

## Contact Information

### Down to Earth Labs Inc.

3510 6th Ave North  
Lethbridge, Alberta T1H 5C3  
Phone: 403-328-1133  
Fax: 403-320-1033  
Email: [info@downtoearthlabs.com](mailto:info@downtoearthlabs.com)



Online

### Web

[www.downtoearthlabs.com](http://www.downtoearthlabs.com)



### Facebook

Down to Earth Labs



### Twitter

@downtoearthlabs



**Down to Earth Labs Inc.**  
The Science of Higher Yields



**2015-2016  
SCHEDULE OF SERVICES**

## Our Mission

At Down to Earth Labs we want to change what it is like to work with a lab.

We are not your typical lab. We enjoy what we do and are a vibrant, hardworking, young team. We understand that our customers are also our neighbours.

We work side by side with our customers. We are known for being approachable—whether in our office or in the field.

We love challenges, growth and continual learning. We are here to empower our customers with information. We continue to take steps to reduce our impact on the environment and help our customers do the same.

We invite you to come down to meet us.

## Seed Services

Down to Earth Labs Inc. is proud to partner with BioVision Seed Labs for all your seed testing needs. You can also drop off soil and feed samples at any of the below BioVision locations.

### BioVision Seed Labs

#### Sherwood Park Laboratory **Winnipeg Laboratory**

Unit 310, 280 Portage Close  
Sherwood Park, AB T8H 2R6  
Phone: 1-800-952-5407  
Fax: 1-866-589-7051

B17 1391 St. James Street  
Winnipeg, MB R3H 0Z1  
Phone: 1-877-721-2365  
Fax: 204-775-6614

#### Grande Prairie Laboratory

12803-100th Street  
Grande Prairie, AB T8V 4H3  
Phone: 1-877-532-8889  
Fax: 780-513-0115

## Septic Services

<b>ST Soil Texture</b>	\$43
AOWMA Discounted Member Rate	\$34
<b>STS Sieve</b>	\$48
AOWMA Discounted Member Rate	\$38
<b>Septic Evaluation</b>	Inquire Only
<b>Septic Design</b>	Inquire Only
<b>Septic Install</b>	Inquire Only

## Fertility Packages

### Single Depth

<b>SF1</b> N, P, K, S	\$38
<b>SF2</b> N, P, K, S, pH, EC, OM	\$44
<b>SF3</b> N, P, K, S, pH, EC, OM, Ca, Mg, Na, ECEC, LR, %BS, K/Mg	\$50
<b>SF6</b> B, Cu, Fe, Mn, Zn	\$44
<b>SF7</b> N, P, K, S, pH, EC, OM, B, Cu, Fe, Mn, Zn	\$69
<b>SF8</b> N, P, K, S, pH, EC, OM, Ca, Mg, Na, B, Cu, Fe, Mn, Zn, ECEC, LR, %BS, K/Mg	\$76

### Multiple Depths

<b>SF10</b> 1: N, P, K, S, pH, EC, OM 2: N, S, pH, EC	\$57
<b>SF11</b> 1: N, P, K, S, pH, EC, OM 2: N 3: N 4: N	\$76
<b>SF12</b> 1: N, P, K, S, pH, EC, OM, Ca, Mg, Na, ECEC, LR, %BS, K/Mg 2: N, S, pH, EC	\$68
<b>SF13</b> 1: N, P, K, S, pH, EC, OM, B, Cu, Fe, Mn, Zn 2: N, S, pH, EC	\$80
<b>SF14</b> 1: N, P, K, S, pH, EC, OM, Ca, Mg, Na, B, Cu, Fe, Mn, Zn, ECEC, LR, %BS, K/Mg 2: N, S, pH, EC	\$98
<b>SF15</b> 1: N, P, K, S, pH, EC, OM 2: N, S, pH, EC 3: N	\$80
<b>SF16</b> 1: N, P, K, S, pH, EC, OM, B, Cu, Fe, Mn, Zn 2: N, S, pH, EC 3: N	\$103

LR = Lime Requirements  
ECEC = Estimated Cation Exchange Capacity  
%BS = % Base Saturation

## Additional Packages

<b>SFI Individual Tests</b>	\$18
Add to existing package	\$10
<b>SFCEC Cation Exchange Capacity</b>	\$63
<b>SFECEC Estimated CEC</b>	\$33
<b>SFSO4 Sulfate</b>	\$25
<b>SAR Irrigation Suitability</b>	\$50
<b>ST Soil Texture</b>	\$26
<b>Soil Probe Sale</b>	\$285
<b>Soil Probe Rental/Day</b>	\$5

