

# H. J. BAKER & BRO.

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## PRESS RELEASE

### For Immediate Release

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### H.J. BAKER & BRO. NAMES WESTERN REGIONAL SALES MANAGER

**Continuing its strategic growth, H.J. Baker & Bro., Inc. has promoted Greg Smith to Western Regional Sales Manager for all fertilizer products.**

WESTPORT, CT (September 10, 2007) – H.J. Baker & Bro., Inc. recently announced that Greg Smith will serve as the Western Regional Sales Manager at the family-held company.

As Western Regional Sales Manager for H.J. Baker's fertilizer products, Mr. Smith will play a key role in continuing the overall strategy of combining Tiger-Sul's marketing and sales efforts with those of H.J. Baker. Tiger-Sul Products, a wholly-owned subsidiary of H.J. Baker, is the world leader in bentonite sulphur and bentonite micronutrient technology and operates production facilities in Atmore, Alabama and Calgary, Canada.

Mr. Smith manages distributor and dealer relationships with all key accounts in the Western United States. According to Don Cherry, President of the H.J. Baker Fertilizer group, "Greg helps increase market share by building strategic relationships with all key corporate head office accounts in his region. He also develops value added activities, such as demonstration plots, educational meetings and promotional activities." Mr. Smith is a strong proponent of personal customer relations and works diligently to ensure customer service is a top priority.

According to Christopher Smith, President and CEO of H.J. Baker, "We are very pleased that Greg has become our Western Regional Sales Manager. Greg will be in an excellent position to oversee the continuation of fully combining Tiger-Sul Products with the H.J. Baker family. For over 150 years, the H.J. Baker name has been synonymous with dependability and service. We want to continue to build on that track record. Greg's commitment to ensuring our customers get the value and service they have come to expect will be integral to our future growth."

Greg Smith received a degree in Agronomy – Agricultural Fertilizers and Chemicals from Olds College in Canada.

As an international manufacturer, importer, exporter and sales agent, H.J. Baker mobilizes resources throughout the world. The company's strategically located processing plants, offices and warehouses create a super-efficient pipeline for the vital commodities and products which it sources, manufactures, and markets.

H.J. Baker is highly qualified in materials handling, storage, and transportation. H.J. Baker pays personal attention to every aspect of the operation. Each phase of its organization is operated with maximum efficiency to ensure customer satisfaction.

For more information on H.J. Baker & Bro., Inc. visit their website at [www.bakerbro.com](http://www.bakerbro.com).

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