

# Capturing the Full Value of your Soil Sampling Program

August 23, 2016

## Q & A Summary

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1. Does sampling depth need to be different in tilled vs un-tilled fields? (I'm talking about field conditions at sampling, not no-till or conventional tillage conditions.)
  - A. **No, sampling depth is the same whether the fields have been tilled or not. On a separate note, long term no-till fields should be surface sampled (1-2 inches) to determine if pH stratification has occurred.**
  
2. What would be the best way to show a customer or grower the advantages of moving their soil sampling program from once every 4 years to every other year?
  - A. **Sample a subsection of the farm annually and determine to what extent analytes were changing over time in a manner that was different than was predicted.**
  
3. How does one go about transitioning a customer from grid sampling to zone sampling?
  - A. **Capture meaningful data layers that could be used for creation of sub-field management zones, then create the zones. Examples: Electro-conductivity, yield, NDVI**
  
4. Does the Falcon sampler have the ability to adjust depth?
  - A. **Yes, with different probe tips.**
  
5. How much does residue in a collected sample affect the test results of that soil sample?
  - A. **The residue will not have any substantive impact on test results.**
  
6. Do you it is better to sell soil sampling as a stand-alone service or include it within a nutrient planning offering?
  - A. **Either way is fine but preference is with a nutrient management plan. It is a more valuable and impactful approach.**



7. How much customization do you recommend having built into your soil sampling service offering?
- A. Lots, provided options are scientifically sound. Offer the customer what they want.**
8. Can you please discuss advantages and disadvantages of soil sampling by management zone?
- A. Advantages: Less expensive than grid sampling, allows for sub-field management of nutrients. Disadvantages: Really no disadvantages, other than it takes time to collect layers for management zone creation.**
9. Can you please discuss what the “proper” soil sampling depth is?
- A. Determination of proper soil sample depth is a function of the recommendation scheme that is used with the samples. Different geographies have different methods for nutrient application determination from lab data. If search soil sample depth on the internet, you will find many citations. Including: [http://www.nrcs.usda.gov/Internet/FSE\\_DOCUMENTS/nrcs144p2\\_051273.pdf](http://www.nrcs.usda.gov/Internet/FSE_DOCUMENTS/nrcs144p2_051273.pdf)**
10. If possible, can you discuss the value of deep soil sampling for N, S, and Cl?
- A. In arid and semiarid regions it is possible to predict nitrogen and sulfur contribution from the soil to the subsequent crop by deep sampling (i.e. 24”).**
11. Do you see variable rate technology and zone management making its way to Florida vegetable production on plastic mulch in sandy soils?
- A. Sorry, I do not have direct knowledge.**
12. Is there any kind of online facility (sic) to get the trend analysis of the tested soil samples if one has data report in hand?
- A. I am not aware of any.**