The Andersons®
Turf & Specialty Group

PARTNER OF CHOICE

CONTRACT MANUFACTURING

AND ADVANCED GRANULE TECHNOLOGIES

Toll Manufacturing • Leading Carrier Development • Advanced Research & Innovation • Technical & Purchasing Expertise

AVAILABLE: High Volume Capacity And Unique Capabilities

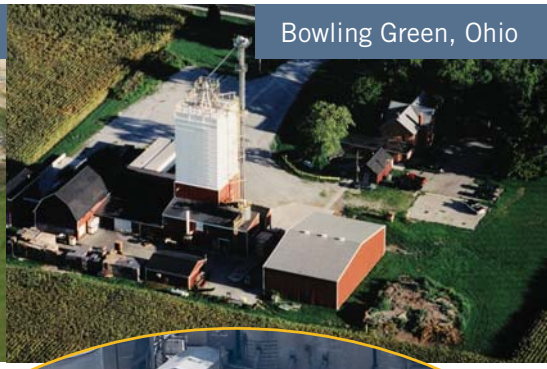
Our contract manufacturing cpabilities can lead to multiple advantages for your operation. From your product development and marketing to the efficient economies we bring to the table, partnering with us can help positively impact your profitability and success.

The Andersons' capacity and capability for handling a vast array of fertilizers, insecticides, fungicides, herbicides, combination products and growth regulators means you have a dedicated partner prepared and ready to manufacture your entire product offering. Beyond manufacturing, we also have the experts to assist you with packaging development and production while in compliance with state and federal regulations. We can even help you through each state's registration maze.

Our regional toll processing locations provide logistical advantages that facilitate an optimum "supply chain" philosophy.

Maumee, Ohio

Montgomery, Alabama


Bowling Green, Ohio

THINK OF OUR PROCESSES AS YOUR PROCESSES, OUR CAPACITY AS YOUR CAPACITY:

PROCESSES

- Nine formulating and packaging lines
- Dedicated insecticide lines
- Milling, aspiration and custom blending systems
- Computer-controlled batching
- Particle size reduction and screening
- Flexibility to fill one-pound rigid containers and up to 2,000 pound bulk sacks
- Semi-automatic palletizing

CAPACITY

- Up to one million square feet of warehouse space
- Over 3,000 tons of bulk raw material storage and access to 200,000 tons of bulk raw material storage from **The Andersons Plant Nutrient Group**

Our Track Record Is Proven For Delivering Exceptional Quality And Service. Providing Superior Technology Is What Earns Us New Business

The Andersons is a technology driven company. Whether we're applying our advanced technology to improving the quality of the products we make or to the support services we provide, our customers are assured of receiving the highest level of professionalism.

PARTNERING WITH THE ANDERSONS MEANS YOU CAN COUNT ON US FOR FULL ACCESS TO:

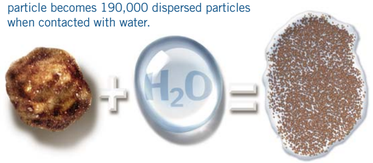
- Our on-site Analytical Laboratory can provide you the opportunity to create unique new products while meeting rigid EPA requirements.
- Dedicated insecticide, fungicide and herbicide production lines.
- Proprietary adjuvants and solvents.
- Custom blending capabilities to meet your package and cost specifications.
- Expertise in formulating and product development to assure compliance with State and Federal registrations.
- A value added, flexible and compatible supply chain.

Formulating With Our Dispersible Granule – DG LITE® – Technology Provides You With Cutting Edge Product Benefits And Marketing Advantages

Using proprietary technology, we have made some of the most stubborn chemistry perform well beyond expectation. Our staff can assist you with prototype development, packaging size, and rigid University field trials. When we take your project from concept to formulation, we will also advise you in your registration strategy, and in some cases, can obtain and transfer your federal registration to you, enabling you to get your product to market faster.

Our granular expertise has always been a hallmark of The Andersons Turf Products capabilities. With our discovery and commercialization of the proprietary DG concept, we've taken granular carrier basics and advanced them to entirely new performance levels. What it means to you is that we're able to apply our unique DG LITE® carrier technology to optimize your active ingredient and increase your product's effectiveness.