## Feed Services

### Basic Feed Packages

<b>FD1</b> Moisture, Protein	\$24
<b>FD5</b> Moisture, Protein, Fat, Crude Fiber	\$38

### Poultry Packages

Poultry energy is ME	
<b>FD6</b> Moisture, Protein, Fat, Crude Fiber, Dry Ash, NFE, Poultry energy	\$44
<b>FD7</b> Moisture, Protein, Fat, Crude Fiber, Dry Ash, Ca, P, NFE, Poultry energy	\$51
<b>FD8</b> Moisture, Protein, Fat, Crude Fiber, Dry Ash, Ca, K, Mg, Na, P, NFE, Poultry energy	\$56
<b>FD9</b> Moisture, Protein, Fat, Crude Fiber, Dry Ash, Ca, K, Mg, Na, P, S, Cu, Fe, Mn, Zn, NFE, Poultry energy	\$66

### Cattle Packages

Cattle energy is ME, DE, NE <sub>g</sub> , NE <sub>l</sub> , NE <sub>m</sub> , TDN	
<b>FD10</b> Moisture, Protein, ADF, Cattle energy	\$35
<b>FD11</b> Moisture, Protein, ADF, NDF, RFV, DMI, Cattle energy	\$46
<b>FD12</b> Moisture, Protein, ADF, Ca, K, Mg, Na, P, Cattle energy	\$46
<b>FD13</b> Moisture, Protein, ADF, NDF, Ca, K, Mg, Na, P, RFV, DMI, Cattle energy	\$64
<b>FD14</b> Moisture, Protein, ADF, NDF, Ca, K, Mg, Na, P, S, Cu, Fe, Mn, Zn, RFV, DMI, Cattle energy	\$76

### Dairy Packages

Dairy energy is ME, DE, NE <sub>g</sub> , NE <sub>l</sub> , NE <sub>m</sub> , TDN	
<b>FD15</b> Moisture, Protein, ADF, NDF, Ca, K, Mg, Na, P, ADIN, ADIP, AP, RFV, DMI, Dairy energy	\$77
<b>FD16</b> Moisture, Protein, ADF, NDF, Fat, Dry Ash, Ca, K, Mg, Na, P, S, Cu, Fe, Mn, Zn, ADIN, ADIP, AP, RFV, DMI, Dairy energy	\$92

### Horse Packages

Horse energy is ME, DE	
<b>FD20</b> Moisture, Protein, ADF, Horse energy	\$35
<b>FD21</b> Moisture, Protein, ADF, NDF, Fat, Dry Ash, Ca, K, Mg, Na, P, S, Cu, Fe, Mn, Zn, NSC, Horse energy	\$85

### Pet Packages

Pet energy is ME, DE, GE	
<b>FD22</b> Moisture, Protein, Fat, Crude Fiber, Dry Ash, Pet energy	\$41
<b>FD23</b> Moisture, Protein, Fat, Crude Fiber, Dry Ash, Ca, K, Mg, Na, P, S, Cu, Fe, Mn, Zn, Pet energy	\$66

## Feed Services

### Swine Packages

Swine energy is ME, DE, GE	
<b>FD24</b> Moisture, Protein, NDF, Fat, Dry Ash, Swine energy	\$44
<b>FD25</b> Moisture, Protein, NDF, Fat, Dry Ash, Ca, K, Mg, Na, P, Swine energy	\$56
<b>FD26</b> Moisture, Protein, NDF, Fat, Dry Ash, Ca, K, Mg, Na, P, S, Cu, Fe, Mn, Zn, Swine energy	\$66

### Additional Packages

<b>FDME Mixer Efficiency</b> Specify the Element	\$210
<b>FDM Moisture</b>	\$13
<b>FDN Nitrate Poisoning</b> Moisture, NO3N Add to existing package	\$24 \$16
<b>FDI Individual Tests</b> Add to existing package	\$18 \$10
<b>Feed Probe Sale-Manual</b>	\$250
<b>Feed Probe Sale-Drill</b>	\$300
<b>Feed Probe Rental/Day</b>	\$5

\*For custom feed blends please provide the lab with a list of ingredients.

Note: Using a feed probe will improve subsample quality and give you more accurate results.

