

LINWOOD SUPPLY, INC.

Selecting Organic, Natural, & Microbial Products

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Linwood Supply, Inc. has established the following criteria to aid in the selection of Organic, Natural, and Microbial Products. There are many new products and technologies available; many are from new companies with good ideas struggling to come to market. Sometimes it is difficult to separate the legitimate products backed by scientific reasoning from the “me too products”. To help sort between honest suppliers and slick peddlers, we offer these simple guidelines to aid your decision.

- The manufacturer must provide the source of the nutrients claimed (ie kelp, manure, or inorganic fertilizers). They can provide independent test data to confirm their claims. Microbial and/or bio-enhanced products must be identified at least by genus (we prefer genus and species) and have current documentation as to population counts with an expiration date on each package.
- Field trials will have been completed and evaluated at locations which reflect actual conditions encountered by the customer. A product that works well on walnuts may not improve the quality of a putting green. The mode of action should be easily explainable and provable.
- The manufacturer's staff must have a sound working knowledge of the product and its applications. Phrases such as "We don't know exactly" or "Just trust me" will not be tolerated. Some questions need to be researched to ensure correct answers. This is fair, sometimes a question can only be answered correctly with technical support, but, if supplier doesn't immediately know the answer, he should be able to find out in a reasonable period of time.
- A multiple use product may be accepted on the basis of one proven benefit. The unproven benefits should not be relied on. We expect the product to be demonstrated effective, and preferably show a clear benefit when compared to competing products.
- Adequate labeling, including a complete Material Safety Data Sheet is to be provided. Documentation shall be provided that the product is either exempt from or is properly registered either by an appropriate government agency, or approved by an industry council.
- Never commit to being first full fledged guinea pig for a new product or permit being sold the “entire package” for the entire acreage. The only way to compare a new product is measuring real results is against a large control. We recommend small trials to begin, then, as you gain confidence, treat larger areas as you can experience. This means a treating block of plants but not the entire nursery or half of the practice green and not all of the greens on the course the first time you use the new product..

At Linwood Supply, Inc. we will not promote a product which we believe to be counterproductive to the customer's true needs. By committing to these standards, we will provide products including Organic, Conventional, Natural, Microbial and Bio-stimulant products that are proven scientifically, are ecologically sound, and are of highest quality. It is important that our customers know they can depend on us and our suppliers to maintain these standards. We encourage our customers to ask hard questions.

Contact Linwood Supply, Inc by phone at 707 678-5087 or visit our website at www.LinwoodSupply.com