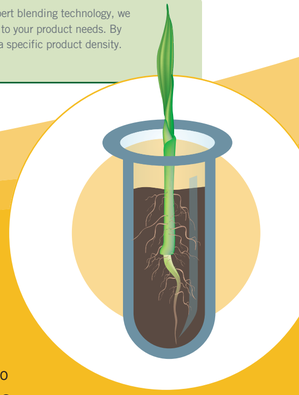
In a matter of minutes, one DG Lite 150 SGN particle becomes 190,000 dispersed particles when contacted with water.



WITH DG LITE TECHNOLOGY IN YOUR CORNER YOU CAN EXPECT YOUR PRODUCTS TO EXHIBIT:

- Rapid Dispersibility...quickly "dissolves" when water is administered
- Neutral pH...renders your pesticide stable
- High Uniformity...promotes consistent material application
- Extremely Durable (RTA >95%)...assures long term efficacy
- Spherical Shape...delivers consistent flowability and dependable ballistics
- Economical...near immediate dispersion virtually eliminates waste

	SGN	UI	DENSITY lb/ft3	DISPERSIBILITY		HOMOGENOUS	SPREADABILITY	COMMENTS
				ALL	PART			
DGLITE® PREMIUM DISPERSIBLE CARRIERS								
DG LITE 100 (Patented)	100	high	47	x		x	Excellent	Professional quality dispersible carrier for active ingredients
DG LITE 150 (Patented)	150	high	45	x		x	Excellent	
DG LITE 35 (Patented)	35	high		x		x	Excellent	
DISPERSIBLE CARRIERS								
DH-46 (Patent Pending)	150	medium	62	x		x	Very Good	Very well suited for all markets – works well with many active ingredients
PB-34 (Patent Pending)	140	medium	35-50		x		Good	
CARRIER BLENDING	Because of our unique position with active ingredient carriers and our expert blending technology, we are able to offer carrier blends that allow us to offer customized solutions to your product needs. By combining carriers, we can offer versatility, optimize costs, and "dial in" a specific product density.							



QST

Quality/Service/Technology –

The Andersons' mark of accuracy, efficiency, innovation and flexibility. Our three formulating facilities contain state-of-the-art technology and are strategically located to serve the U.S. and international markets. What's more, all team members have a clear focus on the QST principle.

We Have The Right Carrier To Make Your Product The Best It Can Be

RESEARCH AND DEVELOPMENT

R&D Advancements in the Turf & Specialty Group's dispersible granular technology led The Andersons and five strategic partners to be awarded a $5 Million Research Commercialization Grant in 2008 from the ***Ohio Department of Development Third Frontier Program.***

A FOCUS ON GROWTH AND DIVERSIFICATION SINCE 1947

For more than 60 years, The Andersons, Inc. has been a mainstay in northwest Ohio and a leader in the agricultural sector throughout the Eastern Corn Belt. Harold and Margaret Anderson first began serving the local farming community in 1947 with truck and grain terminals, as well as rail transfer capability for ship loading on the Maumee River. During its rich history, The Andersons has always been recognized as an innovator, beginning with opening the first U.S. deep-water grain loading facility in the Great Lakes and installing the largest steel tank grain storage facility in North America.

Since becoming publicly traded in the mid 1990s (NASDAQ: ANDE), The Andersons has also made a formidable entry into the ethanol business by investing in and operating three plants, as well as offering related marketing services. Today, with more than 3,000 employees in the United States and leasing interests in Canada and Mexico, the company thrives with continued focus on the customer and a drive to lead in technological innovation across all products and services.

The Anderson Turf & Specialty Group, originally established in the 1960s to serve the professional turf market, leverages its core competencies in nutrients, formulating, pesticide carrier development and supply chain management to serve some of the biggest global marketers of turf and ornamental products.

OUR MISSION:

We firmly believe that our company is a powerful vehicle through which we channel our time, talent and energy in pursuit of the fundamental goal of serving God by serving others. Through our collective action, we greatly magnify the impact of our individual efforts to:

- *Provide extraordinary service to our customers*
- *Support our communities*
- *Help each other improve*
- *Increase the value of our company*

The Andersons, Inc.
Turf and Specialty Group
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