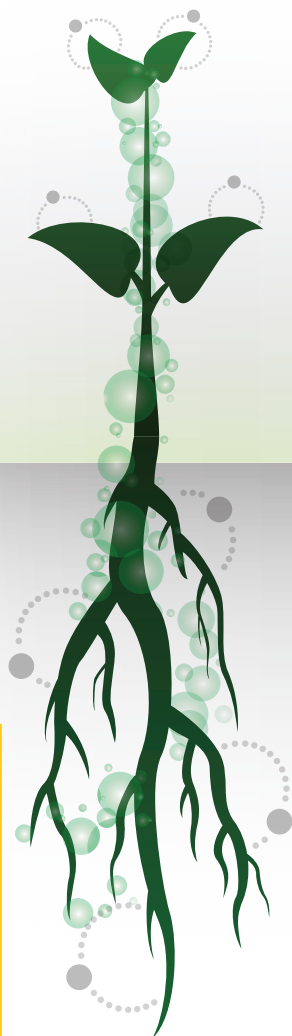


Green Markets[®] Specialty Fertilizer Global Summit 2018

December 13, 2018
Omni Royal Orleans, New Orleans



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Green Markets® Specialty Fertilizer Global Summit 2018

December 13, 2018
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To Our Customers:

Thank you for joining Green Markets for the fourth annual Specialty Fertilizer Global Summit.

Once again we are happy to see some long-standing Green Markets Clients, and to welcome many new Clients to our community of fertilizer industry professionals. We certainly appreciate your attendance at the Summit, and also the support provided by our many sponsors.

Thanks also to our expert faculty at this year's Summit, the largest we have assembled for this annual event. You are sure to find their presentations highly valuable as they explore the business consideration of operating in the specialty and premium fertilizer space. Summit attendees as well come from diverse roles within fertilizer and aligned companies, and we hope you make some new and valuable contacts.

My Green Markets colleague in attendance today is Jonathan Wentworth-Ping, Sales Director. Our colleague from Bloomberg, Chris Perrella, Chemical Equity Analyst is also joining the Summit. Please let us know how we can make your Summit experience more valuable.

Enjoy the Specialty Fertilizer Global Summit 2018!

Sincerely,

Dan Houser
Managing Director



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AGENDA

8:00 AM - 8:45 AM

Networking Breakfast

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8:50 AM - 9:30 AM

Trends in Specialty Product Development

Chris Underwood, *Director of R&D and Formulation Services, Hocking International Laboratories*

9:30 AM - 10:00 AM

National Trends in Specialty Fertilizers

Nick Young, *Supervising Special Investigator, California Department of Food and Agriculture (CDFA)*

10:00 AM - 10:40 AM

The Latest Thinking On Biostimulant Markets

Jon Leman, *Commercial Vice President, Italtipollina USA, Inc.*

10:40 AM - 11:05 AM

Morning Networking Break

11:05 AM - 11:35 AM

HPTA Testing Methodology and Humic Market Outlook

Russell Taylor, *Vice President, Live Earth Products Inc.*

11:35 AM - 12:05 PM

SOP Market Update and Price Forecasts

Christopher Perrella, *Analyst – Chemical Equity, Bloomberg Intelligence*

12:05 PM - 12:45 PM

Micronutrient Market Update with Insights on Boron and Copper

Dale Edgington, *Purchasing & Production Manager, Advanced Micronutrient Products*

12:45 PM - 2:00 PM

Networking Luncheon

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2:00 PM - 2:40 PM

A Global Outlook for Nitrogen Stabilizers

Justin Stewart, *U.S. Marketing Leader, Nitrogen Stabilizers, Dow AgroSciences*

2:40 PM - 3:10 PM

Integrating Value-Added Products Into Fertilizer Blending Systems

Mark Taylor, *Director of Industrial Sales, AGI - Yargus*

3:10 PM - 3:50 PM

Organic Crop Inputs for Increased Nutrient Absorption

Rick Lutz, *VP Business Development and Marketing, GroGenesis*

3:50 PM - 4:15 PM

Afternoon Networking Break

4:15 PM - 4:45 PM

A New Category of Crop Inputs to Enhance Plant Productivity

Travis Bayer, *Co-founder and CTO, Sound Agriculture*

4:45 PM - 5:25 PM

Creating a Successful Sales Platform for Specialty Products

Brian Petersen, *Specialty Sales Representative, Simplot Agribusiness*

5:25 PM - 6:05 PM

Developing Bioferts That Are More Effective With Synthetics

Jane Fife, *Chief Science Officer, 3Bar Biologics*

6:05 PM - 7:05 PM

Networking Cocktail Reception

SUMMIT FACULTY



Justin Stewart
U.S. Marketing Leader,
Nitrogen Stabilizers
Dow AgroSciences

Justin Stewart is the U.S. Marketing Leader for Nitrogen Stabilizers for Dow AgroSciences. Justin joined Dow AgroSciences in 2007 and has experience in a wide range of markets and businesses including Turf and Ornamental, Structural and Post-Harvest Commodity Pest Control, Small Grains, and Nitrogen Stabilization.

