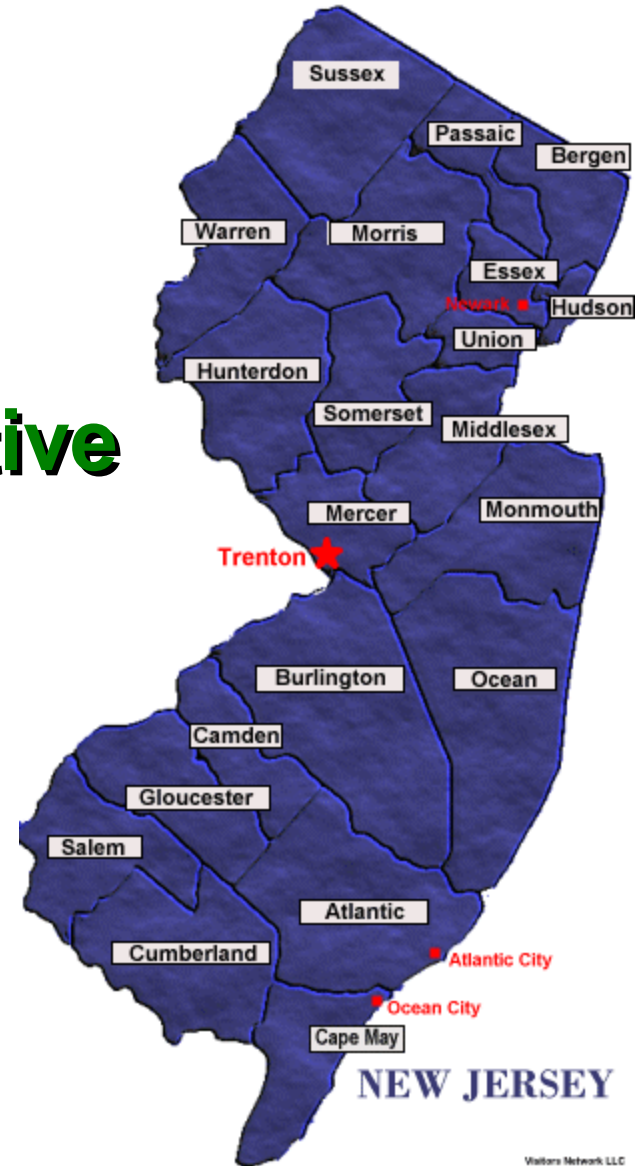

Healthy Lawns and Healthy Environment Initiative

**Trenton, New Jersey
June 12, 2008**



Memorandum of Understanding



MEMORANDUM OF UNDERSTANDING

AMONG

New Jersey Department of Environmental Protection
And Members of the Lawn Care Industry

REGARDING

The Healthy Lawns and Healthy Environment Initiative:
Reducing Nutrient Losses from Lawns through
a Public-Private Stewardship Partnership

2006 Michigan Fertilizer Tonnage

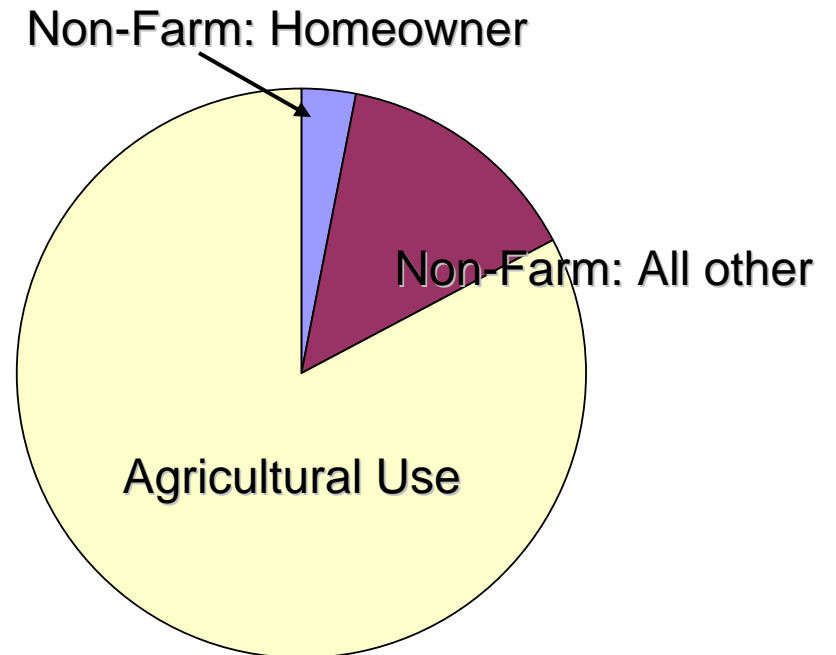
Category	Product type/use pattern	2006 Tons sold*
Non-Farm	Lawns, gardens, golf, professional turf, nursery, greenhouse, landscape, potting soils w/ fertilizer	250,342
Farm	Agricultural Use	1,194.681

