

Fairport News

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Welcome

Welcome to all our new and existing clients and especially those of you reading the Fairport News for the first time!

Roger's Ramblings

It has been great to catch up with a good number of our Eastern States clients on the telephone and to hear of their good fortune with the weather this year. Farmers in the eastern half of Australia have certainly been having much more fun this year than those on our side of the country, and more fun than they've had for a long time. I feel sorry for those of you doing it hard here in WA.

In the past few months we've been moving along with our software developments on several fronts. Mikhail (our mapping developer) has been working remotely from Russia on our precision farming module (FarmStar) rewrite. There is not much to show at the moment, but very soon his efforts will come together in a new release.

The Pocket PAM rewrite continues in earnest. We recently released a new product for Windows mobile devices in conjunction with AgIT called "AgMapper Scout". This is a combination of AgIT's popular AgMapper software and our newly rewritten gpsScout program. AgMapper Scout enables you to record geo-located crop monitoring and pest and disease observations then, using the AgMapper's built in capabilities, enables you to navigate back to the same locations to do further observations. Initially developed to satisfy the needs of the orchardists in Florida with their Citrus "Greening" disease, the program is potentially useful in any crop monitoring role. Once the data has been transferred back to PAM, map layers are automatically created showing the location of the observations.

Over the next few months all old Pocket PAM programs will be replaced by new ones. In theory the

new pocket PAM software could run simultaneously on the one Windows mobile device, but we will wait until all applications are finished before releasing the new version.

Also in these past few months Max Pro has been getting quite a lot of attention. Various enhancements to reports have been done and some general tidying up of screens, etc.

We are in the process of revamping the PAM backup & restore system and working on various fronts in readiness for a relatively major upgrade to PAM in the near future.

I have just returned from a great day at Albury with the senior management at Macquarie Agriculture. They are gearing up for an expansion into Brazil. PAM for Portuguese is all but ready for final inspection, thanks to our team (Fabio, Maximiliano, Anna and Demian) in South America.

Our Portuguese and Spanish web sites went live several months ago and we are getting a steady stream of enquiries from South America. Our agent in Argentina, Hernan Santiago, has been a huge help in getting the Spanish version of PAM ready. He is getting very keen at the prospect of showing it off soon to his clients in the wine growing regions of Argentina.

After many years of great service, Joanne Richardson (Farmtek) has left the world of farm software for the coast and boat building with her husband, John. Joanne started out as a fairport employee based from her home on the farm at Euroa, Victoria. After a couple of years we offered her the distributorship for Vistorai, South Australia, Tasmania and southern NSW. She carried out that role admirably and was well liked by all who dealt with her. We hereat Fairport wish her well for the future.

Paul Drendel and his partners at Capitis, Horsham have now stepped into the role of distributor for the areas previously covered by Farmtek. You can see Paul's contact details at the end of this newsletter.

Staff Matters

Colin has been holidaying in Greece for the past few weeks and no doubt resting up after a gruelling few months here at the office. He is due back on Monday 11th Oct.

Henry in the US has been very busy with his efforts with the citrus growers in Florida. He's got plenty happening there and getting lots of interest in our PAM UltraCrop software. Next month he will be working in New York State and Washington State now that the harvest periods are winding down in those areas.

Mikhail has had his "457" visa renewed recently so we expect to see him back here in the office in a month.

Using PAM Mid-Tier Enterprise, we are catering for livestock data management for the mob based management styles for all 4 breeding property managers whilst also catering for their 3 finishing property managers using both the mob base livestock diary and the individual animal records.

Although the PAM system is able to link the individual animal identities to the mob records, we decided to keep the individual separate in the software for this operation. On induction, animals are scanned and electronic ID's stored in separate electronic files on the computer. The file names used correspond to the source property, the age of the animal and the mobs in which they are placed. Having done this, there is no great need to scan the animals on every operation (such as veterinary treatments) as the treatment is carried out on the entire mob in which the animal belongs.

What's New?

PAM QA+ -has had a total of over 40 issues either features added to PAM or issues fixed since our last newsletter.

