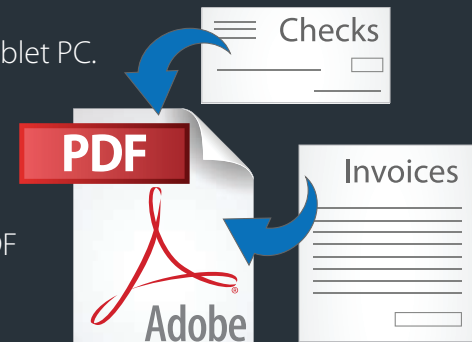
After high school he attended Wartburg College, graduating with an AA in Business and a BA in Psychology. Finishing up with his Masters in Divinity from Bethel Seminary in St. Paul, MN.

He and his wife, Sarah have been married for 13 years and live here in Story City with their children, Grace age 3, and Isaac, 15 months. They are very active in their church. Arlyn enjoys spending time with his family, music, watching sports (especially football) and is an avid Hawkeye Fan.

Please join us in welcoming Arlyn as the newest member of our I.T. / Hardware department.

Oakland I.T. Conference July 17th & July 25th

- Introduction of "IT" Staff – Some changes in our Staff.
- Discuss LightEdge (Secure Off Site Data Storage).
- Overview of our Premium Email product, and why you should consider using it.
- Show the new VPN 2.0 and why you should want it. Discuss upgrade pricing.
- Overview of IM Chat for Support.
- Demonstration of our Windows 7 Tablet PC.
- Explain and Demonstrate the New Servers with Remote Management Module (RMM3).
- PDF Invoices, Email Invoices, and PDF Checks capability
- Trends in Virtualization



Training Opportunities



John Lounsberry
Support Representative
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We would like to announce new training opportunities for all of our clients for 2012.

The training sessions will be created by YOU, for YOUR staff's needs.

Are there items you currently use that you would like additional training on? How about modules or menu items that you don't currently use, but would like to know more about? It's your choice!

The training session will be two hours long and done via WebEx. You can have as many of your staff join the training session as you would like, either in a group, or from their own work stations.

The cost.....FREE!

This is a great way to get more out of the Oakland system and have all the key people on your staff participate, without the time and cost of travel.

Please take some time and look through the modules, forward this to key staff members to do the same, and come up with a list of topics that are important for your company to cover in a two hour session. Once you have that done....call us or email us so we can get your training session scheduled.

FEATURED PRODUCTS

New Quoting Module

Oakland Corporation has developed a new Quoting Module that should become a valuable tool for many of our customers. Although we developed this new module for a client with their Lumberyard in mind, We believe that this module will become valuable for many of our clients that have other types of service related businesses.

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

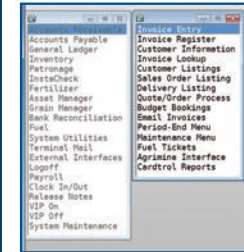
Features

1. The new Quoting module can build a Quote or materials list with prices that can be printed for your customer.
2. You can build and save 'Templates' for certain types of projects, and then bring them up and modify them for a new Quote for a customer.
3. You can assign an ending (expiration) date for the Quote.
4. The cost will be captured by the line, or the cost can be manually entered if it is for a special order product.
5. Profit & Loss by the line and/or Total at the time of creating the Quote.
6. Print this out historically to see what the profit or loss was for a certain project.
7. Quotes can be turned into an Order that can be printed and signed by the customer, if need be.
8. Print Deliveries to be made for a date or range of dates so that your staff can plan what needs to be done.
9. Deliveries (Partial, Full, or an Over Delivery) can be made for an Order at any time.
10. Turn Deliveries into an Invoice when wanted. You also can have the system automatically add a Surcharge for fuel (or whatever) when needed.

Custom Menus

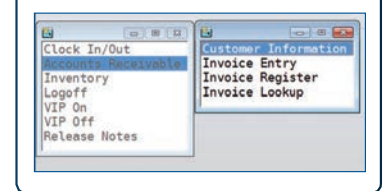
Over the years many enhancements are made to the various modules and reports within the Oakland system. In recent years menu security and limiting access to certain areas of the system has become increasingly important.

Standard Menu



We have now taken that concept one step further. By login, we can customize the menu options that are even visible to certain users. For example, a counter point of sale user could be limited to Accounts Receivable, Inventory, Time Entry, and Logoff.

Custom Menu



This would make navigation in the system much simpler, and make your employees more productive. Please contact us if you are interested in applying this to any of your user logins.

www.oaklandcorp.com

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800-733-0676 (Support)
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OAKLAND
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permit
here