

Annual Fees

- The annual fees for customers on “calendar year billing cycle” will be sent out over the next month.
- There are no changes to the pricing this year, HOWEVER next years the prices will most likely increase by \$30 per year per devices (probe/AWS etc.). This could be the first increase in prices since Porosity started in 2007!
- We are reviewing a few new software options that could improve the information delivery, this will take some time however if anything looks promising, then I will certainly let all customers know the options.
- If you have any questions or require any extra information on revised fees for FY2016, then please feel free to contact me or accounts@porosity.com.au

Trade-in Discounts – CONTINUED!

We will continue the expanded offer of “trade-in discounts” to ALL suppliers’ products; 15% OFF the RRP will apply to ALL old sensors & loggers, regardless of age of hardware, even if they’ve been damaged. This will keep your system going, and going, and going!

Batteries & solar panels

If you have any bird poo on your solar panels, do your batteries a BIG favour and wash it off with clean rag. If a Ni-MH battery completely discharges then they can leak acid and do permanent damage to the electronics!



The probe guy!!

Porosity Services Pty Ltd

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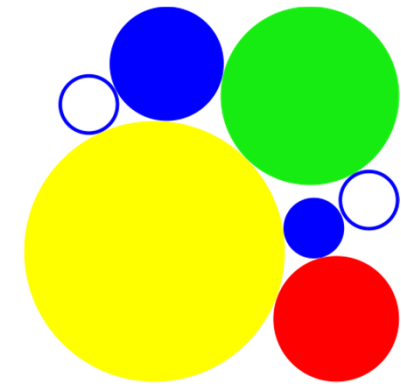
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POROSITY NEWSLETTER



April 2015

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Porosity News

Porosity has been flat out over the past 12 months across a good mix of industries:



Summer irrigation cropping: During this past summer, the diminished water levels in the major dams meant a massive decrease in the areas planted to summer crops (eg. cotton & maize), however most customers still planted a small area to keep their infrastructure working. The total number of probes only dropped slightly, however this was offset by quite a few new customers particularly in new areas, such as Narrabri.

Vineyards: The Australian & global oversupply of wine continues to affect prices & overall industry morale. The 2015 vintage saw early varieties looking fantastic (eg. Hunter Valley whites), then a wet period in mid-January in most areas threatened quality, however a dry finish to later varieties are contributing to some cracking reds for the inland regions eg. Mudgee/Orange.

Dryland cropping: Due to some good yields last year & talk of another El-Niño; more farmers are thinking about investing into probes to help make smarter decisions about their input decisions, with many now planning for winter crops such as barley or shorter-season wheat/canola varieties to minimise risk of crop failure.

NEW INDUSTRY – Irrigated pastures: Recent awareness of inefficiencies, especially “over-irrigating” in winter & early spring can account for higher pumping costs AND reduced pasture production up to 50kg/Ha per day due to waterlogging. Recently I installed a number of probes under centre pivot irrigators for some progressive dairy farmers in the Hunter Valley and Lachlan Valley. By increasing the amount applied in each irrigation (up to 30mm per application), we’re improving the deep infiltration and reducing evaporative losses, which is resulting in increased dry matter & milk production, and improving the performance of their double cropping program. The milkshakes are on me!!



Supplier News

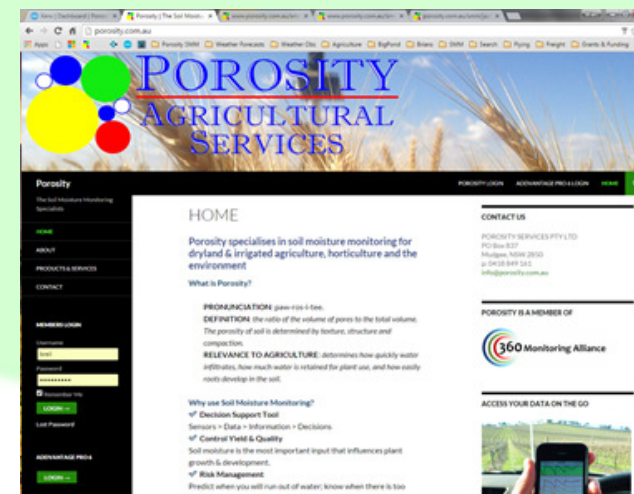
Sentek: New Drill & Drop probe, enabling much quicker and easier installation withOUT the need for slurry (NOTE: on certain soil types!). This could be a game-changer! Search YouTube for “Sentek promo”.

Adcon Telemetry: AddVANTAGE Pro 6.4 was installed last year, with many new features especially with ability to run models eg. generic disease model. As an example we’re just trialling a “chocolate spot” model, to improve spray timing & reduce infections in faba beans.

New Website

The Porosity website was recently upgraded, and as a result required more stringent password protection to login to your customised Porosity page. An automatic email was sent to all users with your new password, if you didn’t get this then please be in touch.

Check it out: www.porosity.com.au



“The Probe Guy”... WT?

A wheat farmer recently called and said “I heard you are ‘the probe guy’”... at first Rosie raised an eyebrow, but soon enough we were both in stitches!! I had to explain (to the farmer) that I also did other things such as weather & water monitoring, but fearing that I am being pigeon-holed into ONLY doing “soil moisture probes”, or worse still that customers might associate with being “probed by an alien”, it made me think... what do I ‘actually’ do with most of my customers; and that is “I probe for information”!! This is why I love working with progressive farmers who are constantly thinking smarter and improving the way they manage their limited resources. So next time you wonder what’s happened to that drop of water or why your yields are down, think of how Porosity can help you probe for extra information that might just help solve your problem!