



Iowa State Extension Pricing Lawn and Garden

<u>Test Package</u>	<u>Analysis Performed</u>	<u>List Price</u>
Lawn and Garden (S1H)	pH, Phosphorus, Potassium, Magnesium, Calcium, CEC, Organic Matter	\$20.00
Plant Tissue Complete	Nitrogen, Potassium, Magnesium, Calcium, Sodium, Sulfur, Iron, Manganese, Boron, Copper, Zinc, Aluminum	\$26.00
Basic Water Pkg (A70)	pH, Phosphorus, Potassium, Magnesium, Calcium, Boron, Iron, Manganese, Copper, Zinc, Sodium, Nitrate-N, Ammonia-N, Aluminum, Molybdenum, Chloride, Sulfate, Carbonate, Bicarbonate, Hardness, Conductivity, Total Dissolved Solids, Sodium Adsorption Ratio	\$65.00

Please Note: Phosphorus, Potassium, Magnesium, and Calcium on the Lawn and Garden Package are tested using a Mehlich III extraction. Other tests are available upon request. Please call the lab for capability and pricing information prior to sending in the sample.

The following standard services are included:

Quality Results – Waypoint Analytical manages an integrated quality control program to ensure accurate results. We participate in the North American Proficiency Testing (NAPT) and the Agricultural Laboratory Proficiency (ALP) programs for soil and plant tissues.

Next Day Turn™ - This service is standard on all routine soil and plant tissue samples and ensures results are completed the next business day after receiving samples in the lab.

Internet Access to Data – With our secure web-portal, you can have access to your reports via the web. Many features are being added regularly to give you the tools you need to manage your data.

Pricing Effective January, 2018

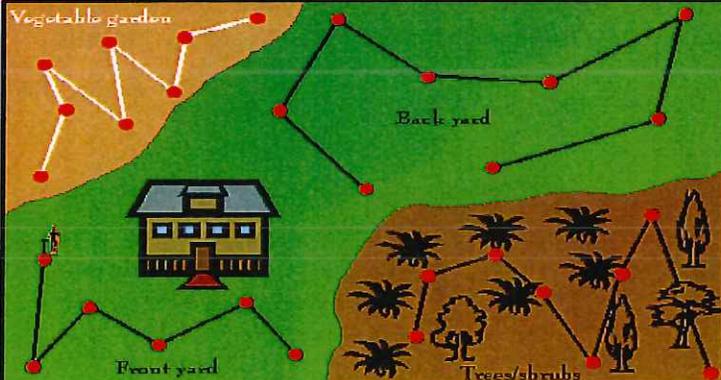
To Find Your Nearest Lab
Go to Waypoint Analytical
www.waypointanalytical.com

LAWN & GARDEN SOIL TEST

Client Information		Payment Information	
Name		<input type="checkbox"/> Check Enclosed <input type="checkbox"/> Call Me for Credit Card Information	
Address			
City, State, Zip			
Phone Number			
Email Address			

Sample Information			Fertility Rec Codes	
Sample ID	Test Package		Fertility Recs	
	S1H	Other		
			Garden - 340 Lawn - 850 Flowers - 725 Roses - 725 Shrubs - 680 Trees - 685 Shrubs-Acid Loving (Azaleas, etc) - 681 Trees-Acid Loving (Pines, etc) - 686	
			Detailed guides are available on our website. For additional questions, please call our client services or agronomy staff at the number above.	

Test Packages & Pricing		
S1H	\$20	Lawn & Garden Soil Test - Includes pH, organic matter, cation exchange capacity, phosphorus, potassium, calcium, & magnesium
Metals	\$26 each	Metal Test - cost is \$26 PER METAL - Lead, arsenic, cadmium, etc. Used to determine presence of heavy metals in suspected areas; not typically necessary for routine testing, only when there's a cause for concern

Instructions	
	<p>Sampling: Take several samples approximately 4-6" deep around the area to be tested using a soil probe, trowel, or shovel. Mix together thoroughly in a clean bucket and transfer 1-2 cups of soil into a labeled quart bag. Submit a separate sample for each unique area (garden, lawn, flowers, etc.).</p> <p>Packing & Shipping: Complete this form with a separate line for each sample, making sure the Sample ID matches what's written on the sample bag. Package the sample(s) in a box with this form and ship them via your preferred method to the address above.</p>

