

Something's going on at PlantCare ...

Not only is it happening, it's happening a lot. In this newsletter I would like to inform you about some news from our company, so that you too can experience how dynamically our company develops.

Succession Plan

Recently, I have been repeatedly asked if it was not time to look for a successor. This is not surprising, because with 74 years on the hump it's time to think about it to shorten and put the company in younger hands. We searched for these hands and we found them too. Mr. Andreas Gühmann will act as my deputy from 1.1.2019 onwards and will gradually take over the management of the company after a corresponding induction. In the next newsletter Mr. Gühmann will introduce himself.

España, ¡estamos llegando! (Spain, here we come!)

You might think that tomatoes can not find a place here either. Far from it: Tomatoes have VIP seats near Almería but they find less and less water. Spain is therefore a very interesting market for PlantCare, with our sensors and intelligent irrigation controls offering the opportunity to save a lot of water. So far, however, this market was not accessible to us because we had no representation.

Is it by chance or coincidence that ETH Zurich installed a test facility in Spain to carry out certain scientific investigations? PlantCare was able to provide the irrigation control because it sends the measurement data - on demand or automatically - to Zurich and monitoring via the mobile phone network is possible.

Ms. Elisa Pizarro Carbonell is a research associate at the ETH Zurich Research Group for Sustainable Agroecosystems and co-owner of the finca, which houses the experimental facility of the ETH in Spain. She is so enthusiastic about the performance of the PlantCare system that she has decided to take over our representation for Spain. As a Spaniard, she knows the local situation very well and is totally convinced of the success of our technology.

Paast scho!

Guess: Where do you speak this language? It's closer than you might think: Austria!

"Paast scho" means it's all wonderful and everything works. This is what it looks like for us in Austria. Thanks to the outstanding work of our exclusive representative for Austria and the neighboring eastern states, Mr. Florian Gebhardt was able to win a whole series of customers in a short time. Mr. Gebhardt grew up in a nursery, is a graduate engineer in mechanical engineering and began working on the market in the interesting states of Lower Austria, Burgenland and Styria one year ago. More than 40,000 hectares of agricultural land are already being irrigated in these areas and the supply of water is becoming increasingly critical in the wake of global warming.



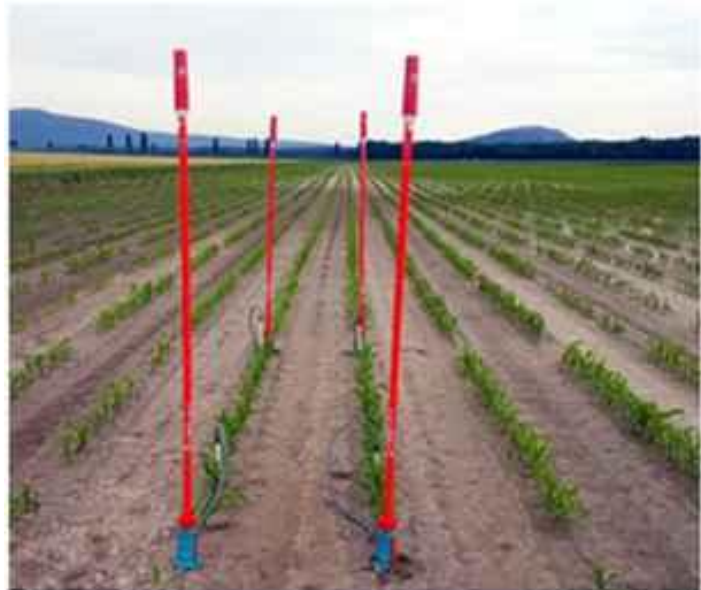
Since most of the fields have no infrastructure for automatic irrigation, our IoT soil moisture sensors with a radio range of up to 20 km are the ideal means to inform the farmer of the current water status of his fields. Thus, he can start irrigation at the right time. The sensors send their measurement data via gateways - these are access points to the Internet - to a server and the user has the data available on his Smartphone, tablet or PC at any time. Soil moisture limits may also be entered into the system and the user will be actively informed when irrigation is really necessary. This saves water, but also energy and time.

In order to achieve optimum radio coverage, the gateway's receiving antenna should be mounted on a building as tall as possible. We were able to conclude a contract with the warehouse in Marchfeld and install a gateway antenna at the highest point of the building - at a height of approx. 50 m. Thanks to the very flat area in the east of Vienna, we can cover more than 600 km². With 3-4 additional antennas we can open up the entire March field for our sensors.



Another highlight is the order of 49 IoT sensors by the agricultural school Obersiebenbrunn. This school has set itself the goal of becoming a center of excellence for intelligent irrigation and will equip all its test and training fields with our sensors. The students, who come from all over Austria, are introduced to our latest technologies.

And that's not all: Pioneer, one of the world's largest seed and crop companies with more than 5,000 employees, operates a research and development department in Parndorf, east of Vienna. It has installed a first tranche of 12 IoT sensors and further orders for test fields in Burgenland have already been announced. If the results of the ongoing tests continue to be so positive, it can be expected that our Internet-enabled sensors will also be used in other European countries.



And as a bonus: The state of Lower Austria has added our products to the list of authorized installations.

This will subsidize investments with an investment volume of more than € 10'000.- with 25%.

ETH Zurich for the second

Prof. Dr. Christian Schöb, Professor of Agroecology at ETH Zurich became our official advisor in the world of agricultural science. He will present our technologies at conferences and meetings to interested participants, clarify the possibilities for participation in national and European research projects and inform us about new developments in the field of field sensors.

Prof. Schöb recently procured a third PlantCare irrigation control system for ETH Zurich and is fully convinced of our technologies and their potential for reducing water consumption. We are very happy that we were able to win over Prof. Schöb as our ambassador in the world of science.

There would be more news to tell, but in the next newsletter. We wish you a nice summer and if you have specific questions on the topics presented, then we are at your disposal.

Walter Schmidt