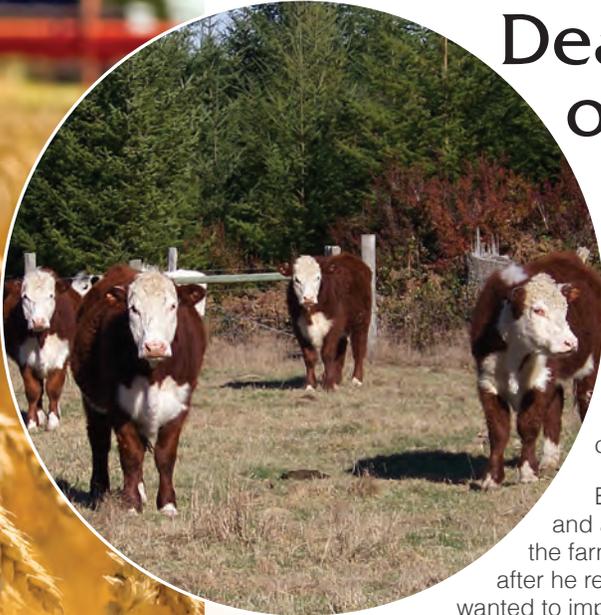


AGGRAND® NEWS

Winter 2014

AGGRAND Fertilizers Help Dealer Raise Healthy Cattle on Nutritious Grasses



Dealer Larry Boltz of Shelton, Wash. started using AGGRAND natural fertilizers on his pastures and hay fields after he read about them on the Internet. He first enrolled as a commercial account.

Boltz raises beef cattle and a couple of horses on the farm his family moved to after he retired in 2008. He wanted to implement a natural and sustainable cropping system to raise cattle that are GMO-free.

"My animals get absolutely no grain," Boltz said. "People want grass-fed beef, they have the higher omegas as well as being just plain healthier. My cattle grow just like the buffalo used to. They're in very good shape."

"I WASHED MY SPRAYER OUT IN MY ROCK PILE. NOW I HAVE GRASS GROWING IN MY ROCK PILE. THIS IS GOOD STUFF."

He raises Hereford cows and Low Line bulls. They're what the original black Angus was in the 1960s, Boltz explained. They have short legs, low to the ground. "They don't have to cover a lot of area, so the short legs are okay," he said.

Challenging Soil

He had his work cut out for him in western Washington, where the soil is rocky, with hardpan under the surface. Hardpan is a dense layer of soil under the uppermost topsoil that is largely impervious to water.

"The ground here could be a gravel pit," Boltz said. "The soil is compacted, so water won't permeate it — almost like concrete."

The hard-packed soil makes it difficult to use nitrates to feed the plants. "The nitrogen washes right past the roots," Boltz said, causing it to leach into the ground water. Applying AGGRAND Natural Kelp and Sulfate of Potash fertilizers is effective in reaching the root zone and supplying nutrients to the grasses without contaminating the water supply, Boltz said.

As if those hurdles were not enough, the soil also is acidic — with a pH level anywhere from 5.6 to 5.9 — which is not conducive to growing grass, Boltz said. He uses AGGRAND Liquid Lime to boost the pH.

His first experience convinced him to become a Dealer. "I washed my sprayer out in my rock pile," Boltz said. "Now I have grass growing in my rock pile. This is good stuff."

Soil Test Gets Recommendations that Work

When Boltz bought the land in 2008, he sent AGGRAND a soil sample for analysis and used the results and recommendations to form his AGGRAND fertilization plan. His mix ratio is 2 gallons of AGGRAND Natural Fertilizer per acre with 1 quart of AGGRAND Natural Kelp and Sulfate of Potash and 2 quarts of AGGRAND Liquid Lime.

"I'm extremely pleased with what AGGRAND fertilizers have done here at my place," Boltz said. "It produces some nice grass."

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Fertilizing With AGGRAND: When and Why

BY WALT SANDBECK | FERTILIZER SPECIALIST AT AGGRAND

Dealers and customers can get the best results with AGGRAND natural fertilizers by using the proper equipment and techniques for their specific applications, which include proper nozzle selection, tank agitation or recirculation and even shaking well before use.

Except for Natural Kelp and Sulfate of Potash (NKP) 0-0-8, all AGGRAND products are 'thick' — more or less the consistency of soup. So, getting the hose-end sprayer to siphon up the Natural Fertilizer, Natural Liquid Bonemeal (NBM) or Natural Liquid Lime (NLL) can be touch and go. That's why there's a blurb on the sprayer bag tag saying "dilute the product with water to decrease spray time." It has always been there, but a lot of folks never see it because of 'fine print.' But, it's there for a reason: The products are viscous. So let's go over some of the easy ways to prepare AGGRAND products to work their best.

The smaller packages (quarts, 2.5-gallon jugs) should be shaken well before use to reincorporate any settled or separated portions and maintain homogeneity. After any of the products are mixed with water, they should be stirred or blended vigorously before use. If the product is added to a mix tank, mix the AGGRAND products 50/50 with water before adding it to that tank, even if it has good agitation or recirculation. That way, the AGGRAND will go into solution quick as a whistle, and you won't be trying to incorporate a glob of concentrate off the bottom of the tank.

