



## ABOUT WAYPOINT

Established in 1946, the Horticultural Division of Waypoint Analytical has grown into one of the largest independent laboratories in the country that specializes in soil, tissue, water and pathology testing for the horticultural industry. West Coast based, but serving clients nationwide and throughout the Americas, Waypoint Analytical provides timely and reliable analytical services and in-depth consulting in order to address the issues of plant nutrition and health encountered in nurseries, greenhouses, orchards, specialty crops and landscapes. The horticultural division of Waypoint Analytical is part of the large Waypoint Analytical network of agricultural laboratories with operations in 14 states that process over 1.8 million samples per year.



## CONTACT

### Horticulture Division Headquarters and Pathology Lab Waypoint Analytical

4741 E. Hunter Ave, Suite A  
Anaheim, CA 92807  
714.282.8777

### San Jose/Bay Area Support

Annmarie Lucchesi  
775.315.5338

### Waypoint Analytical Lab

2790 Whitten Road  
Memphis, TN. 38133  
901.213.2400

## Horticultural Staff

**Bill Darlington-** Technical Support for Soil, Tissue, Water and Compost Testing

**Paul Santos-** Plant Pathology, Nematodes, Diagnostics

**Al Toops-** Business Development

**Stephanie VonDenlinger-** General Manager

**Joe Kiefer-** Landscape Soil Specialist

**Annmarie Lucchesi-** Landscape and Soil Mix Technical Support- San Jose Area



p: 714.282.8777  
f: 714.282.8575



[WWW.WAYPOINTANALYTICAL.COM](http://WWW.WAYPOINTANALYTICAL.COM)



**Waypoint**  
ANALYTICAL



[WWW.WAYPOINTANALYTICAL.COM](http://WWW.WAYPOINTANALYTICAL.COM)



## OUR SERVICES

Waypoint Analytical offers a wide variety of services, providing solutions for all of your horticultural testing and landscaping needs. Here are just a few of the many analytical services we offer. Specific packages and additional services can be found on our website.

### The Laboratory Resource for:

- Plant nutrition monitoring for soil and soilless media
- Tissue analysis
- Water quality testing
- Nutrient solutions
- Disease diagnostics
- Nematode ID
- Horticultural Consulting and Technical Support

### Quality Control, Product Development and Formulations for:

- Soil Mlx Suppliers
- Bark, Coir and Peat Suppliers
- Fertilizer Manufacturers
- Compost Producers

### Nutrient diagnostics & monitoring for:

- Potted Foliage
- Bedding Plants
- Nursery Stock
- Cut Flowers
- Plugs
- Potted Flowering Crops
- Greenhouse Vegetables
- Landscape Plantings
- Orchard Crops

### Soil and Water testing, diagnostics and Consulting to:

- Arborists
- Pest Control Advisors
- Landscape Architects
- Landscape Contractors
- Resorts, Golf Courses and HOAs



## WHY CHOOSE US?

Waypoint Analytical provides several unique services that increase client sales and profits. Providing reproducible and consistent quality data is our number one priority.

- ✔ We provide a wide range of analytical packages including pathology to address the specific needs of a diverse horticultural clientele.
- ✔ We offer support from staff with extensive horticultural production and landscape diagnostic experience. We will assist in designing the appropriate analytical package. If requested, analytical data is accompanied by comments and recommendations specific to the needs of the client. We have extensive contacts in the horticultural industry and academic community to draw on for assistance.
- ✔ Quality control without compromise. Our extensive QC program is among the most rigorous in the industry. We include multiple quality and laboratory control samples throughout the entire process to ensure your data is accurate. Final data is always reviewed by professional staff.