To keep abreast of all features and fixes in PAM, you can view this evolving list always on the fairport web site.

The list can be 'got at' from the Support Page/Additions & Fixes page on the Fairport web site.

Some things that may not get a mention on the lists include:

The irrigation recording system has had a thorough overhaul in recent months.

The IAR (individual animals) system has had more work done in the area of making use of CSV files for filtering (reports etc)

Due to the size of the operation and the size of the properties, the decision not to attach animals to PAM mobs saved having the hassles involved when one or more animals are lost, missing or unaccounted for during a move. When the animals are run through the race, they are scanned; the electronic ID is recorded as well as weight and any other trait that may be useful. On completion all of this information is imported into the PAM software for reporting purposes. This way we are able to get the full benefit of PAM's ADG reporting, the power of the "Trait Browser" and other reporting, filtering and and sorting features.

Using this system, we can determine how animals are performing with respect to their origin and also how they will perform into the future using the weight gain trends shown in the past. Animals are selected from the many thousands in the system using the files stored on induction to select the animals kept in each mob.

Dealer News

AG-IT

Northern NSW & QLD

Over the last 6 months or so we have been laying down some processes for data collection on a prominent QLD beef producer who has 7 properties in all, 4 breeding properties and 3 finishing properties.

All AgIT courses are Farmready subsidised.

Courses are flexible and can be tailored to suit the requirements of the attendees. Courses are flexible and can be tailored to suit the requirements of the attendees.

If you are in need of training for your PAM software, please let us know.

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Booth Technology WA

It was good see all those who dropped in to see me at Dowerin Field Day 2010.

For those of you who were not aware, we run weekly PAM training courses. We have Farmready approved courses for PAM and Precision Farming.

Please contact Don on 93988707 or don@boothtech.com.au to register interest.

Capitis

VIC, TAS, SA, & Southern NSW

As you may be aware, we have taken on the Farmtek business and distributorship of Fairport products in SA, VIC, Tas & Southern NSW. Whilst we have taken over the Farmtek business, we will not be using the Farmtek name, and we will be using our Capitis brand for all of our marketing and promotional activities.

Capitis Accounting Solutions is based in Horsham, and has offices in Warracknabeal & Dimboola in Western Victoria. The business first began in the late 1970's with Warren Stewart opening a public accounting practice in Dimboola, and over the years has expanded, with now a total of 4 partners and around 16 full time/part-time staff. The business offers a range of services, including tax compliance and reporting, financial planning services, audit and risk management services, and other associated business development services.

In July of last year, Capitis merged with DrenKo Business Solutions (in operation since 2002), which specialised in consulting and training in a range of

business software applications, including PAM & MYOB. DrenKo had been the Western Victorian agent for PAM over this period. The businesses merged, as it was felt that there were a lot of synergies between the two businesses, and there was the opportunity to share resources and knowledge between the two areas of expertise, which in the year since the merger, has proved to be true. The addition of Farmtek demonstrate the firms commitment into expanding services, and providing additional resources and support to specifically, the Fairport range of software products, and the agricultural sector.

We would like to continue to support all existing Fairport clients in our Distributorship area, and we will endeavour to make ourselves available for representation at Field Days or grower meetings, in conjunction with your local agents.

One of the exciting initiatives that we have introduced is on-line training. We currently have an on-line course available under the FarmReady program (which is fully subsidised), and this opens up some great opportunities to further enhance the knowledge of new and existing users of the programs, as well as providing great support. We are currently working on developing these courses, and aim to have a range on-line courses available in the new year specifically on Cropping, Livestock, Mapping, Precision Mapping and an Advanced Course.

An additional service that we also offer, is remote log in, so if you are having any particular problems that can't be resolved over the phone, then feel free to give us a call and we can arrange to log in to your system and see what's going on.

We wish Joanne all the best with her future endeavours, and we look forward to continue to build on the solid work that she has done over the last 5 years, and continue to grow the PAM brand and range of Fairport software programs.

In Closing

Until December ... Farewell from the Fairport Team