



OUR ANALYTICAL TESTING SERVICES



FEED & FORAGE

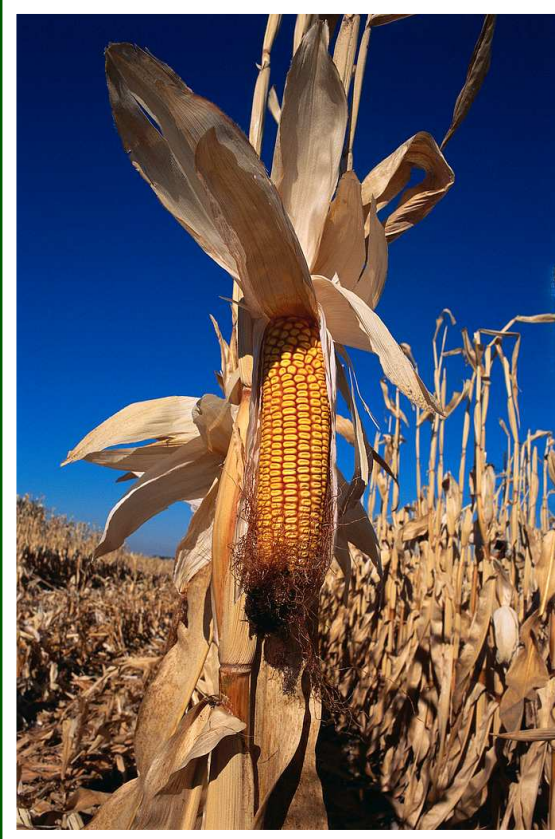


AGRONOMY & NUTRIENT MANAGEMENT



WATER QUALITY

- Agri Analysis, Inc., a division of Pioneer Water Testing Laboratory, Inc., is an independently owned and operated agricultural and environmental laboratory located in Lancaster, Pennsylvania.
- We have continuously serviced the agricultural community by providing analytical testing services since 1983.
- Agri Analysis maintains one of the best Feed/Forage, Water, Manure, Soil, and Plant Tissue testing laboratories on the East Coast.
- Our testing facilities provide the most diverse and extensive line of agricultural testing of any regional laboratory of its kind.
- Our parent company, Pioneer Water Testing Laboratory Inc., is committed to providing quality in every process and report that bears our name and logo.



**OUR PROFESSIONAL,
QUALIFIED STAFF WILL
PROVIDE YOU WITH
THE CUSTOMER
SERVICE THAT YOU
DESERVE!**

Our experienced sales and technical staff provide a wide range of services, including:

- Customization of reports
 - Include your company logo on your report
- Bundling of tests to fit your exact needs
- Provide a data file of results that can be imported into ration or nutrition programs
- Website report storage and retrieval (.pdf format)
- Access to key personnel in our departments
- Provide tours of our facilities.



TESTING METHODS

NEAR INFRARED SPECTROSCOPY (NIRS)

Agri Analysis, Inc. operates a 6500 research monochromometer. The calibrations used are extremely robust producing the highest accuracy possible.



NEAR INFRARED SPECTROSCOPY (NIRS)

Benefits of using NIR:

- Turn Around Time:
 - Instead of waiting 2 to 3 days for a nutritional analysis (wet chemistry) to come back from an agricultural testing laboratory, *the NIRS can achieve same day service*
- Procedure is non-destructive making possible repeatability within a sample.
- An excellent way to monitor any change within forage quality allowing rations to be corrected real time.



TESTING METHODS

WET REFERENCE

Wet Reference is the standard, official, validated method of determining the nutrient value from the unknown sample.

TECHNOLOGICAL ADVANCES IN WET REFERENCE TESTING AT AGRICULTURAL ANALYSIS, INC.

Incoupled Plasma Flame (ICP)

- used to determine a materials mineral composition
- can assay up to 38 different minerals at a time and assay up to 176 samples non-stop

LECO TruSpec Combustion Analyzer

- able to determine a materials nitrogen composition, which can then be utilized to calculate protein composition for a sample

Ankom 200 Fiber Analyzer

- used for wet reference **NDF, ADF, C. Fiber** determination

Ankom Daisy II Incubator

- utilized for wet reference NDFd invitro testing
- offered at 24, 30, and 48 hour points.



TYPICAL TURN AROUND TIME FOR RESULTS

NIRS (8-24 hours)

- NDFd / NIRS (8-24 hours)

Wet Chemistry (2-4 business days)

- Neutral Detergent Fiber Digestibility
 - NDFd / Wet Ref (5-7 business days)
- Mycotoxin (Thin Layer Chromatography Method) – 5 business days

Soil Testing (3-5 business days)

Plant Tissue (48 hours)

Manure Analysis (2-3 business days)

REPORT FORMATS

After completing an analysis, Agri Analysis, a division of Pioneer Water Testing Laboratory, gives you the choice of determining how you would like to receive your results:

- Fax
- E-mail
- U.S. Mail Service
- Download results from website (.pdf format)



OUR MISSION

TO PROVIDE OUR CUSTOMERS
WITH UNSURPASSED SERVICE
AND RELIABILITY. TO BE
RESPONSIVE IN MEETING THE
CUSTOMER NEEDS WITH NEW
PRODUCTS AND SERVICES;
AND ABOVE ALL, BE HONEST
AND TRUSTWORTHY WITH ALL
DAILY BUSINESS ACTIVITIES.

CONTACT INFORMATION THE MANAGEMENT TEAM

George Mitchell
President / Agronomist
georgem@agrianalysis.com

Jeff Foster
Owner / CFO
jefff@agrianalysis.com

Tim Hoerner
Support Manager
Laboratory
timh@agrianalysis.com

Greg Zimmerman
Service Manager
Forage & Feed
gregz@agrianalysis.com

Lisa Dreibelbis
Service Manager
Agronomy
lisad@agrianalysis.com