



**WATERS AGRICULTURAL
LABORATORIES, INC.**

JOSEPH LEWIS

History

- Dr. Raymond Waters Established Waters Agricultural Laboratories in 1976.
- We now have 3 locations Camilla Georgia(1976), Owensboro Kentucky(2000), and Warsaw North Carolina (2014).





Waters Agricultural Laboratories, Inc.

Analytical and Microbiological Services

- Soil Testing
- Nematode Assays
- Plant Analysis
- Citrus, Peach, & Pecan Nutrient Program
- Pine/Hardwood Foliage Analysis
- Fertilizer Analysis
- Limestone and Gypsum Materials
- Feed Analysis
- Manure and Sludge Analysis
- Heavy Metal Analysis
- Microbiological Analysis
- Water Analysis
- Herbicide & Pesticide Residue Analysis
- Herbicide & Pesticide Analysis
- Aflatoxins and Mycotoxins
- Cotton Programs
- Onion Programs
- Golf Course Turf Management Program
- Precision Agricultural Mapping Services
- FieldAlytics/Agrian Mapping Services
- Research Analysis

High Analytical Standards

- **Quality Control Program**
- **Qualified Personnel**
- **Modern Equipment**
- **Accepted Procedures (AOAC)
and**
- **Method Suitable For Soils In
Different Regions**

Certifications, Accreditation, and Proficiency Programs

- North American Proficiency Testing Program (NAPT)
- USDA Food Safety Inspection Service Accreditation (USDA/FSIS)
- USDA Agricultural Marketing Service (USDA/AMS)
- Association of American Pesticide Control Officials (AAPCO)
- Minnesota Department of Agriculture Manure Testing Laboratory Certification
- Illinois Soil Testing Association
- Association of American Plant Control Officials Magruder Fertilizer Check Program (AAPFCO)
- North Carolina Department of Environmental and Natural Resources Division of Water Quality (NCDENR/DWQ)
- Association of Fertilizer and Phosphate Chemists (AFPC)
- Association of American Feed Control Officials (AAFCO)
- National Forage Testing Association (NFTA)
- AOAC Pathogen Free M02 Microbiological Program
- AOAC Pathogen Free M01 Microbiological Program
- Agricultural Laboratory Proficiency Program (ALP)
- American Oil Chemists' Society (AOCS)
- NSI Solutions
- **ISO17025 Microbiological/Chlorinated Pesticide Analysis**

Associations, Membership, and Affiliations

- Soil and Plant Analysis Council
- North Carolina Agricultural Consultants Association
- Georgia Association of Professional Agricultural Consultants
- Louisiana Crop Consultants Association
- Association of Florida Phosphate Chemists
- Association of American Plant Control Officials
- Association of American Feed Control Officials
- AOAC International
- Fluid Fertilizer Foundation
- Georgia Plant Food Association
- Georgia Fruit & Vegetable Association
- Florida Fruit & Vegetable Association
- Georgia Golf Course Superintendents Association

Research for Companies

- Monsanto for Nematode studies
- NFSA- Tissue for fertility
- Agronomy Soils Dept.- Georgia soil-tissue-
Cotton Petiole
- NC State- Soil Projects, Research Wheat
- Complimentary samples for some projects
- Research on cotton tissue and Petiole- UGA

How-To-Use Authorized Return Service Ground Trac Labels

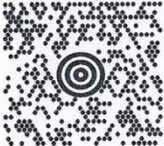



- Step 1: Place merchandise into any appropriate carton.
- Use adequate cushioning material. Make sure
- the merchandise fits securely in the carton.
-
- Step 2: Close the carton securely using a heavy-duty
- tape designed for shipping. Masking or
- Cellophane tape does not provide the strength
- necessary for proper package sealing.
-
- Step 3: To ensure proper return, apply the UPS Authorized Return Service label on the top of the carton, but not over
- any tape or seams. Be sure to enter your ZIP code in the space provided on the label.
-
- Step 4: If UPS delivers to your facility, they can
- pick up the package or you can take the package to
- anywhere a UPS driver makes a regular pickup or
- delivery or to any UPS customer counter. This
- package will ship at no charge to you by UPS. No
- phone call or paperwork is necessary

