

Agri Advisor

TerraLink Horticulture Inc.

The EarthLink Program

Natural Approach

TerraLink's EARTHLINK program supports the trend to find products that feature a smaller carbon footprint or 'green print' as it can be called. EarthLink clearly demonstrates our commitment and preference toward recommending organic, natural, organic based and biological products whenever possible. This sounds so easy, just recommend and sell natural and organic



Grow Earth-Friendly with TerraLink

products. Actually it's quite a bit more involved. The difficulty comes in recommending products that have results as satisfying to the end user as the ones they get

from conventional products. Too often the results are not what is expected. The biggest issue is the weather in BC. We don't get heat like down south and that seriously affects product performance. TerraLink's goal is to create a program with products that have a high probability of success that makes the end user happy, first time out! In order to do this we first set out the program criteria and then secondly put together product support to help us get the right products into our customer's hands.

EarthLink Program Criteria

For the 2010 season EarthLink follows these criteria for products to qualify:

- **Organic:** All natural and organic sources of products are acceptable as long as the ingredients would typically qualify on a stand alone basis as organic. Some may qualify for certified organic production but not in all cases. TerraLink seeks out natural

sources with release rate characteristics that meet the performance criteria of the intended use.

- **Organic Based:** Finished fertilizer products having anywhere from 55% to 80% organic or natural sourced products.
- **Acceptable Conventional Fertilizers:** Certain fertilizer industry products that are not organic or natural but in TerraLink's estimation have a green-print that is acceptable will be included in the program. They will clearly be identified as containing conventional ingredients so the user is fully informed prior to a purchase.
- **Biological and Soft Products for pest control:** TerraLink carries a full lineup of biological control products as part of our EarthLink program. Also included are many natural source, bacterial or fungal as well as minimally modified natural source products that typically are accepted by organic crop producer groups.

Make The First Time A Good Time

First impressions often count the most and with organics they can either be really good or quite poor. An immediate problem TerraLink has found is with application rates and green-up. Natural and organic products do not have the quick response and instant results we are accustomed to with conventional fertilizers. In most cases the applicator has to apply more product to get the initial desired results.

Switch-over to organic products requires a phase-in period, therefore reviewing your application rates and choosing products that will get you quicker results is very important. If weeds are an issue then getting onto a corn gluten program is a necessity. If soil-born insect control is an issue then apply a biological control. For customers not considering a complete change over to organics, we recommend using organic based products. In fact we highly recommend organic based products

as a preferred way to go. Many of them have 60 to 80% organics which is very significant.

To be able to lower your use of conventional products by 70 or 80% is very meaningful and will likely be well received!

Technology



We are adding to and improving our offering of agronomic services with TerraLink Advanced Agronomy. TerraLink is your regional supplier for Agri-Data Solution. Agri-Data Solution is a robust, web based platform that allows you to collect, protect and transform agricultural data into decision making tools.

Sign into a web-based program from any computer with your supplied password and access from any computer connected to the internet your own farm specific data. It is a simple and organized way to manage your field data. Eliminate the need for filing cabinets at home by using our secure online server to store all your valuable data.

Highlights:

- Web-based data capture and record-keeping system on a per field basis.
- All data is kept private and confidential.
- Track field histories of nutrient status, crop inputs like fertilizer, pest controls and water use.
- Will tie in all parameters associated with the operation on a historical basis – nutrients, pests and controls, field scouting reports, cultivation events, irrigation, weather, and others.
- Fields are geo-referenced.

Rooted in your community.

TerraLink

- Reporting ability – expenses, nutrient use and management practices, GAP, due diligence, cost of production for each field, crop planning, crop input tracking, manure management, disease pressure modelling, soil moisture, frost alerts plus many other possibilities.

This powerful program can be utilized to reduce business risk as your data is accessible to you, your employees or advisors at any time quickly and easily, anytime and anywhere. This alone can increase worker efficiency and effectiveness by working together to improve field and crop decisions.

By improving your forecasting ability you also improve your business planning, make smarter purchasing decisions and increase your profitability. Automating soil, tissue, water, feed and manure lab reports saves you time and in turn money.

Let TerraLink assist you in turning valuable data into measurable results.

For more information on the wireless sensor network please contact your TerraLink representative and take a quick view of the science and monitoring equipment available to you through TerraLink Horticulture Inc. at www.agridatasolution.com & <http://www.adcon.at>.

