



Save Our Sagos[™]

A Pesticide Spray Additive that enhances the effectiveness of pesticides used to combat armored scale insects (i.e. Cycad Asian Scale (CAS))

George W. Taylor

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ABSTRACT

We have discovered an additive that, when combined in solution with an EPA-registered pesticide, has been shown to be highly effective in eradicating infestations of the Cycad Asian Scale (CAS) insect (*Aulacaspis Yasumatsui*) as well as other problem insects in the garden and around the home. The additive has been shown to penetrate the insect's armored scale defense, thereby carrying the lethal pesticide to the fragile insect and her eggs. The *Aulacaspis Yasumatsui* insect has demonstrated extreme resistance to current treatments. In some cases, various other decorative ornamental plants have been substituted for the King and/or Queen Sago due to the difficulty of controlling the invasive insect.

INTRODUCTION

The spread of the CAS insect has been very rapid throughout the world. It first appeared in 1972 in Bangkok, Thailand and now occupies nearly every country in the world at 30 degrees north and south latitude around the globe. Speculation that storm activity worldwide has had an effect on, and even contributed to, the prolific dispersion of the airborne insect has some validity. The insect has been found in the continental United States, specifically Florida, only since 1994-1996. It has been seen in central Florida since the 2004 hurricane season and has now spread as far north as the Georgia border. The CAS has affected practically every county in the state of Florida to some degree. Coastal counties in the state have experienced the greatest degree of infestation due to wind dispersion of the insect. Commercial growers of the Cycad fronds have been devastated to the point of having to switch crops due to the inability to control the prolific growth of the insects. Insects can number as many as 3,000 per square inch and devastate a large Cycad in as little as a few months, eventually resulting in death of the plant.

MATERIALS AND METHODS

Locations for studies were carefully chosen to provide for high-profile testing and results that were observed by numerous individuals. The first study, and the largest, was conducted at Stetson University, DeLand, FL. Stetson was very amenable to conducting studies at the institution due to their inability to keep the insect under control and the demise of the plants was inevitable. The process of selecting Cycads to treat with the pesticide solution containing “Pesticide Spray Additive” took into consideration the age of the plants, which was important due to the greater resilience in older plants and their ability to recover from such trauma as the CAS is capable of inflicting on the plants. The sagos treated in this first study were estimated to be 50 to 150 years of age. David Rigsby, the Director of Grounds Maintenance at Stetson, was most generous in allowing us to perform our studies on four stands of King Sagos at different locations on campus. Bill Gilbert, the resident pest control technician at Stetson, provided assistance in the spraying, pruning, and examination of the plants during the 6-month study. We are most grateful to them and the University for their continued assistance as we carefully watch the plants return to a normal growth pattern (See News Article #1).

The locations of each of the stands of cycads were as follows:

- 1) Dupont Ball library located on the main campus near Elizabeth Hall
- 2) Davis Hall of the business school located on Minnesota Avenue, west of the main campus.
- 3) The Wilson Athletic Center located near the Edmonds Center Gymnasium
- 4) The Physical Plant located on East Minnesota Avenue where the largest stands of plants were located and were estimated to be 100-150 years old.

The second study was performed at Sanford Middle School, and we thank the Principal of the Middle School, Mark Russi, for allowing us save two sago palms that were estimated to be 30 to 50 years old. Mr. Russi told me that he had some sago palms of his own that died during this current blight of CAS and was very interested in having the Cycads at the school treated to prevent the insect from killing these large ornamental plants which adorned the entrance to the Middle School. (See Letter of Testimonial #1)

The third study was conducted at Thelma Hassenplug’s home in Deltona, Florida. Ms. Hassenplug has eight King Sagos estimated to be 10-15 years old that were highly infested with the CAS and was prepared to remove them due to their unsightly appearance. I was fortunate to be able to convince her to allow me to treat them for 3 weeks and then decide if she still wanted them removed. After one month, I received a Letter of Testimonial describing how thrilled she was that we were able to save her beloved sago palms (See Letter of Testimonial #2).

