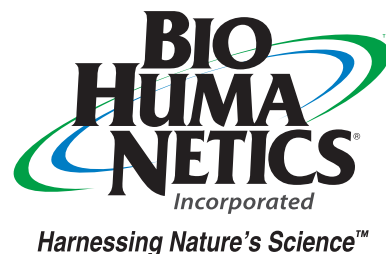


# The Solution

A Quarterly Publication by BIO HUMA NETICS, Inc.



## Best Crop Growing Practices: HUMA GRO® Prepares You For Fall Produce

Get ready for planting those fall vegetables and produce such as lettuce, mixed greens, melons, broccoli and cauliflower. Use the following **HUMA GRO®** products to efficiently get your best yields this fall and help your soils be ready for a great 2013 growing season.

- Apply **PROMAX®** to control and reduce nematodes and soil pathogens.
- For soils with salt stress, use **ENCAPSALT®** to balance soil salinity levels and enable your crops to grow larger.
- Use **FERTIL HUMUS®** for enhancing soil biology and for winter treatment to create an active humus-rich soil for the next round of crops.
- Apply **BLEND®** as a soil conditioner before planting or at planting time to stimulate beneficial bacterial activity in the soil.
- This fall or at planting time, use **SUPER PHOS®** to maximize phosphorus uptake by plants.

## Product Spotlight: HUMA GRO® TURF PROMAX™

### PROMAX™ Organic Pest Control Protects Golf Courses

OMRI® Listed PROMAX™ organic pest control is a protective and curative pesticide recommended for control of soil borne diseases and plant parasitic nematodes on turf and ornamentals.

- Spray and Play; No Need to Close Golf Course
- Proven, cost-effective nematocidal performance
- Organic, non toxic product for cleaning up diseased soils

#### Diseases Controlled

Anthraxnose • Pythium Root Rot  
(Pythium Blight) • Fusarium Root and Crown  
Rot (Fusarium Blight) and much more...



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## New Websites Live!

### New HUMA GRO® Site



[www.humagro.com](http://www.humagro.com)

### New HUMA GRO® TURF Site



[www.humagroturf.com](http://www.humagroturf.com)

### New Probiotic Solutions® Site

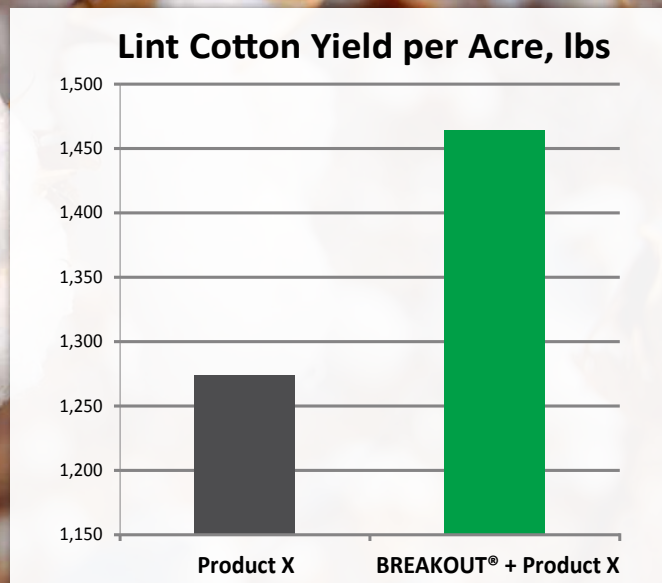


[www.probiotic.com](http://www.probiotic.com)

# Research Updates:

## HUMA GRO® BREAKOUT® Results Continue to Amaze in Cotton Study

Johnson Farms Inc. Glendale, AZ



### Summary

A field trial using treatment product X alone versus using HUMA GRO® BREAKOUT® + product X on a Johnson Farms Inc. cotton crop in Glendale, AZ.

### Description

A field of cotton was split into two sections. Section 1 (35.01 acres) was treated with 32 ounces (1 quart) of product X per acre on June 23. Section 2 (13.60 acres), was treated with 32 ounces (1 quart) of BREAKOUT® on June 23 also. Both sections 1 and 2 were treated on July 7 with 32 ounces (1 quart) of product X. Both sections were picked on October 26 and yield (both lint and seed) was compared.

### Results

Section 2 (13.60 acres) using HUMA GRO® BREAKOUT® yielded 191 lbs more lint per acre and 513 lbs of additional seed per acre - a 15% lint yield increase over Section 1. Also, the turnout was 34.4% for Section 1 and 34.7% for Section 2 with BREAKOUT®.

