

## **Introduction**

Fertilizer raw material manufacturers, distributors, dealers, and growers all have a vested interest in knowing that the products that they handle meet or exceed quality and content specifications. The only way to be sure that the product that you are making, buying or selling meets quality and content specifications is to have it tested by a laboratory.

## **Reasons to Test**

Product over-formulation results in added costs. Product under-formulation violates fertilizer trade regulations and can lead to poor product performance and/or customer dissatisfaction.

Laboratory analysis of materials purchased and products manufactured assures that manufacturing processes are functioning properly and that products meet the desired specifications. Most problems, complaints, overages, and shortages can be prevented or resolved with regular laboratory testing.

## **Sampling Procedures**

Obtaining a representative sample is essential to optimize the benefit of laboratory analysis. Take several samples from different areas and combine them, mixing thoroughly. Take a composite sample from this mixture to send to the lab.

## **Sample Preparation**

After the samples have been collected, place dry samples in a one-pound sample bag. For liquid samples, fill a 1 pint plastic container  $\frac{3}{4}$  full. Squeeze the air out of the container before sealing. This will allow for expansion to occur without bursting the container. It is wise to place the information sheet in a separate plastic bag before shipping.

## **Advantages of Using Litchfield Analytical Services**

We utilize the most modern laboratory methods available. Our staff is trained and experienced in laboratory procedures, which ensures you accurate and consistent results. Sample analysis will be completed within 3 days of receipt for liquid fertilizer samples and within 10 days for dry fertilizer samples. Results can be reported by Email, phone or fax upon customer request.

Compare our turn-around time, the quality of the tests that you receive, and our very competitive rates. We are sure that you will want to place your fertilizer analysis work in our capable hands. Our goal is to provide you with quality laboratory services at competitive rates.