The fourth study was conducted at Wanda S. Currie’s home in Geneva, Florida. Ms. Currie had several very large King Sago Palms estimated to be in excess of 50 years old. In addition, she had some younger King Sagos that were under 10 years of age. She also has some Queen Sagos which were highly infested and offered a new dimension to the study. These plants were in excess of 25 years old and had practically succumbed to the Asian Scale. They were exhibiting

fronds that were deformed and yellowed from the infestation and without treatment, they would certainly have perished. After only three applications, I received a letter from her thanking us for saving her King and Queen Sago Palms. (See Letter of Testimonial #3)

The fifth study was conducted at Bill Watford's home in DeLand, Florida. He has some very old Sago Palms that were highly infested. He was very anxious to try the treatment and wanted to save his plants but was skeptical of the ability of the application to achieve results. After not hearing from him or his wife in 3 months, I became curious as to the effectiveness of the composition and I called his wife. I was elated to hear that she was thrilled with the results of the application. One of her most prized plants had made a complete turn around and was on its way to recovery. (See Letter of Testimonial #4)

The sixth study was conducted at Tim Van Dyke's home in Orlando, Florida. Mr. Van Dyke is an attorney who put together the patent and the trademark for our product. His plants were less than ten years old but were highly infested and would surely have perished in the summer months if he had not requested that we treat them with our pesticide composition. This was one of the first situations in which the plants were treated only once. I found these results to be very impressive and within a month we received a letter from him thanking us for our efforts. (See Letter of Testimonial #5)

The seventh study was conducted at Tim Fiedler's home on a single stand of Sago Palms that had become highly infested with the Cycad Asian Scale. I provided Tim a pre-mixed sprayer of the solution. It was composed of Malathion-Oil, Funginex, and The Water Shed Laboratories, Inc. "Pesticide Spray Additive." Mr. Fiedler applied the solution only once and the results were remarkable. A practically dead King Sago is now on its way to a complete recovery. (See Letter of Testimonial #6)

The eighth study was conducted at Kaiser Pontiac Buick GMC Truck located in DeLand, Florida. We provided Mr. Kaiser with a pre-mixed solution of Malathion-Oil containing The Water Shed Laboratories, Inc. "Pesticide Spray Additive." The solution was applied as directed and the plants at the dealership are currently returning to a normal growth pattern after only one application. (See Letter of Testimonial #7)

The ninth study was conducted at Sherrye Tolbert's house on South Spring Garden Avenue in DeLand, Florida. Mrs. Tolbert had numerous Queen Sago Palms that were highly infested with the CAS and had lost 50% of them before we applied the standard solution of Malathion-Oil with the WSL's "Pesticide Spray Additive." Fortunately, we were able to treat the Cycads before their demise and the remaining plants are now producing healthy lush green fronds.

The tenth study was conducted at Harland Paul's Law Office in DeLand, Florida. This large King Sago estimated to be 30-50 years old is located on East New York Avenue, DeLand, Florida and had been infested with the CAS for a considerable amount of time. The infestation was not considered severe at the time and only one application of the standard Malathion-Oil with the WSL's "Pesticide Spray Additive" was required. This plant returned to a normal growth pattern within one month's time. (See Letter of Testimonial #8)

CONCLUSIONS AND DISCUSSIONS

All ten of the studies listed commenced in early to mid December 2007 and concluded in May of 2008. This research study was structured to address the evidence of live organisms during and after the program. The study required an application of a solution containing Malathion-Oil, a generic fungicide (if fungi were evident) and the addition of The Water Shed Laboratories, Inc. "Pesticide Spray Additive." This solution was mixed well and applied as a "drenching" application to the plant. This drenching application was performed on a weekly basis for three consecutive weeks in most cases. (In several test studies the application was performed only once with satisfactory results.) The study at Stetson University was the most intense and once the three applications were conducted on a weekly basis, a program was entered into where monthly applications were conducted. Microscopic examinations were performed on a weekly basis and if evidence of live organisms were observed, additional applications were to be initiated immediately. After a single application of the insecticidal composition with the WSL's "Pesticide Spray Additive," no reoccurrence or any evidence of the Cycad Asian Scale insect was evident. These results were demonstrated in each study without any variance between studies. The results were consistent and the insecticidal composition performed as expected as described in the patent application.

Due to the difficulty of finding a plant to be sacrificed for a scientific study, the author chose to thoroughly legitimize the study by sacrificing personal plants. These plants were isolated from the general population of the comprehensive study. The controls used for the comprehensive study included five infested plants that were indicative of plants being treated with the insecticidal composition. The control plants were treated in the same manner as those in the main study but without the WSL's "Pesticide Spray Additive." The results were predictable and the plants selected as the control perished due to an infestation of the Asian Armored Scale.

