New Livestock App to access & update records 'on the move'

cattledata
The leading cattle management and traceability program

The purchase of Farmdata in January has added a suite of livestock software to our armoury. In order to maximise the usefulness of the Cattledata software we have now added an App so that we can provide usage from a phone or tablet. The development has involved the source code from our parent company, Isagri, with detailed translation and development in Aberdeenshire.
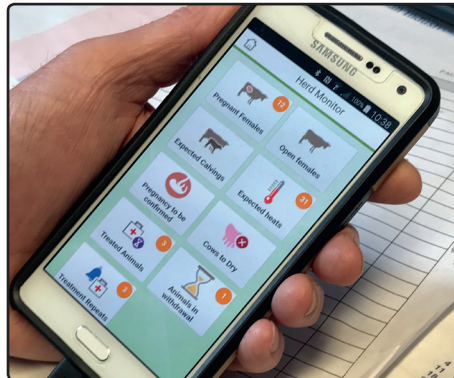
Existing users will be able to purchase the App as a module. For new users Cattledata software is available with or without the App.

The first version of the App is for Android phones and tablets only, with the Apple version to follow shortly.

The functionality allows for activities such as calving, health treatments and herd movements to be added directly into the mobile device, with filters to select by event, type, location and group. This means being more on top of performance of an animal,

group or enterprise. Individual animal records can be interrogated to view history.

On return to the PC the information is automatically uploaded to the software's database for additional analysis and compliance via the office wifi connection.

To find out more call either 01798 877100 or 01467 671457

NFU recommend KEYPrime software

Mark and Kathryn Smyth were not looking to ditch the accounting spreadsheets used to manage their aggregate haulage and cattle rearing business in South Yorkshire. However, HMRC's 2019 online VAT goal forced their hand, and they submitted their first quarter online through Landmark's KEYPrime Intro way before their August deadline. Kathryn is so impressed by Landmark's entry level accounting software that she is recommending it to friends and family.

The government's MTD initiative led to the NFU and Landmark partnering in a national campaign of meetings to inform farmers, demonstrate the options and offer members a discount on new software. Having been confused by the number of providers listed on the official HMRC website Kathryn Smyth took advantage of a face to face demonstration in the NFU office in York: "It was so much better than searching online."

"I am a bookkeeper with previous experience of Sage, which was not designed for farming. The cost of suitable software was pretty much comparable, so it came down to two things - **recommendation** and **security**. Seeing the software presented live with NFU endorsement and confirming with Landmark that our data need not be kept in the cloud - it was a done deal for us."

"Support is really important, and some companies will sell the stuff and disappear, I have some friends who have not had such an easy transition. I made a few calls to Landmark and I am surprised that I am enjoying the program beyond VAT," explains Kathryn, who likes the transparency of the Daybook, doing her bank reconciliation more often and picking up problems faster. "At the click of a button I can see who owes money and sort out any invoice discrepancies," she says.

It has been an exciting year for Landmark!

Mathieu Savalle - MD of Landmark

Whatever the outcomes of the current political debates, good recording systems are vital tools in business to provide the basis of good decision making. We provide these tools in the rural sector and help our clients gain the maximum benefit from them.

During 2019 Landmark has once again invested in UK growth with new sales consultants, additional support team members and trainers. Our parent company, **Isagri**, has expanded into the Agricultural Machinery and Food Distribution software sectors. Our big news was the purchase of Farmdata in January. Landmark has worked alongside Farmdata, based in Aberdeen, for many years and a similar customer-based approach made joining forces very attractive.

This means that we add a range of livestock and payroll software to our portfolio and put our joint resources into providing technically advanced KEYPrime Accounts and Geofolia cropping software. An immediate benefit of this co-operation is the development of the Cattledata App (see left).

Landmark is delighted to be appointed the NFU's sole recommended agricultural software supplier. We have informed and advised many NFU members in relation to MTD and there is a good members' benefit package in place for new or replacement software.

We are committed to making use of new technology to process data more efficiently and improve data recall. Our Winter 2018 KEYPrime Accounts release introduced Auto Matching to draw in transactions from bank statements and speed up bank reconciliation. Version 8.5 this winter goes a step further, allowing the automatic input of invoices scanned or captured on a phone by linking with Auto Entry software (see p3).

Geofolia, our crop recording and mapping software continues to roll out and evolve including the introduction of Greenscan - visual crop image analysis.

We welcome feedback on our products and services, so do please let us know how we can help.

IF YOU CANNOT MEASURE IT, YOU CANNOT MANAGE IT

Nick Wright
Director Stanley Wright Ltd
Rural Asset Management

Landmark Systems supplies accounting and property management software to Nick Wright, land agent and rural surveyor. He founded Stanley Wright in 2011 to be an independent option for property owners wanting professional management.

From the start Nick was looking for a flexible software package with specific strengths in property management and reporting. "The web-based software, Team Viewer, made distance no object for KEYPrime on-line demonstrations, data set-up, training and support. Cloud hosted access has further enhanced the case for KEYPrime Property linked to KEYPrime Advanced to manage the complexities of recording and reporting for 16 major estate clients.

