

NEWS FROM VERDE-CAL®

Second Quarter
2009

Products of **AQUA-AID, INC.**



Miller's Miscellaneous

This quarter we look at soil and testing. A Saturated Paste Test is still a testing tool that comes with some uncertainty. In this issue we will shed light on this important part of the testing of your soil. We also will show you how to interpret those paste tests with a very handy guide we have put together for your reference.

Soil solution is another

growing area of turf interest agronomically speaking. It is an integral part of your turfs health and should never be overlooked. Learn more about how to feed the soil solution by reading "The Solution is in the Solution" article.

With summer now here for everyone, we realize how busy you will become. Please give us some time as we check in with

you. We are here to help you.

Just as you begin the busy summer season, we are planning trade shows and fall business. VERDE-CAL will help you make it through the summer months with better, stronger turf. VERDE-CAL will ensure your fall starts off well also. Please remember our simple programs and uses.



Why Do I Need a Paste Test?

A paste test is a testing procedure that more and more of us are beginning to see the value of. It really is the "last piece to the puzzle" when it comes to fully understanding your soil and plant health. It is also a valuable tool to help understand what is or is not available to the plant in terms of soil nutrients.

"Feed the soil, and the soil feeds the plant."

How many times have we heard this phrase? This old saying is true, but needs to be elaborated upon. What it should say is, "feed the soil "solution" and the solution will feed the plant". That begins a whole new understanding of soil and plant health. The standard soil test tells us what is or is not exchangeable, but the paste test "reveals" what is there to feed the plant from that exchangeable portion.

This becomes very important during different times of the year depending upon the growth phase the plant is in. Soil amending becomes important during the fall, winter, and spring for turf or plants that must root in or recover from summer damage.

Feeding the soil solution is critical at these particular times. Without proper soil amending, rooting and stress/recovery is lacking.

If you are battling soil problems, then most likely the plant is showing symptoms of the soil problem. Feeding the soil solution in order to change the "exchangeable" cations is the way to overcome these soil/plant problems. Whether low pH, high pH, high sodium/salts or whatever... It is the soil solution that will ultimately make changes your plants can live with!

How many times have you applied a granular product at a high or higher rate and the next day remarked at how much better things looked? The reason for the reaction is a noticeable increase in soil solution. Or an increase in available nutrients! If you have experienced this, then you are well on your way to understanding why paste tests are so valuable.

With VERDE-CAL products, our whole emphasis is on increasing availability! Our improved thCa™ creates release and improves your plants chances at intercepting valuable nutrients.

Special Interest Articles:

- **Miller's Miscellaneous.**
- **Why Do I Need a Paste Test?**
- **The Solution to the Solution**
- **How to Interpret a Paste Test**
- **Make It Better**
- **Satisfied Customers**
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The Solution to the Solution Lies Within the Solution:

This article is one I have put much thought into. I actually laid awake in bed last night thinking about this article.

The old adage: "You feed the soil, and the soil feeds the plant", is only half true. As in the previous article, what actually feeds the plant is the "solution" of available nutrients within the soil. So feeding the soil is only a part of the whole picture. What you are feeding and how and when you are feeding is really the big picture here.

Nutrients should be balanced and in ample enough quantity to actually create a solution of availability. The plant will not intercept the solution, the solution must intercept the plant, or plant roots.

So look at your fertility program! Are you foliar feeding when the plant/soil need solution building? This occurs typically in the spring, winter and fall in nearly all regions. Summer can be included as well in cooler

parts of the world where turf can absorb nutrients throughout the day.

When turf is waking up and/or carbohydrate reserves are building up or root development is occurring, this is the time for soil solution management.

Why?

Because at this time it is critical to the plant for strength and chances of surviving harsh conditions. Feeding the soil solution is done by pounds per acre (granular) not ounces per thousand (foliar). Plant diet and soil needs must be taken into account. Plant needs for proper growth and carbohydrate/root and strength start with: Nitrogen, potassium, calcium, magnesium/phosphorus and sulfur, and in this order! Nitrogen is one that can be manipulated, and usually is foliar supplied. However, nitrogen is still very important to the carbohydrate reserve supply. So remember

to use some granular. Typically ammoniacal nitrogen is used to build the carbo's. This should be done more in the fall and winter months to avoid spring excessive growth.

VERDE-CAL products will allow you to feed the soil solution by releasing calcium into the soil profile. Also, by the use of our thCa™ organic acids, the "volume" release of calcium creates availability of other most essential nutrients: K, Mg, Mn, S and P. This makes the plant healthier and stronger. Using VERDE-CAL products in the spring and fall, and typically once or twice per summer, gives a nice soil solution benefit. You can see it in the turf by its response. In hotter climates another application may be needed due to the longer growing season.

When you feed the solution, you feed the plant and the plant grows better!

"People seem to see that their opinion of the world is also a confession of their character."

Ralph Waldo Emerson

"A good hockey player goes where the puck goes",
"A great hockey player goes where the puck will be".