Since taking over as the Marketing Lead for Nitrogen Stabilizers, Justin has been responsible for the overall strategic direction of the business. Responsibilities include analysis of current and future market opportunities, business development, and strategy implementation.

Justin holds a BS degree in Agronomy and MS in Plant Pathology; both from Purdue University. He also holds a MS in Industrial Administration from Krannert School of Management at Purdue University.



Chris Underwood
Director of R&D and
Formulation Services
**Hocking International
Laboratories**

Dr. Chris Underwood received his BS in Chemistry from the University of Central Florida in 2006 specializing in natural product derivation and synthesis. He then attended Clemson University and received both his MS in Chemistry in 2010 (specializing in bioinorganic chemistry) and his PhD in Chemistry in 2013 (specializing in crystal growth and synthesis).

Chris then worked for AgroLiquid from 2013-2018 as their Product Development Manager, where he oversaw all QA/QC measures at their manufacturing facilities, as well as created over 30 different experimental products and oversaw their development, including the PrimAgro line that includes biologicals into liquid fertilizer products.

Chris then joined Hocking International Laboratories in May 2018 as the Director of R&D and Formulation Services, where he oversees all QA/QC measures at their manufacturing facilities, as well as oversees all research and development for the company.



Nick Young
Supervising Special
Investigator
**California Department
of Food and Agriculture
(CDFA)**

Nick Young is the Supervising Special Investigator for the California Department of Food & Agriculture's Fertilizing Materials Inspection Program. Nick has been with CDFA for ten years and was instrumental in the development of the inspection protocol for their Organic Input Material Program implemented worldwide. His role involves education and outreach, as well as regulatory enforcement of fertilizing materials.

Nick currently serves of the Board of Directors of Association of American Plant Food Control Officials. Nick has a degree in Plant Science from California State Polytechnic University Pomona, where he also taught as an adjunct professor, as well as a degree from the University of California, Santa Barbara. Nick lives in Orange County, California with his wife, seven year-old daughter, and two year-old son.



Dale Edgington
Purchasing & Production
Manager
**Advanced Micronutrient
Products**

Dale Edgington gained his BS degree in Agricultural Economics from Michigan State University and began his career in the fertilizer industry in 1985. The first half of his career was spent in retail operations, marketing fertilizers, pesticides, seeds and related services to farmers in Michigan.

In 2003, Dale transitioned to the micronutrient fertilizer manufacturing business where he has been ever since. Responsibilities include purchasing and formulating various fertilizer products with the elements nitrogen, phosphorous, potassium, calcium, magnesium, manganese, copper, boron, iron and zinc. The business was owned by Agrium, U.S. Inc. until April of 2015 when it was sold to another long standing micronutrient manufacturer, Cameron Chemicals from the state of Virginia.



Christopher Perrella
Analyst – Chemical Equity
Bloomberg Intelligence

Christopher Perrella is an analyst for Bloomberg Intelligence, a unique research platform that provides

context on industries, companies, government policy, litigation and the economy, available on the Bloomberg Professional service at BI. Mr. Perrella specializes in chemical end markets and companies including paints and coatings, agricultural chemicals, industrial gases, alternative energy, and diversified chemical companies.

Prior to joining Bloomberg Intelligence, Mr. Perrella was a junior analyst on an Institutional Investor Ranked U.S. Chemicals research team at Bank of America Merrill Lynch from 2009 through 2014. Before his experience at Bank of America Merrill Lynch, Mr. Perrella worked as a junior on a Shipping and Transportation team during 2008. Mr. Perrella earned a Bachelor of Science degree in chemical engineering from Bucknell University. He then went on to complete his Master of Business in finance from Michigan State University. He is certified in FINRA Series 7, 63, 86/87.



Russell Taylor
Vice President
Live Earth Products Inc.

Russell Taylor is the Vice President of Live Earth Products Inc. and the President of the Humic Products

Trade Association. Mr. Taylor has spent 20 years in the mining, extraction, and marketing of humic acid based products. Areas of experience with the humic isolates include: agriculture, turf management, organic fertilizers, animal feeds, and soil reclamation.

His knowledge of humic acid processing and isolation put his company on the forefront of the humic acid manufacturing industry. He is a Certified Crop Advisor and raises organic beef for a hobby.



Mark Taylor
Director of Industrial Sales
AGI - Yargus

Mark Taylor is the Director of Industrial Sales for AGI - Yargus, a division of Ag Growth International

(AGI). AGI - Yargus is located in Marshall, IL and is a bulk material handling and blending equipment company providing solutions for the agriculture, fertilizer, mining and industrial markets around the world.

