



Waypoint[™]
ANALYTICAL



WWW.WAYPOINTANALYTICAL.COM

ABOUT OUR COMPANY

Established in 1971 as A&L Analytical Laboratories in Memphis, TN, today Waypoint Analytical has grown into the largest agricultural laboratory network in the country.

With our growth in agricultural, horticultural, environmental, and microbiological sectors, Waypoint has grown from two locations and 250,000 samples analyzed per year in 2005 to operations in 14 states and over 1.8 million samples analyzed today. We have achieved this growth through heavy investments in technology, industry-leading service and support, and consistently reliable turnaround time and data accuracy. These efforts are second-to-none in the industry, and are a part of our identity dating back to the very founding of our company.

Waypoint Analytical is interested in being more than just a soil lab. We want to earn the right to be your laboratory partner. As a partner, we are focused not only on quality analysis, but on assisting clients with research projects, training seminars, and developing and delivering other cutting-edge services that make our clients and their growers more profitable.

WHY CHOOSE US?

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

- ✓ **Next day turnaround time** is real. Because our labs operate 24 hours a day, we can consistently supply test results on most standard analyses in one day without compromising accuracy.
- ✓ **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.
- ✓ **Homogenous data sets** can help your company make smart decisions. On standard tests, our labs operate with the same methods and equipment, so all our locations produce consistent results. We also provide alternate extractions in some geographies for specific client requirements.
- ✓ **Electronic data transfer** makes sample submissions quick, easy, and accurate. We work with all major precision software programs, and have our own API for custom data integration solutions. Results are automatically uploaded when complete, and integrated back into your system.

OUR SERVICES

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

Soil Fertility

Plant Nutrition

Water

Pathology

Potting Media

Compost

Manufactured Soils

Heavy Metals

Manure

Soil Physical Properties

Feed & Forage

and More!

CLIENT SERVICES & AGRONOMY SUPPORT

Our Client Services team is always ready to help. Whether it's account setup and configuration, sampling supply orders, invoicing and payment information, or troubleshooting issues, our superior service makes working with us easy!

Smart agronomic decisions are at the core of the services we provide, because proper fertility is key to a good ROI. Our multiple staff agronomists have MS and PhD degrees in various areas of expertise to help you interpret results and make the best decisions for your operation. Plus, we can help improve your group's agronomy knowledge with our growing library of reference publications and videos, or even a custom group training seminar.



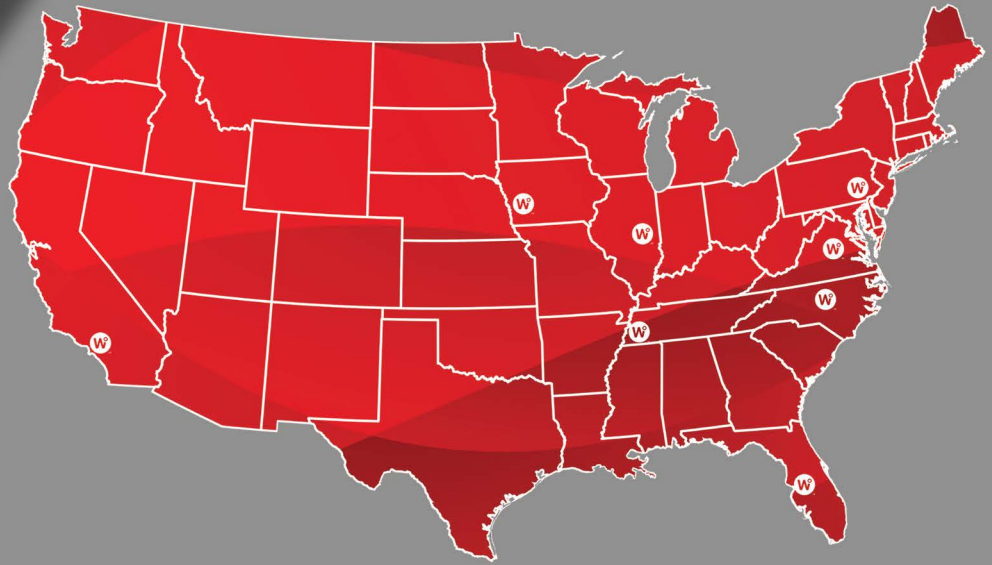
WEB PORTAL & MOBILE APP

We know that our customers are busy and always on the go. Waypoint Analytical's Web Portal and Mobile App are great tools to help you get the information you need, wherever you are!

Features include:

- View, download and print reports
- Submit sample information
- Print labels for sample bags
- Download CSV files
- View and print invoices
- Much more coming soon!





California

4741 E Hunter Ave
Suite A
Anaheim, CA 92807
p: 714.282.8777
f: 714.282.8575

Carolinas

2850 Daisy Ln
Wilson, NC 27896
p: 252.206.1721
f: 252.206.9973

Florida

4190 Waring Rd
Suite #112
Lakeland, FL 33811
p: 863.425.0273
f: 863.425.0298

Illinois

2902 Farber Dr
Champaign, IL 61822
p: 217.359.7680
f: 217.359.7605

Iowa

700 Park Dr
Atlantic, IA 50022
p: 712.243.6933
f: 712.243.5213

Pennsylvania

280 Newport Rd
Leola, PA 17540
p: 717.656.9326
f: 717.656.0910

Tennessee

2790 Whitten Rd
Memphis, TN 38133
p: 901.213.2400
f: 901.213.2440

Virginia

7621 Whitepine Rd
Richmond, VA 23237
p: 804.743.9401
f: 804.743.6446

CONTACT US



Corporate Headquarters

2790 Whitten Rd. Memphis, TN 38133



p: 800.264.4522
f: 901.213.2440



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