

Winter Newsletter

December 2006

Version 12

Farm Works User Nominated For Award

Worcester arable farmer and Farm Works user Andrew Symonds was recently named runner-up in the Terra-sponsored Farmers Weekly Arable Farmer Of The Year.

Andrew's 300ha enterprise has expanded rapidly over the past ten years. Sons Joseph, 7, and Harry, 6, are the fifth generation of his family. "So it's down to me to be the caretaker in the meantime", says Andrew. Two FBTs, along with rented ground, have almost doubled the area with relatively little change in labour or equipment. Contractors and neighbours provide extra resources when needed.

Root crops dominate on the fertile ground alongside the River Severn. Andrew recognised the risk of the Allscot sugar factory closing and set out to find alternatives several years ago.

"We aim to stay one step ahead of the industry all the time, whether that is with niche market carrots and potatoes, or the cross-country equestrian course which my brother Tony has set up."

Fortunately, a chance to grow specialist Chantenay carrots for multiple retailers presented itself a few years ago. The small, sweet traditional variety is grown on a 50:50 profit share with Nottinghamshire-based Howard Farms for farmer-owned business Freshgro.

Good results last year mean Andrew is now growing 44ha of Chantenay, representing 10% of the national crop. Carrots suit the farm's logistics. "In the summer we can lift two loads in the morning before starting on cereal combining, and carrot drilling looks set to replace beet lifting in January. So we haven't had to bring in extra labour

or equipment.

"Keeping the right relationships with our buyers is something we have worked on over the years with the potatoes and it will be the same with the carrots. Delivering what is wanted, when it is wanted, is so important."

Until now cereals were seen as frustratingly low-value breaks. But with 50t/ha of straw now needed to cover over-wintered carrots, the farm's entire straw output is a valuable by-product. All the wheat is group 2 sold to local mills, with malting barley going to brewer Coors at Burton-on-Trent.



Terra Arable Farmer Of The Year Runner-Up Andrew Symonds

Cost control is a key issue. All operations and field details are meticulously logged into Farm Works. Andrew uses Farm Trac, Site, Funds and Trac Mate to monitor and record farm operations. Product integration means that changes to farm records during the day on his pocket PC will automatically be reflected in the desktop records and accounts package when he synchronizes his files in the evening.

There is scope to cut costs further, by farming more acres, Andrew notes. "We've got the water and the soil type and we need to use those assets to best advantage, so the business can survive and give Joseph and Harry the opportunity to continue with the family farm."

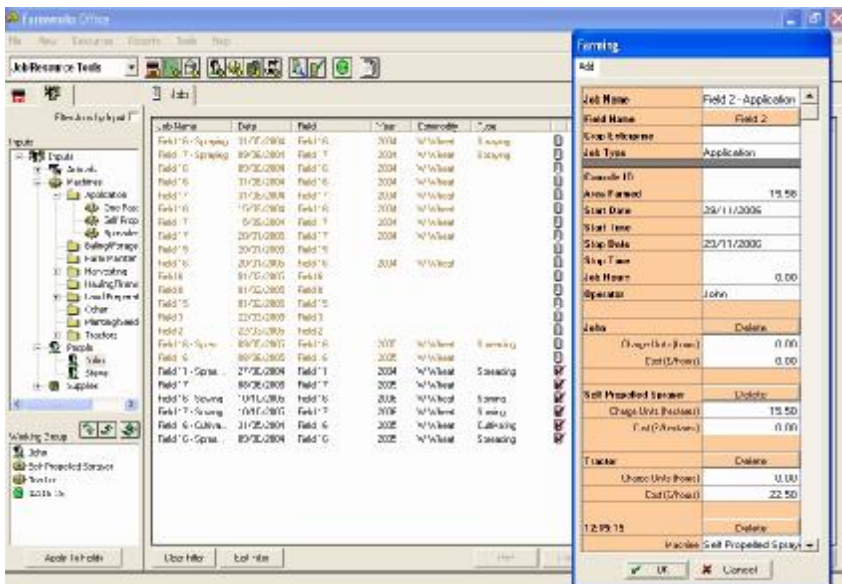
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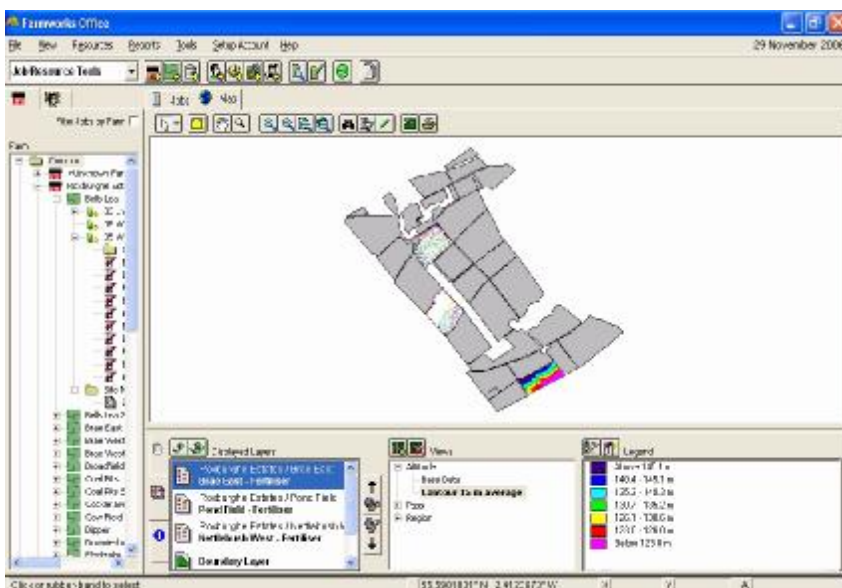
X2 Released!