* Michigan Department of Agriculture

Scotts Lawn Fertilizer Tonnage 2006
22,570 tons
1.56% of Total Michigan Fertilizer use

Scotts > 50% Market Share

Level of detail captured in state reporting can influence decision making

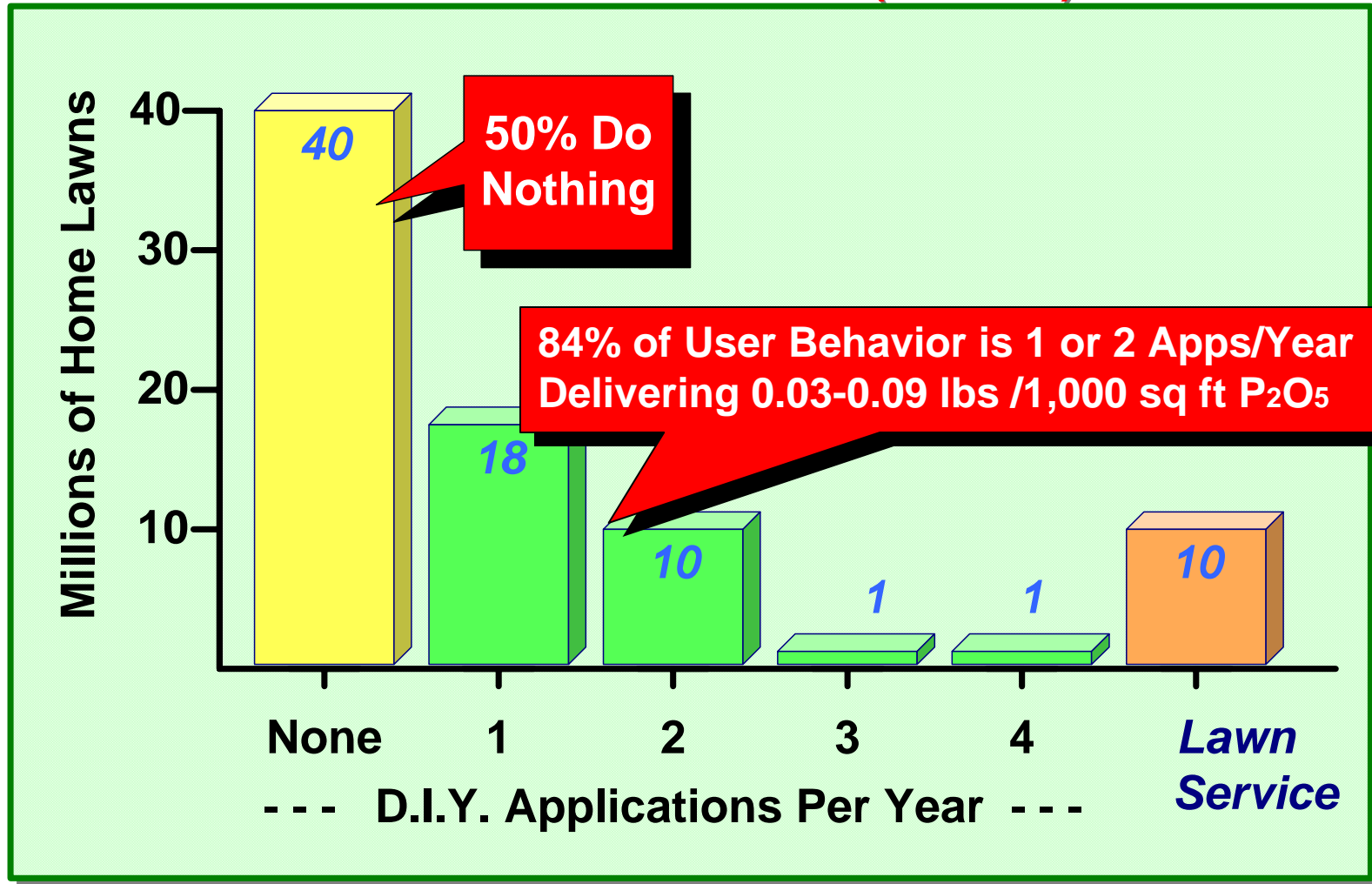


