

# Fairport News

E-mail: [mail@fairport.com.au](mailto:mail@fairport.com.au)

Web Site: [www.fairport.com.au](http://www.fairport.com.au)

17 Charles Street, South Perth WA 6151

Phone: 08 9367 5814

Facsimile: 08 9367 5823

PO Box 1046 SOUTH PERTH WA 6951

## IN THIS ISSUE

<b>Welcome</b>	<b>1</b>
<b>Roger's Ramblings</b>	<b>1</b>
<b>Award Winning Clients</b>	<b>1</b>
<b>Colin's Column</b>	<b>2</b>
<b>Dealer News</b>	<b>2</b>

## Welcome

Once again we welcome all of our clients, especially those of you reading the Fairport News for the first time!

## Roger's Ramblings

Once again all here at Fairport have been very busy over the past 3 months.

The development team has been working on several fronts. In the process of building numerous new features for one of Australia's biggest wine companies, PAM AusVit has been getting plenty of attention. With the wine industry in a bit of a crisis at present, monitoring of production costs has never been more crucial. Our client has been running all their vineyard staff through a period of four weeks of training and the feedback has been very positive. It was also a great way to find any lingering glitches in the software in readiness for it going "live" in November.

William, who many of you would have met over the telephone, is also our main tester, IT administrator, supporter ... jack of all trades ... has been also busy adding features to Pocket PAM for Saratoga Holdings, Australia's leading macadamia grower, to streamline their crop scouting processes. These features are also of relevance to PAM AusVit users.

Meanwhile the livestock and IAR sections of PAM has been getting some attention and those of you using these section can expect to see some improvements in performance in a version to be released soon (most likely before the end of October).

FarmStar: Our mapping guru, Mikhail, spends his entire time working on the precision farming module, adding support for more and more on board devices. FarmStar's capabilities were on show at the recent Precision Agriculture Symposium and the feedback we received from

that was encouraging. At the time of our last newsletter, Mikhail was in Russia working off-line and enjoying the Siberian summer. He arrived back in mid-September.

Hosted Software: We now have our new servers installed and running and enjoying the extra speed they are giving us. More and more people are asking about our hosting option – where you can log in via the internet and access and run your PAM from anywhere. We have people running both PAM QA+ and PAM Enterprise as a hosted service. This service overcomes various problems but mainly the problems people have with providing access to their PAM data from various geographical locations.

Henry, our man in North America has been extremely busy making contact with lots of prospective clients in all corners of USA. Colin spent some time with him in Washington State and British Columbia a couple of months ago and is the planning stages of another trip early to mid-November.

PAM Enterprise: We welcomed several new PAM Enterprise clients to our list in recent times and we are anticipating several more between now and the end of 2009.

Over the past three months I have made a quick trip to New Zealand to touch base with all our friends at Landcorp in Wellington and another to touch base with our friends at AAco in Brisbane. Over the next 2-3 months we'll be working to improve some of the livestock functionality for these folk and of course all other PAM users will get the benefits as well.

## Award Winning Clients

Fairport would like to congratulate PAM users Barry, Roslyn and Gemma O'Dea on their recent recognition...

Margaret River in Western Australia is best known for its wine production but it can also boast of award-winning olive oils.

Alexandra Bridge Olives of Margaret River has been named Best WA Oil of the Show and Best Oil of the Show at the Perth Royal Extra Virgin Olive Oil Competition, which was judged in August.

## Colin's Column

Quite a bit has happened since the last Newsletter. The visit to the USA & Canada was very successful and judging by the people Henry (USA Business development Manager) and I spoke to over the two weeks there is some great potential for PAM to be used to manage their operations. Many of the large operations we spoke to do not have anything like PAM to keep all their records, many still have manual recording systems. A follow up visit is planned for the beginning of November (I'll need my Ugg Boots!!).

PAM Enterprise really starting to take off now as more corporate farming operations want to have the same control on production costs as the family farm. We now also have PAM Mid Tier Enterprise to cater for those midsized operations that want to centralise their data but don't need all the features of the full Enterprise version and don't want any enhancements made or interfaces into other systems.

On arriving back in Australia from the USA I was on another flight to Dubbo to install PAM Enterprise for Clyde Agriculture and run a training session for their Managers. Allison will be back there in October to do more training on the Individual Animals & mapping sections of PAM.

BTG Australasia in South Australia also had PAM Enterprise installed by me in September all went well with their Data & Maps being converted from a standard PAM backup.

Farmstar is still being improved and I have been working with Mikhail on testing and fine tuning all of the new features ready for harvest data to start coming in.

Our PAM SaaS (Hosted) service keeps getting more users coming onboard. We are finding where clients have more than one person entering data on separate computers they are moving to this solution. They can see the advantages of always having the latest version, secure daily backups, not having to set up a network or send backups back & forth and being able to access the data from anywhere. If this sounds like something you need I can arrange for you to have a demo login to see how it works.

I will be talking to many of you over the next few months when you start importing yield data, to everyone else all the best until the next newsletter.

## Dealer News

**AG-IT: NSW & QLD**

FarmReady registered PAM QA Plus courses!

Thank you to all that attended the QLD FarmReady training days in August.

We will be organising some NSW training days for after the school holidays in October.

Anyone interested please contact AG IT, or fill out the online form: [www.agit.com.au/training](http://www.agit.com.au/training)

All the best, until the December newsletter.

Paul Olsen

Ag IT

Ph/Fax: (07) 3802 1458, Mobile: 0419 727 086

Email: [paul@agit.com.au](mailto:paul@agit.com.au)

**Booth Technology: WA**

We have recommenced our weekly PAM Courses in the Perth office scheduled for Friday mornings. Booth Technology also has registered PAM courses with FarmReady for those eligible for the FarmReady training grants. Please ring Don on 93988707 or 0412360608 to arrange for training.

We would like to apologise to all our clients for being absent at the Field Days this year. We intend to be at the Wagin Woolorama, Dowerin, Mingenew and Newdegate in 2010. Booth Technology is also happy to entertain request for Farm visits for onsite computer servicing, maintenance and repairs, along with PAM training or seminars/workshops. Please contact our office for more info.

The Booth website is in the process of being revamped, please feel free to email me any request for pages or info, or links you would find useful. There will also be an online shop where you will be able to order computer hardware, software and consumables and have it shipped directly to you.

Don Silva

Booth Technology

Phone: 08 93988707 Fax: 08 93988705

Email: [don@boothtech.com.au](mailto:don@boothtech.com.au)

**FarmTek Australia: VIC, SA & TAS**

Contact FarmTek directly to discuss times and availability for some ON FARM tuition.

Joanne Richardson

FarmTek Australia

Ph: 0429930770

Email: [Joanne@farmtek.com.au](mailto:Joanne@farmtek.com.au)