Farm Works are pleased to announce the release of version 12. Developed by the same team of programmers behind AGCO's GTA software line, X2 includes all the same features and more.

- New interface to make navigation easier and reduce the number of steps to complete a task, find jobs and fields
- New smart import wizard for importing yield data, assigning layers and displaying soil test results
- Simplified mapping tools with edit mode and cancel button
- New job summary tab with filter feature and 'merge' function for better organisation of field records
- New prescription map designer feature. Create and modify a prescription map from any view with a few mouse clicks
- Payments & Purchases as well as Income, Sales, & Deposits can now be edited from the Account Register in Farm Funds
- Transparency feature for viewing multiple layers in Site and Site Pro
- Bigger buttons and keyboard for Mate programs to make in-field operation easier
- Combine Site Pro X2 with new Central Dispatch software to track machinery via GPS and remotely send/receive work orders



X2 Farm Trac screen shot



X2 Farm Site screen shot

LAMMA 2007

Farm Works will be attending LAMMA 2007. Show dates this year are 17th and 18th January, to be held at the Newark and Nottingham Agricultural Society Show site at Winthorpe, Newark.

Farm Works plan to have all our usual display items such as: desktop software demonstration (now X2), GPS guidance and Variable Rate Application solutions, plus a stand with various demonstration controllers.



Ian on the stand at AgriScot 2006

Farm Works Q & A

How Do I Set Up My Farm, Fields And Inputs?

In X2, one of the biggest changes is the ability to set up farms and fields without the need to create maps beforehand. There are three ways in which you can set up a new farm, field or structure.



Setting Up A New Farm, Field or Structure

Right clicking on an object in the farm or inputs tabs will give a list of options. Immediately below the toolbar, you can find shortcut buttons to those options. Hovering over the buttons will give the name of the function. Similarly, clicking on *Resources* will give all options for setting up new farm features and inputs.

You can begin adding data for the objects once the properties box has appeared. One thing to note is that if you do not know the size of a field you may name it and enter '1' for the *Tillable* value before you can record it.



The Field Properties Box

Be sure to use the drop down lists to record the object in the desired location.

Right-clicking on farm or field names will enable you to select the properties for each. As you add fields to your farm, the total size will automatically be calculated and updated. Right-clicking will also give the option to view/print reports for each field.

If a field is created or imported to the wrong farm, displaying the properties will enable you to select the correct location from a drop-down list. You can also edit the field areas from the properties box..

Dealer Conference

During October, Farm Works Ltd. held our inaugural International Dealer Conference. Not only did we have delegates from Farm Works in the USA, who have been hosting their own conference for many years, also represented were 16 different nationalities amongst the 30 people in attendance.

Topics covered included the arrival of X2 and new features for our mobile software. Two new additions to the Farm Works range of software are about to be launched.

The Central Dispatch add-on for Site Pro X2 users will enable remote

tracking of vehicles and wireless transfer of planned and completed work orders and jobs.

Site Mate Multi-Product VRA is a step forward from basic variable rate control. It will enable users to control the output of two rates, as opposed to the standard one.

We would like to take the opportunity to thank Chris Robbins of AGCO and Amanda Mueller of Raven Industries for their presentations. Raven Industries kindly sponsored the champagne at our gala dinner and we hope that a good time was enjoyed by all!



Conference Attendees On Day Two



Dinner at the Inn At Kippen

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We're On The Web!
www.farmworks.co.uk

*Integrated Farm
Management Solutions*



*Sign up for our yearly support plan and receive unlimited tele-
phone, broadband internet and email support. At £120 for one
year*, it's the perfect way to cover all your Farm Works product
queries!*

**New customers 1st year free*

*For a limited time only, any upgrades to or purchases of Variable
Rate Application systems will come with a free SD Card Reader -
no need to worry about synchronising files!*

Redeveloped Website

Our new website has officially 'gone live' as of Monday 4th December!

We have redesigned it with emphasis on user-friendliness. If you know anyone interested in our services, direct them to www.farmworks.co.uk



Farm Works X2 Training Classes



Northern Ireland Training July 2006

Understandably, it is not always easy or convenient for many of our users to make the trip to our offices, so we will be out and about in England in January.

Come along to a day of training to familiarise yourself with our latest version. X2 is the biggest change to our desktop software since its launch in 1992. For your convenience we are organising training at:

24 January - York

The cost for the full day, including lunch and all refreshments, is as follows:

Users on support: £50
Others £100

Places are limited, allowing a small group to discuss and investigate all the new features. To secure your place:

Call Phil 01786 465100 or email phil@farmworks.co.uk

23 January - Newark

Freephone Sales Telephone Number

0800 856 60 30