Prior to Yargus, Mark owned and operated a private waste and recycle services company located in the Midwest. Mark has three children and lives in Terre Haute, IN.



Rick Lutz
VP Business Development
and Marketing
GroGenesis



Jon Leman
Commercial Vice
President
Italtollina USA, Inc.

Jon Leman is the Commercial Vice President for Italtollina USA, Inc. In December of 2013, he opened the North American market to the Italtollina brand of products. Since that time, he has helped to solidify the company's global leadership position by leading an impressive year-over-year growth in sales via a widespread sales and distribution network. Additionally, he has overseen the opening of what is now one of the world's largest production facilities of 100% vegetal-based biostimulants for use in agriculture. Jon knows very well how to drive sales, and he believes that in addition to a solid vision, it takes great relationships, providing the right product for the need, and having a passion for the purpose. Helping today's farmers overcome the complex challenges of food production with innovative solutions that are more natural is inspiring to him.

Jon is an agribusiness professional who has spent 25 years identifying new product opportunities for the sector, driving new product development, and getting large scale distribution to the fields. Much of that time was as National Marketing and Sales Manager, Branded Products with agribusiness giant, Wilbur Ellis Company. Jon attended Franklin College and is a graduate the University of Virginia Darden School of Business' Executive Program for Strategic Marketing.



Jane Fife
Chief Science Officer
3Bar Biologics

Jane Fife joined 3Bar Biologics as Chief Science Officer in 2016, where she leads R&D and new product development to improve bioformulation and delivery of beneficial microbes for more effective plant growth and biological disease control. 3Bar Biologics is an early stage startup spinout of The Ohio State University dedicated to improving yield and productivity in agriculture.

Prior to 3Bar Biologics, Jane managed technology development in agribusiness at Battelle Memorial Institute. Jane has a PhD in Agricultural Engineering from The Ohio State University, with research interests in applying innovative technologies for more targeted delivery of agricultural inputs and smarter, more sustainable agricultural production.



Travis Bayer
Co-founder and CTO
Sound Agriculture

Travis Bayer is the co-founder and Chief Technology Officer of Sound Agriculture. Sound uses a drug discovery approach to create climate resilient crops, enhancing harvest yields for growers and building a sustainable future for agriculture. Prior to Sound, Travis was an Associate Professor of Biochemistry at the University of Oxford, where his research group focused on synthetic biology and metabolic engineering.

Travis was awarded the Biotechnology and Biological Sciences Research Council 'Innovator of the Year' award in 2015 for his work on improving crop production in sub-Saharan Africa.

PLATINUM SPONSOR



Agriculture Division of DowDuPont

Corteva Agriscience™, Agriculture Division of DowDuPont (NYSE: DWDP), is intended to become an independent, publicly traded company when the previously announced spinoff is complete by June 2019. The division combines the strengths of DuPont Pioneer, DuPont Crop Protection and Dow AgroSciences. Corteva Agriscience provides growers around the world with the most complete portfolio in the industry – including some of the most recognized brands in agriculture: Pioneer®, Encirca®, the newly launched Brevant™ Seeds, as well as award-winning Crop Protection products – while bringing new products to market through our solid pipeline of active chemistry and technologies. More information can be found at www.corteva.com

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Marsulex Environmental Technologies

Many utility and industrial combustion sources nationwide are being highly impacted by the Boiler MACT, Area Source MACT, NAAQS, GHG, Utility MATS, Effluent Guidelines, and other regulations, therefore many major emissions issues are requiring careful consideration and impactful decisions. Thus, there is a myriad of pollution control concerns met with the need to satisfy the increasingly stringent environmental control regulations with the most advanced emission control technologies. MET's patented and proprietary ammonium sulfate flue gas desulfurization (AS-FGD) process, a method for Zero Liquid Discharge, converts unwanted SO₂ into a high-value fertilizer byproduct. The advanced technology is a unique solution, which provides guaranteed, long-term compliance, requires no chemical or by-product waste handling, and produces a high-value ammonium sulfate fertilizer by-product resulting in an ongoing source of revenue. While the AS-FGD system is the company's flagship technology, MET is a full-service air pollution control technology supplier, specializing in particulate and acid gas control.

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American
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Throughout our history APF has produced and marketed ammonium sulfate based blended fertilizers. The company was founded in 1964 in Houston, TX and currently operates 11 dry blending locations in Texas and markets thousands of tons of ammonium sulfate annually in the United States, Canada, Central and South America.

Over the years, APF has been the leader in promoting the use of Sulfur in the sulfate form as an essential plant nutrient and has developed markets for ammonium sulfate to be used as a fertilizer, an herbicide adjuvant, municipal water treatment, fire inhibitor in insulation and animal feed supplement, among other industrial applications.