•*Note: Waters Lab will pay the shipping cost if one carton contains 25 or more soil or leaf samples.*

•*Any carton weighing up to 70 lbs. can be shipped with this label.*

•***YOU WILL BE CHARGED \$12.50 FOR ARS CHARGES IF YOU DO NOT MEET THE ABOVE REQUIREMENTS***

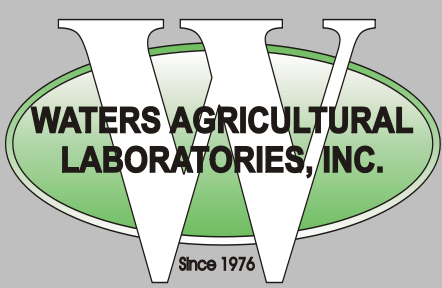
Please Keep Your Tracking Number

UPS DRIVER INSTRUCTIONS: YOU ARE AUTHORIZED TO ACCEPT THIS PACKAGE WITHOUT A PICKUP RECORD.		A.R.S.
FROM:	Name: _____	
	Street: _____	
	City: _____	State: _____ ZIP Code: _____
SHIP TO:	WATERS AGRICULTURAL LAB, INC 257 NEWTON HWY CAMILLA GA 31730 1653	
	GA 317 6-01 	
UPS GROUND		
TRACKING #: 1Z 978 74E 06 1215 7513		
		
UPS Authorized Return Service®		RHD 15.5A 04/2011 01118614 1/08 RRD
REF #:		
	GROUND A.R.S. TRACKING NUMBER 1Z 978 74E 06 1215 7513	REF #/ DATE

FAST
24-48 hour turnaround
BACK



**24-48 Hour
Turnaround**



Waters Agricultural Laboratories, Inc.

LAB-TALK 2000

Analytical Data Management System

- Receive Soil, Plant, Nematode and Cotton Petiole Data via FTP Download
- Sample Viewing Screens
- Graphic Reports
- Yearly Comparisons
- Sample Based Averaging
- Precision Ag Reports and Exports
- Change Crop Recommendations on the Fly
- LAB-TALK 2000 is **FREE** to download and use at <http://www.watersag.com/ltupdate>

Precision Agriculture

- We are re-sellers for Field Alytics and Agrian Software.
- We have staff at all locations to help customers with mapping and RX recommendation files.
- We offer full support to all customers from start to finish.

