

**Experts in Feed, Fertilizer
and Sulphur**



H.J. BAKER & BRO., INC.

ESTABLISHED 1850

H.J. Baker & Bro., Inc. —

a name synonymous with dependability and excellence for over 150 years. Customers expect value, quality and responsiveness and at H.J. Baker we earn customer loyalty everyday by meeting and exceeding those expectations.

Company Overview

An agricultural industry leader with “right next door” service

As a world leader in agriculture's feed, fertilizer and sulphur industries, H.J. Baker provides its customers with extraordinary knowledge and service.

H.J. Baker is an international importer, exporter, manufacturer and sales agent mobilizing global resources. The company's strategically located processing plants, offices and warehouses create a super-efficient pipeline for vital commodities and products. H.J. Baker's own fleet of specialized transportation vehicles ensures prompt delivery to meet even the tightest production schedules. And we've never forgotten that at the end of the day, H.J. Baker's success depends on our commitment to personal relationships.



History

Generations of Leaders... Generations of Customers

H.J. Baker has always been a family company: personal relationships founded on a very real understanding of the needs of customers. Needs like dependability, value, consistency, quality and responsiveness. H.J. Baker not only understands those needs, this family-owned company has earned the loyalty of generation after generation of customers by consistently meeting those needs.

Back in 1850, when imported cargo typically arrived by clipper ship, two brothers named Charles and Henry Baker decided to join the import business. They sought out superior products, importing from around the world for resale. This would be the beginning of H.J. Baker and the foundation of the company's commitment to excellence. From the Baker family to the Smith Family, H.J. Baker has maintained that commitment to excellence.

H.J. Baker is now led by the fourth generation of Smiths. This remarkable longevity is testimony to the company's ability to create and maintain lasting relationships with customers and suppliers, delivering dependable quality and value every time.

H.J. Baker's commitment to excellence is as strong now as it has ever been. Christopher Smith, David Smith and Matthew Smith each serve in key leadership positions. Together they work to ensure growth at H.J. Baker is built on the solid foundation of personal service, quality products and outstanding value. These leaders are proud to continue earning the loyalty of generations of customers: customers whose forefathers worked with H.J. Baker in the early days of its long history.



Research and Development

Creating new products and making great products even better

At H.J. Baker, earning customer loyalty means more than being satisfied with the way things are. It means paying attention to and being responsive to our customers changing needs by making research and development a top priority. H.J. Baker invests significant resources everyday into creating new products and making our great products even better.

Our team of experts works with our customers and academics from agricultural programs at top tier universities to develop premium products and unsurpassed value.

Feed

Uniquely qualified to help optimize customer efficiency, performance and profitability

As a leader in animal feed ingredients, H.J. Baker offers a wide range of products. Customers can count on H.J. Baker for the custom manufacturing, research innovations, and nutritional solutions needed for efficient, profitable animal production.

As one of the largest feed ingredient suppliers in the world, H.J. Baker delivers products where customers need them, provides information to help formulate feed and has manufacturing capabilities, additives, custom products and more. H.J. Baker is uniquely qualified to help optimize efficiency, performance and profitability.

H.J. Baker employees, customers and suppliers create an outstanding team because we look for, and find, business partners that contribute to our customers' and suppliers' overall success. With over 400 years of combined experience in nutrition, logistics and production, H.J. Baker's full service team operates as a valuable part of our customer's team and our philosophy of personal relationships means outstanding personal service.





Fertilizer

Outstanding performance and premium quality around the world

H.J. Baker's world-class fertilizer group serves its clients with a vast number of products created from our own manufacturing facilities as well as from producers across the globe. Instrumental in developing the North American fertilizer markets, H.J. Baker serves as a sales agent for some of the leading producers of fertilizer raw materials around the world.

In addition, H.J. Baker's wholly-owned subsidiary, Tiger-Sul Products is the global leader in Sulphur Bentonite and Sulphur Bentonite Micronutrients technology with strategically located plants in Atmore, Calgary and Stockton. TIGER 90CR® sulphur and TIGER MICRONUTRIENTS® fertilizers are registered trademarks of Tiger-Sul Products.

Under the corporate leadership of H.J. Baker, Tiger-Sul manufactures top quality products for the agricultural, organic and turf markets. Tiger-Sul's specially-designed equipment creates uniform product which promotes fertilizer efficiency. Tiger-Sul's products are known for their performance and premium quality around the world.





Sulphur

Strong supporters of our communities and the environment

H.J. Baker's history in the sulphur industry dates back to the early 1900's when the company was involved with Dr. Herman Frasch in the development of a sulphur mining extraction process. This initial activity led to H.J. Baker's appointment as the first international sales agent for Texas Gulf Sulphur.

H.J. Baker owns and operates two sulphur processing, storage and export facilities in California. Because sulphur is a by-product of refining oil, both facilities were originally built in response to the oil industry's effort to produce cleaner fuels and their desire to engage specialized companies to handle the by-product in a safe, environmentally responsible way.

H.J. Baker provides outstanding service at competitive prices to our customers with the cooperation of our valued business partners, while ensuring respect for the environment and our local communities day after day.



Mission Statement

H. J. Baker is a family owned, privately held company established in 1850. We are a value-added processor, marketer and distributor of feed, fertilizer and sulphur products serving global agricultural and related businesses. We provide a safe and ethical workplace where dedicated employees are committed to excellence. Our collective skills, industry knowledge, integrity and dependability benefit our customers, suppliers, business partners and shareholders.



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