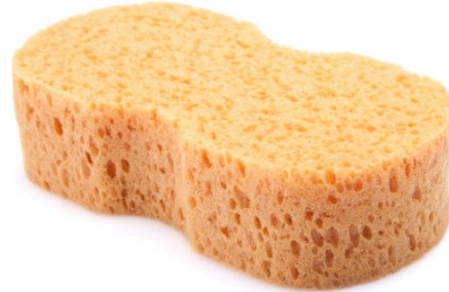
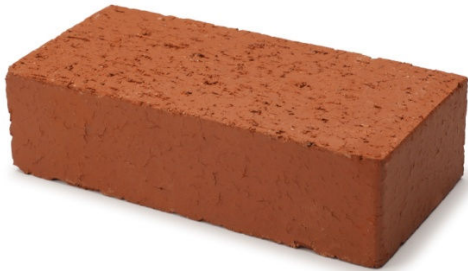


**PLAY
BALL!**
INFIELD CONDITIONER



EnviroTech
Soil Solutions, Inc.
www.axisplayball.com
866-546-3722

Everyone says Infield MOISTURE is Key. Here's an Idea..



Use What ABSORBS & RELEASES the Most WATER!

It's Simple Physics

Water absorbed and released from Infield Conditioners is the only mechanism they use to manage in-field water. Absorbency soaks up excess water and aids in wetting down a dry infield. As water is released, conditioners become more absorbent to regulate more water and even out moisture extremes. With each wet and dry phase - PLAY BALL! manages exponentially more water for optimum playability.

Our Pores Are Perfectly Designed by Nature

The University of Augsburg in Germany determined our pores are the perfect size to release water, and work like normal soil pores that absorb and release water. Smaller pores hold water too tightly and don't give near as much water to the surrounding soil. PLAY BALL! pores are 9 times larger than clay conditioners & are much more effective at maintaining consistent infield moisture - for great playability.

Highest Water Absorption and Highest Water Release

UC Davis studied several competing porous amendments. Products with good absorption and water release provide more water to the soil, plants, or infields. Comparing equal volumes, 34% of our products absorb and release water repeatedly, while about half of calcined clay works repeatedly. PLAY BALL! manages almost 90% more water, and explains why we apply 10% by volume vs. 20% or more.

The Most BANG for Your BUCK

Infield conditioners cost about the same per yard, but work differently, according to their pore size. If other products are so great, why do you have to use so much? Vitrified products and crushed aggregates aren't very absorbent, and aren't a bargain to control moisture. PLAY BALL! manages more water, is applied at half the rate, and costs about half as much. PLAY BALL! works better and costs less.

PLAY BALL! Works Like A SPONGE!

Does Your Handle Go ALL THE WAY?

Play Ball! is like a Pump, Moving Water In & Out of Infields...

Clay Products Absorb & Release About Half the Water,

Which is Kind of Like a Handle that Goes HALF WAY



Remember the Basics...

What Is the Difference Between an Infield Conditioner and an Infield Mix?

There are three types of Infield Conditioners - calcined diatomaceous earth (d.e.), calcined clay, or vitrified clay/shale that require extensive kiln firing (calcining) to increase porosity, absorbency and hardness. They are *not* limestone, lava cinders, or other aggregates crushed small enough to act as an infield soil; nor are they percentages of sand, silt or clay that are used to make an infield mix.

Why Do I Need an Infield Conditioner?

Infields have fine particles that hold water, restrict drainage, and create sloppy conditions. When “fines” dry out they cause compaction. Conditioners modify moisture extremes by absorbing water, improving water penetration, and reducing compaction. As infields dry down, they release water to keep moisture consistent. Infield Conditioners help regulate too much or too little infield moisture.

How Do I Use an Infield Conditioner?

Conditioners can be “topdressed” as a surface layer 1/8” to 1/4” deep, “nail dragged” into the top 1/2” to 1” deep, or “incorporated” 4” to 6” deep to maximize moisture control and playability. Rates vary between 10% and 25% by volume. The deeper you go, the greater amount of soil treated to withstand weather extremes, to give you the most control of moisture for a great playing surface.

What are the Real Differences Between Products?