Features

Soil Data

Yield Data

Fertility Maps

Rx Files

Imagery

VR Seeding

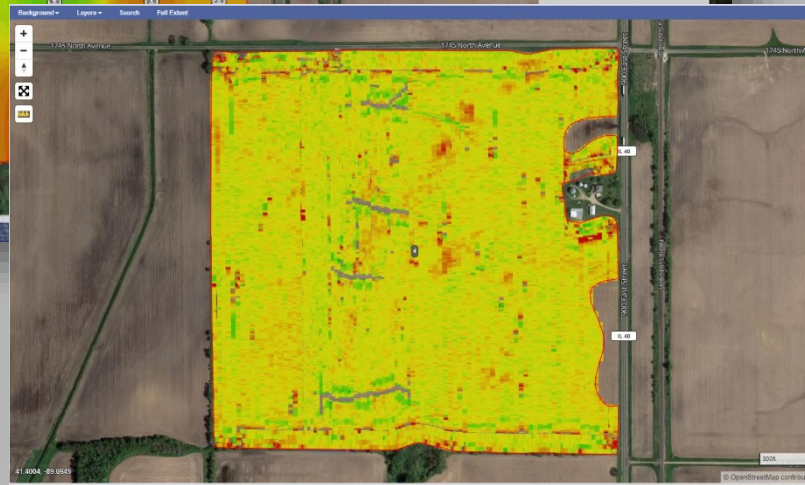
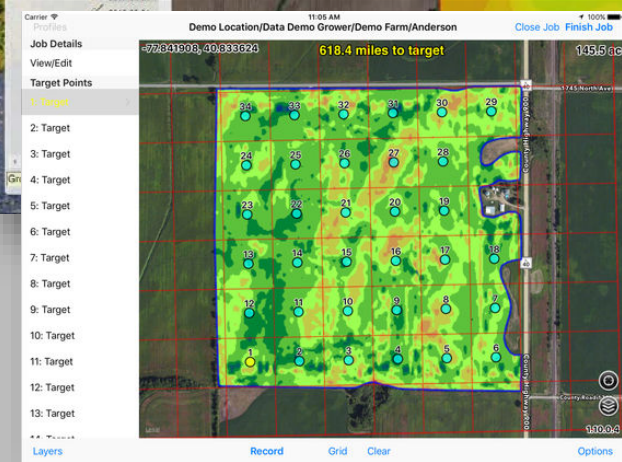
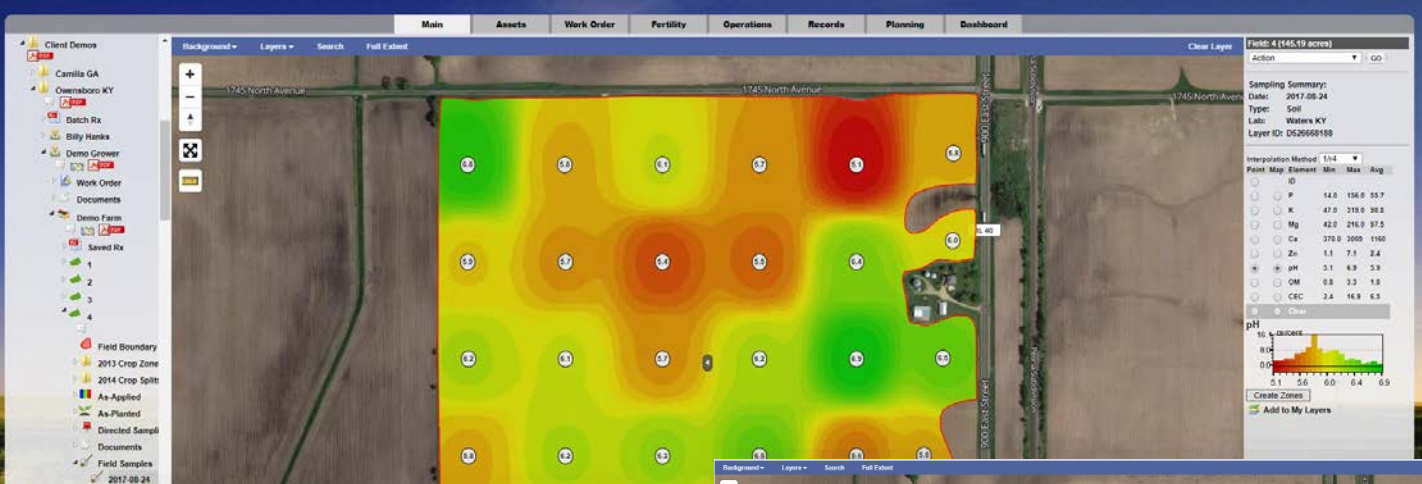
As-Applied/Planted

Various Third-Party

Integrations

Mobile App for Grid/Zone

Sampling and Scouting





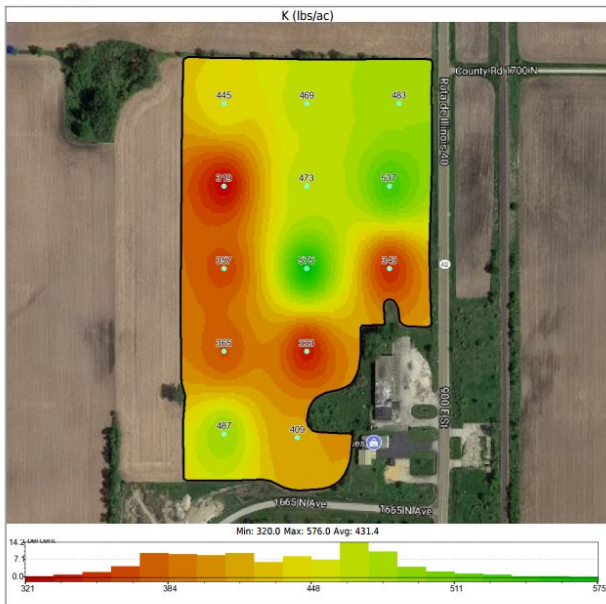
WATERS AGRICULTURAL LABORATORIES, INC.
Precision Ag
 MAPPING SERVICES



