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Central Region

The Central Region promotes the best of The Andersons' small particle technologies, a variety of nutrient sources of NPK (Contec, Poly S, Poly NS-52, Super K, Nutralene, Nitroform, etc.), and combination products.

Our greens and tees offering is unmatched in the industry with products like Contec 19-2-15 & 18-9-18, 18-6-15 with Nutralene and Super K 0-0-45 coated slow-release potassium sulfate. In addition to the premium small-particle fertilizer products, The Andersons is the recognized leader in high-quality combination products such as FFII for snow mold control, fertilizer with Millennium Ultra® for broadleaf weed control, fertilizers with Merit and Talstar for insect control, fertilizer/fungicide combination products for preventive and curative disease control, fertilizer/TGR for growth suppression, and a variety of fertilizer with pre-emergent weed control formulations.

The Andersons also offers sprayable fungicides for preventive and curative control of turfgrass diseases. Last but not least: If you need a high-quality and accurate fertilizer spreader, The Andersons has available the best fertilizer spreaders in the industry (AccuPro 2000, SR 2000, and SS-2).

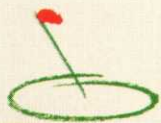
Our commitment has been and will continue to be to develop premium-grade, well-sized, small-particle products. It has taken commitment to excellence, capital investment and hard work from many people to get the company to where it is today — unmatched in product quality, selection and performance. We invite you to look at our products and make up your own mind.

— Tom Wentz, Regional Manager

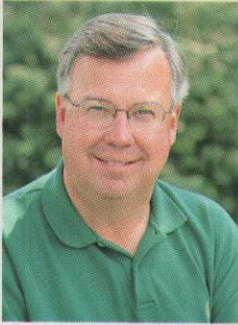
Western Region

The Western Region extends from Texas westward to California and up to the Pacific Northwest and east to Big Sky country. Our seven territory managers are equipped to deal with the diversity in climates and turf types to help turf managers produce high-quality conditions at their facilities. The Andersons continues its leadership position with the highest quality lineup of specialty fertilizers and control products for greens including: Contec, Peters®, STEP®, Turf Enhancer and Goosegrass Crabgrass Control. In the South, The Andersons provides a broad line of fertilizers with pre-emergence herbicide — including Pendimethalin, Dimension, Ronstar, Barricade and Team — to help prevent both grassy and broadleaf weeds. In the North, our customers have depended on fertilizers with fungicides, especially FF-II, the proven performer for winter disease control.

— Bob Eichenberg, Regional Manager



Central



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Eastern Region

The Eastern Region encompasses a large geographic area from the New England states to the coastal South.

Because of this, our territory managers and distributors promote nearly all of the company's golf products. Whether it's snow mold products in the North or mole cricket control in the South, the products feature

quality, performance and technology. Names like Contec, Tee Time, NS-52®, Poly-S®, TGR, and FFII mean the best in particle size, uniformity and consistent performance. In the South, Andersons Golf Products is known for high-quality greens products and as an industry leader in formulating fertilizer and pre-emergent herbicide products. In the Northeast, our customers realize we're unmatched in small-particle fertilizers and granular control product technologies. They also know that our team of territory managers is the best when it comes to providing technical information and service.

— Mike Chinich, Regional Manager



Eastern