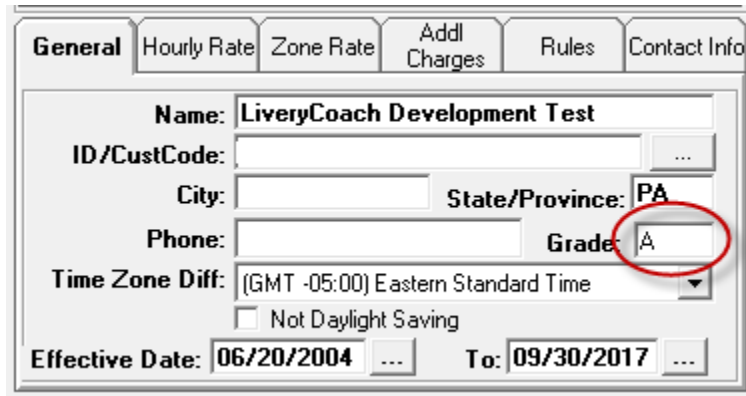


Tech Tip Tuesday—October 6, 2015

by David Hirsch

Farm Out Agreements, Grades, and Airports

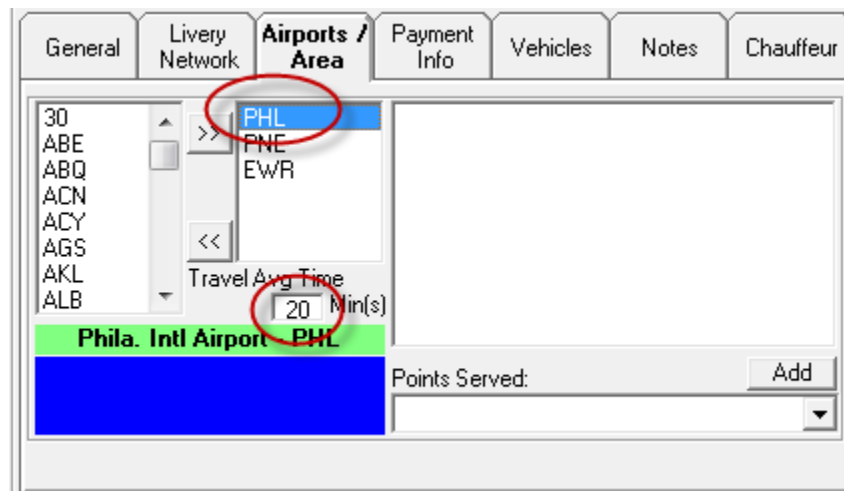
When setting up a Farm agreement, there is a field where you can enter the Grade of that affiliate. We recommend using letter grades rather than numbers.



The screenshot shows a software interface for setting up a Farm Out Agreement. The 'General' tab is selected. The form contains the following fields:

- Name:** LiveryCoach Development Test
- ID/CustCode:** [Empty field]
- City:** [Empty field]
- State/Province:** PA
- Phone:** [Empty field]
- Grade:** A (highlighted with a red circle)
- Time Zone Diff:** (GMT -05:00) Eastern Standard Time
- Not Daylight Saving
- Effective Date:** 06/20/2004
- To:** 09/30/2017

In addition, in the Farm Out area of setup, there is an Airports tab. The purpose of this tab is so that you can add the airports that the affiliate services, AND enter how far they are from the airport.



The screenshot shows the 'Airports / Area' tab in the software interface. It features a list of airport codes on the left and a detailed view on the right.

- Left List:** 30, ABE, ABQ, ACN, ACY, AGS, AKL, ALB. The 'PHL' code is selected and circled in red.
- Right Panel:** Shows 'PNE' and 'EWR' as options. Below the list, 'Travel Avg Time' is set to 20 Min(s) and circled in red.
- Bottom Section:** A green bar labeled 'Phila. Intl Airport PHL' is visible. Below it, there is a 'Points Served:' field with an 'Add' button.

This can be useful if you have an ASAP at an airport, since you can search your farm agreements by airport code.

Now when you are in a trip and need to farm it out, when you search by airport code, you will see all the affiliates who service that airport, along with their Grade and how far away (in minutes) they are from the airport.

The screenshot shows the 'Farm In\Out Selection' window. On the left, there are radio buttons for 'In House', 'Farm In', and 'Farm Out'. In the center, there are radio buttons for 'We Collect' and 'They Collect'. On the right, under 'Airport Code Search', there are radio buttons for 'Airport Code', 'State/Province', 'City', 'Area', and 'Company'. The 'Airport Code' radio button is selected, and a text box next to it contains 'phl'. Below these options is a 'Sort By:' dropdown menu. A status bar indicates 'Your current time zone is < (GMT -05:00) Eastern Standard Time >'. Below the status bar is a table with the following columns: Farm Company, State/Provinci, City, Phone, Time Zone Diff, Comm % or \$, In House, Type, Auto Send, Disc, and Grade Time. The 'Grade Time' column is circled in red. The table contains one row with the following values: 0, 10%, \$ 0.00, None, 0, and A:20.

Farm Company	State/Provinci	City	Phone	Time Zone Diff	Comm % or \$	In House	Type	Auto Send	Disc	Grade Time
				0	10%	\$ 0.00	None	0	0	A:20

If you have a lot of affiliates that service that airport, you can sort the results by grade.

This is a close-up of the 'Sort By:' dropdown menu from the previous screenshot. The dropdown is open, and 'Grade' is selected and highlighted in blue. Other options are not visible.