Examine product limits and realize that sticky or hard infields reflect moisture issues. Play Ball! has the most porosity, highest absorption, and best water release. Play Ball! is applied at the lowest rates. Clay pores are about 8 times smaller and grip water tightly. Vitrified product’s internal pores are trapped within minerals and can’t exchange water, so absorption is due to irregular surfaces.

How Durable Are These Different Products?

Vitrified shale is the most durable, but abrasive. Play Ball! and calcined clays can break when a player’s cleat lands directly on the granule, but do not break down from field grooming alone. Play Ball! and calcined clay crush within 7 psi after 24 hours of saturation. Complete “break down” back to their mineral form - means you are adding more silica or clay to your infield over time.

Color is Important - I Want a Ball-Park Look

Looks are important, but laying a good foundation for water handling comes first. This often means incorporating product a few inches deep. Once your infield is ready to rumble with good soil mechanics, selecting a product for color is a great finishing touch. Play Ball! is a beautiful dark red when wet. We are working on improving the color of dry Play Ball! without sacrificing performance.

PLAY BALL![®]

INFIELD CONDITIONER

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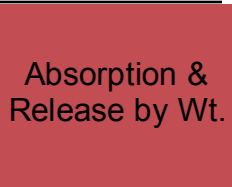
LOSE THE HYPE!
PLAY BALL! IS 2X
BETTER THAN CLAY!



PLAY BALL! ABSORBS And RELEASES More WATER - FASTER!



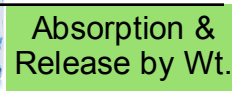
Absorbs **110%** Wt. in H₂O
Releases **80%** of Absorbed H₂O



PLAY BALL!



Absorbs **57%** Wt. in H₂O
Releases **56%** of Absorbed H₂O



Calcined Clay

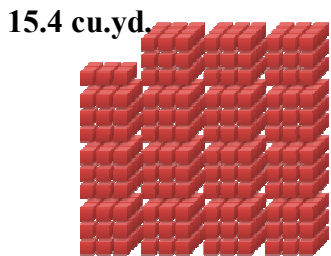


Absorbs **20%** Wt.H₂O
Release N/A

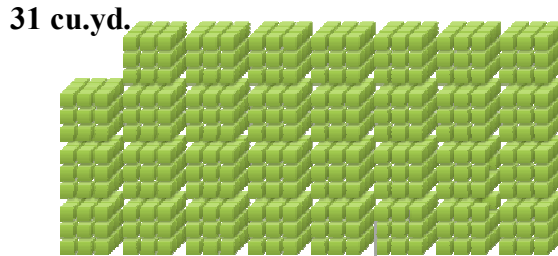


Vitrified Shale

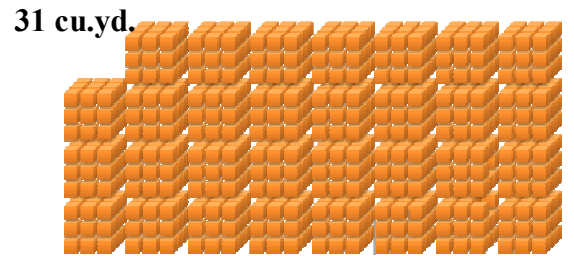
PLAY BALL! APPLICATION RATES are HALF - Regulation BB Infield 4" Deep



10% PLAY BALL!

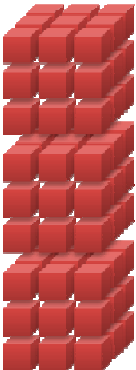


20-25% Calcined Clay



20-25% Vitrified Shale

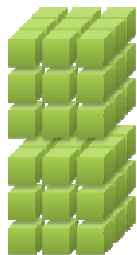
1 Ton =
3 Cu. Yds.



PLAY BALL!

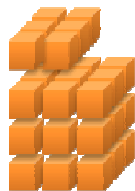
PLAY BALL!
MORE YARDS PER TON

1 Ton =
2 Cu. Yds.



Calcined Clay

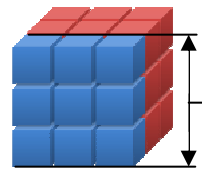
1 Ton =
1.2 Cu. Yds.



Vitrified Shale

PLAY BALL!
WORKS BETTER, So You APPLY LESS!

