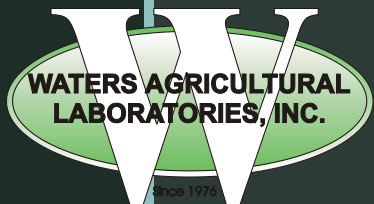




IMPROVING GROWTH WITH SCIENCE AND TECHNOLOGY

Presented by Joseph Lewis



History Of Waters Lab

- 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).
- *4th location coming “Spring 2019” Vicksburg, MS*

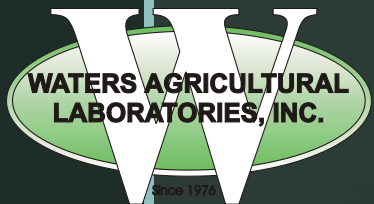




Waters Agricultural Laboratories, Inc.

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 Analysis
- Aflatoxins and Mycotoxins
- Cotton Programs
- Onion Programs
- Precision Ag Mapping Services
- FieldAlytics/Agrian Services
- Research Analysis



High Analytical Standards

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



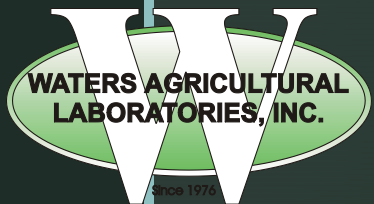
Certifications, Accreditation, and Proficiency Programs

- 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
- Mississippi Ag 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 Analysis

- Nematode studies for Bayer/Monsanto
- 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
- University Tissue Trials

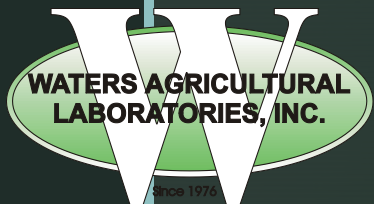
New Soil Health Testing



The underlining principle for a healthy soil is not just a medium to grow plants, but rather a living, dynamic and changing environment that is influenced by what we do and the practices we adopt.

Soil Health and Fertility Report

- Basic 4 Soil Test – Complete Nutrient Analysis
- Aluminum, Sodium, and Soluble Salts
- Nitrate Nitrogen and Ammonium Nitrogen
- Solvita CO2 Burst Test
- Solvita SLAN Test
- Active Carbon
- VAST Aggregate Stability
- Organic Matter



How-To-Use Return Service Ground Shipping Labels

Step 1: Place merchandise into a Waters Lab shipping box. Use adequate cushioning material. Make sure your samples are packed securely in the box to prevent any spillage during transport.

****NOTE: COOLER SHIPPING** - Please place the cooler inside a box to avoid extra handling charges from UPS. You can use any box you have or request a box from the lab.

Step 2: Close the box securely using a heavy-duty tape designed for shipping. Masking or cellophane tapes will not provide the strength necessary for proper package sealing.

Step 3: To ensure proper return, apply the preprinted label on the top of the box, but not cover any tape or seams. Be sure to enter your ZIP code in the space provided on the label.

Step 4: The prepaid box can be picked up at any destination that UPS delivers and picks up from, including but not limited to, your facility, other businesses, drop off locations, and shipping hubs.

Step 5: Be sure to enclose a completed sample information sheet with your name, address, telephone number, email address, and test requested. PDF's of information sheets can be downloaded from our website at www.watersag.com

*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**

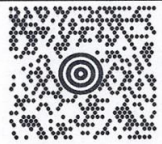



Please Keep Your Tracking Number


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® RFD 15.5A 04/2011 01118614 1/08 RRD

REF # : _____ REF # / DATE

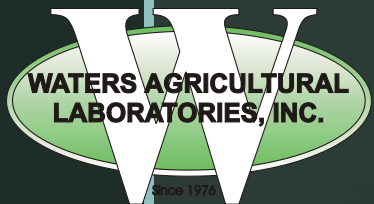
| | |
|---|--------------|
|  GROUND A.R.S. TRACKING NUMBER 1Z 978 74E 06 1215 7513 | REF # / DATE |
|---|--------------|



FAST *24-48 hour turnaround* **BACK**

A graphic of a CD or DVD disc, colored with a green gradient, positioned to the right of the 'FAST' and 'BACK' text.