U.S. Fertilizer Market

Industry Segment	Tons of Fertilizer (Millions)	% of USA Total Fertilizer
USA Total	58	100
USA Agriculture	57	>98
D.I.Y. Lawn & Garden	1	<2%

Home Lawn Care

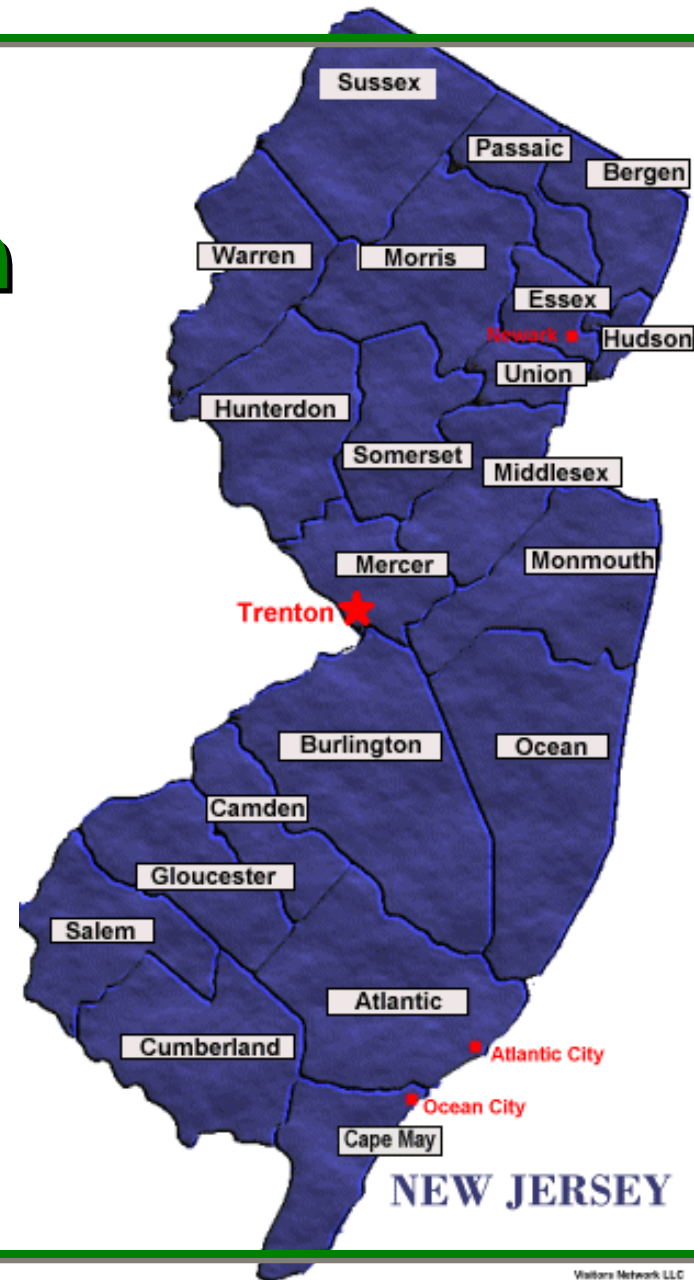
Number of Home Lawns (millions)



