

Fairport News

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Enterprise clients Wine Growers of ARA who are in the process of planting over 1000ha of grapes.

Department of Land Information (FREE).

The area of coverage for eastern Australia has increased to encompass the region from Rockhampton to Ceduna – including Tasmania. It must be stressed however, that the “ground truthing” process has not been fully undertaken for the eastern half of Australia.



Season's Greetings

Seasons Greetings to all our valued clients and friends. Enjoy a safe Christmas and New Year period. We hope you get some time to relax.



The year has been very difficult for many areas in Australia and we sympathise with those of you who have had to bear the burden of another bad year.

Thankfully we have clients in all areas of Australia and overseas so our business has not been noticeably affected by the bad year suffered by some of our market sector.

The new year looks from here to be full of action. Colin and I will be off to Adelaide in early January. I expect to be in Queensland and in New Zealand (again) in the second half of January. I spent another week in Wellington in late November with Landcorp Farming.

We will be starting up several new PAM Enterprise clients early next year and that will mean we'll be looking to recruit some more staff to carry the extra load.

Welcome

Once again the Fairport team welcomes all our new clients who have joined us since September. Please remember, we are always happy to get feedback from our clients, old and new. So, if you have something that we should know about our service or products, please don't hesitate to tell us.

Roger's Ramblings

For the first time in quite a while there have been no staff movements since our last newsletter.

Colin has been very busy drumming up new business and organising our dealer network. During October he was in Adelaide doing Dealer training with FarmTek and the SA Dealers as well as some vineyard client training. In late November, and early December he travelled to New Zealand to visit several of our NZ PAM AusVit clients and to train and assist our prospective PAM

Pasture Watch / Pastures from Space News

New features are currently being added to Pasture Watch in readiness for the 2007 growing season. In the new year, new subscribers will be able to get started by importing a farm aerial photo directly from within Pasture Watch from the

Grape Forecaster

Uptake has again been good this year and after making a few minor modifications and enhancements to the software, the feedback from the users has been very positive. Some users have reported to us that Grape Forecaster has given them a result within 5% of the actual harvested yield. This is better than we had thought possible.

The cost to the Australian wine industry of poor crop yield estimates is enormous. Grape Forecaster is the result of many years of research into refining the techniques of grape yield estimating. There is an article in the January edition of the National Grape Grower about the software too. For more information visit the Fairport web site... Look for the Grape Forecaster page.

Fairport Club/Software Support

As you would know, Fairport Club membership entitles you to software upgrades and telephone support via the Fairport 1800 number (1800 500 195). Our clients in Western Australia and Tasmania

may also be aware that over the past few years, our distributors in those two states have had the option of obtaining the telephone support portion of their Fairport Club membership from their respective distributors.

The option of obtaining telephone support from the state distributors has now been extended to the whole of Australia.

Joanne Richardson of Farmtek offers telephone support for southern NSW, Vic, SA and Tasmania and Paul Olsen of Ag-IT offers telephone support for northern NSW and QLD.

Clients in these areas will notice a tick box option on your new Fairport Club renewal invitations as they arrive to you over the coming year. If you prefer to obtain telephone support from the local distributor, simply tick the box and fax the form to Fairport to let us know your preference. Please note though, for Farmtek and Ag-IT, Fairport will continue to collect the Fairport Club membership funds but will forward the appropriate amounts to Farmtek and Ag-IT for their contribution.

Our **South African** clients can obtain their Fairport Club membership through Senwes and in **New Zealand**, for broad acre clients contact Gavin McEwen of Fairport Farm Systems (NZ) on 021 428 467 and for PAM AusVit support services contact John Kirkman of Farm Information Technology on 0800 432764.

InfoPest Chemical Database

We have negotiated a very good arrangement with Qld.DPI whereby PAM will be able to import the list of chemicals from their InfoPest DVD or CD.

The Chemical Database module is a comprehensive addition to the PAM program. PAM AusVit users already have this module in their system and it will be included in PAM QA Plus and PAM Ultracrop in the near future.

When you have the new Chemical Database module in PAM and you have imported the InfoPest data into it, you'll be able to add new chemicals to PAM using that source of data, view MRL information, view active ingredients and warnings etc. The PAM Chemical Database module also has "hot link" access to the national register of chemicals web site where additional information for a selected chemical can be viewed.

To get all this to work in the PAM program that is coming your way soon, you will need to subscribe to the InfoPest CD service.

