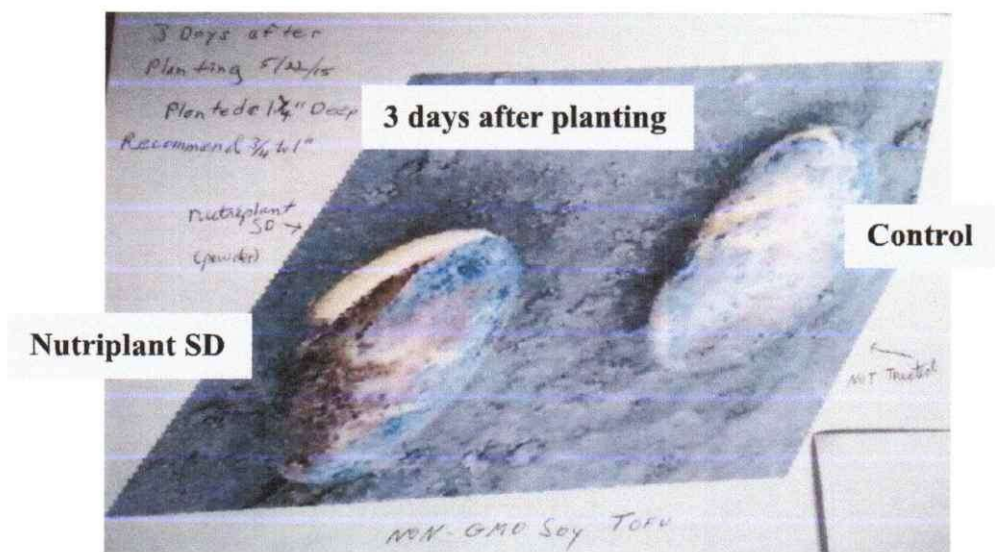


- Customer Corner -

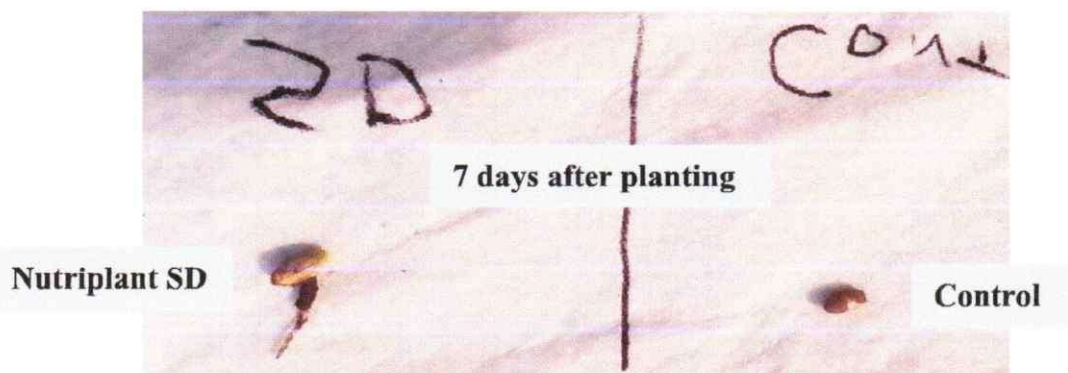
Bonnie Alberts from Eaton Rapids, Michigan reports that her Customer from Merrill, Michigan is sold on the products.

My customer started using APSA-80 in the spring of 2014 at the rate of 15 oz. per acre for soil compaction. He applied at the same rate again in the spring of 2015. His winter wheat was planted in the fall of 2015 and yielded 110 bushel per acre vs previous year of 98 bushel. He was very excited never having had such a good yield. Made a commitment to try APSA-80 at this rate for 3 years.

In 2016 he applied APSA-80 again like the previous two years and added Nutriplant SD to soybeans prior to planting. His soybean yield despite a drought was 68 bushel per acre vs. 55 bushel per acre. He placed his order for APSA-80 and Nutriplant SD Dec 2016 to have ready for 2017. Needless to say, he is sold on the products!



