



A&L Canada Laboratories Inc.
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AUGUST 2019 NEWSLETTER



IN SEPTEMBER - PLAN TO ATTEND A&L's SOIL HEALTH SYMPOSIUM SERIES

SOIL HEALTH SYMPOSIUM SERIES

A&L Canada's Soil Health Symposium at the Ag In Motion trade show last month in Saskatoon was well received by growers and crop consultants alike. Here's your chance to learn about soil health from these expert speakers:

- **A&L'S RESEARCH LAB DIRECTOR DR. SOLEDAD SALDIAS** will highlight what the company has learned from its ambitious soil health research program – and what it means for commercial crop production.
- **A&L CANADA LABS FOUNDER AND CEO GREG PATTERSON** will detail the company's new VitTellus™ Soil Health test and recommendation package, based on eight years of research and field trials. That research has shown a 90% correlation between certain soil health factors and crop yields.
- **DR. JAMES WHITE, PROFESSOR OF PLANT PATHOLOGY AT RUTGERS UNIVERSITY** in New Jersey will speak about plant endophytes (the bacteria and fungi within plant tissue) and their effect on crop nutrition and productivity.

Registration is limited, sign up now to reserve your seat:

WED., SEPT 25th - GRAND RAPIDS, MICHIGAN

Crossroads Convention Center, 6569 Clay Ave SW, Grand Rapids MI 49548

THURS., SEPT 26th - LONDON, ONTARIO

Western Fair District, (Carousel Room), 900 King Street London, Ontario



SEP 25 Grand Rapids Michigan

SEP 26 London Ontario

JOIN US FREE LUNCH

SIGN UP HERE: <https://www.alcanada.com/content/seminars/seminars-register-free>



SOIL TEST THIS FALL TO START RIGHT NEXT SPRING

Chances are you're already thinking about harvest whether it be corn, soybean, wheat or canola. Does that mean you're all done for the season? A&L recommends post-harvest soil testing as the ideal way to set yourself up for success next year. Without a current soil test, you'll just be guessing what shape your soil is in for next year's crop.

You might also conclude that since you're satisfied with this year's crop yield and quality, there's no reason to test. But even a good stand could be masking key nutrient deficiencies in your soil.

TIPS TO KEEP IN MIND WHEN YOU'RE SAMPLING SOIL THIS FALL

Be sure you have the proper equipment to gather soil for testing:

- A hand probe or hydraulic probe can be used under most conditions
- A small wooden rod may be helpful in removing the soil core from the tube
- The soil auger is especially useful when sampling frozen ground or heavily compacted soil that a soil tube can't penetrate

Sampling wet soils? Try using vegetable or mineral oil to lubricate the probe & minimize soil pushing ahead of the probe.

If you're collecting your samples in a pail, use a plastic bucket to avoid contamination from trace metals. For example, zinc from a galvanized pail can transfer to your soil sample & render an inaccurate reading.

Once you have your samples, mix them together in a clean plastic container & take enough subsample to fill the sample bag provided by A&L. There is no need to process the sample further before shipment, A&L will dry, grind & sieve your sample. Send a separate bagged sample if you order a nematode test.

To improve your prospects for success in 2020, consider an intensive soil sampling program such as site-specific soil sampling or a soil audit. Site-specific sampling will clearly show the variability within fields, data that can be used to address those field differences for optimal input applications.

To get a representative soil sample in reduced-till or no-till fields, soil samples can be taken from two depths:

1. Two (2) inches deep for fertilizer placement
2. Another up to six (6) inches deep for general fertilizer recommendations

In these min-till fields you will generally find higher fertility, higher organic matter content, and lower pH, all of which can affect your fertility and herbicide programs.

Once you have the results of your fall soil test, you can start to plan your fertility program that considers balanced nutrition, source, timing and proper placement of crop nutrients.

For more on A&L's soil testing and analysis, go to:

https://www.alcanada.com/pdf/Tech_Bulletins/Soil/Testing/573-Understanding_Soil_Tests.pdf

Also, view our Soil Analysis Reference Guide https://www.alcanada.com/pdf/Soil_Analysis_Guide.pdf



TerraSiteRx™

A PRESCRIPTION FOR HIGHER YIELDS

Earlier this year, A&L Canada launched its TerraSiteRx™ analytics platform, which enables retailers and crop consultants to gain deeper insights from farm data for more profitable decision-making.

The new platform provides comprehensive tools to better analyze site-specific soil test results and correlate nutrient levels to other data sets such as in-season remote imaging.

TERRASITERX™ BENEFITS INCLUDE:

- Multi-layered soil data for execution of precision fertility programs
- Comparative analysis of nutrient and remote imaging results to address in-season fertility needs
- A&L proprietary algorithms for better data interpretation and timely decision-making

For the balance of 2019, TerraSiteRx™ access is complementary for clients who have previously ordered geo-referenced soil test results from A&L Canada.