SOIL ANALYSIS

		Report No: Cust No: Date Printed: Date Received : Date Analysis : Page : 1 of 2
Lab Number : 12630	Field Id : Common Area	Sample Id : 07461 Reston Heights

Test	Results	SOIL TEST RATINGS					Calculated Cation Exchange Capacity
		Very Low	Low	Medium	Optimum	Very High	
Soil pH	6.9						8.8
Buffer pH							meq/100g
Phosphorus (P)	13 ppm						Calculated Cation Saturation
Potassium (K)	110 ppm						%K 3.2
Calcium (Ca)	1384 ppm						%Ca 78.6
Magnesium (Mg)	181 ppm						%Mg 17.1
Sulfur (S)							%H 1.1
Boron (B)							Hmeq 0.1
Copper (Cu)							
Iron (Fe)							
Manganese (Mn)							
Zinc (Zn)							K : Mg Ratio
Sodium (Na)							0.20
Soluble Salts							Ca : Mg Ratio
Organic Matter	4.9 % ENR 135						4.60
Nitrate Nitrogen							

SOIL FERTILITY GUIDELINES

Crop : Lawn

Rec Units: LB/1000 SF

(lbs)	LIME (tons)	N	P ₂ O ₅	K ₂ O	Mg	S	B	Cu	Mn	Zn	Fe
0		3.5	4.0	2.0	0						
Crop :											
Rec Units:											

Comment :

Paucic McGeary

SOIL ANALYSIS

Client : Brightview Landscape Services 14296 Willard Road Chantilly VA 20151	Grower : 7461 Reston Heights Common Area PO:	Report No: 17-209-0539 Cust No: 04014 Date Printed: 08/01/2017 Date Received : 07/28/2017 Date Analysis : 07/31/2017 Page : 2 of 2
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Lab Number : 12630

Field Id : Common Area

Sample Id : 07461 Reston Heights

SUGGESTED FERTILIZATION PROGRAM

First Application		Second Application		Third Application		Fourth Application	
#/1000 Sq. Ft.	Fertilizer	#/1000 Sq. Ft.	Fertilizer	#/1000 Sq. Ft.	Fertilizer	#/1000 Sq. Ft.	Fertilizer
8	16-4-8	8	16-4-8	6	21-3-7		

Comments:

Lawn

· The amount of fertilizer recommended on the first page is the total amount needed for the entire growing season. Split into 3-4 applications to keep the lawn green and prevent fertilizer loss. You should not apply more than 0.7 lbs of soluble nitrogen per 1000 square feet in a 30 day period. Or more than 0.9 lbs of nitrogen per 1000 square feet if you are using a slow or controlled release product in a 30 day period. Custom blend is best to meet exactly the requirement, if this is impossible, the above specific fertilizer application is a general guideline, if the specified grades can not be found, replace with fertilizer having similar N:P:K ratio. The best time to apply fertilizer for cool season grass (bluegrass, fescue, ryegrass) is in the Fall when the grass is growing. For Mid-Atlantic region the time is from late August to November. For Northeast region the time is from mid August to October. Fall application should start as soon as the day time high temperature is below 80-85F, apply with the interval of one month. If you start application late in the Fall and do not finish all three applications, repeat the same applications in the Fall of next year. Spring application is recommended when exceptional fertilizer loss due to heavy spring rain leaching and the grasses look pale green. Spring application can start as soon as the grass starts to grow in April. In the case of exceptional warm spring, the application can be made earlier.

· For a more in depth explanation of the soil test and recommendations, go to our website www.aleastern.com and select the "Lawn and Garden" tab at the top of home page. Under the "How to Understand a Soil Test Report" header you will find the link to the article "Soil Test Report & Fertilizer Recommendation Explained".

Paucic McGroary



Soil Sampling

Home Lawns & Gardens

By Pauric C. Mc Groary PhD

INTRODUCTION

Sample collection is the first critical step in soil testing. It is absolutely necessary to assure that the soil sample that you send the laboratory represents the area sampled. Please remember that only a few ounces of soil are being tested to determine the fertilizer and lime needs for what may be several thousand pounds of soil. Therefore, if your sample is not representative of the area you sampled, you may end up over or under-applying fertilizer and lime; consequently, leading to poor results. Finally, it is also very important to understand that we cannot analyze potting media/compost or soil mixes with less than 50% soil, like a regular soil sample as these results will be unreliable. Please contact the lab to get the appropriate test.

