



FOR IMMEDIATE RELEASE

Contact: Karl Manges

Phone: (904) 543-9955

Email: karl@douglasspeed.com

Douglas Speed & Associates

Simple Science Increases Farmer's Bottom Line

The current economy is a tough situation for everyone, especially farmers. Randall Webb of MB Webb Farms in Tifton, GA was experiencing firsthand the difficulties of the economy and Mother Nature. Then he came across Inoculaid, a significant scientific breakthrough for plant growth, changing the life of his farm.

Randall grew up on the farm and learned the business by helping his father, but abandoned commercial farming to pursue his dream of building homes. He ran LCI Homes up until 2008 when the real estate recession hit hard in Georgia. Randall decided it was time to return to his roots and put in motion a plan to turn his farmland back into production.

Webb cultivates 55 acres at his home farm in Tifton, but farms over 300 acres within the region. Prior to planting his first crop of the year, Randall attended the Georgia Peanut Farm Show in Albany to get some ideas and check out the latest in industry technology and trends. At the trade show, he was introduced to a new product, Inoculaid, by distributor Douglas Speed and Associates. Randall took home the literature and it was the dvd about the product that really got his attention. "I'm the kind of guy, if you show me a picture, I can build you a mansion, so the seeing the video...the science really made sense. So I decided to give it a try on 6 acres of squash to see what it could do."

Randall planted 9 acres of squash at his home farm and just over 16 acres on another plot nearby in the county. Not long after planting, Tift County received 22" of rain in two weeks, washing away much of the areas crops. "After living through three straight years of droughts, my first year back to farming and right out of the gates, we are drowned." The excess rain literally washed out the squash that was planted and made it impossible to get back out in the fields to re-plant.

"The heavy spring rains were followed closely by drought-like conditions. The soil went from soup to concrete, with the ground so hard that for 1 ½ months, there was no way for the plants to grow roots. I began to notice that the 6 acres that had been treated with Inoculaid not only survived, but were actually looking pretty good given the extreme growing conditions. We cleared over \$2,000 per acre on the 6 acres of zucchini that we treated. The key to our results with Inoculaid wasn't that the yields were anything to brag about, but that we had a crop of squash at all. My experience with the product was pretty easy to sum up, the crops that were untreated were a total loss and our 6 acre trial produced zucchini for us. The only difference in the crops was the Inoculaid."



Karl Manges of Douglas Speed & Associates explains why the squash survived the flood-like conditions, "Inoculaid is a living consortium of microorganisms that includes photosynthetic strains. These nitrogen-fixing bacteria manufacture sugars and proteins for plants forming a symbiotic relationship with the plant. They have the ability to release water to the plant under dry conditions. Conversely, what Randall experienced with too much moisture, was the microbes' ability to release oxygen into the soil to keep it from becoming septic. This symbiotic relationship with the plant allows the photosynthetic bacteria to work overtime to keep the plant alive in extreme growing conditions so that the bacteria can survive."

Armed with a new-found confidence in Inoculaid, Randall began, "Spraying the entire farm. Everything that was planted was treated with Inoculaid." This new rotation of crops included peanuts, butter beans, and peas. Randall planted five varieties of peas including black-eyed, pink-eye purple hull, zipper cream, and white acre.



Karl Manges (left) of Douglas Speed & Associates and farmer Randall Webb inspecting new growth on white acre peas that have been picked three times already.



"I was told by neighboring farmers that I should expect 30 – 50 bushels per acre from our first picking of the peas. We averaged over 100 bushels per acre on the 8 acres. We picked a second time and got just under 100 bushels to the acre and that's when the community started talking. We are completing our third picking now, but what I'm about to tell you, I couldn't believe if I hadn't seen it myself. You see, all my neighbors' peas, after one or two pickings dried up, turned brown and died. After being picked three times our peas were as healthy as ever, and actually showed new fruit growth. In a few weeks we were picking peas again! We ended up picking 5 times producing well over 300 bushels per acre on these peas when the 50 acres literally across the road yielded 130 bushels."

"I have neighbors asking, "Who is going around telling lies about yields on their peas? These numbers are just not possible! But all I have to do is look at the deposits in my account to know that this is for real...and laugh all the way to the bank."

One local farmer aptly nicknamed the "Pea Man" has been growing and selling peas in this area for over 25 years and called Randall's crop, "The prettiest peas I've ever seen in my whole life." When asked about Inoculaid, Randall states, "Douglas Speed & Associates told me about the science behind the product and it just made sense to me. After working with it on two successive plantings this year, all I can say is that it gives the plants what the plant needs when it needs it. If the plant needs nitrogen, it gives it to it. If the plant needs water, it releases water. When the soil needed oxygen, it released oxygen into the soil. Inoculaid has been the key to growing good crops this year for me. To produce over 300 bushels per acre, with new growth on these peas, while my neighbors 50 acres of peas across the street yielded 130 bushels, you can't question this kind of success. I strongly recommend it!"

Douglas Speed & Associates distributes beneficial biological products to enhance and maximize the efficiency of growing operations throughout North America. Based in Ponte Vedra Beach, Florida, Douglas Speed has representatives in strategic locations throughout the United States to meet the demands of your business. Our commitment is to combine extensive product knowledge and superior service to earn your trust and become a valued member of your team.

For more information contact: Karl Manges, (866) 680-2565 office, (904) 236-1352,
karl@douglasspeed.com, www.douglasspeed.com

###