Nick is entrusted with managing assets in excess of 120,000 acres, 50 tenanted farms, 100 let residential dwellings, and consulting on more; as well as in-hand farming operations, sporting, commercial property, forestry and renewables. Specific one-off projects include rural planning issues, valuations and project management. The focus is on each client's requirements and that translates into Nick's choice of software. *"To provide a high-quality service we need to provide tailor-made advice across a range of disciplines and that requires capacity, flexibility and ease of use from a system,"* explains Nick.

"It is hugely beneficial when we approach a new client to review their current system and explain the importance of gathering information which can lead to long-term efficiencies. Yes, initially it takes time and effort to bring it all together, but budgeting and reporting must be based on good foundations," continues Nick.

Why does effective data management make such a difference? "There are three main ways which immediately lead to efficiency particularly with property management, the more information you have the easier it is to manage. There is nothing more frustrating, and expensive than having to waste time trawling through archives to see when the roof was mended or tracking down the one person who knows where the stopcock is," he explains.

1. The data is held in one place with easy and logical access to it

2. There is systematic maintenance of client's records and reminders of tasks which need to be done

3. There is a maintained database of important dates relating to tenancies

Nick believes in the three A's of asset management using software. *"In my opinion accuracy, access and accommodating the client's needs are the objectives."*

ACCURACY

"We are always striving to achieve actual performance against budget in real time, in common with other businesses we are continually tackling time-lag." Kate Brace, Accounts Assistant, makes good use of training from Landmark's Allistair Gray to learn KEYPrime's time-saving shortcuts ensuring that invoices are bang up to date to aid informed decision making. Real time information is essential.

ACCESS

Nick endorses his software decision: *"What I like about Landmark is that we can link everything together and the information is available from wherever I am working. I work on average in 4 different estate offices per week, as well as my car, and need access to documents centrally. The remote access appealed to me as it gives me the flexibility that I need, without it the system would not be half as valuable to me."*

ACCOMMODATING CLIENT'S METHODS

Emma Ewan is responsible for the majority of the property management, she says: "Clients have different ways of communicating, sending and receiving management information. KEYPrime Property has the flexibility to accommodate doing it their way."

One of Nick's major roles is reporting back to owners and trustees. "My aim is to make better use of customised reporting within KEYPrime. The ability to repeatedly produce 'favourites' from the Report Book function will reduce the time spent continually having to re-create them in Excel. We recognise that the system can achieve a deeper level of reporting and efficiency."

Nick concludes: *"Being aware of what is available in IT and listening to our clients means that we review our software tools. We are currently installing Landmark's Geofolia, a crop recording and mapping program, which links to KEYPrime. All day to day estate management is about managing compliance and keeping on the right side of legislation, which is always changing. The risk you take if you don't have an efficient system is that you spend all the time on small things and don't have time to deal with the bigger issues."*

HandsFree Farm

Landmark is delighted to have been chosen to supply Geofolia crop recording and mapping software for the Hands Free Farm project.

As many may know the Hands Free Farm project is a development of the Hands Free Hectare project being run at Harper Adams University to grow crops with full automation and driverless vehicles.

For more information visit
www.handsfreehectare.co.uk
@FreeHectare

KEYPrime Accounts in 2019 – latest features.

We have continued to develop the KEYPrime Accounts range this year. Whether to ensure compliance with new legislation or simply to speed up data entry, it is always worth spending a few minutes reading your update release notes to see if there is something that will help you.

AutoEntry (Fig A)

We have now configured KEYPrime to be compatible with AutoEntry software and App. Simply snap your receipts and invoices with your phone, for speedy uploading into KEYPrime Intro, Accounts & Advanced.

Recharges (Fig B)

A real time saver for those who regularly recharge for purchases. Create the bank payment or purchase invoice and recharge automatically from the same screen.

Meter reading (Fig C)

Do you collect meter readings and recharge for utilities provision? Save the hassle of keeping readings in complex spreadsheets and record your readings in KEYPrime Accounts or KEYPrime Property instead for automatic recharge.

Making Tax Digital – VAT returns

The MTD VAT submission process in KEYPrime has been a huge success and we are now making refinements. Not sure if your VAT return was submitted? Hit the new 'Retrieve' button for confirmation of successful submission. It is now also possible to submit group VAT returns from different KEYPrime databases and other accounts software packages.
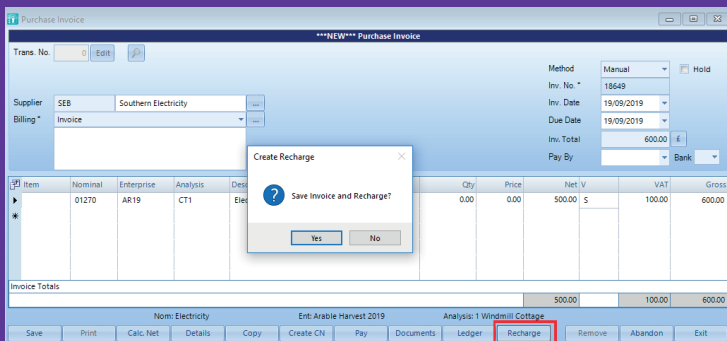
(Fig B)
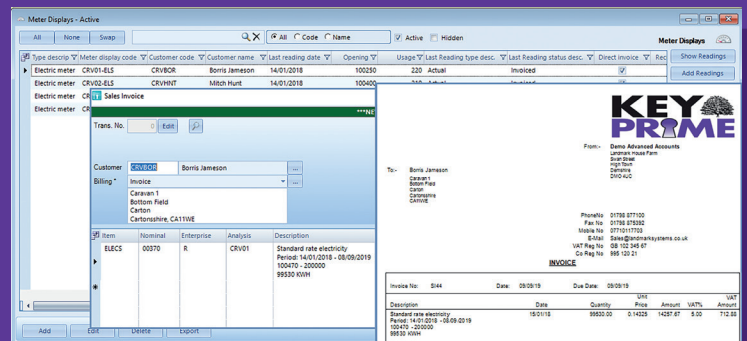
(Fig C)