80 million home lawns in US covering 30 million acres

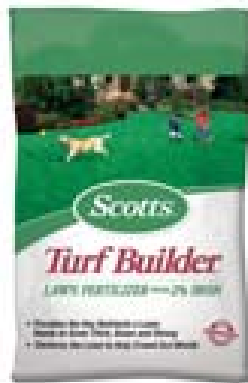
2006 Fertilizer Use Distribution

County	% Tot
Middlesex	31.2%
Burlington	18.1%
Monmouth	7.7%
Morris	6.8%
Somerset	5.5%
Ocean	4.3%
Mercer	4.5%
Camden	3.4%
Bergen	4.1%
Atlantic	2.2%
Passaic	1.8%
Gloucester	2.2%
Union	2.3%
Warren	1.7%
Cumberland	1.6%
Sussex	0.9%
Cape May	0.6%
Essex	0.6%
Hudson	0.3%
Hunterdon	0.1%
Salem	0.2%



Provide Products “Designed for Turf”

“All Purpose” type fertilizers deliver multiple years of phosphorus (3-6 yrs) in a single application. Turf fertilizers apply appropriate maintenance levels .



Coverage	5,000 Sq. Ft.	5,000 Sq. Ft.	5,000 Sq. Ft.
Net Weight (lbs)	15.52	42.50	40.00
Analysis	29-2-4	6-2-0	10-10-10
Lb P2O5/1,000	0.06	0.34-0.51	0.80

Ratio to Lawn Fertilizer **1.0**

5.5 - 8.2

12.9

Phosphorus Stewardship

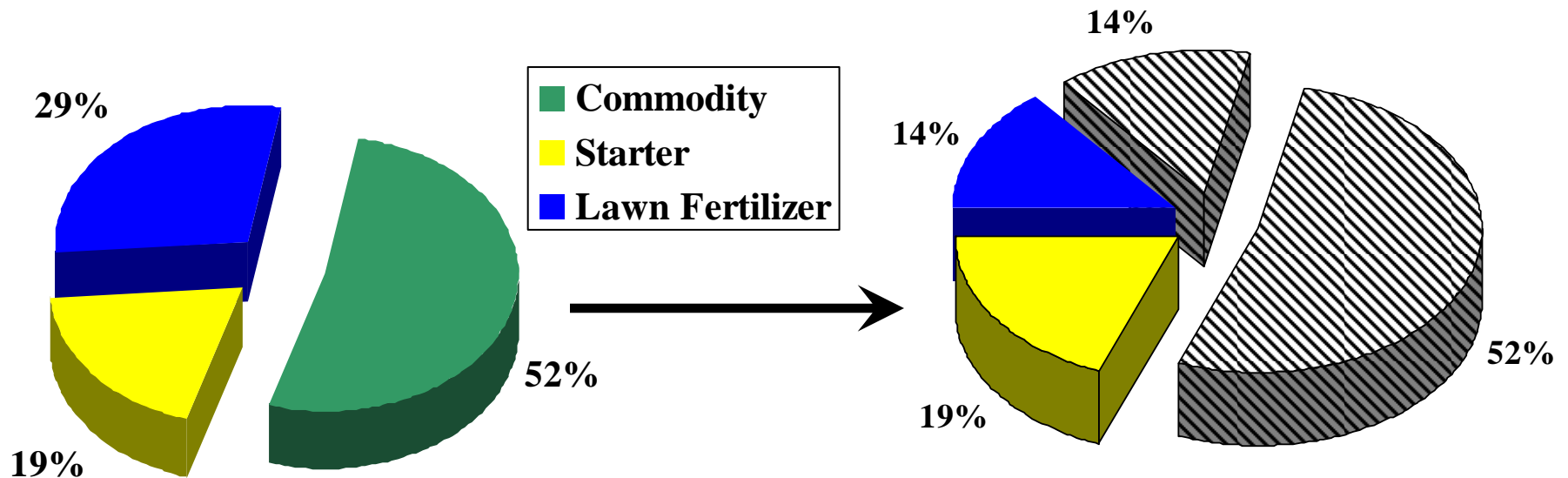
Three Principles

1. Use products designed for turf
 - Not to exceed 0.25 lb P₂O₅/1,000 sq ft/application
2. Apply at turf maintenance rates
 - Not to exceed 0.50 lb P₂O₅/1,000 sq ft/year
3. Follow best management practices
 - Use label rates
 - Keep off hard surfaces (sidewalk, street)

Phosphorus Fertilizers

Current State to Future State

(Over 70% Reduction in Phosphorus Inputs)



