



News Release

Quick Software Skills for Farmers and Ranchers Spring Classes on Farm Works Software in Woodward, Oklahoma

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Spring is a great time to develop skills that can improve farming productivity and profits for the rest of the year. Farmers and ranchers using Farm Works Software can jump-start their software skills at training sessions from Martens Farms. Three one-day classes individually cover the new Trac Plus/Trac Mate, Site/Site Mate, and Funds/Stock. Classes cover how to use the software as well as extra tips and tricks developed by the Martens through years of using and training others to use Farm Works Software. Spring classes will be held March 9-11 in Woodward, Oklahoma. Early registrants receive a discount on the update to the new version of Farm Works Software. Sessions cost \$125 per day-long class, with discounts for groups. Class details are available at www.123farmworks.com/training.htm or 877.585.6761. Individual training is also available on-site or by phone for those unable to attend.

It's more important than ever to manage a farm wisely in these challenging economic times. Many farmers and ranchers invest in computers, software, and GPS systems and struggle to get up and running with the technology. Others hesitate to invest in software that takes time and effort to learn. Training is the answer. Classroom training from Martens Farms provides step-by-step instructions and demonstrations of how to use Farm Works Software for farm accounting and taxes, mapping, tracking of chemicals and other inputs, and livestock management. Discussions during class provide valuable insights and solutions to common issues for Farm Works users.

According to Lorra Martens, "All software has a learning curve -- these classes help farmers shorten that curve and get more productive, faster than they can on their own. We want other farmers to experience the real benefits we've seen since using Farm Works Software. Farmers and agricultural businesses need every edge they can get!"

The Martens' classes focus on providing real-world (or "real-farm"), useful tips and tricks as well as covering the standard software usage. "We've been to training classes put on by Lorra and Jim Martens and classes put on by the Farm Works staff -- there's no comparison," says Lynda Hoffman, a client from Grant, Nebraska. "Lorra teaches practical, hands-on information. We hoped to learn information and tips above and beyond the tutorials and manuals and were not disappointed. With Lorra we were not told that something is too advanced for a class. She's been using the program in their farming operation for years and knows what does and doesn't work. If she doesn't know the answer to a question she finds it. We strongly recommend any Farm Works classes taught by Martens Farms."

Class participants will learn to use key features of the software, including new capabilities in the new version 9.1 of Farm Works. Class topics include:

- > *Trac Plus - Mapping and field record-keeping*: Draw field maps and show farming activities on those maps; insert maps directly from the internet or scanned FSA maps; set up people and equipment effectively; keep maintenance records on equipment; keep automatic records for field history and chemical usage; retrieve planting and harvest dates along with yield records (great help at insurance and FSA offices); apply direct costs to each field; and plan future farming operations.
- > *Site - Field layering and GPS mapping, logging and variable rate application*: Calibrate and draw field maps with (or without) GPS data; create map layers to show field information or plan rotations; insert

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maps from the internet or scanned maps; use grids for sampling; import yield data; average yield data against weed pressure, soil types, etc, and show on map layers; import ArcView shape files.

> *Funds - Farm accounting*: Track income and expenses; view profitability per machine, person, livestock, field, or combination of fields; add and track equipment and assets; set up and print tax schedules; handle payroll; do year-end closing the smart way; generate a variety of useful reports.

Individual training and consulting is another option for those who can't get away to attend classes, or who prefer more personalized training and equipment setup. Individualized, one-on-one sessions from Martens Farms (whether in-person or over the phone) use the person's own farm records, accounting information, GPS data, and livestock records. Individual sessions can also include custom setup and configuration of the Farm Works Software and related hardware such as iPAQ pocket pc's and GPS equipment. For people in remote areas or with hectic schedules, phone-based training is a very cost-effective option.

"Martens Farms' individual training was very helpful," says Curtis Torrence, a client in Gage, Oklahoma. "They have hands-on farming knowledge as well as detailed expertise with Farm Works software. They walked me through customizing the software setup to work well for my particular farm and ranch, then helped me start entering data and mapping fields. Two days of custom training made a great difference in my productivity with Farm Works software. I wish I had done this when I first bought it!"

Class attendees take home workbooks with training exercises, FAQs, sample maps and reports, and other useful reference materials. For more information or to register, call 877.585.6761 or see the Martens Farms website at www.123farmworks.com/training.htm.

About Martens Farms

Martens Farms provides sales, consulting and training on Farm Works Software, and precision farming equipment from Trimble, Ag Leader, and Raven. They also offer handheld GPS products from Transplant GPS, Navman, Emtac, and Holux. Jim and Lorra Martens operate their farm and business near Inman, Kansas. They've been using Farm Works software since 1994 and providing training and consulting since 1996. The Martens work with agricultural operations of all sizes and types, with the ultimate goal of improving profits and productivity.

For more detailed information about the classes

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