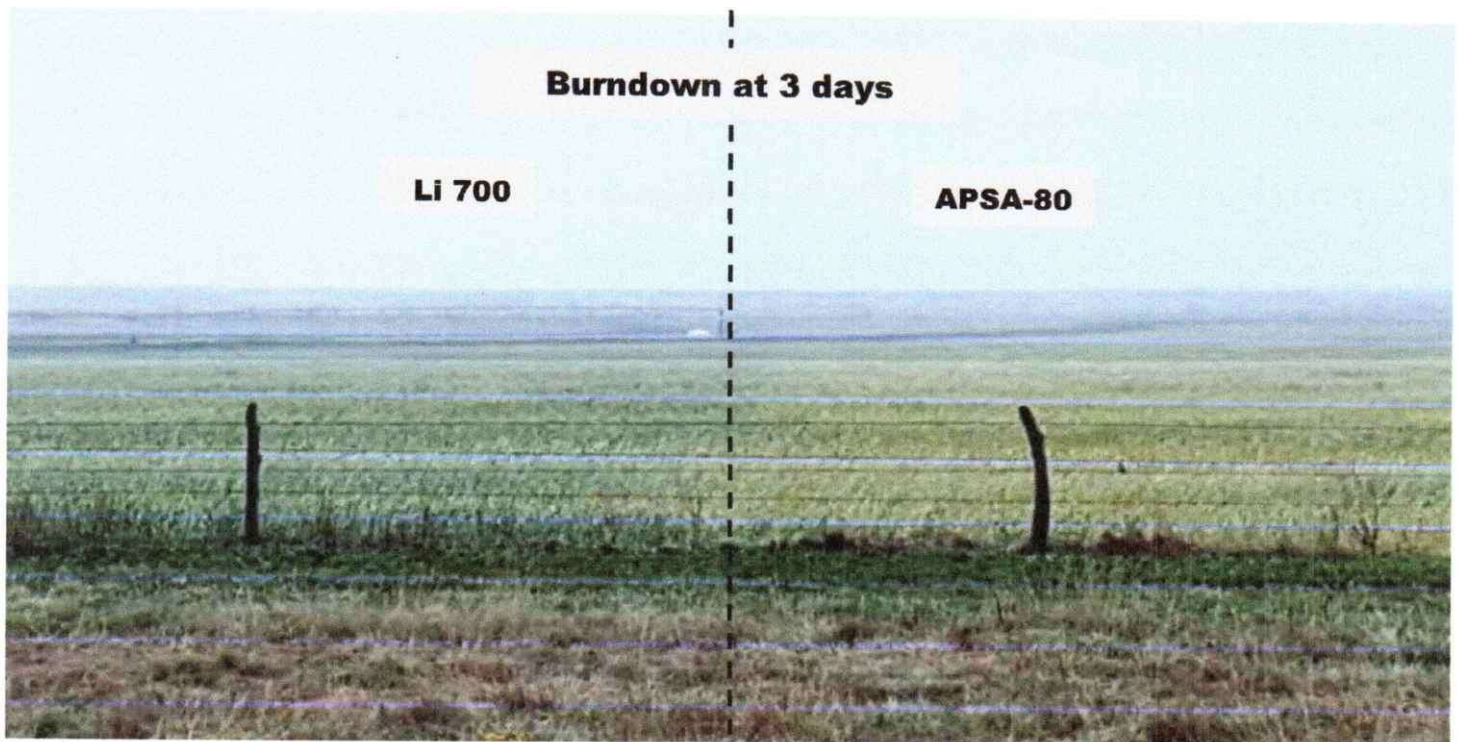
Here is a photo taken in May 2015 of soybean planted on Memorial Day weekend treated with Nutriplant SD prior to planting. We dug up one week later. The farmer grows non-GMO tofu soybeans. He believed he planted too deep and would have broken through soil if had planted only at 1" and not 1-1/2" to 1-3/4" At end of harvest he stated an increase of 4.5 bushel per acre.



- Customer Corner -

Jay Green from Amarillo, Texas providing his customer with a good response to burndown using APSA-80.

The right side of the picture is APSA-80 @ 15oz rate with Prowl and Roundup and the left is Li700 with Prowl and Roundup. The application was done on a Monday and the picture was taken on Thursday morning. The customer was doing a burndown on wheat. Please give me a call with any questions. *JC Marketing - Jay Green*



From the APSA-80 Desk

All of us from time to time need to review our products. APSA-80 and Nutriplant are being marketed to an industry that is becoming increasingly more sophisticated due to new technology demands. The challenge for those in the Farm Business is how to manage all the financial inputs needed to produce a crop that has a healthy bottom line. We all need to be responsive to our customer's needs and be ready to answer questions and provide education on how our products work and what our products can do for them.

Demos are a great way to begin those discussions by providing educated explanations to support what they see. Surface tension, contact angle, porosity, sorptivity and water movement in the soil are all characteristics which we should all know and easily explain to the customer.