WHEN TO SAMPLE

Soil samples can be collected throughout the major part of the year. However, sampling should be avoided during times when the soil is excessively dry or wet. For established areas, such as lawns, trees, and shrubbery, samples should be taken once every two to three years. If new landscaping is being planned whether it's laying sod, starting a vegetable garden, putting in a flower bed or planting perennials, sampling should be carried out 6-7 months in advance to allow time for soil pH adjustments if needed. If a planting exhibits abnormal growth or discoloration a sample can be taken from around the plant/area during the growing

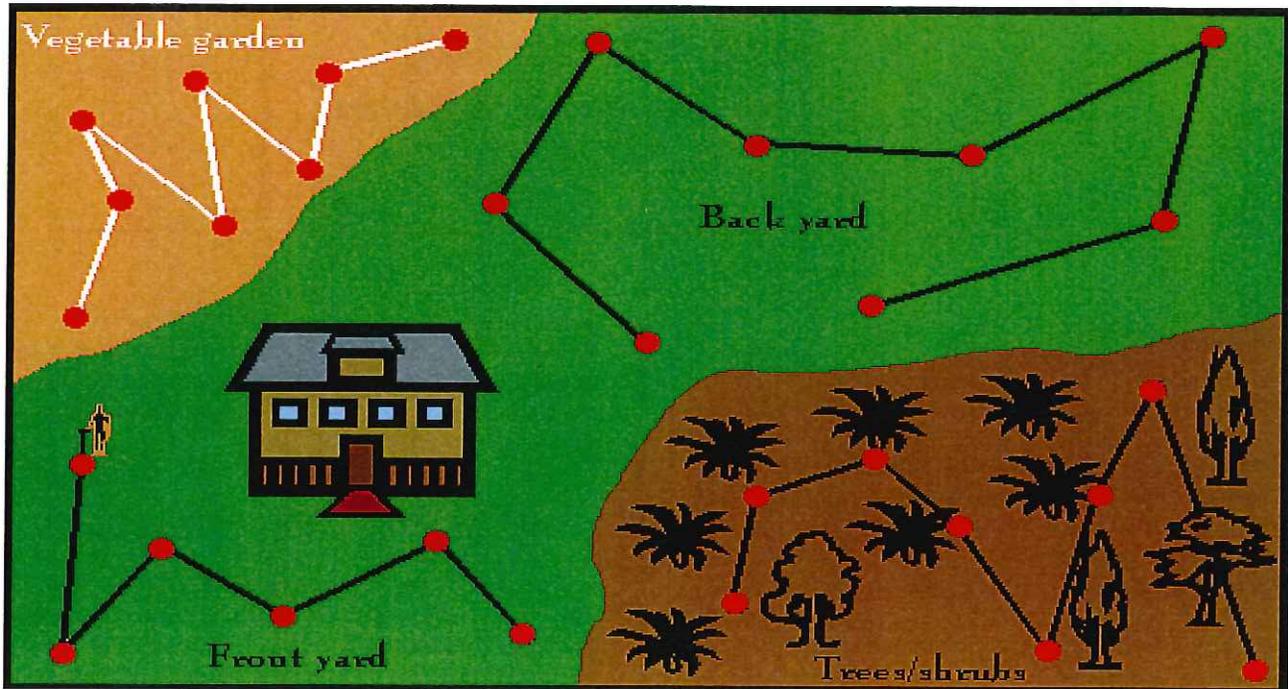
season for problem diagnosis. For recently limed or fertilized areas, delay sampling at least eight to twelve weeks after application. If you suspect nematodes, a separate soil sample is needed.

TOOLS YOU WILL NEED

A soil probe, garden trowel or a spade are all the tools you need to take the individual cores that will make up a sample. In addition, you will need a clean, dry plastic bucket to mix the sample cores. *Do not* use brass, bronze or galvanized tools or buckets as they may contaminate the sample, causing misleading results. In order to mail the sample, soil sample bags and submittal forms will be needed. Soil sample bags and submittal forms can be obtained by calling the lab. However, to expedite the process a "pint size sandwich ziploc bag" can be used instead, and a submittal form can be printed from our website under the lawn and garden tab.