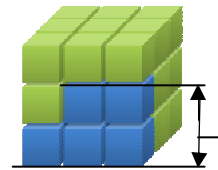
\$235 Cu. Yd. x
10% by Vol.



34% Absorption
& Release by Vol.

PLAY BALL!

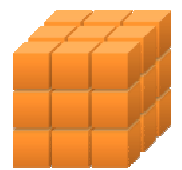
\$225 Cu. Yd. x
20-25% by Vol.



18% Absorption
& Release by Vol.

Calcined Clay

\$220 Cu. Yd. x
20-25% by Vol.



Release N/A

Vitrified Shale

PLAY BALL![®]

INFIELD CONDITIONER

“DO THE MATH”: PLAY BALL! COSTS HALF!

THERE IS NO REAL DIFFERENCE IN COST PER CUBIC YARD.*

<u>Mineral</u>	<u>Brand Name</u>	<u>Ton Price</u>	÷	<u>Yards / Ton</u>	=	<u>Price / Yard</u>
Calcined Diatomaceous Earth	Play Ball!	\$675	÷	3.1	=	\$218
Calcined Clay	Pro's Choice	\$430	÷	1.9	=	\$226
Calcined Clay	Turface MVP	\$450	÷	1.9	=	\$236
Vitrified Clay & Shale	Diamond Pro	\$275	÷	1.18	=	\$233
Vitrified Shale	Triple Play R.I.C.	\$275	÷	1.25	=	\$220

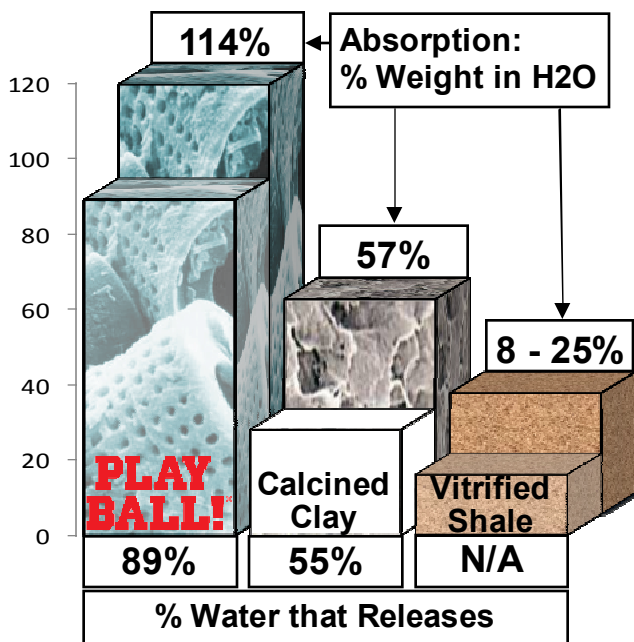
THE DIFFERENCE IS HALF THE RATE = HALF THE COST

<u>Reg. BB Depth = Cubic Yards</u>	x	<u>Appl. Rate</u>	<u>PLAY BALL!</u> X \$218 / Yd. =	<u>Calcined Clay</u> X \$231 / Yd. =	<u>Vitrified Clay</u> X \$226 / Yd. =
1/4" = 10 yards		100% Topdress	\$2,180	\$2,310	\$2,260
1" = 35 yards		10% or 20%	\$ 763	\$1,617	\$1,582
3" = 107 yards		10% or 20%	\$2,332	\$4,943	\$4,836
6" = 180 yards		10% or 20%	\$3,924	\$8,316	\$8,136

APPLY THE RIGHT VOLUME TO GET THE RIGHT TONS

<u>Reg. BB Depth = Cubic Yards</u>	x	<u>Appl. Rate</u>	<u>PLAY BALL!</u> ÷ 3.1 Yds. / T =	<u>Calcined Clay</u> ÷ 1.9 Yds. / T =	<u>Vitrified Clay</u> ÷ 1.2 Yds. / T =
1/4" = 10 yards		100% Topdress	3.2 Tons	5.2 Tons	8 Tons
1" = 35 yards		10% or 20%	1.1 Tons	3.7 Tons	5.8 Tons
3" = 107 yards		10% or 20%	3.5 Tons	11 Tons	18 Tons
6" = 180 yards		10% or 20%	5.8 Tons	19 Tons	30 Tons

2 X ABSORPTION + 2 X RELEASE = SUPERIOR WATER CONTROL



Absorption & Water Release Data From Labels & Curtis & Claassen, UC Davis, Crop Science, 2009

Our lower application rates are very effective due to incredibly larger absorption and release properties. Faster wet and dry cycling gives you substantially more infield moisture control of wet and dry extremes to optimize playing conditions.

