

# BLENDER AGREEMENT & GUIDELINES

The purpose of this document is to define the conditions and expectations around a business relationship concerned with the blending of Humic DG with fertilizer for sale into the professional turf, horticulture, agriculture and remediation markets.

## PRICING, PROGRAM & TERMS

*(refer to Humic DG price list #750 / 750W)*

## CO-BRANDING

Product manufactured for sale in bulk bags or 50 lb. or smaller packages may utilize the Andersons Humic DG branding on the product label or package. Branding artwork will be supplied by the Andersons and may only be used in conjunction with these products. The branding guidelines are attached below *(See attached file: HumicDG\_CoBranding.pdf)*.

## LABELING

Humic DG content in a fertilizer blend should be noted as follows on the product label, guaranteed analysis and derived from statement.

### For all states EXCEPT CA and OR

- CONTAINS NON-PLANT FOOD INGREDIENT
- Soil amending ingredient
- Humic Acid (derived from Leonardite)..... 70%
- Total Other Ingredients (inactive components of Leonardite, proprietary binding agent, water)..... 30%

### For CA and OR only

- CONTAINS NON-PLANT FOOD INGREDIENT
- ACTIVE INGREDIENT
- 35% Humic Acid
- Derived from Leonardite

## BLENDING GUIDELINES FOR HUMIC DG WITH FERTILIZER

Humic DG granules have the proper combination of physical attributes to make them suitable for blending with all types of dry fertilizer ingredients. Following is a summary of the product specifications.

SGN .....	240
Bulk Density .....	43-44 lbs. cu. ft.
Uniformity Index .....	40+
Moisture.....	Target 7% / Maximum 9%
Resistance to Attrition.....	90
Humic Acid Content .....	70%
Humic Acid Precursor Content.....	10%
Total HA + Humic Acid Precursor .....	80%

## TYPICAL BLENDING RATES OF HUMIC DG WITH FERTILIZER *Will vary by use as follows:*

**TURF** - Target rate on an annual basis for turf is 40-200 lbs per acre. This can be applied using multiple applications. Minimum blending rate is 10 lbs. Humic DG per acre based on typical application rate for the finished blend.

**AGRICULTURE** - Target rate on an annual basis ranges from 10-80 lbs per acre. This can be applied using multiple applications. Minimum blending rate is 10 lbs. Humic DG per acre based on typical application rate for the finished blend.

## ADDITIONAL GUIDELINES FOR BLENDING

1. Fertilizer blends must contain a minimum total of 15 percentage points of N, P or K to qualify as an authorized blend. Any blends below this minimum must be approved by your Andersons territory manager.
2. Product is not to be repackaged as straight goods. All straight goods are to be marketed by The Andersons.
3. Blended product is to be 210-240 SGN or larger.
4. No product is to be marketed for use on putting greens, or other uses where a 210-240 SGN size or larger would be unsuitable.
5. Product should be packaged, stored and transported ensuring the product is kept dry and free from moisture.
6. DCA materials may be used at a rate between a pint to a quart per ton of finished goods.

The following tables are a guide for calculating blend rates of Humic DG with fertilizer blends based on finished goods applied per acre. Determine Humic DG app rate "step 1", then determine finished good app rate "step 2" to determine how much Humic DG to use in 1 ton BOM "step 3."

Step 1	Step 2	Step 3 (use to build FG formula)	
Desired Humic DG Rate (lbs/acre)	Finished Good application rate/acre	weight % Humic DG in blend	lbs/ton of Humic DG
<b>10.0</b>	100	0.100	200
	150	0.067	133
	200	0.050	100
	250	0.040	80
	300	0.033	67
	350	0.029	57
	400	0.025	50

Step 1	Step 2	Step 3 (use to build FG formula)	
Desired Humic DG Rate (lbs/acre)	Finished Good application rate/acre	weight % Humic DG in blend	lbs/ton of Humic DG
<b>20.0</b>	100	0.200	400
	150	0.133	267
	200	0.100	200
	250	0.080	160
	300	0.067	133
	350	0.057	114
	400	0.050	100

Step 1	Step 2	Step 3 (use to build FG formula)	
Desired Humic DG Rate (lbs/acre)	Finished Good application rate/acre	weight % Humic DG in blend	lbs/ton of Humic DG
<b>30.0</b>	100	0.300	600
	150	0.200	400
	200	0.150	300
	250	0.120	240
	300	0.100	200
	350	0.086	171
	400	0.075	150

Step 1	Step 2	Step 3 (use to build FG formula)	
Desired Humic DG Rate (lbs/acre)	Finished Good application rate/acre	weight % Humic DG in blend	lbs/ton of Humic DG
<b>40.0</b>	100	0.400	800
	150	0.267	533
	200	0.200	400
	250	0.160	320
	300	0.133	267
	350	0.114	229
	400	0.100	200

\*These tables represent a range of typical blend rates from 10-40 lbs Humic DG per acre. Blending rates can range from 10 - 200 lbs per acre.

**PRICING GUIDELINES FOR FINISHED GOODS**

**TURF MARKET** - The Andersons offers Humic DG (straight goods) for sale in the turf market on an MLP (Manufacturer's List Price) basis. As a result, we are requesting the selling price of a fertilizer blend containing Humic DG meet certain minimum margin requirements pertaining to the first sale of the product after manufacture by the blender. The Andersons requires a minimum mark up of 15% over the actual cost of goods of the entire finished good blend including all fertilizer raw materials, Humic DG, packaging, labels, pallet, shrink wrap, transportation (in) and etc.

**RESTRICTIONS**

1. This agreement is for fertilizer blends only as outlined above. Only authorized Andersons distributors may sell straight goods, and they can only be provided for sale as branded merchandise from The Andersons Professional Business.
2. This agreement pertains to the professional turf, horticulture, agriculture and remediation markets only.
3. Any opportunities concerning the retail lawn and garden market must be submitted to The Andersons for review prior to sale.

**AGREEMENT**

This agreement may be terminated by either party with 30 days of written notice.