GETTING STARTED

Once you have decided what time of year you need to sample, the next step is to decide how you are going to divide your yard/garden areas up so you get representative samples and results that are applicable to the soil and crop that you sample. Each sample should represent only one soil type or area-for example, a lawn, shrub beds or vegetable garden (Figure 1).



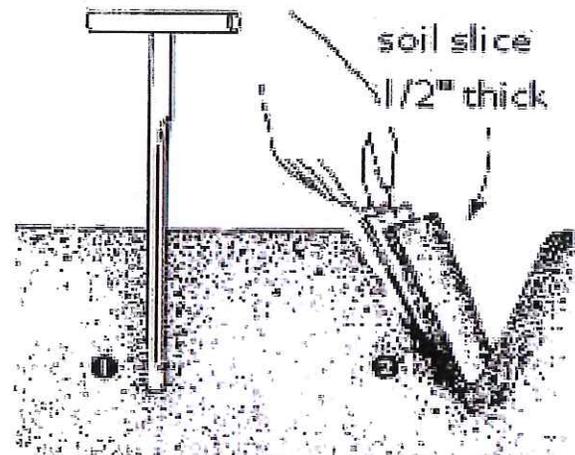
TAKING THE SAMPLE

After identifying the different areas to sample, it's time to put your tools to use and get dirty! You can take the sample with a soil probe, garden trowel or a spade.

(1) Soil probe: push the probe into the soil to the recommended depth (See next section). Repeat 10-15 times in a zigzag fashion within each sampling area and mix the sample together in a clean bucket.

(2) Shovel or spade: Dig a V shaped hole to sample depth, and then cut a thin slice as shown below.

Repeat 10-15 times in a zigzag fashion within each sampling area and mix the sample together in a clean bucket. Then using one of A&L bags or a pint size sandwich ziploc bag, fill





bag with two cups of soil. Don't forget to write when you get the results back, e.g. front yard, back vegetable garden etc.

SAMPLING DEPTHS

For lawns, sample to a depth of four to six inches, excluding any thatch, and sample in a zigzag pattern. Similarly, for a vegetable garden, sample to a depth of four to six inches in a zigzag pattern. For flower beds, remove any mulch, then sample to a depth of four to six inches in a zigzag pattern. Additionally, for trees and shrubs remove any mulch and sample to a six to 8 inch depth under the drip line of established trees (under the tips of the longest branches) all the way around the tree or just outside the root ball.

FILLING IN THE SAMPLE INFORMATION

This is one of the most important steps in taking and submitting a soil sample. If not completed properly, this may delay the results or lead to the wrong recommendations! In order to get the best experience it's important that you make sure, your name, address, and phone number are legible. If you would like to receive your results by e-mail you need to also include your email address as shown in red on the form below. For payment you can include a check, or write your credit card number on the form.

After getting your personal information on the form the next step is to fill in the sample your results within the above time frames, please feel free to contact the lab. Finally, after getting the report back if you have any questions regarding the testing methods,

on the bag an ID that you can identify with Id. As previously mentioned it's important you pick an Id that will help you remember where the sample came from e.g. front garden etc. Also, you need to make sure that the ID on the form matches the ID on the bag.

As far as choosing a test, the S1 will provide most homeowners with enough information to grow most lawns, shrubs, and vegetable gardens. But for those who may have problems or are novices in the yard/garden the S3 may provide more information for solving problems or increasing quality/yield.

Finally, in order to get the correct recommendations we need to know what crop you are growing. Under the "choose option below for fertility recommendations" or "crop to be grown" please specify the crop you need recommendations for by choosing one of the codes or writing in the crop itself, e.g. lawn or vegetable garden etc.

WHAT'S NEXT?

After we receive your sample, you should get an e-mail confirmation if you have provided an e-mail address. On this notification will be your account number, report number, and number of samples submitted and the date when you should receive the results and when we received the sample. Generally, you should receive the results three days after receiving this confirmation. However, if you did not provide an e-mail address it takes about five to six days after we receive the sample for you to receive your results. If you do not receive

nutrient ranges or recommendations please feel free to call the lab and ask to speak with our agronomist.