24-48 Hour Turnaround



Precision Agriculture

- We are re-sellers for FieldAlytics 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

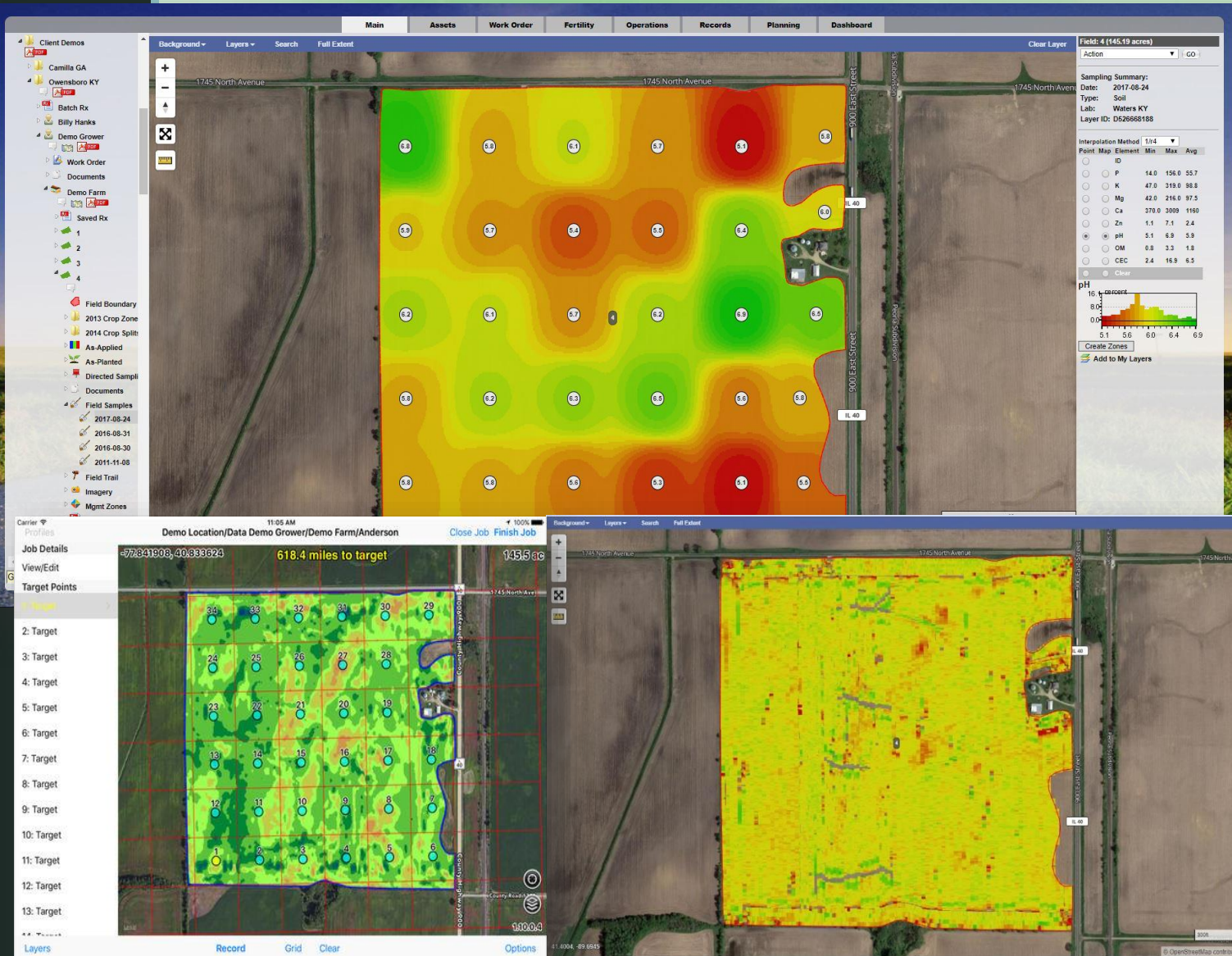
Imagery

VR Seeding

As-Applied/Planted

Various Third-Party Integrations

Mobile App for Grid/Zone Sampling and Scouting

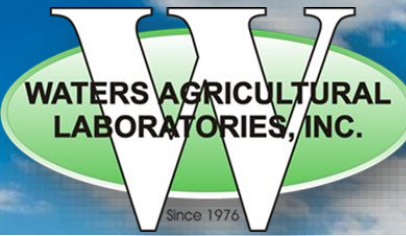




WATERS AGRICULTURAL LABORATORIES, INC.

Precision Ag

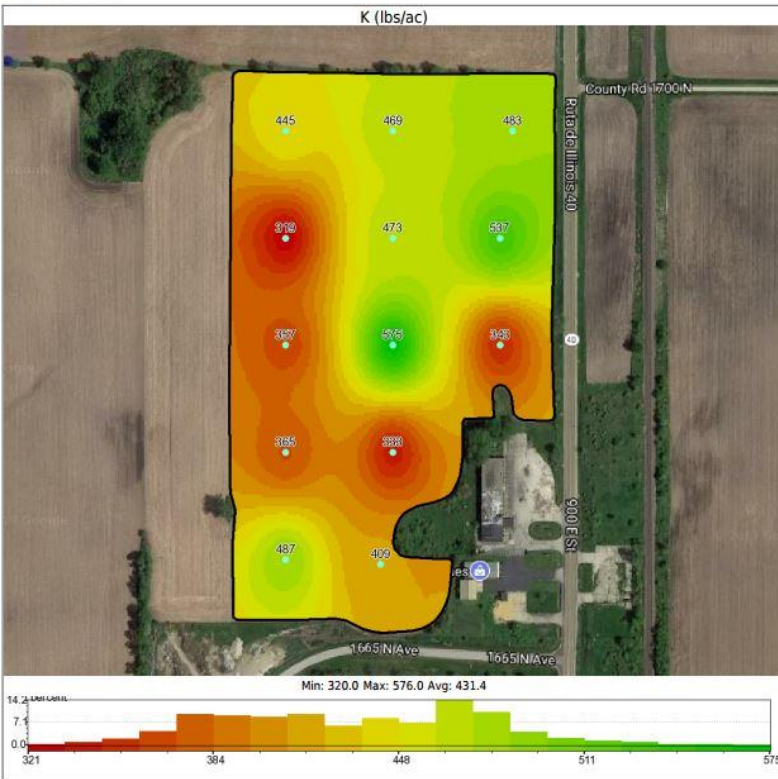
MAPPING SERVICES



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:

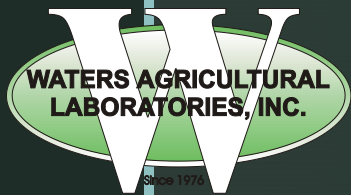
| | | |
|-----------------------|------------------------|-----------------|
| Yield Goal: 200 bu/ac | Max Rate: 400 lbs/ac | Multiplier: N/A |
| | Min Rate: 50 lbs/ac | Subtract: N/A |
| | Switch Rate: 50 lbs/ac | |

| | |
|--|-----------------------------------|
| 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 |



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Owensboro, KY 42301
270-685-4039

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DON'T GUESS... *SOIL TEST* and MONITOR your plants with *TISSUE ANALYSIS*



To learn more about all the services we offer, please visit our website at www.watersag.com today!