

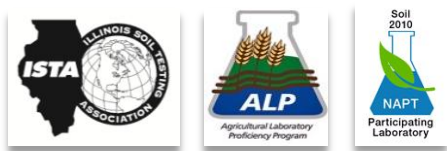
Soil Sampling • Soil-Tissue Lab Analysis • Crop Scouting



ISTA - ALP 2010 Summary Report

The **Agricultural Laboratory Proficiency (ALP)** program provides lab proficiency services to ISTA-member soil testing labs. The program is based on three proficiency cycles per year, collecting/reporting data for the majority of the industry's testing and analytical methods.

With each cycle, labs receive soils on which laboratory accuracy and precision is evaluated for each test method. With the completion of each cycle, ALP provides an individualized report summary for each member laboratory based on an ISTA member laboratory database.



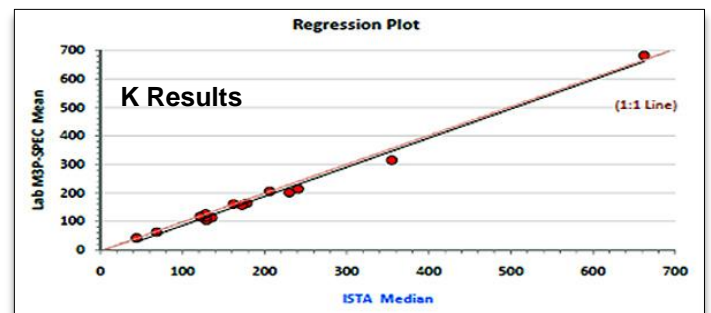
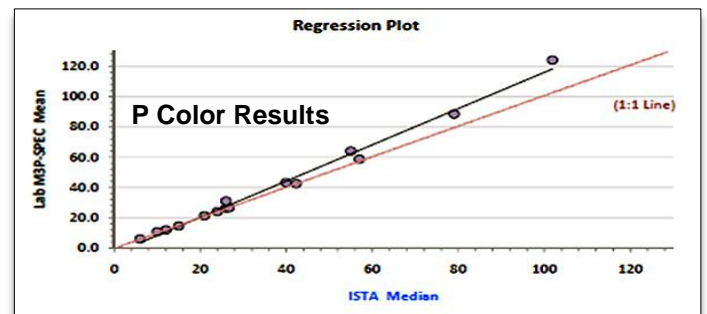
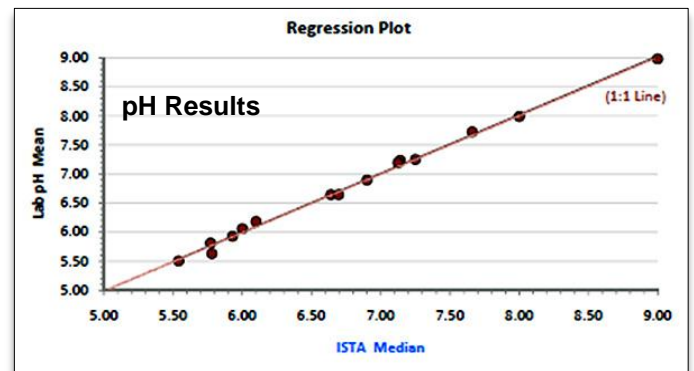
United Soils, Inc. was sent 15 unknown (3 x 5) soil samples. After analyzing, the samples were submitted to **Dr. Robert Miller** (technical director for the new ALP/ISTA program - Colorado State University).

At the end of 2010, Dr Miller created an **End of the Year** report for each participating laboratory for the main tests. Each test result provided a graph showing the comparison of our submitted values to the median values for all 15 samples received throughout the 2010 year.

The ISTA guideline provides an acceptance of $\pm 10\%$ from the median. In our business, 10% can make a big difference in the resulting fertility program. The closer you are to the actual median, the better the results.

Results

United Soils finished at the top of the testing class, with values that tracked near or precisely to the ideal median line.



