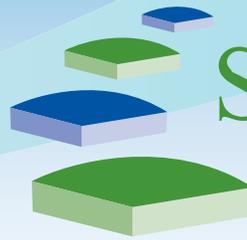


# PHILLIPS FERTILIZER AND CHEMICAL



### ***Phillips blossoms in fertilizer field***

Once upon a time in a small farming community, Robert Phillips had a vision: one that showcased an opportunity for community service, growth, and potential. Three decades later, not only has that vision taken a solid form, but it has exceeded expectations.

Phillips Fertilizer and Chemicals was established in 1979 and has since become the largest business employer in Lomond, supplying products including fertilizers, herbicides, custom applications, agronomic advice and soil sampling.

"It feels good to be recognized by the community," he says. "We sponsor all volunteer organizations in our communities with cash and volunteer help."

Phillips says he believed the irrigation area of Lomond would provide an ideal opportunity to establish a fertilizer outlet.

"There were only a few acres of irrigation at the time and it looked to me like it offered tremendous growth potential," he says.

Phillips was correct in his assumption, as the business has expanded both physically and financially since its beginning. A NAPA outlet providing mechanical repair, tire sales, auto parts and agricultural equipment has been added. Phillips notes the business was somewhat unstable in the beginning due to high interest rates and small sales volumes.

"Fertilizer use was not yet widely accepted in this area; the addition of the shop has greatly helped," he says. "In the first year of business, total sales were about 300 tonnes of fertilizer; in 2008 sales are approaching 10,000 tonnes."

Phillips has six full-time employees, that grows to as many as 15 during the spring and summer to help the company service its 25-mile reach.

"We have increased the grain production of our customers over the years by recommending the right products in the right quantities at the right time," he says. "I think honesty and good service are the backbone of any business."

Phillips adds he's not sure where the business will go from here, but says the direction will definitely be positive.

"I think we may sit back and see what happens with this global recession, but I like to think that our efforts help to feed the world."

### ***Did you know:***

- Phillips Fertilizer and Chemicals was established in 1979 and has since become the largest business employer in Lomond,
- When the Canadian Pacific Railway extended the line from Travers to Lomond and the first grain elevator was built in 1914, the Village was established as an agricultural trading area.
- Large tracts of agricultural land surround Lomond, with farmland being used for irrigation, dryland and grazing.
- The oil and gas industry is also a major employer in the area.

### ***For more information contact:***

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