PHOTOS OF BEFORE AND AFTER

Figure 1: (Before "Save Our Sagos" Application)
This is the Sago Palm in front of Davis Hall on campus at Stetson University. This photo is dated December, 2007, and depicts a heavily-infested plant.



Figure 2: (After "Save Our Sagos" Application) This is the Sago Palm in front of Davis Hall on campus at Stetson University dated May, 2008 after treatment.



Figure 3: (Before "Save Our Sagos" Application)
This is another photo of the Sago Palm in front of Davis Hall dated December, 2007, as well. Note the deformed fronds with the white Asian Scale.



Figure 4: (After "Save Our Sagos" Application) This is another photo of the plant to the left in front of Davis Hall in May, 2008 after treatment.



Figure 5: (Before "Save Our Sagos" Application) This is a photo of the Sago Palm in front of Davis Hall dated December, 2008. Note the absence of fronds with the white Asian Scale in the crown of the plant.



Figure 6: (After "Save Our Sagos" Application) This is another photo of the Sago Palm depicted at left in front of Davis Hall dated May, 2008, after treatment.



Figure 7: (Before "Save Our Sagos" Application) Photo of a large female Sago in front of the Physical Plant December, 2008. Note the diseased fronds and lack of growth from the crown.



Figure 8: (After "Save Our Sagos" Application) A photo of the same plant in May, 2008. Note the lush green growth from the crown and the smaller pups from the same plant.



Figure 9: (Before "Save Our Sagos" Application)
This is a photo of the large Sago located on the corner of Garfield and Minnesota Ave. in front of the Physical Plant December, 2008.



Figure 10: (After "Save Our Sagos" Application) This is another photo of the same sago located to the left in May, 2008.



Figure 11: (Before "Save Our Sagos" Application)
Photo of a highly infested plant in front of Davis Hall in December, 2008.



Figure 12: (After "Save Our Sagos" Application) This is a photo of the same Sago to the left in front Davis Hall in May, 2008.



**Figure 13: (After "Save Our Sagos" Application)
Photo of a robust healthy plant in front of Davis Hall
in May, 2008.**



**Figure 14: (After "Save Our Sagos" Application)
Photo of a health female Sago in front of the Physical
Plant dated May, 2008.**



NEWS ARTICLES

News Article 1: Stetson University

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Stetson University alum's new product takes aim at cycad scale pest

POSTED: 05-23-2008

Stetson University alumnus George Taylor's 1982 Chemistry degree continues to serve him well long after he earned it. The owner of Water Shed Laboratories Inc. is optimistic that the pesticide additive he developed is the long-sought cure for the Asian tea scale infestation threatening Florida's sago palms, the slow-growing cycads with lineage that stretches back millions of years.

Testimonials from people testing the product in their home gardens echo the findings Taylor has seen in treatments conducted on sago palms on the Stetson University campus and at Sanford Middle School over the past year and a half. Earlier this month, the Florida Department of Agriculture approved his product, a milestone in the long journey toward product release. He also has filed for a patent.

"We are so excited," said Taylor in an e-mail. "This has taken so long but approval is finally at hand. In terms of product availability and approval by the Florida Department of Agriculture, this means we are ready to market the product. Obviously, it will be an entire new division of Water Shed Laboratories In a sense ... this will become an exciting new career for me!" The company is a certified drinking water lab and research facility in DeLand.

Taylor is no stranger to the challenges of new beginnings. The scientist and former corporate chemist is a veteran of the Vietnam War who didn't start college until he got out of the U.S. Army at age 23. He first earned a degree in Biology from the University of Central Florida. Later, he earned his Stetson Chemistry degree at age 35 after attending classes part-time as a nontraditional student while working a full-time job.

He couples his scientific background with a passion for sago palms and an interest in entomology. Together, these lines of inquiry led to what Taylor calls a serendipitous discovery about how to eradicate the scale pests after he saw them destroying sago palms on his property. He shared the story with enthusiasm as he led a tour of treated cycads on campus.


The cycad genus of plants has been around for 250 million years, he noted. "Nothing's been able to wipe it out. All of a sudden, this scale insect comes along," he said. "The organism is fragile but secretes a waxy scale – that's its protection. It lays so many eggs that (parasitic) wasps can't keep up. I started looking at the insect and figuring out how to get through its defenses."