Generally, the shipping process keeps the larger containers, drums and totes,

shaking enough that all you need to do is open them and pour or pump out the contents. Remember that when pouring out of one hole, air must be allowed to come in another hole to enable the flow. That means simply loosening the cap opposite the one that is opened on the drum, or the cap on top of the tote.

The most frequent question I get from folks using drums and totes is: "Will there be any problem if I only use half the fertilizer this year and save the rest for next year?" Usually, the inference is "Will the product still be good?" I always say that the full half of the container will be fine, but it's the empty part that needs some consideration. By next growing season, any of the fertilizer stuck to the dry inside of the drum or tote will have dried up and likely started flaking off into the leftover fertilizer. Those little flakes may become obstructions in the spray tank filters or tips. The best way to reduce the flakes is to hose down the inside of the drum with as little water as possible, mix in well with the remaining fertilizer, and store tightly capped. The small amount of water will not affect the fertilizer. The other method involves filtering the AGGRAND into the mix tank to remove the flakes. Mix 50/50 with water before filtering through at least a 25 mesh screen. If you've removed the nozzle screens (in a boom field sprayer), you shouldn't have any trouble. Recapping the containers securely and proper storage out of the direct sun should minimize the amount of drying that occurs.

AGGRAND Organic Series has its own unique characteristics. Basically, it can thicken over time while in storage. In the case of the 5-gallon bucket, the product



may not pour out of the spout, but can be easily liquefied again by using a drill and a paint mixer. Use the following procedure for removing the lid on the 5-gallon bucket: slice the outside lip of the lid vertically using a box knife and hammer (to whack it through the tough plastic), then pry it off. Once it has reasonably liquefied again (about 2 minutes of mixing time), pour the amount being used into a larger container, add the same amount of water, and take the drill mixer to it again. It's now ready for the mix or field tank, which should already be at least half full of water, and stirring. Agitation and/or recirculation will then take care of the mixing in the field. The organic series formula is made to order and shipped to the nearest warehouse immediately, so residence time in the container before receipt is minimal.

AGGRAND fertilizers contain liquid fish, soluble seaweed, mined sulfate of potash, ground rock phosphate and other recognizable ingredients that do wonderful things when blended carefully and added to the living soil. Follow the tips, and AGGRAND fertilizers will work very well.

To learn more about the benefits of working with AGGRAND, contact 715-399-6419 or by email at info@aggrand.com.

Specialty 'Boominator' Eases Application

Boltz has a friend who designs agricultural sprayers and helped him create one that works well for applying

AGGRAND fertilizers. "He told me to get rid of the boom," Boltz said of his sprayer. "I call it the 'Boominator.' There's one nozzle and I get a 14-foot swath with it. I get no plugging whatsoever. I don't have to worry about uneven ground. It works fabulous."

He has a couple of commercial accounts and knows others who employ him to spray their fields, Boltz said. Boltz grazes his cattle on two properties. The property where he lives has been fertilized with AGGRAND fertilizers for the past four

years. The other pasture has received only one application of AGGRAND fertilizers. "That property has not been fertilized in a long time," Boltz said. "

Boltz typically supplements the cattle's feed with protein tubs that cost about \$90 each. The cattle on his home pasture "didn't even touch it," Boltz said. "They were getting all the nutrients they need, in fact, three times as many as the other property. At the other place, they ate it (the protein)up."

Alternate, Sustainable Grazing

Boltz grazes his cattle on an area, mows it and then fertilizes it. It's a repeating pattern, he said. "I'm constantly feeding

the ground," he said. "It's sustainable, alternate grazing. The soil is getting small feedings all along."

He knows it's important to continue to improve the soil with regular applications of fertilizers. "I ask people 'do you only eat one meal a year?'"

He plans to increase his customer base in the next season.



Dealer's Passion Grows Business

Dealer Eric Odney of St. Paul, Minn. turned his passion for growing and cultivating his garden into a thriving AGGRAND business.

"When I attended the AGGRAND seminars at AMSOIL Unniversity in May of 2012 I was hooked," Odney said. "Beyond believing that AGGRAND products would help my garden flourish, I became convinced that high-quality, all-natural and organic, liquid fertilizers were the answer to growing high-quality, organic all-natural food. Food for food."

Odney said AGGRAND fertilizers are positioned to lead the growing organic and natural marketplace, much the way AMSOIL synthetic lubricants lead in the oil industry.

"Think about how popular and widely-sold organic foods are today," Odney said. "I have found that growers and consumers today are very conscientious about what is applied to their fields, gardens and lawns, and AGGRAND fertilizer is a proven alternative to the harsh, dry chemical fertilizers."

"My customers include farmers, gardeners and lawn care specialists. With the help of my sponsor I have been able to turn prospects from all around the United States and Canada into AGGRAND users and proponents."

LUSH PLANTS — Dealer Eric Odney at his home in St. Paul, Minn. with the largest hosta he grew in the 2013 growing season.

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Jeff Fisher

866-292-4700

www.NaturalFertilizer.us

AGGRAND 2013 Vegetable Productivity Study is now **AVAILABLE**

The **AGGRAND 2013 Vegetable Productivity Study, G3257**, is now available. This annual study reports the yield and soil-building benefits of using the AGGRAND system of fertilizer products, application and timing. On a different level, it is important to understand why using the AGGRAND system is good stewardship for soil and water resources.

This valuable study brings Dealers results of comparisons with other natural fertilizers and gives objective data that details the benefits of AGGRAND fertilizers in real-world applications.

