The Andersons, Inc. has been manufacturing and distributing chemicals to the industrial market for over 30 years. Our team is committed to addressing your needs through our dedicated resources in the industrial market. Each member of our sales team has the expertise you have come to expect from The Andersons. We provide quality products and services, enabling you to make the best management decisions for your business.

We offer a wide range of liquid and dry industrial products for a variety of applications, from grounds maintenance to airport runways. We custom blend, package, distribute, and inventory a variety of industrial products for quick and convenient delivery.

Beyond the ordinary. Beyond the status quo. Beyond expectations.

OUR SALES TEAM

TONY OWEN  
Industrial Sales  
419-722-5672  
tony_owen@andersonsinc.com

TONY PIFER  
Industrial Sales  
419-569-4144  
tony_pifer@andersonsinc.com

OUR SERVICES

CUSTOM/COMPUTERIZED FORMULATIONS

LIQUID PACKAGING

- 8 ounces
- 1 liter
- 1 quart
- 1 gallon
- 2.5 gallons
- 5 gallons
- 55 gallons
- 250 gallons
- 275 gallons

DRY PACKAGING

20-2000 pounds

DELIVERY OPTIONS

- Barge
- Rail
- Truck

WAREHOUSING

Automatic packaging
Robotic palletizing

YEAR-ROUND SERVICES

SAFETY TRAINING
## PRODUCT SPECIFICATIONS

<table>
<thead>
<tr>
<th>PRODUCT</th>
<th>CONTENTS</th>
<th>TYPE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ammonium Hydroxide (Aqua Ammonia)</td>
<td>19.5%, 29.5% Ammonia</td>
<td>Liquid</td>
</tr>
<tr>
<td>Ammonium Orthophosphate</td>
<td>8-24-0</td>
<td>Liquid</td>
</tr>
<tr>
<td>Ammonium Polyphosphate (APP)</td>
<td>10-34-0, 11-37-0</td>
<td>Liquid</td>
</tr>
<tr>
<td>Ammonium Sulfate</td>
<td>21-0-0 + 24 S</td>
<td>Liquid, Dry</td>
</tr>
<tr>
<td>Anhydrous Ammonia</td>
<td>82-0-0</td>
<td>Pressurized Gas</td>
</tr>
<tr>
<td>BN-2000™ (Waste Water Treatment)</td>
<td>--</td>
<td>Liquid</td>
</tr>
<tr>
<td>Calcium Chloride</td>
<td>83-90%</td>
<td>Pellets/Flakes</td>
</tr>
<tr>
<td>Calcium Nitrate*</td>
<td>75%</td>
<td>Dry</td>
</tr>
<tr>
<td>Calcium Nitrate Solution</td>
<td>66%, 70%</td>
<td>Liquid</td>
</tr>
<tr>
<td>Copper Nitrate*</td>
<td>15%</td>
<td>Liquid</td>
</tr>
<tr>
<td>Diammonium Phosphate (DAP)</td>
<td>18-46-0</td>
<td>Dry</td>
</tr>
<tr>
<td>LCH-40™ (Liquid Calcium Hydroxide), NSF Certified</td>
<td>up to 40%</td>
<td>Liquid</td>
</tr>
<tr>
<td>Magnesium Nitrate</td>
<td>67%</td>
<td>Liquid</td>
</tr>
<tr>
<td>Manganese Nitrate</td>
<td>15%</td>
<td>Liquid</td>
</tr>
<tr>
<td>Monoammonium Phosphate (MAP)</td>
<td>11-52-0</td>
<td>Dry</td>
</tr>
<tr>
<td>NOxOut A&amp;HP</td>
<td>up to 50%</td>
<td>Liquid</td>
</tr>
<tr>
<td>Potash (Standard, Granule, Soluble, Coarse)</td>
<td>--</td>
<td>Dry</td>
</tr>
<tr>
<td>Potassium Acetate</td>
<td>up to 50%</td>
<td>Liquid</td>
</tr>
<tr>
<td>Sodium Nitrate*</td>
<td>40%, 46%</td>
<td>Liquid</td>
</tr>
<tr>
<td>STS-2000® (Anti-Icer/De-Icer)</td>
<td>up to 50%</td>
<td>Liquid</td>
</tr>
<tr>
<td>Triple Super Phosphate</td>
<td>0-45-0</td>
<td>Dry</td>
</tr>
<tr>
<td>Urea Ammonium Nitrate (UAN)</td>
<td>28-0-0, 32-0-0</td>
<td>Liquid</td>
</tr>
<tr>
<td>Urea Solutions</td>
<td>up to 50%</td>
<td>Liquid</td>
</tr>
<tr>
<td>Urea (Prilled, Granular)</td>
<td>46-0-0</td>
<td>Dry</td>
</tr>
<tr>
<td>Zinc Nitrate*</td>
<td>17%</td>
<td>Liquid</td>
</tr>
</tbody>
</table>