ALP program methods and statistics can be found at: www.collaborativetesting.com/soil/index

Commitment to Innovation = Customer Productivity

Ranking USI

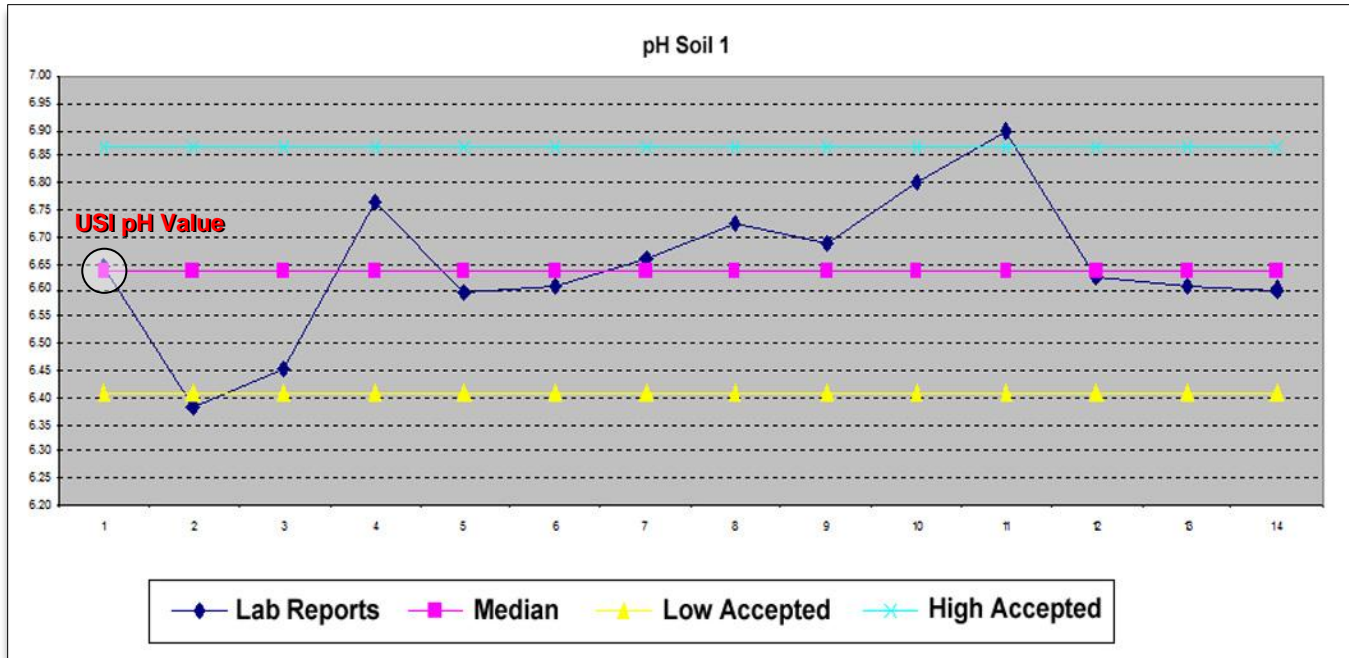
The graph below is an example of how all 14 labs compared in pH testing for this particular soil (Soil 1).

Pink Line: Median (ideal value)

Yellow Line: Low accepted

Turquoise Line: High accepted

Navy Blue Line: Results of 14 labs (compared to median)



Overall 2010 ALP Scores for pH / P Color / K

Lab #	pH Score	P1 Colorimetric	Potassium	Overall
United Soils, Inc.	100.00%	100.00%	100.00%	100.00%
Lab 2	73.30%	67%	67%	68.83%
Lab 3	87%	*67%	93%	82.20%
Lab 4	93%	*40%	100%	77.67%
Lab 5	93%	*40%	93%	75.33%
Lab 6	100%	*60%	80%	80.00%
Lab 7	60%	*33%	67%	53.33%
Lab 8	100%	NA	NA	NA
Lab 9	100%	*87%	93%	93.33%
Lab 10	100%	80%	100%	93.33%
Lab 11	80%	NA	NA	NA
Lab 12	93%	93%	93%	93.11%
Lab 13	100%	*40%	100%	80.00%
Lab 14	67%	33%	33%	44.53%

* = ICP-P Reported

The USI laboratory uses only those recommended testing methods as defined by NRCS-13 & the IL Agronomy Handbook:

- P Colorimetrics
- DTPA Extraction (Zn, Cu, Mn, Fe)
- Calcium Phosphate (S)

To discuss the results of this testing, contact your United Soils, Inc. sales representative or the USI office at (815) 692-2626.