The result is an additive consisting of an active ingredient that is a sequestering agent able to penetrate the scale. "It's a catalyst," he said. "It penetrates the scale and carries the pesticide into it."

He worked alongside Bill Gilbert in Stetson's Facilities Management Division when testing the product on sago palms on campus. Gilbert said he is optimistic about the results he's seen.

To learn more, check the [Save Our Sago](#) Web site.

George Taylor checks sago palms in front of Stetson's duPont-Ball Library for evidence of scale.





DeLand man gets thumbs up for solution to sago-eating scale



BEACON PHOTO/PAT HATFIELD

Idea man — George Taylor, founder of The Watershed Laboratories in DeLand, is proud of the results he's achieved with a special spray additive he created. The additive targets the waxy shell on Asian cycad scales, and delivers pesticide to the pests that kill sago palms.

By Pat Hatfield

BEACON STAFF WRITER

posted Jun 30, 2008 - 4:01:16pm

Chemist George Taylor is walking on cloud nine these days.

"It's exciting. It may turn out to be something big," he said.

"It" is the response to an insecticide-spray additive he developed. The additive chemically bonds to and delivers pesticide through the waxy, virtually impenetrable carapace of an insect called the Asian cycad scale.

Nothing much bothered the scale, which settles on the leaves and growing parts of king and queen sabal palms, sucking down their fluids and killing the plant.

The Asian scale was accidentally introduced into Miami from Southeast Asia in 1996, and like many invasive species, has no natural enemies in Florida.

Within a few years, the insect wiped out 80 percent of the king and queen sago palms in South Florida, and has now destroyed about 50 percent of the sago palms in Central Florida.

Related Topics

[Alleged palm-frond holdup foiled](#)

Leaves of infested sagos look like they're covered with snow. That's the insect. Leaves turn yellowish brown as the scale devour their nourishment.

News Article 3: DeLand Beacon on June 30, 2008 (Page 2)

Taylor, founder and director of The Watershed Laboratories in DeLand, is a sago palm devotee. His own yard is covered with them, and he began experimenting with ways to rid sagos of the deadly cycad insects.

The result is the spray additive, which proved successful on his sagos, and on infested sagos at Stetson University and Sanford Elementary School, where Taylor was allowed to test the compound, beginning late last year.

Now, there's no sign of the Asian scale.

In an April 8 letter, Principal Mark Russi of Sanford Elementary wrote the campus sagos that were nearly dead the end of 2007 "rebounded amazingly with lush, full new growth."

Last month, Taylor got the Florida Department of Agriculture's OK for the additive.

He said, while it's not an endorsement, it exempts the additive from Department of Agriculture monitoring.

Taylor has applied for a patent.

June 18, Taylor met with Paul Carus III of Carus Corp. of Peru, Ill., who flew to DeLand to investigate the additive. Carus Corp. manufactures products for municipal, industrial and environmental markets.

"We're looking to being a supportive supplier, supplying materials, and any way we can help technically," Carus said.

Taylor is already selling the additive out of the Watershed Laboratories office.

"One man read about the treatment on the Internet. He came in and about bought us out," Taylor said.

The man has 25 large sago palms on his property — big ones — and shares Taylor's passion for them. The man said he would report back results of the treatment.

Taylor is hoping Carus or another company with manufacturing facilities will buy the patent from him, or work with him on larger-scale manufacturing.

Meanwhile, "At the least, we're saving the sagos. They could be exterminated if we don't do something about it," Taylor said.

His next project will be to investigate why the Asian-scale insects zero in on sago palms.

Read more, and see before-and-after photos online at saveoursagos.com.

— pat@beacononlinenews.com

LETTERS OF TESTIMONIAL

Letter of Testimonial 1: Sanford Middle School in Sanford, Florida



Sanford Middle School
1700 French Avenue
Sanford, Florida 32771
Phone: (407) 320-6150
Fax: (407) 320-6265
www.sanford.scps.k12.fl.us

MARK RUSSI
Principal

TIMOTHY HURD
Assistant Principal

VANESSA MARSHALL
Assistant Principal

DUMARIE
RODRIGUEZ-DILLARD
Assistant Principal

RICHARD BURKETT
Dean of Students

SAMUEL DAVIS
Dean of Students

Apr. 8, 2008

RE: Sago Scale Treatment

To Whom It May Concern:

The front of our school is flanked by two very large sago groupings which act as the focal points of our landscaping. Over the last couple of years, the sagos have become infested with scale insects. Numerous treatments have been applied with little effect. The sagos became so weakened by the infestation and their appearance so unattractive that it seemed we would have to have them removed.