## Director's Corner: BHN Growth and Safety Measures

### Frank Pidgeon - BHN Director of Environment, Health and Safety (EHS)

Things change, nothing stays the same for long and this fact is true when transitioning from a small business to a medium/large sized business. Change can be difficult and it's only normal as human beings to have an aversion to change, regardless if the change is positive or not.

Some of the changes we are seeing is in how we view and approach safety. As production and operational demands increase so does the need to re-evaluate how we view and approach safety issues. With the growth we are experiencing, safety must also keep pace and be integrated into all facets of our operations. This is why Bio Huma Netics Inc. (BHN) has developed specific EHS policies, procedures, regulatory programs and plans, safety reference manuals and training to manage and integrate EHS into all aspects of our operations.

However, to fully integrate safety the most important change is re-thinking our safety mindset and culture; a positive "safety first" mindset and culture is the foundation of any successful safety program. When it comes to our mindset we need to elevate safety to be first and foremost in our minds. When it comes to our safety culture, we need to foster and encourage a culture of "safety first" within ourselves and within our co-workers at all times. In my 24 years in the EHS profession, I can attest to the fact the most difficult safety challenge in any organization is to cultivate the "safety first" culture and mindset. It is a challenging task but not impossible. Think of cultivating a "safety first" mindset and culture like cultivating crops; with the proper foundation and nurturing from all levels, we can cultivate a strong "safety first" mindset and culture throughout our organization. The road to safety is not always an easy one but it is a journey worth traveling. The safety of each BHN employee, our neighbors, our distributors and end users is too important to not fully embrace and put into practice a "safety first" mindset and culture. The bottom line is that change is not easy, but a "safety first" mindset and culture is a change we can and must all live with!



# RSVP For 2012 BHN Conference



The past 2010 Conference was a great success, but the upcoming 2012 Conference, on November 6th - 10th, will be the best one yet! We hope to see all our authorized HUMA GRO® Dealers, Distributors and Representatives there. Don't miss out on this great opportunity to network and learn from your fellow Dealers and Distributors! The Conference will include: distributor presentations, product updates, best practices, questions & answer, a new plant tour, fun activities, good food, and an Arizona experience. Get ready for the event of the year!

## New Facility Update

Having moved into the new facility just over a year ago our warehouse is fully operational. Our newly installed bottling line is efficient. It produces over 500 boxes (1,000 jugs) per hour (that's over 2,500 gallons per hour). Where as our old facility produced 180 boxes per hour, our new bottling line puts out 320 more boxes per hour.

With the warehouse, we now also have the ability to help control climate, thus allowing us to store our products at ideal temperatures. We also have more space, which allows us to purchase and store more raw materials. We are now gradually moving the bulk storage and mixing tanks over, which is the final move from our Chandler location to our new Gilbert location.

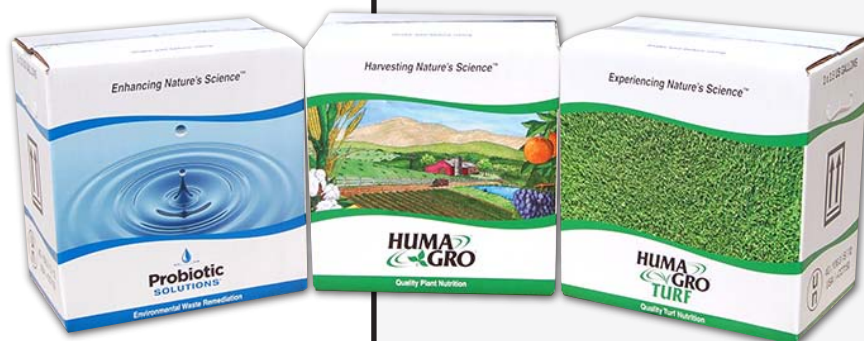


## Marketing News

### Our New Official MCT Logo Makes It's Debut

Our recently unveiled Micro Carbon Technology™ logo is being incorporated into our websites and marketing materials. The logo features the hexagonal ring symbolizing the benzene ring, carbon-rich nature of our technology. The **Brown Drop/Soil** represents the benefits that the technology has on soil health, fertility, and structure. The **Green Drop/Leaf** symbolizes the tremendous benefits to plants that receive the technology as a delivery vehicle to efficiently uptake nutrients. Lastly, the **Blue Drop/Water** represents the beneficial effects the technology has on cleaning up water and wastewater through efficient microbial stimulation.

All the drops in clockwise motion in the central circle represent the interdependency of each drop on the others and the ongoing cycle of life within the Micro Carbon Technology™.



