



**The  
Andersons®**  
PLANT NUTRIENT

PARTNER OF CHOICE  
CONCEPT TO MARKET

# CONTRACT MANUFACTURING

AND ADVANCED GRANULE TECHNOLOGIES

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

# 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 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 Laboratories 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 and granulation capabilities to meet your package specifications and cost requirements.
- Expertise in formulating and product development to assure compliance with State and Federal registrations.
- A value added, flexible and compatible supply chain.



## Quality/Service/Technology –

The Andersons' mark of accuracy, efficiency, innovation and flexibility. Our ten 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.

# High Volume Capacity And Unique Capabilities

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

This means you will have a dedicated partner prepared and ready to manufacture your entire product offering. We 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.

The Andersons has the capability and capacity to handle and manufacture a vast array of advanced granules:

- Fertilizers
- Insecticides
- Fungicides
- Herbicides
- Combination Products
- Growth Regulators

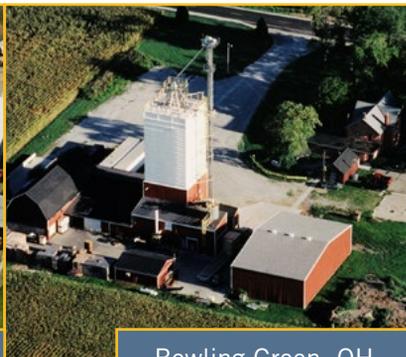
**OUR REGIONAL PRODUCTION FACILITIES PROVIDE LOGISTICAL ADVANTAGES THAT FACILITATE AN OPTIMUM "SUPPLY CHAIN" PHILOSOPHY.**



Maumee, OH



Montgomery, AL



Bowling Green, OH



Mocksville, NC

## CAPABILITIES

- Thirteen production lines
- Dedicated insecticide lines
- Milling, aspiration and custom blending systems
- Custom granulation
- Computer-controlled batching
- Particle size reduction and screening
- Flexibility to fill small containers to bulk trucks
- Automatic palletizing
- Standard pallet or store-ready display
- Full range of logistical capabilities include FOB docks, direct to warehouse, direct to store, LTL and truckload

## CAPACITY

- Over one million square feet of warehouse space
- Over 200,000 tons of bulk raw material storage



# Formulating With Our Advanced Granule Technology Provides You With Cutting Edge Product Benefits And Marketing Advantages

Our granular expertise is a hallmark of The Andersons Plant Nutrient Group. With our discovery and commercialization of the proprietary Dispersing Granule (DG) concept, we've taken granular carrier basics and advanced them to entirely new performance levels. Our range of carriers now includes DG Lite®, EcoGranule™ and Corn Cob.

Using proprietary technology, we have made some of the most stubborn chemistry perform beyond expectations. Our staff can assist you with prototype, packaging, and rigid University field trials. As we develop your project from concept to market, we will also advise you in your registration strategy and can obtain and transfer federal registration to you, bringing your product to market faster.

## DG Lite

DG Lite is a dispersible granular carrier that dissolves almost immediately upon contact with water and can quickly deliver active ingredients to your target environment. Each granule is made up of thousands of sub-particles that dissolve with as little as 0.2" of moisture. High uniformity promotes consistent material application while the spherical shape delivers consistent flowability and dependable ballistics.

## EcoGranule

The patented EcoGran is a manufactured granular product. The granule's basic structure is a wood fiber core. This lightweight core is infused with a variety of additives, making EcoGran a superior, biodegradable, all natural delivery system. EcoGran is a quality granule that provides reliable performance in any application.

## Cob

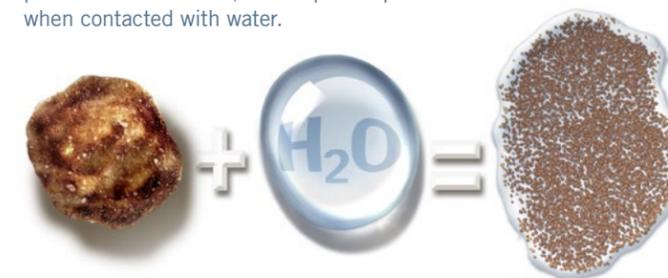
Corn cob carriers are eco-friendly and completely biodegradable. Smaller sized granules find widespread use as carriers for pesticides and as diluents in animal health vitamins, premixes and feeds. In addition, they have been successfully used as thermoset fillers in plastics and polymers.

	SGN	UI	DENSITY lb/ft3	DISPERSIBILITY		HOMOGENEOUS	SPREADABILITY	COMMENTS
				ALL	PART			
<b>PREMIUM DISPERSIBLE CARRIERS</b>								
<b>DG<sup>LITE</sup> 100*</b>	100	high	47	x		x	Excellent	Professional quality dispersible carrier for active ingredients
<b>DG<sup>LITE</sup> 150*</b>	150	high	45	x		x	Excellent	
<b>DG<sup>LITE</sup> D-3560*</b>	35	high		x		x	Excellent	
<b>DG<sup>LITE</sup> DH-46**</b>	150	medium	62	x		x	Very Good	Suited for all markets and with many active ingredients
<b>ADVANCED GRANULAR CARRIERS</b>								
ECOGRAN 12/40 HWG*	120	high	40			x	Very Good	
ECOGRAN 8/40 LT*	130	high	33			x	Very Good	
ECOGRAN 10/30 HWG*	125	high	43			x	Very Good	
ENVIRO-DRY	160	fair	28			x	Very Good	
COB 8/14	175	high	30			x	Very Good	
COB 14/20	100	high	29			x	Very Good	
<b>CARRIER BLENDING</b>	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.							

### 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

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



## YOUR PARTNER OF CHOICE

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

From Concept To Market, We'll Be There To Guide Your Project Every Step Of The Way



# Diversification, Growth, **And** *Beyond*

Publicly traded since 1996 (NASDAQ: ANDE), The Andersons is a diversified company conducting business across North America in the grain, ethanol, plant nutrient, logistics, and consumer retail sectors.

The Andersons is taking the same dedication and deep market knowledge that filled our elevators with grain almost 70 years ago to create fresh ways to serve our customers. We're building a cutting edge network of transportation and logistics facilities that maximize our reach. We're expanding into new markets using patented technology to take our businesses further, faster. We're developing a line of products that make the grass greener and the yield bigger. We're repurposing today's resources into useful solutions for tomorrow and joining the quest for a world run on renewable energy. We're finding a way to compete on a global level and still feel like a small business, and never losing sight of our simple goal of serving God by serving others.

We'll be fair and honest, tried and true, because those are the things that got us here. The Andersons story has as much to do with ingenuity as it does with legacy. A story about enduring relationships. A story about a team that is going beyond the ordinary; beyond the status quo; and beyond expectations



## 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
- Help each other improve
- Support our communities
- Increase the value of our Company



[www.andersonsplantnutrient.com](http://www.andersonsplantnutrient.com)  
419-891-2782