Then, George Taylor came along and offered to treat the sagos with his pesticide spray additive. After the first spraying, the insects appeared to be dead and a second spraying insured that they were. The palms have rebounded amazingly with lush, full, new growth and the healthy appearance they had when they were first planted on our campus.

We are grateful that Mr. Taylor was willing to share his product with us and save these beautiful plants.

Sincerely,

Mark Russi
Principal



SEMINOLE COUNTY
PUBLIC SCHOOLS

Visit Our Web Site
www.scps.k12.fl.us

Letter of Testimonial 2: Thelma Hassenplug's home in Deltona, Florida



A Special Note —

Water Shed Laboratory
Garden Springs Rd.
Deland, Fla.

Dear Sir:

My name is Thelma Hassenplug and I live in Deltona, Fla. I wish to thank you for your service. I read the article about your product for Sago's in the Deland paper and I contacted you at once.

My Sago's were dying and I wanted an answer. You were so kind to come to my rescue. Your answer! "Asian 5 Cal" you treated them, about three months ago. You must stop by and look at them now. They are simply beautiful. Thanks to the Water Shed Laboratory

Sincerely,
Thelma Hassenplug

Letter of Testimonial 3: Wanda S. Currie's home in Geneva, Florida

4030 Lk. Harney Cir.
Geneva, FL 32732
Jan. 5, 2008

George W. Taylor
The Water Shed Laboratories, Inc.
304 S. Spring Garden Ave.
DeLand, FL 32720

Dear Mr. Taylor:

As I explained to you in our conversation, I have been battling Asian Scale on my sago palms for nearly 4 years, resulting in my having to remove all of the fronds from the plants twice each year and spending many dollars and much time treating the plants to keep them alive. This was especially disappointing because these plants were quite old and had been perfectly healthy until this Asian Scale appeared. The infestation would never go completely away after treatment, in spite of my having followed the directions to the letter. There would always remain a few live insects and I would tell myself that I would just stay on top of these few and eventually destroy them completely. Life, though, got in the way and I wasn't able to regularly combat the organisms. In no time at all, the plants would be covered again. I had determined that I was just going to kill the plants rather than watch them suffer this slow death.

I was further dismayed to see this summer that the scale was not only on my sagos, but it was also on my false sagos. This infestation was every bit as severe as it had ever been on the true sagos and now I was faced with the prospect of destroying these beautiful and well-loved trees as well. Imagine my great delight when after one application of your solution, the insects appeared to be well under control. After the second application they seemed to be defeated. A few weeks passed, and insects revived but your third spraying put them down for good. This is absolutely amazing as I have tried everything on the market with VERY disappointing results. You have truly developed a miracle product and I can't thank you enough for saving my beloved plants.

Sincerely,



Wanda S. Currie

Letter of Testimonial 4: Erin & Bill Watford's home in DeLand, Florida

May 19, 2008

Mr. George Taylor
The Water Shed Laboratories, Inc.
304 S. Spring Garden Ave.
DeLand, FL 32720

To Other Sago Palm lovers:

I have nurtured my Sago Palms for years, especially four pups from our twenty year old "mother" plant. Last year I started noticing white stuff all over them that seem to be killing my plants. I took a scrub brush and dishwashing soap to them several times in a vain attempt to save my precious sagos. Clipping off lower branches infested with the scale did not stop the spread of the disease and I just knew I was going to lose them if something wasn't done quickly.

I thank George for his sign that said he had a solution for Sago Palm scale. I rushed over there and was given a new hope for my plants with a solution George had created. Three applications of it later, my palms were showing signs of life again and I was delighted.

It has been about four months since then and my plants are thriving with no evidence of scale. New growth is healthy and green with no tell tale little white spots. I keep the solution in my garage "just in case" the scale tries to make a comeback. I'm prepared this time!

Thank you, George, from one Sago Palm enthusiast to another.