## Water Services

### Basic Water Packages

<b>W1 Potability</b> pH, EC, TDS, Cl, F, Ca, K, Mg, Na, Fe, NO3N, SO4S, Total Alkalinity, Total Hardness	\$102
<b>W2 Complete</b> All of W1 plus: TSS, P, Cu, Mn, Zn, Carbonates, Bicarbonates	\$128
<b>W3 Livestock</b> pH, EC, TDS, Cl, F, Ca, Mg, Na, Fe, NO3N, SO4S, Total Carbonates, Total Alkalinity, Total Hardness	\$92
<b>W4 Irrigation</b> pH, EC, TDS, Ca, Mg, Na, Cu, Fe, Mn, Zn, SAR, Total Carbonates, Total Alkalinity, Total Hardness	\$110
<b>W5 Spray Water</b> pH, EC, TDS, Ca, Mg, Fe, Bicarbonates, Carbonates, Total Alkalinity, Total Hardness	\$65
<b>WI Individual Tests</b> Add to existing package	\$25 \$20
<b>WMB Microbiology</b> E-Coli and Total Coliforms	\$62

\*WMB needs a specific bottle with preservatives you can pick up from Down to Earth.  
\*\*WMB samples need to be dropped off between the hours of 8AM and 3PM. Samples dropped off on Friday will be charged an additional \$25 Saturday delivery fee.

### Collection Methods

Ask the lab prior to sample collection to ensure you have the right bottles and preservatives. Some tests require special handling during collection and transport of water.

## Tissue Services

### Nitrate N Packages

<b>T1</b> NO3N	\$20
<b>T2</b> NO3N, P	\$25
<b>T4</b> NO3N, P, K, S	\$37
<b>T6</b> NO3N, P, K, S, Ca, Mg, B, Cu, Fe, Mn, Zn	\$56

### Total N Packages

<b>T7</b> TKN	\$24
<b>T8</b> TKN, P	\$29
<b>T10</b> TKN, P, K, S	\$41
<b>T12</b> TKN, P, K, S, Ca, Mg, B, Cu, Fe, Mn, Zn	\$60

<b>T1 Individual Tests</b> Add to existing package	\$20 \$12
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Consult with the lab or check out our website to determine which parts of the plant to sample. Please keep the tissue samples cool in paper bags and bring them to the lab shortly after sampling.

## Manure Services

### Solid Manure Packages

<b>M1</b> Dry Matter, TKN, P, K, S	\$85
<b>M2</b> Dry Matter, TKN, P, K, S, Ca, Mg, Na, Cu, Fe, Mn, Zn	\$110
<b>M4</b> Dry Matter, TKN, P, K, S, Ca, Mg, Na, Cu, Fe, Mn, Zn, NH4N	\$134

### Liquid Manure Packages

<b>M5</b> TKN, P, K, S	\$85
<b>M6</b> TKN, P, K, S, Ca, Mg, Na, Cu, Fe, Mn, Zn	\$110
<b>M7</b> TKN, P, K, S, Ca, Mg, Na, Cu, Fe, Mn, Zn, NH4N	\$134
<b>MI Individual Tests</b> Add to existing package	\$25 \$20

\*Dry matter not included in liquid manure packages.

For the health and safety of our staff members we ask that manure and compost samples are brought in airtight, clean containers. Please leave at least 1" headspace in the container. The lab will gladly provide sample containers if needed.

\$5 handling fee for samples received in non-compliant containers.

## Fertilizer Services

### Solid Fertilizer Packages

<b>F1</b> TKN, P	\$52
<b>F2</b> TKN, P, K	\$61
<b>F3</b> TKN, P, K, S	\$70
<b>F4</b> TKN, N03N, NH4N	\$75

### Liquid Fertilizer Packages

<b>F5</b> TKN, P	\$52
<b>F6</b> TKN, P, K	\$61
<b>F7</b> TKN, P, K, S	\$70
<b>F8</b> TKN, N03N, NH4N	\$75

<b>FI Individual Tests</b> Add to existing package	\$25 \$20
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Please provide the lab with a list of ingredients.

## Compost Services

### Solid Compost Packages

<b>C1</b> Dry Matter, TKN, P, K, S	\$75
<b>C2</b> Dry Matter, TKN, P, K, S, Ca, Mg, Na	\$100
<b>C4</b> Dry Matter, TKN, P, K, S, Ca, Mg, Na, Cu, Fe, Mn, Zn, NH4N	\$124

### Liquid Compost Packages

<b>C5</b> TKN, P, K, S	\$75
<b>C6</b> TKN, P, K, S, Ca, Mg, Na	\$100
<b>C7</b> TKN, P, K, S, Ca, Mg, Na, Cu, Fe, Mn, Zn, NH4N	\$124
<b>CI Individual Tests</b> Add to existing package	\$25 \$20

## Potato Services

### Potato Testing

<b>PSG Sucrose/Glucose</b>	\$40
<b>PSP Specific Gravity</b>	\$15

Ask us about further testing for potatoes.