Custom blends available upon request.
**CALCIUM NITRATE**

**PRODUCTS**
- GEP 70 Liquid Calcium Nitrate
- GEP 66 Liquid Calcium Nitrate
- SoluCal Liquid Calcium Nitrate
- EaglePure Crystalline Calcium Nitrate

**USES**
- Wastewater treatment
- Component of anti-rusting and anti-freezing products
- Explosives manufacturing
- Latex dipping coagulant
- Concrete mortar production
- Heavy oil detergents
- Fuel additive
- Metal finishing
- Neoprene rubber manufacturing
- Oil and natural gas drilling
- Concrete admixtures

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**COPPER NITRATE**

**PRODUCTS**
- Liquid Copper Nitrate

**USES**
- Used as a catalyst, oxidizer, and activating agent for luminescent and photosensitive resistance materials

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**MAGNESIUM NITRATE**

**PRODUCTS**
- Liquid Magnesium Nitrate

**USES**
- Incineration product (wheat)
- Dehydrator
- Used to produce explosives, catalysts, and other magnesium salts

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**MANGANESE NITRATE**

**PRODUCTS**
- Liquid Manganese Nitrate

**USES**
- Phosphorizing agent (metals)
- Ceramics/catalysts production
- Raw material to prepare manganese dioxide

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**SODIUM NITRATE**

**PRODUCTS**
- Liquid Sodium Nitrate 40%
- Liquid Sodium Nitrate 46%

**USES**
- Metallurgical industry
- Concrete admixtures
- Pottery enamels and paint
- Rocket propellants
- Wastewater treatment
- Glass production
- Fireworks production/explosives manufacturing
- Food preservatives
- Oil and natural gas drilling

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**ZINC NITRATE**

**PRODUCTS**
- Liquid Zinc Nitrate

**USES**
- Electro galvanizing
- Acid treating catalyst (pharmaceutical)
- Gelling agent for emulsion
- Glass production
- Phosphorizing agent in metals
- Applied as dye mordant
BN-2000™
Bacterial nutrition technology
Economical: more efficient/lower dosing rates than traditional N-P applications
Efficient: equally as (or more) efficient when compared to combining ammonia hydroxide and phosphoric acid
Non-Toxic: no toxic effects to the activated sludge process, even at 10x the recommended dose
Safe: results in limited exposure and no adverse side effects; non-hazardous and non-flammable

STS-2000™
Environmentally friendly: non-hazardous, non-toxic, non-flammable
Efficient: performs at temperatures as low as -70°F
Safe: will not harm the environment, employees, concrete, or vegetation
Versatile: can be used as an anti-icer or deicer and through various types of spray systems

LCH-40™
Safe: dust free and safe to handle
Cost-effective: higher lime concentration; reduces lime slaker maintenance and bag disposal costs
High quality: meets the AWWA standard B202-93 and is certified to NSF standard 60
Versatile: beneficial in water, wastewater, and acid neutralization

NITROGEN-PHOSPHATE BLENDS (BN-2000™)
- 10-34-0
- Paper/pulp
- Fertilizer blends
- Water treatment
- Insulation

POTASSIUM ACETATE (STS-2000™)
- Anti-icing/deicing (runways)
- Anti-icing/deicing (roadways)
- Oil/gas fracturing
- Dust suppressant

LIQUID CALCIUM HYDROXIDE (LCH-40™)
- Water/wastewater treatment
- Acid neutralizer
- Caustic soda alternative

AMMONIUM HYDROXIDE (Aqua Ammonia)
- Water/wastewater treatment
- NOx removal for air emissions
- pH adjustment
- Laboratory use
- Ethanol production
- Detergents/cleaners

UREA/UREA SOLUTION
- NOx removal for power/industrial plants
- Water treatment
- Laboratories
- Detergents/cleaners
- Textiles and paper
- pH adjustment
- Plastics
- Ethanol production
- Adhesives, paints, and laminates

For more information, visit www.AndersonsIndustrial.com
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 and logistics 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

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