### "Eldon Says"

Technical Tips from the  
VP of HUMA GRO® Sales

#### Soil Preparation

As the year finishes on summer crops, we need to take a look at what to do in 2013 for soil preparation. Use FERTIL HUMUS® to enhance soil biology and for winter stubble breakdown to sustainably prepare for the Spring 2013 crop.

### BHN Welcomes New Employee Hires Since January 2012

#### Lane Glasgow

Director Inventory Management

#### Eduardo Sanchez

Latin American Sales Manager

#### Bob Nyberg

Probiotic Solutions Sales Manager

#### Sarah Meyers

Communications Manager

#### Whitney Terry

Executive Assistant

#### Billy Wilson

Bottling Crew

#### Tane Prescott

Bottling Crew

### New Shipping Boxes

Some of you may already have seen our new and improved shipping boxes. The design follows our new visual branding.

The iconic farm illustration, vibrant turf and a water drop with ripples clearly define our brands and hopefully will make them easier to recognize as well as being aesthetically pleasing. Your feedback is always welcome.



# A Message From Lyndon Smith, President

## On Our New Location

“Looking back at the last quarter, moving our packaging and bottling to the new Gilbert facility has been the largest change. The final part of construction is Phase III: the Bulk Tank Farm and Phase IV: the Blending/Mixing Tanks. We’re very excited about what this building can do for us! We’ll be able to produce quicker and more efficiently than ever! This facility has a greater capability for consistency and quality in the finished goods, allowing us to produce a better product. One of the things we are excited about doing at the upcoming BHN Conference is a ceremony dedicating the building with local government officials, and media coverage.

We just celebrated our one-year anniversary of having our offices moved to the Gilbert facility, and we have been so pleased with the offices, the capability of the warehouse and the new bottling line. We are anxious to have the new blending facility up and running. We’ve been able to increase and improve our capacity with more storage space for raw materials as well as finished goods. Our bottling capacity is four to five times faster.

Being able to store our raw material at our facility is a big cost savings and much more convenient. More raw materials allows us to order more products in bulk volume, which is a tremendous cost savings as opposed to only ordering just what we need for that day or week. It allows us to have those raw materials stock piled and ready to use in a moment’s notice. We can produce quicker.”

## On the Exciting Micro Carbon Technology™

“Micro Carbon Technology™ (MCT) is the only thing that sets us apart from the rest of the environmental industry. So when we focus on MCT, it really allows us to distinguish ourselves from all other products and technologies on the market. There are other companies that have additives, but the benefit of our MCT is that it encompasses many additives and a whole lot more, but in a small molecule package with carbon.

One concern with focusing on our MCT is that other companies are going to claim they have it too. However that can’t be true for two reasons: 1) They do not have the unique raw material source from our mine, and 2) They don’t have the same process. It doesn’t matter who they are, they will not have the same process that we use to get to that very small molecule forming our Micro Carbon Technology™.”

## On this Year’s BHN World Conference

“We are so excited about our 2012 Conference that we think it’ll be our best ever with more people, more opportunities for learning and sharing, and building comradery amongst our distributors, dealers and representatives. We find that as time goes by and the bigger we get, it’s hard to remember to share with each other what’s new and what’s going on. The Conference is a special opportunity to come and get up-to-date information from everywhere around the world including what’s going on, what their best practices are, what their greatest successes are, and what some unique usages of the products are. We’re especially excited to focus this Conference on Micro Carbon Technology™. We’re pleased to share some new information which will even better define us and help us stand out from our competition. You can’t beat this event for learning how to become a successful BHN distributor.

The Double Tree Hilton Hotel in Gilbert that we have chosen is ideally suited for our Conference presentations, meetings, and activities. We’ll have a beautiful conference room that will facilitate everything we want to do and accomplish. Besides the beautiful venue, Arizona has beautiful weather in November and it’s the best place to be during this time of year.

It’s always a pleasure to have everyone come in from all over the world and see and feel that we’re all part of a bigger organization. We look forward to having fun, getting to know those new people that we don’t know, and being able to see everyone get better acquainted. We strongly encourage you to attend the BHN Family World Conference 2012.”



The Probiotic Solutions® team have been at many trade shows this year showing the Probiotic Solutions® products. Good job Probiotic Solutions® team!



## Featured Distributor

**Brand: Probiotic Solutions®**

**Distributor: Bio Chem**

**Owner Name: Mike Napier**

**State: Indiana**

**Distributor Since: 1996**

**Mike's Favorites**

**Hobby: Fitness and cycling**

**Football Team: Indianapolis Colts**

**TV Show: Modern Family**

**Food: Pizza**

**Ice cream Flavor: Ice cream, it's like pizza, even bad ice cream is good.**

**Holiday: Christmas because it brings our family together**