ANY QUESTIONS?

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*Bulk Densities, and Application Rates from Manufacturer's Labels. Pricing Estimates from market observations.



Application Rates

Play Ball! Application Rates are 10% by volume. To apply; determine the square footage and depth to which you want to condition, apply at the rates listed per depth, and nail drag or incorporate to the proper depth. Apply additional product at the Standard Rate if areas between foul lines and fences are skinned. For Infield Mixes blended and placed, determine the total cubic yards and blend per instructions. Requirements may vary according to field conditions.

STANDARD RATE – 10% by volume

- 1" Deep - Apply 225 lbs. of Play Ball! per 1,000 square feet
- 2" Deep - Apply 450 lbs. of Play Ball! per 1,000 square feet
- 3" Deep - Apply 675 lbs. of Play Ball! per 1,000 square feet
- 4" Deep - Apply 900 lbs. of Play Ball! per 1,000 square feet
- 6" Deep - Apply 1300 lbs. of Play Ball! per 1,000 square feet

BASEBALL FIELDS	Infield Sq. Ft.	Tons 2" deep	Tons 4" deep	Tons 6" deep
90' Bases				
Grass Infield	11,550	2.6	5.2	7.8
Skinned Infield	18,300	4.1	8.2	12.3
80' Bases				
Grass Infield	8,400	1.9	3.8	5.7
Skinned Infield	13,650	3.1	6.1	9.2
70' Bases				
Grass Infield	6,800	1.5	3.0	4.5
Skinned Infield	10,700	2.4	4.8	7.2
60' Bases				
Grass Infield	3,850	.9	1.8	2.7
Skinned Infield	6,700	1.5	3.0	4.5

SOFTBALL FIELDS	Infield Sq. Ft.	Tons 2" deep	Tons 4" deep	Tons 6" deep
60' Bases				
Grass Foul Areas	8,350	1.9	3.7	5.6
65' Bases				
Grass Foul Areas	9,300	2.1	4.2	6.3

BLENDED and PLACED INFIELD MIX – 10% by volume

To produce one cubic yard of blended infield mix with 10% Play Ball!; mix 1 part Play Ball! Infield Conditioner (0.1 cubic yard = 70 pounds) with 9 parts (0.9 cubic yard) of infield soil. Play Ball! Regular should be used for the majority of applications.

Infield Conditioner Worksheet

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PLAY BALL!
INFIELD CONDITIONER



Area & Depth		Play Ball 25#	Calcined Clay 50#	Vitrified Shale 50#
		<i>Applied at 10%</i> 3.1 yds. per Ton 648 lbs. per cu. yd.	<i>Applied at 20%</i> 1.9 yds. per Ton 1052 lbs. per cu. yd.	<i>Applied at 20%</i> 1.25 yds. per Ton 1600 lbs. per cu. yd.
1,000 s.f. - 1" nail drag	# of Bags	.3 cu. yds. = 8 bags	.6 cu yds. = 13 bags	.6 cu yds. = 19 bags
	Bag Cost	\$8.65	\$12.85	\$10.80
	Total Cost	\$69.20	\$167.05	\$205.20
1,000 s.f. - 2" incorp.	# of bags	.6 cu yds. = 16 bags	1.2 cu. yds. = 26 bags	1.2 cu. yds. = 40 bags
	Bag Cost	\$8.65	\$12.85	\$10.80
	Total Cost	\$138.40	\$334.10	\$432.00
1,000 s.f. - 4" incorp.	# of Bags	1.2 cu. yds. = 32 bags	2.5 cu. yds. = 52 bags	2.5 cu. yds. = 79 bags
	Bag Cost	\$8.65	\$12.85	\$10.80
	Total Cost	\$276.80	\$668.20	\$853.20
1,000 s.f. - 6" incorp.	# of Bags	1.8 cu. yds. = 48 bags	3.7 cu. yds. = 78 bags	3.7 cu. yd. = 119 bags
	Bag Cost	\$8.65	\$12.85	\$10.80
	Total Cost	\$414.20	\$1,002.30	\$1,285.20

