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# Fairport News

To our valued clients and friends



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*Fairport will closed from Friday 23rd December until Tuesday the 3rd of January.*

*Enjoy the articles in this newsletter and we look forward to working with you all again in 2012!*

*Roger, Colin  
& The Fairport team*

Tuesday December 20, 2011

## The end of a big year...



### Roger's Ramblings

As we come to the end of 2011, we'd like to thank all our valued clients and those of you who we've had the pleasure of working with over the past year.

We're grateful for the support of all our clients. We hope you enjoy some relaxation time over the coming days as we all wind down for Christmas and the new Year celebrations.

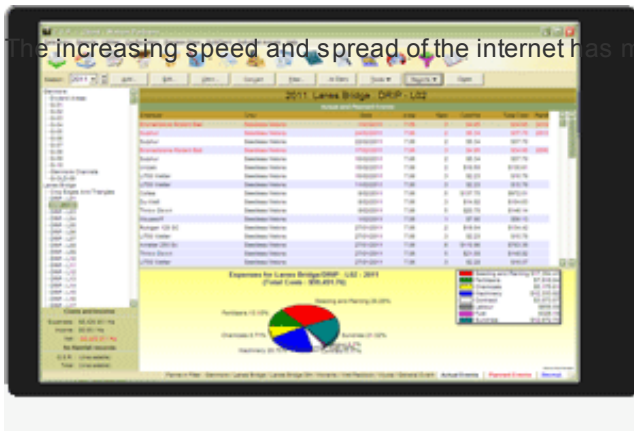
Fairport continues to support Nuffield Australia Farming Scholars. Recently my wife and I were invited to the wind up function of the [2011 International Conference](#). An amazing night of stimulating conversations catching up with clients, old friends and meeting lots of new ones from around the world. What a fantastic organization.

As we move into our 23rd year in business, we are getting excited about the offerings we will be releasing and the projects we are to be involved in next year. This newsletter mentions some of them, others have been mentioned before, some we're keeping up our sleeves ...

I hope 2012 will bring good fortune to you all. Here at Fairport, we are looking forward to it and looking forward to trying even harder to serve your farming software needs.

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**Article: PAM SaaS - living in the clouds since 2003 !**



The increasing speed and spread of the internet has made the use of our PAM SaaS (or "Hosted PAM") system ever more popular. Almost daily we are asked to move a PAM client's data to the "cloud" so their staff or business partners can access their PAM software whenever and wherever they are .. driving down Princess Highway, at the beach house .. in bed on the iPad... !

Being a "cloud" based system it is completely hardware independent, so for those of you moving to a "Mac" or who have an Android tablet .. you too can access PAM SaaS.

Enquiries from consultants for this service are welcome. Several consultants have moved their clients to PAM SaaS already to benefit from the convenience.

Are you running an agricultural course? We recently welcomed the staff and students of Urrbrae Agricultural High School to PAM in the cloud!

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## Where Is?: Coming Soon ... PocketPAM 2

As mentioned in the September Newsletter, we are working night and day on our new suite of software for on-the-go data entry. Currently the team consists of 5 people working on the various components. This is not a small job! The software is growing! That is, the scope is growing as ideas flow in ... but we are closing the gap. Just a few more weeks of development to go. We'll follow that up with a period of testing and final polishing. So ... stay tuned.

Some of the features we've added to PocketPAM 2 since the September Newsletter:

- Multilingual - the software will be available in English, Russian, Spanish and Portuguese! - switch able at runtime.
- Mapping - you will be able to export mapping layers to your mobile device
- Special new software tool to enable 3rd party providers to upload mapping images or data to your device
- Collect points - use the devices GPS to collect points - upload to PAM
- Graphs - view graphs of your data on the mobile device

To read the story from the last newsletter with the list of modules, the supported hardware platforms etc... [go here](#)

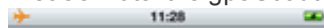
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## Case Study: Hinkler Park Macadamias and gpsScout

Here's what the people at Hinkler Park had to say after using gpsScout for their recent crop monitoring program -

*The deployment of the gpsScout App through the iTunes App Store makes it incredibly easy for our pest monitoring teams to collect data in the field from many various macadamia orchard locations in Australia concurrently. We load hundreds of records daily into PAM and collate it in an instant with PAM reports to calculate population thresholds and map reports. We have deployed this business process in our Queensland orchards and are now looking at using it North NSW and South Africa" PZ, Hinkler Park Plantation. – The Largest Macadamia producer in QLD.*

Please Note: the gpsScout software for iPhone/iPad will be replaced and become redundant when



PocketPAM 2 is released. This iPhone/iPad application is currently only



... is released. This information is currently only available for PAM Enterprise clients with PocketPAM included in their license arrangements.

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## Russia: The new frontier



Have you noticed the new Fairport Russian web site? Yes! For over 3 months now we have had a team in Russia working on translating the PAM and PDP software to Russian - including the PAM Help and of course the web site. Just click on the Russian flag in our web site to have a look.

Tony, our man in Moscow, eagerly awaits the completion of this process so he can get to work with his team. Mikhail, our mapping and precision farming developer has many farming contacts in Siberia who are waiting on the Russian PAM system as well. Before Mikhail joined Fairport in 2006 he was involved in writing GPS guidance systems for ground and aerial agriculture platforms.

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## Farewell Paul Olsen: Ag-IT

Paul Olsen joined the Fairport staff in, was it 2000? ... and worked with us as the senior support person and part time developer for four years. Then, in search of more tropical weather, he and his family moved to Queensland and became our Queensland and Northern NSW distributor.

Paul has been "head hunted" ! Made an offer he couldn't refuse. He will be missed and we wish him well for the future.

To fill his shoes ... We have had several organizations express an interest in taking on dealerships in Paul's territory and we will be making some decisions in the new year

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## News from Fairport Distribution Team



### Booth Tech News

Dear Clients ... As the holiday season approaches, we'd like to take this opportunity to thank you for your continued partnership.

May your holiday season and the new year be filled with much joy, happiness and success.

We look forward to working with you in the coming year and hope our business relationship continues for many years to come.

We will remain open through the Christmas break for PAM/Phoenix and hardware support. I will be away between 22/01/2012 and 30/01/2012.

Please email or phone bookings for PAM/Phoenix Training for the New Year.

Happy holidays!

### Capitis News

Seasons greetings to everyone out there in Fairport world. In a lot of areas harvest will be



drawing to a close, and it has been good to see that we have had pretty much an un-interrupted harvest, weather wise. We have had a very busy year, and have traveled a few kilometers, with training courses and field days held in four states over the past six months. Our next lot of field days will see us down at

Warrnambool in February, and then the Wimmera Field Days & FarmWorld at Warragul in March. We also hope to schedule some more training days in the first part of next year, and will focus on Precision Mapping initially. Hopefully everyone will have some reasonable yield data to play with this year. At this stage FarmReady funding is still available for eligible participants. We will continue to schedule online course, so check our web site for all upcoming dates at - [www.capitis.com.au](http://www.capitis.com.au)

We would also like to welcome Scott Gillett from Wisdom Data & Mapping, who has joined us as a new agent, and will be servicing the Mallee & Riverland areas of South Australia, with a particular focus on Viticulture & Horticulture. Scott's contact details are as follow;

Scott Gillett  
Wisdom Data and Mapping  
PO Box 1074  
Loxton, 5333  
Phone: 0429844654

[scott@wisdomdata.com.au](mailto:scott@wisdomdata.com.au)  
<http://wisdomdata.com.au>

We hope the new year will be prosperous for you, and feel free to contact us at any stage for any support or enquiries.

Paul Drendel & the Capitis Team

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