



“In The Field”

By: Nick Oprea
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July has been a very busy month starting off with the 90th Annual Pecan Growers Assn Conference & Trade Show, July 10 - 13th in Frisco, Texas. This is the 4th year in a row that we've attended this show. Shelby Tucker, Wayne Tucker and Daniel Holley attended and now we know a lot of people in the Texas pecan business. This year we were fortunate to have a pecan grower give a presentation on the benefits of using microbial inoculants. After the presentation our booth was inundated with people asking questions, getting literature and buying product. Another successful event.

We are always ready to help our Distributors and that's what we did for our distributors in Utah and Idaho. Our own Daniel Holley spent a week helping our Distributor in Utah and our retail outlet in Idaho, meeting with potential customers and giving them a presentation on using our microbial inoculants on their crops. He covered their use on potatoes, wheat and pasture grasses. Way to go Daniel, another successful sales trip and more new clients.

We are on the USDA BioPreferred product list and we are trying to get our products USDA certified biopreferred.....just another step up. So Wayne Tucker and Nick Oprea had a conference call with the people that run the program in Washington D.C., Program Director at the University of Idaho and the testing scientist in Florida. After giving a presentation on what microbial products really are and what they can do we confused and educated them enough that they asked to conference again in 4 to 5 weeks so that they could do their homework. We face the same thing time and time again and hope that the work that we did will lead to our certification.

Rutgers University in New Brunswick, New Jersey is in the middle of 3 tests with our turf formula product and what effects it has on the fungal diseases of dollar spot, brown spot and a third one on golf course turf.....different kinds of Bermuda grass. This is supposed to end in August and we'll have the data in September and we will let you know how we did.

On July 20th the University of Oklahoma picked up a 55 gallon drum of our Turf Formula.. They are in their fourth year of our program and have seen fantastic results on all of their athletic fields. Last year, in November after the Bono concert, they tore the entire field off and laid down new turf. They used the turf formula and the athletic turf director told us it wasn't long before the grass had rooted. It was the fastest for the month of November that he had seen; they only had thirty days before the football team had to play on it again.

Well that's it from the field, talk to you again next month.

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