



2021 SUMMER NEWSLETTER

As we roll into the Summer season we've been reflecting on another great Spring full of challenges and opportunities here at Agresource. With Summer projects kicking off, and looking ahead towards Fall, we continue our push forward into 2021 towards another successful year. Spring kicked off early this year and we have seen more extreme weather and certainly plenty of rain heading into Summer. Weather aside, we've added additional staff, equipment, and products in a continued effort to more efficiently serve our new and existing customer's while meeting the increased demand for both our composts and engineered soils. Below you will find articles discussing the appearance of compost and why not all composts are the same. We will follow up with our Account Manager Dillon Slattery to get his feedback on making the transition to working in the Green Industry, his experience to date, and goals for the future. Lastly, we will introduce our Product Specialist Dana Spaulding.

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Compost Appearance



Profile Follow Up/Green
Industry Thoughts



Product Specialist

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Not All Composts are the Same

Have you ever seen compost at the Garden Center, on a Farm, or at your Town Recycling Center and thought “Why do all these composts look different?” Why is the texture of one so fine, while another appears coarser? Why is one dark brown and another light brown? Why does one seem a little heavier and wet while another is light and dry? Simple. **Not all composts are the same.**

Composts are made using various Feedstocks and Amendments. Feedstocks (**Greens**) are the base materials that composts are made from, and the main source of Nitrogen in compost. Some common feedstocks are Leaves, Grass, Manure, and Biosolids. Amendments/Bulking Agents (**Browns**) help to reduce moisture and are the main source of Carbon in compost. Wood chips, wood grindings, and sawdust are commonly used as amendments. This carbon source helps to create a balanced C:N (Carbon to Nitrogen) ratio, which is essential for plant growth. So, what does all this mean and how does it relate to what compost looks like? Let’s review.

Agresource leaf compost is screened to ½” and utilizes wood grinding as the main amendment/carbon source. Our leaf compost has a coarser appearance, and is more brown in color when compared to manure-based composts, which tend to be darker. Topdress compost is a biosolid compost that utilizes wood shaving as the amendment and is screened finer than the leaf compost. This finer screening allows the material to be applied easier in a topdress application.

Leaf compost is commonly used as a soil amendment and is often blended with native soils to help increase water holding ability and organic matter content. The coarse organic material found in leaf compost adds pore space in existing soils, which allows for more air and water to infiltrate down into the root zone. The additional organic material also helps to improve the soil profile as it further breaks down. When compared to food-waste composts, leaf compost will have a lower moisture content and lower bulk density, or weight, as food waste tends to be wet and somewhat “sticky”.

Different feedstocks, different amendments, and different uses all influence the appearance of compost. When thinking about compost it is more important to “focus” on the benefits and application of the material than the appearance. Increased nutrients, increased water holding ability, improved soil profiles, a balanced C:N ratio vs. the color, and will this compost be a good choice for what I’m using it for? Topdressing vs. Soil Amending.

Keep these tips in mind as you are out there and see our products in the bins at the garden center or your shop, and remember.....**Not All Composts are the Same.**



Profile Follow Up: Dillon Slattery

In April 2020, the unemployment rate in the US had reached nearly 15%. 23 million Americans had lost their jobs, and I was one of them. At the time I had been working for a soccer coaching company called Challenger Sports for the past three years, until the coronavirus had a devastating impact on the company – forcing the company to furlough its entire full-time staff. Although I had an opportunity to continue with the company at some point down the line, I took the leap of faith to search for a new role....and it turned out to be in a completely new industry too.

I accepted the position of Account Manager with Agresource and made the transition from the Sports Industry to the Green Industry. There was a lot for me to learn to get up to speed and prepare myself for the busy Spring season. I had to learn about our products and the different kinds of composts and soils we offer, how they are made, the variety of components used to make them, which facility each one comes from, pricing, and which customers to sell them to. I took over about 120 existing customers and quickly had to learn about each one - where they are, what they do, who the contact is, and what products they use. Although it was overwhelming at times, I always remind myself that you must be comfortable with being uncomfortable if you want to be successful and continue to improve.

As the Spring rolled along and I was out on the road meeting with customers it really started to sink in just how diverse the Green Industry is. From landscapers and contractors to garden centers and nurseries, golf courses and sports complexes, homeowners and more, there are many different avenues where our products can be a benefit. Our products support the livelihood of people all over the Northeast in a variety of different ways.

My goal is to continue to expand my knowledge of our products and the many ways we can assist our customers. I plan to keep building the relationships I have with my customers while continuing to be a helpful resource for them.

-Dillon



Employee Profile

Dana Spaulding – Product Specialist

Dana Spaulding joined Agresource in 2018 as a Product Specialist who maintains a variety of customers in a variety of industries. Dana grew up in Billerica, MA and attended the University of Massachusetts Amherst where he earned a degree in Environmental Science. Dana has taken his passion for the outdoors into his career. In 2003 Dana moved to San Diego, CA where he lived for the next 10 years, working in commercial and residential landscape and later in Ecological Restoration.

Once moving back to New England, Dana continued his work in Ecological Restoration as a project manager for remediation projects. Dana continued to expand his knowledge base and moved into a sales role working specifically with landscape materials and nursery stock. This wide range of in the field work and sales experience has proven Dana to be a valuable asset not only to Agresource, but to his customers when it comes to questions about products he represents and situations they are dealing with.

When Dana isn't working, he enjoys spending time with his wife and daughter, playing music and experiencing the outdoors by hiking, camping, and skiing. He describes the best part of working for Agresource as "working with a diversity of customers and helping them achieve their project goals". Focusing in VT, NH, Western MA, CT, NY and NJ Dana provides the top quality service our customers expect from Agresource. Feel free to reach out to Dana for product questions, samples or a site visit to find the best fit for your project needs.

Dana can be reached directly at 978-992-2795 or dspaulding@agresourceinc.com



Dana Spaulding: Product Specialist