Proven Varieties

Richardson Seed Blends



Richardson Seed is a wholesale seed distributor of grass, legume, corn and wildflower seed for agriculture, forestry & reclamation, retail lawn and professional turf. Richardson Seed is a Division of Terralink Horticulture Inc.

Some of our popular blends include the following:

Flowering Roadside Mix

The Flowering Roadside re-vegetation mixture is a low-maintenance blend of grass and clover, with the added beauty of wildflowers, for the side of roads or deactivated road areas and landings. This mixture does well when seeded at altitudes of 0-7000 feet in areas with an average rainfall of 20+ inches.

Flowering Roadside should be seeded at 50-100 pounds

per acre, depending on seeding conditions and desired growth density. Seed Mixture includes: Kentucky Bluegrass, Creeping Red Fescue, Orchardgrass, Annual Ryegrass, Perennial Ryegrass, Timothy, Alfalfa, White Clover, Single Cut Red Clover, Perennial & Annual Lupines and California Poppy. Legumes are inoculated.

Riparian / Wetland Mix

The Riparian/Wetland re-vegetation seed mixture is designed for use in riparian zones as well as areas that might experience temporary water-logged conditions. Riparian zones are ecologically important as they provide a buffer between streams/waterways and surrounding farmland. The species diversity of the Riparian/Wetland seed mixture means it can adapt to most riparian and wetland grass environments and lower elevations to higher elevations (under 5000 feet). The Riparian/Wetland mixture should be seeded at 50-100 pounds per acre, depending on seeding conditions and desired growth density. Seed Mixture by weight (most to least) contains: Barolex Tall Fescue, Carlton Smooth Bromegrass, Annual Ryegrass, Timothy, Fowl Bluegrass, Single Cut Red Clover and Red Top (or Brown Top – depending on availability) Bentgrass.



Native Grass Mix

The Native Grass re-vegetation seed mixture is adaptable to a wide range of environmental conditions. In addition to being winter hardy, the species in this blend will tolerate both semi wet to more arid applications. The Native Grass mixture should be seeded at 25-50 pounds per acre, depending on seeding conditions and desired growth density. Seed Mixture by weight (most to least) contains: Slender Wheatgrass, Creeping Red Fescue, Sheep Fescue, Single Cut Red Clover, Bunch Wheatgrass, Alsike Clover, Tufted Hairgrass, Canada Bluegrass, Rocky Mountain Fescue and White Clover.

Wildflower Mix

The Wildflower mixture is made up of 10 species, approximately 50% annuals and 50% perennials. These attractive flowers are designed to grow and do very well in most areas of coastal or interior British Columbia. This mix may grow to a height of 36 inches. Seeding Rate is 0.25 lb per 1000 sq. ft., or 11 lb per acre. Seed

Mixture composition by weight (most to least) contains: California Poppy, Shasta Daisy, Sweet William, Bachelor Button (dwarf), Siberian Wallflower, Blue Flax, Godetia, Black Eyed Susan, Red Corn Poppy and Snap Dragons. If a meadow effect is desired, use Wildflower with Hard Fescue. Seeding Rate: 1lb/1000 sq.ft., or 44lb/acre.



Rapid Grow / Slope Stabilizer Mix

The Rapid Grow/Slope Stabilizer re-vegetation mixture is a quick-establishing, well-balanced, longterm ground cover mixture for general seeding. Due to the presence of the fall rye and the ryegrasses, this mix provides a quick cover and the strongly creeping grasses provide slope/bank stabilization. This mixture does well when seeded at altitudes of 0-5000 feet in areas with an average rainfall of 20+ inches. Rapid Grow/Slope Stabilizer should be seeded at 100-150 pounds per acre, depending on seeding conditions and desired growth density. Seed Mixture composition by weight (most to least) contains: Fall Ryegrass, Annual Ryegrass, Creeping Red Fescue, Timothy, Orchardgrass, Perennial Ryegrass, Single Cut Red Clover.



Other Seeds of Note:

- Braco White Mustard – Nematode Suppressant & Allelopathic
- Clovers & Winter Peas - Fix atmospheric nitrogen and reduce fertilizer costs
- Pea Mixes, Fava Bean, Buckwheat, Winter Wheat, Legume and Fall Rye Mix & Italian Ryegrass - Soil Rebuilders and Conditioners