Calculate Your Dimension, Treatment Depth, and Conditioner Cost

Example: Condition a Regulation Baseball Field **11,500** sq. ft., **4"** deep, at **10%** by volume with **Play Ball!**

Enter: Infield Sq. Ft. Desired Depth Bags / 1" Total Bags Cost / Bag = Total Cost

PLAY BALL 11.5 1,000 sq. ft. X 4" deep X 8 bags / 1" = 368 Bags X \$8.65 = \$ 3,183.20

PLAY BALL ___ 1,000 sq. ft. X ___ deep X 8 bags / 1" = ___ Bags X \$8.65 = _____

Calcined Clay ___ 1,000 sq. ft. X ___ deep X 13 bags / 1" = ___ Bags X \$12.85 = _____

Vitrified Shale ___ 1,000 sq. ft. X ___ deep X 19 bags / 1" = ___ Bags X \$10.80 = _____

PLAY BALL! is the Best Moisture Control you can Get in your Infield

PLAY BALL![®]

INFIELD CONDITIONER



PLAY BALL! Competitive Comparisons

MOST Volume: 3 yards per ton, vs. 2 or less.
 LOWEST Rates: 10% by volume, vs. 20% or more.
 GREATEST Absorption: 110% it's weight in water, vs. 57% or less.
 LARGEST Pores and BEST Water Release for the BEST INFIELD MOISTURE CONTROL !

Infield Product Sample Comparisons

Product	Absorption % wt. H2O	Bulk Density Lbs. / Cu. Ft.	Volume per ton	App. Rate by Vol.	Dust -80 mesh	Dust -200 mesh
Calcined Diatomaceous Earth						
Play Ball "Regular"	110%	25 lbs.	3.0 yds.	10%	0.05%	
Play Ball "Fine"	130%	26 lbs.	2.9 yds.	10%	0.05%	
Calcined Clays						
Turface MVP	57%	38 lbs.	2.0 yds.	25%		
Pro's Choice Infield Conditioner	57%	38 lbs.	2.0 yds.			
Diamond Pro Topdressing	57%	38 lbs.	2.0 yds.	25%	0.10%	
Vittrified Clay or Shale						
Diamond Pro Infield Cond.	14%	79 lbs.	0.9 yds.	100%	13.9%	
Triple Play Red Infield Cond., UT	20%	57 lbs.	1.3 yds.	100%		
Crushed Aggregates						
Stabilizer, Pheonix, AZ	21%			100%	29.6%	
Pumice Mix, Twin Falls, ID	15%	57 lbs.	1.3 yds.	100%	37.5%	
Cinder Sand, Goldendale, WA	16%	69 lbs.	1.0 yds.	100%	22.3%	
Yard Pro, Canada	38%	66 lbs.	1.1 yds.	100%	41.5%	11.7%

PLAY BALL! Application Rates

1" Drag	Apply	225 lbs.	per 1,000 square feet	=	2,600 lbs.	or	1.3 Tons
2" Deep	Apply	450 lbs.	per 1,000 square feet	=	5,175 lbs.	or	2.6 Tons
4" Deep	Apply	900 lbs.	per 1,000 square feet	=	10,350 lbs.	or	5.2 Tons
6" Deep	Apply	1,300 lbs.	per 1,000 square feet	=	14,950 lbs.	or	7.5 Tons



NFL's Indianapolis Colts Head Groundskeeper "Spin" Martin recently chose AXIS, over a leading clay product to reconstruct their only natural grass practice facility after extensive laboratory and soil testing. He also was able to save thousands of dollars in product costs. AXIS can reduce compaction, improve wear resistance, increase drainage and firm up soft, soggy fields. AXIS can reduce your field's irrigation requirements and irrigation frequency. For more information on AXIS and why more professionals are depending on it for their sportsfields and golf courses, give us a call or visit our website. It's the best there is.

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