Wayne Gretsky



How to Interpret a Paste Test:

What still baffles us as we travel around to different parts of the country and world is the lack of proper testing interpretation. Tests are taken because there is a sincere interest to know if there is a problem. Poor interpretation leaves the customer unsure if the test was even worthwhile to begin with. Testing is definitely worth while, and we hope that this article will allow you to become better at interpreting your test. And if all else fails... We are here to help you.

Paste Tests are very valuable to any turf manager. A lab will take your soil and basically make a paste or batter like solution out of it. Let it sit overnight and then test the nutrients that have become available the next day. This basically tells you what is going to release from the "standard" or exchangeable test results. Typically, the availability is very low. This is usually caused by a neglect to feeding the soil or solution. Foliar feeding programs usually (not always) lead to very low available nutrients in the soil. Thus leading to other problems such as:

- **very high Ca levels**
- **high or low pH**
- **high sodium/magnesium**
- **high potash levels**
- **lack of stress resistance**
- **wilt**

This could be your situation. The fact is, that most foliar programs are designed (or claim) to prevent such problems. We believe there needs to be a good middle ground between foliar feeding, and granular feeding. As mentioned in the previous article, certain times of the year or certain pressures dictate one or the other. Most of the time granular feeding is going to be the best way to satisfy the solution needs. If you are unsure, take a paste test, read it and decide for yourself. If you are working mainly with foliar products and the paste test shows very little availability, there is your proof that you need to amend the soil more with granular products such as VERDE-CAL.

As far as interpretation of those tests, we have allowed you to access a great source. Click [here](#) or go to <http://www.verde-cal.com/testing-brochure.pdf> to access a useful guide for:

- **Paste Test reading**
- **Standard Soil Test reading**
- **Water test reading**

We recommend you practice using the guide a little bit. It will help you to better grow stronger turf and plants.

Make it Better:

In summarizing this quarters newsletter, we simply want you to have better turf. Turf that will withstand more stress regardless of its source. Can you do this without testing? Most likely. But with decent tests, both soil and paste you stand to be better. And being better usually pays off when things are at their worst.

We have customers who tell us all the time that they see noticeable increases of essential nutrients by using VERDE-CAL. We urge using good accurate tests to document these findings for yourself. Consistency is key to keeping track of your turf. Continue to test the same areas year after year so you can build a history. By watching this history over the years, you can begin to see what is working better for you.

So many times, the first time VERDE-CAL user is overwhelmed by the response from the turf. No, we never get tired of hearing this! It means that finally they are treating the soil/root zone with a quality product that is giving them a return!

In the coming months we will be unveiling some new products. Products that have been in the works for some time. We hope to hear your comments and feedback, especially customer feedback.

There is a lot of competition out there. We are well aware of them. We get calls all the time about other "like" products. There is only one "Original", and that is VERDE-CAL.

We appreciate your interest to sell and/or use our products. We hope you will like the upgrades soon to be revealed.

"Am I not destroying my enemies when I make friends with them?"

Abraham Lincoln

"There is nothing so useless as doing efficiently that which should not be done at all."

Peter Drucker

Spoken at a graduation ceremony:

"Graduation is only a concept. In real life you graduate everyday. It is a process that goes on until the last day of your life. If you can grasp that, you'll make a difference."

Arie Pencovici

Satisfied Customers ...

“Adversity is the trial of principle. Without it, a man hardly knows whether he is honest or not.”

Henry Fielding

**FEED THE SOIL AND THE SOIL
WILL FEED THE PLANT.**

If you need more literature, please request some to be mailed to you by contacting the following:

maryanne@aquaaid.com
scott@aquaaid.com

Specify how much you need and where to mail it to.

Most people in the industry know the benefits of calcium...and the difficulty turf managers have getting an adequate amount available to the plant. VERDE-CAL products have enabled us as a distributor to offer our customers a product far superior to straight gypsum.

VERDE-CAL has a complete line of products for nearly every situation our customers encounter. While we stock several of the products for specialty situations, VERDE-CAL G is our main product offering. This product serves our customers needs, and takes a burden off of our shoulders as well. While VERDE-CAL has a higher bag cost, our customers find themselves using a quarter of the total tonnage they would use with regular gypsum.

VERDE-CAL is a full package product, so our customers get more results from a single product, rather than having to apply multiple products to achieve the same results. For example, rather than using a soil penetration aid, a calcium product and Eximo, we can now offer our customers a single

product in VERDE-CAL. Many of our VERDE-CAL customers are golf course superintendents, so it being a greens grade product helps tremendously. Also, since the calcium is immediately available, the use rates are reduced dramatically, which allows us to stock less product, and makes deliveries much faster. This helps with labor costs of our customers as well, which often frees up more of their budget to address other problems on their course.

VERDE-CAL has helped our customers reduce salts and boost calcium, all without a drop in Potassium and Magnesium that is often associated with similar products.

Overall, the VERDE-CAL line has allowed us to offer a premium product to our customers, increase sales, and decrease the amount of storage and work needed to adequately service our customer base.

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