FieldAlytics™
 empowering decisions

Master Soil Book

Grower: Demo Grower Date(s): 2017-08-17 - 2009-10-11
 Farm: Demo Farm Field(s): 1
 Area: 33.39 acres



Owensboro KY
 2101 Calhoun Rd
 Owensboro, KY 42301
 270-685-4039

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FieldAlytics™
 empowering decisions

Master Soil Book

Grower: Demo Grower Farm: Demo Farm Field(s): 1
 DAP 18-46-0 - Fertilizer Application (lbs/ac)



Constraints:

Yield Goal: 200 bu/ac	Max Rate: 400 lbs/ac	Multiplier: N/A
	Min Rate: 50 lbs/ac	Subtract: N/A
	Switch Rate: 50 lbs/ac	
Minimum Application Rate: 130.4 lbs/ac	Total Product: 6381.3 lbs	
Maximum Application Rate: 239.1 lbs/ac	Total Product Bulk: 3.1907 ton	
Average Application Rate: 191.1 lbs/ac	Product Cost / Bulk: \$0.0/ton	
Application Area: 33.4 ac	Total Product Price: \$0.0	
Average Field Rate: 191.1 lbs/ac	Application Cost / Area: \$0.0/ac	
Total Area: 33.4 ac	Total Application Cost: \$0.0	
	Total Cost: \$0.0	

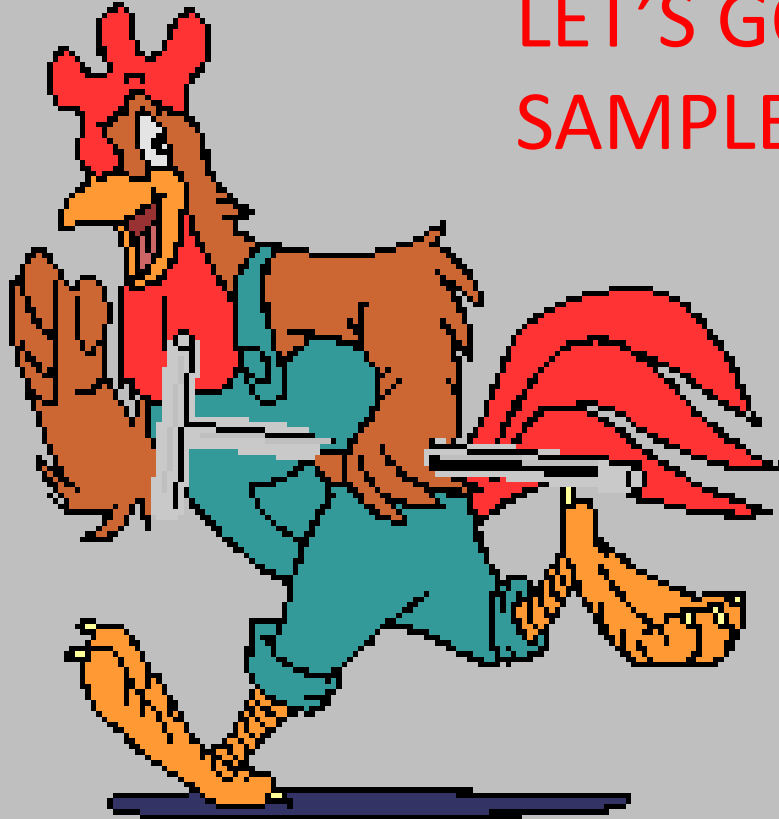


Owensboro KY
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DON'T GUESS – SOIL TEST and
MONITOR the PLANT with
TISSUE ANALYSIS

LET'S GO PULL SOME SOIL
SAMPLES



THANK
YOU-

Joseph Lewis