A&L ALGORITHMS TO INTERPRET REMOTE IMAGING DATA ARE AVAILABLE ON A FEE-PER-ACRE BASIS, INCLUDING:

- Crop Health Report using the Modified Normalized Difference Vegetation Index (MNDVI)
- Plant Stand Counts/Crop Density
- Crop Damage
- Crop Stress
- Biomass and Targeted Soil Sampling

“TerraSiteRx™ is unique due to A&L’s interpretive soil mapping systems and application of nutrient algorithms that have been validated by years of in-field research,” said Greg Patterson, A&L Labs Founder and CEO. “Our clients have been asking for simple, interpretive tools to better understand what’s happening on the farm. TerraSiteRx™ fulfills that need.”

TerraSiteRx™ can be easily accessed by A&L clients through the DataWeb client portal. If you are interested in establishing an account for site-specific soil analysis, call 1-855-837-8347.

FOR MORE INFORMATION ON TerraSiteRx™ VISIT: www.TerraSiteRx.com.



A&L CANADA AND DEVERON UAS PARTNER FOR SOIL SAMPLE COLLECTION

A&L Canada Labs has partnered with Deveron UAS Corp. to extend the availability of A&L's soil sampling collection business. Deveron will collect samples as part of a larger portfolio of services offered to clients in selected regions across North America. Through this partnership, A&L will continue to focus on industry-leading soil analysis while Deveron leverages its network of on-demand data acquisition experts to collect soil samples. This partnership will allow A&L and Deveron to expand their soil sampling services across North America.



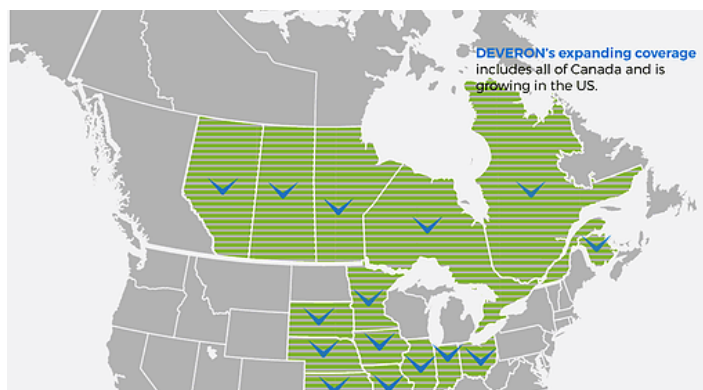
Deveron has built a leading drone data network throughout Canada and the mid-west United States over the last three years that leverages proprietary software to manage its network of licensed drone operators. "A&L's expertise and capabilities are an excellent complement to Deveron's data collection and analytic platforms. This co-operation will provide greater service to clients and help advance their farming operations," said Greg Patterson, CEO and founder of A&L Canada Labs.

"We are excited to be working with A&L to support their data collection needs with respect to soil sampling" reported David Macmillan, President and CEO of Deveron. "We look forward to building lasting relationships with A&L's customers in the years ahead as well as launching this service to new customers."

TO ORDER GO TO:

<https://www.terrasiterx.com/order-soil-data>

OR CALL: 1-855-837-8347





SAVE TIME AND IMPROVE ACCURACY WITH A&L'S SMART SUBMIT APP

More A&L clients are turning to the company's Smart Submit App as a mobile solution to upload their soil submission information electronically. The App is available for download free in the App Store (for iPhone and iPad) and from Google Play (for Android devices). The A&L Smart Submit App is an efficient and accurate way to submit your samples while on the go.

HERE'S HOW IT WORKS. If you have access to A&L's DataWeb online service, Smart Submit users can print out labels that identify your account, requested soil test and crop. These labels, which include an identifying bar code and QR code, can be applied in the field to your collection bags as soil samples are drawn. In this way, you're assured that the information you provide with your soil sample is accurate and personalized to your account.

The Smart Submit app can be used to identify soil, plant tissue, feed disease and tissue diagnostic samples. To find out how to use Smart Submit for your samples, watch the YouTube video here:
https://www.youtube.com/watch?v=P9Rw4x8y_QI

SEE YOU AT THE SHOW!

A&L Canada appreciates the opportunity to speak with growers and crop consultants about the crop production challenges they face and how A&L can help.

LOOK FOR US AT THESE FARM SHOWS:



Canada's Outdoor Farm Show • Woodstock, Ontario • September 10, 11, 12th, 2019

Canadian Greenhouse Conference • Niagara Falls, Ontario • October 9, 10th, 2019

Farms.Com Precision Agriculture Conference • Calgary, Alberta • November 26, 27th, 2019

Farm Forum Event • Saskatoon, Saskatchewan • December 3, 4, 5th, 2019