Applied Chemical Technology is an engineering company specializing in process and product development, engineering, design and fabrication of plants and equipment. ACT has worked with the fertilizer industry to develop most of the Controlled Release Nitrogen Fertilizers on the market today and has had a role in many of the specialty products.



Hocking International Laboratories is one of the leading chemical manufacturers in the U.S. and is engaged in a wide range of activities that touch the most basic and far advanced aspects of agricultural and turf nutrition. Our activities include R&D, chemical manufacturing, and in-house custom packaging of liquid products including specialty fertilizers, nitrogen efficiency, micronutrients, adjuvants and surfactants, and many other products. Our goal is to assist our customers in enhancing their branded line of offerings.

Established in 1976, our company continues to maintain or exceed standards that are demanded by the best companies in the world. We employ dedicated individuals that identify and exploit the right opportunities. We are a professionally managed company that believes in profitable, sustainable, and enjoyable long-term relationships with all its key stakeholders--including employees, customers and suppliers.

BREAKFAST SPONSOR



The Andersons Plant Nutrient Group formulates, stores, and distributes nutrient, specialty, and industrial inputs through strategically located facilities and a widespread dealer network. The Andersons extensive portfolio of value-added products includes PureGrade low-salt liquid fertilizers, MicroSolutions micronutrients, humates, OMRI listed crop nutrients and soil amendments, and more to better serve the needs of growers.

The Andersons is a proud partner of 4R Nutrient Stewardship. The company is continually seeking how they may assist growers to increase production and profitability, while also building sustainable crop production systems. The company recently launched CropCoach™, which is a web tool that delivers customized product recommendations based on nutrient deficiencies. The tool helps growers maximize their fertilizer inputs, in turn, improving their yield, profitability, and sustainability. Visit CropCoach.com today to create your own personalized cropping system.

Visit andersonsplantnutrient.com to learn more about the company's products and services.

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At Bioline, we are leading the development of a new generation of fulvic acid based biostimulants. With a focus on evidence-based science, we produce a superior fulvic acid product for use in agriculture. Fulvic acid is a naturally occurring organic acid with numerous benefits to crop and soil health. We use leading-edge innovations to produce superior fulvic acid products with unparalleled quality. Want to learn more about the benefits of BioLiNE Gold? www.biolinecorp.ca, info@biolinecorp.ca

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ICL Specialty Fertilizers: one name, one company.

Everris, Fuentes, Nu3, Novapeak and F&C have combined to become ICL Specialty Fertilizers. The union of these companies creates a global leader in specialty fertilizers. Integrating our efforts in the area of research and product development has resulted in one organization that brings together the world's top experts, researchers and agronomists in this specialized field. This pays off in the form of continuous innovation, new products and technologies creating added value for growers worldwide. ICL Specialty Fertilizers' international presence makes it uniquely positioned to meet worldwide challenges and seize opportunities. But even though the reach is global, the approach is local. You can count on the same high-quality products and the services of our experts in the field who provide you with tailor-made advice to fulfil the evolving needs of growers and farmers in a constantly changing world. In the USA contact us at 1 800-492-8255 or by email at: EverrisUS.Info@everris.us.com

NOTE PAD & PEN SPONSOR



Fer-land Agriculture Technology Corporation (Fer-land) is a new agriculture chemical company focusing on providing agrichemicals to growers for optimal efficiency, cost-focused, and consistent yields.

We are a technology driven agchemical company that researches, designs, and tests our products in real conditions in our commitment to provide consistent quality products to our growers.

Fer-land offers a comprehensive line of fertilizers and agchemicals-developed and proven in both the U.S. and abroad-designed and field proven for optimal and efficient use for ensuring yields.

We adhere to a quality first philosophy for any product we offer and have a robust and stringent field trial program to make sure our growers have access to useful products.

For more information, contact us by phone 626-666-5877, email: info@fer-land.com or on the web: www.fer-land.com

HOTEL KEY CARD SPONSOR



Cameron Chemicals (Cameron), Advanced Micronutrient Products, Inc. (AMP) and Ultra Yield Micronutrients, Inc. (UYM) produce high quality single element formulations including zinc sulfate and zinc oxy-sulfate as well as multi-element packages and customer proprietary mixes for all crops and geographies throughout the world. All three facilities have varying ranges of products including sulfates, oxy-sulfates, lignin's and chelates. While a leading supplier of zinc-based micronutrients, product lines also include boron, calcium, manganese, magnesium, iron and copper.

Advanced Micronutrient Products, Inc.: www.ampmicronutrients.com

Cameron Chemicals, Inc.: www.cameronmicronutrients.com

Ultra Yield Micronutrients, Inc.: www.ultrayieldmicros.com

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MAX IN. MAX OUT.



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