<u>Phosphorus Source</u>	<u>Action</u>	<u>Result</u>
Commodity	Remove from use	Goes to zero
Starter	Retain lawn use	Unchanged
Lawn Fertilizer	Reduce Phosphorus	50% reduction

2006 Michigan Fertilizer Tonnage

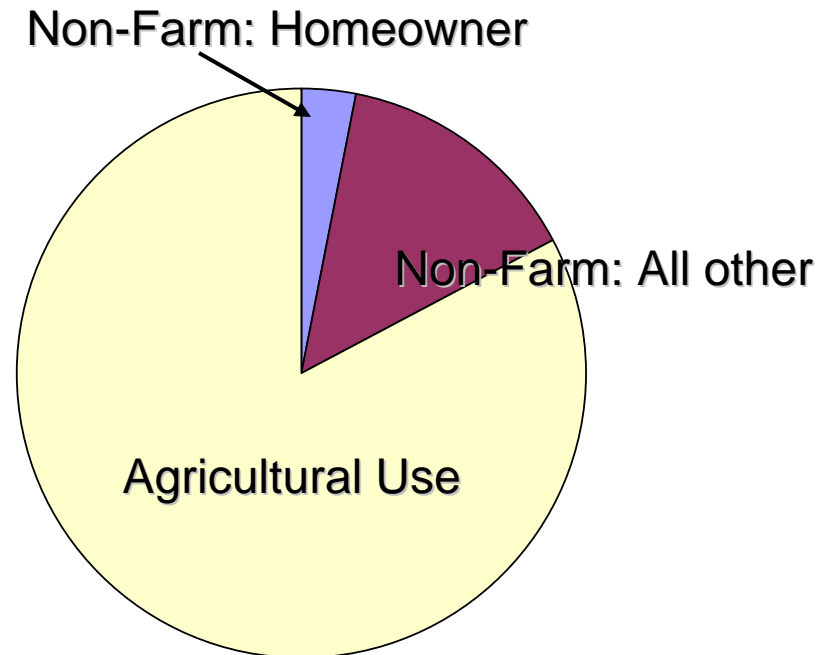
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HEALTHY LAWNS & CLEAN WATER: You Can Make a Difference.

A healthy lawn prevents erosion, filters pollution, recharges groundwater, and cools our environment. Feeding your lawn with fertilizer keeps lawns healthy, but fertilization must be done properly to prevent potential harm to our waterways. Over fertilization can harm grass, and pollute water.

THERE ARE TWO WAYS YOU CAN HELP PROTECT NEW JERSEY'S WATERWAYS AND KEEP YOUR LAWNS HEALTHY:

1. Select a low or no phosphorus fertilizer designed for lawns.
2. Apply it to your lawn properly.

FOLLOW THESE LAWN CARE BEST PRACTICES TO DO YOUR PART TO IMPROVE THE QUALITY OF NEW JERSEY'S WATER:

1. Choose a low or no phosphorus fertilizer. Check the second number on the package formula, 26-0-3, for example, means no phosphate.



Bags of lawn fertilizer have 3 numbers on them (Example 26-0-3). Find the phosphorus percent by looking at the middle number. A "zero in the middle" means no phosphorus, a 2 or 3 in the middle means low phosphorus.

26-0-3

2. Choose a fertilizer designed for lawns. If the product does not say "Lawn" on the label or list a spreader setting or a spreader type, it should not be used on home lawns. Avoid use of "All-Purpose" type fertilizer products on your lawn.
3. Read and follow fertilizer label directions. Apply fertilizer at the correct spreader setting shown on the bag. Over fertilization can harm your lawn and the environment.
4. Use a drop spreader or a rotary spreader with a deflector shield to keep fertilizer on the lawn. Keep fertilizer off walks, driveways, and roadways where it can be washed into storm sewers.
5. Mow your lawn at a high or the highest mower setting and leave the grass clippings on your lawn. Mowing high allows the grass to develop a deep root system that retains and uses water more efficiently. Returning clippings to the lawn recycles nutrients and moisture back into the soil.
6. Fertilize in the spring after the first lawn cutting and once again in the fall between Labor Day and Halloween. Only apply fertilizer when your grass is growing enough to be mowed. Fall is the best time to fertilize your lawn, for a healthier, greener lawn next spring.
7. Following application, return any unused product to the original bag for future use.