For more information on the InfoPest CD subscription service go to <http://www.dpi.qld.gov.au/infopest/>

Distributor News

Booth Technology - WA

Well we are at the end of another year. Harvest is over for most people and now we can all look to a few days of well earned rest. Booth Technology would like to wish every one a Merry Christmas and a Happy New Year.

We are ready and raring to go in the New Year with training seminars recommencing in February.

The office will be closed between the 23rd of December and the 2nd January. If anyone needs support during this time we will be available on our mobiles.

Stephen	0415 133725
Ben	0414 408458
Colin	0408944006

Remember now that harvest is over and seeding a ways off it's a perfect opportunity to upgrade and learn more about how PAM can aid in your farm management, call to organise training now!

Farmtek Australia – Southern NSW, VIC, SA and Tas.

Well what a strange year it has been. Traveling between the states there is only one thing that is common, it's dry. Though I am still receiving stories of the 10 inch's of rain in December, so I guess we must be in for a wet Christmas.

We are still seeking FarmBIS funding for training. Hopefully in 2007 we will have some funding for group training in Tasmania and NSW. Victoria still have 1:1 on farm funding which is great.

On Farm training is from \$260 and Group Training is \$216. Details of FarmBis funded courses for Victoria will be advertised in the Weekly Times in January, 2007 so keep an eye out for that.

Have not done allot in SA 2006 but it is one of the first training sessions I am planning. I will be

PAM News

We have been stockpiling a very significant number of new features in the PAM program source code over the past year and we are getting closer and closer to the day when these are released to all PAM users. The testing of these new features has been under way since June and is ongoing. We expect the release of these new features will happen between now and our next newsletter, so Fairport Club Members will be informed when this happens and there will be announcements in the March newsletter and on the web site.

Greenseeker

We have been very happy with the initial take up of the Greenseeker Technology during its' first year in the market in Australia. We have had most interest from researchers and agronomists but have also had quite a few farmers take up the technology. There are now some algorithms for nitrogen optimisation in Australia thanks to the work carried out by the Oklahoma University and David Cox in Esperance WA and Richard Heath in Curlewis NSW. These are available at the Oklahoma web site <http://www.soiltesting.okstate.edu/SBNRC/SBNRC.php>

visiting in January to run through some FarmStar training with Landmark. So if you are in SA and interested in training please let me know and I will extend my stay. I will send out further details as soon as things are confirmed.

The training request is on-line at www.farmtek.com.au so to get a day scheduled in your area, please go to our site and fill out the request form.

We have a new PAM distributor. Peak Farm Management. Mike and his team will be able to provide local advice and training throughout Tasmania.

Please contact me directly on 1300 553 446 or email: Joanne@farmtek.com.au if you would like any further regarding PAM products and training in, NSW, SA, Tasi or Victoria

All the best to you and your family for Christmas and here's to a prosperous wet 2007.

Regards
Joanne Richardson,
Farmtek Australia



Ag-IT Northern NSW & QLD

We would like to take this opportunity to thank those who have supported Ag IT in its first year of business. It has been great to work with you and we certainly do hope that we

have provided a worthwhile service to you all.

Fairport have great things lined up for the PAM software for 2007 and I am sure that you will be pleased with the improvements.

The Ag IT Data Warehouse has undergone some improvements which many are taking advantage of.

If you are in need of an offsite data storage service, create an account at: www.agit.com.au/warehouse. Don't forget that this service is FREE to Ag IT support members.

We would like to wish you all the best and hope you all a safe and merry festive season.

Regards,
Paul Olsen

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Maelroan Computers – WA

Many of us will not be sorry to see the end of 2006. The past season has been a really mixed bag.

Bookings have been strong for the first few months, so if you want to be included in our travels in your area, please let me know. Remember, it is usually easier to cancel than be fitted in. Watch our web site for where we will be when. I will update it fully mid January to reflect where we will be, after clients confirm dates.

At a recent Farmbis workshop for trainers, it was announced that the 65% rebate (conditions apply) would continue to June 2007, and reviewed then. This is good news.

We will be at Woolorama in March as usual. Call in and say hello.

Here's to a happy and healthy festive season and a prosperous 2007. Some of the old timers are saying that the signs are there for a more normal season. We can only hope they are correct.

Best wishes to all

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In Closing

The Fairport Team wishes all our clients and business partners and associates well for the months ahead and we wish you all a very safe and prosperous New Year.

Until March 2007 ...

Farewell from Roger Wiese and the Fairport Team