Sincerely,

Erin & Bill Watford
DeLand, FL

Letter of Testimonial 5: Tim Van Dyke's home in Orlando, Florida

BEUSSE WOLTER SANKS MORA & MAIRE, P.A.

JAMES H. BEUSSE
DANIEL N. BRODERSEN
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JOHN L. DEANGELIS, JR.
JOSEPH FISCHER
DAVID G. MAIRE
CHRISTINE Q. MCLEOD
ENRIQUE J. MORA
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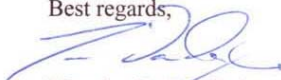
April 30, 2008
VIA EMAIL AND U. S. MAIL

Mr. George Taylor
304 S. Spring Garden Avenue
Deland, FL 32720

Dear George:

I write this note to personally thank you for providing your Save Our Sagos pesticide additive. My two Sago palms were completely covered with the white cycad asian scale and looked like they were nearly dead. After a single treatment of my palms with your Save Our Sagos pesticide spray additive mixed with malathion, horticultural oil and fungicide, this completely eradicated the white scale. I now have new shoots coming out both of my Sagos and they look as healthy as ever. You have an amazing product. Congratulations on your discovery.

Best regards,



Timothy H. Van Dyke

TVD/ah

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Letter of Testimonial 6: Conducted at Mr. Fiedler's home in DeLand, Florida

FOGLE & FIEDLER, PLLC
ATTORNEYS AT LAW

TIMOTHY R. FIEDLER
CIVIL & BUSINESS LITIGATION
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J. DANA FOGLE - OF COUNSEL

May 6, 2008

The Water Shed Laboratories, Inc.
Attn: George Taylor
211 Carlton Avenue
DeLand, FL 32720

Dear Mr. Taylor:

Just a note to let you know that after just one application of the Watershed
Laboratories pesticide spray additive, my Sago Palm has greened up and looks terrific.

Thanks!

Very truly yours,
FOGLE & FIEDLER, PLLC


Timothy R. Fiedler

TRF/js

505 EAST NEW YORK AVENUE • DeLAND, FLORIDA

Letter of Testimonial 7: Kaiser Buick GMC Truck in DeLand, Florida



1590 SOUTH WOODLAND BOULEVARD □ P.O. BOX 2813 □ DELAND, FLORIDA 32721-2813 □ (386) 734-6882
www.kaiserpontiac.com

WE HAD SEVERAL SAGO PALMS AT OUR BUSINESS HEAVILY INFESTED
WITH ASIAN CYCAD SCALE. WE TREATED THEM WITH PESTICIDE SPRAY
ADDITIVE FROM THE WATER SHED LAB AND HAVE NOT SEEN ANY INFESTATION
SINCE. I HIGHLY RECOMEND THIS PRODUCT .

SINCERLY



F.H. KAISER PRES.



Letter of Testimonial 8: Harland Paul's Law Office in DeLand, Florida

PAUL &
ELKIND, P.A.
ATTORNEYS AT LAW

HARLAN L. PAUL*
DARREN J. ELKIND
MATTHEW D. BRANZ
MICHAEL S. TUMA
MICHAEL P. KELTON
CHRISTOPHER B. PAUL

**Board Certified Trial Lawyer*

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FACSIMILE: 386-734-3096

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SUITE 105
DELTONA, FL 32725
PHONE: 386-574-5634
FACSIMILE: 386-574-5665

REPLY TO: DeLand


June 9, 2008

Mr. George Taylor
304 S. Spring Garden Avenue
DeLand, FL 32720

Dear George:

Thank you for solving the white scale problem on our office sagos. I had no idea what the problem was or how to eradicate the problem. The Save Our Sagos spray additive you mixed with a pesticide and fungicide finally eradicated those pests. I will be stopping by your office to obtain instructions for application on my sagos at my residence since you solved my problem with my office sagos.

Thanks again,


Harlan L. Paul



BY: _____



ACKNOWLEDGEMENTS

I would like to acknowledge all of the individuals that participated in this publication. First, I would like to acknowledge my editor without whose editing skills and encouragement I would not have made this paper available to the public. I would also like to thank my staff at The Water Shed Laboratories, Inc. for their support and steadfastness during these difficult and trying times. Most of all, I want to thank my mother for her guidance through the years which instilled in me that making a difference in life comes from hard work and determination.

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