KEYPrime Property – what has been hot property in 2019?

Changes have been made to bring functionality in KEYPrime Property in line with the KEYPrime Accounts range, plus features to streamline your management of Energy Performance Certificate (EPC) management and service charges.

Charge Manager

Ease the task of service charge reconciliation in KEYPrime Property – a big time saver for those with large portfolios and managing accounts on behalf of multiple landlords.

EPC management

You may have been using your KEYPrime Property diary or note codes to monitor and manage your EPC's. Now you can record and report on EPC rating values and potential values.

Drill down

Sometimes it is the small changes that count. You can now drill down from reports to property, tenant and tenancy records as well as diary actions and works manager tasks.

Entente Cordiale flourishing in a Kent Vineyard

Gaskains Ltd
FRUIT GROWERS, PACKERS AND STORERS

A Kent farm made headlines in 2015 when Pierre Emanuel Taittinger, president of his namesake Champagne house, realised a dream and purchased 69 ha of fruit orchard from Gaskains Ltd, one of the UK's largest top fruit farms near Chilham.

For Gaskains, who undertake all the growing and harvesting side of the liaison, it was part of a re-structuring. This entailed taking the 400 ha farm back into top fruit production following an over-expansion into soft fruit and a packhouse in the decade prior to 2007.   The modern plantings of young orchard produce 20,000 + bins per year of apples and pears and 350 tons of plums for many of the UK major multiples.

The new vineyards are home to the traditional champagne grape varieties Chardonnay, Pinot Noir and Pinot Meunier and is a first for a French Champagne house. "It was inevitable given the similarities of soil and climate between the Champagne region and southern England and the swirling interest in the Garden of England from Champagne houses," comments, Mark Gaskain, MD of Gaskains.

The proposed production of 300,000 bottles annually of premium quality English sparkling wine under the name Domaine Evremond is a joint venture between Taittinger and UK specialist wine importers, Hatch Mansfield. The harvest in 2019 and 2020 will provide the fruit which will make the first bottles and then the long wait begins: "We will finally taste the wines in 2023, "says Mark.

Mark is a keen KEYPrime Advanced accounts user having migrated from KEY 32 in February 2018 and worked with Landmark since the eighties. "It is a very good solid accounts package," he says. He is competent in the use of his complex, customised spreadsheets and he imports budgets and KPI's such as yield into KEYPrime to aid predictions. He is ably assisted in the finance task by Sarah Tappenden, and two others in the office, to keep control over the systems required to manage the eight enterprises, and pay over 200 staff at the height of the season.

Sarah has used other systems in the past but would not go back now that she is confident in using KEYPrime; *"I am still learning the shortcuts and sharing best practise with my colleagues, but the day to day usage is great. It is user-friendly, and I can double click on virtually anywhere in the system to review and edit."*

On reporting Sarah believes in investing time on setting up the regular reports to Mark's specification: "Some of the annual management reports are still a work in progress but the monthly P & L by enterprise, fruit income, payroll journal and growing crop valuations are very usefully laid out," she says.

KEY PRIME ADVANCED

Young Gala Orchard

Landmark brings home team silver

L to R: George, Kate, Allistair, Annabel & John

When Landmark commits to something, it is a case of 'go hard or go home'. A team of five brought home silver from the Great Glen Challenge – a multi-disciplinary event organised to raise funds for the Royal Scottish Agricultural Benevolent Institution (RSABI).

On 30 August the team made up of Allistair Gray (Cycling), George Paterson (Driver), Kate Adams (Walking), John Macrae (Kayaking) and Annabel James (Running) battled torrential rain and wind between Fort Augustus and Fort William in the Scottish Highlands to complete the 87km course with 26 other teams.
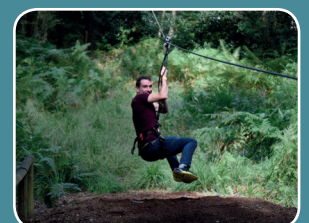
The Landmark team are pleased to have raised £4342.50, more than four times their original target, with help from headline sponsors Mackie's of Scotland.

Landmark Day
Swinging through the trees at Go Ape!

Mena - Support

Allistair - Sales & Training