



Welcome to 2013...

Inside this issue:

Welcome to 2013 1
I AM AG RX- John Gracia 1
Calendar of Events 1
Applying Practical Technology to Production Ag 2
AG RX Webpage's New Look 3
Chris Hates Christmas Sweaters 3
AG RX Regulatory Update 4
Ken's Corner 5

Well the holidays are long gone. All that is left are the bills that just came and all the cookies, ham and whatever else that has ended up around our middle.

Welcome to 2013.

Let me first take this moment to thank all of our customers for their business in 2012. Thank you to all our vendors for their support this past year. Now onto 2013.

We have added some new personnel to our warehouse and fertilizer departments in Oxnard. We also will be adding new equipment to these departments as well this year. This is all to ensure you get the delivery

service you expect.

Last year, we welcomed back Craig Harris to our sales staff. Craig certainly made an impact within our sales staff with his knowledge and years of experience. Later this year we will welcome our intern of the last two years back. Andy Klittich will begin July 1st as our newest sales representative.

Everything is moving forward to having our bagged strawberry blends this year, in a few weeks we will have bagged AG RX ammonium sulfate.

These are a few items that we have brought forth going into 2013 with the hopes that they will contribute to

AG RX being your choice for your growing needs.

A couple of closing items; mark March 12th on your calendars for our Citrus & Avocado meeting.

Nitrogen pricing will remain stable for now with increases coming in spring.

Finally, help us with our website. The first 25 people to send in a suggestion or suggestions will get a \$5.00 Starbucks card.

Chris Oliva
Director of Sales



I AM AG RX... John Gracia

John Gracia joined us 3 years ago and has been a great addition to our sales team.

What is your background?

My family has been involved in agriculture for several generations, growing vegetable crops in the Santa Maria Valley and San Joaquin Valley. After graduating from Lemoore High School, I was a Crop Science Major at West Hills College in Coalinga and received my B.S. in Agricultural Business from Cal Poly, San Luis Obispo.

About half of my professional career has been in seed business, and about half as a PCA. Previous to my employment at AG RX, I was the Production Manager at Babe Farms, where I was able to experience growing a wide variety of vegetables, from Arugula to Zucchini.

Previous to Babe Farms, I worked with the Dutch seed company Rijk Zwann where I saw plant breeding at the highest level and was able to experience agriculture in Holland, Belgium, France, Germany and Spain.

How did you get started in this business?

I chose the agricultural profession because of a desire to work outdoors. I considered computer programming and accounting, but I could not see myself sitting in an office.

What are some of the greatest challenges you face in your field?

Agriculture is very complex. On the production side you have to deal with many different variables. Plant pathology, insects, water quality, soil chemistry and weather are some of the main variables. Laws and regulations are another aspect. All com-

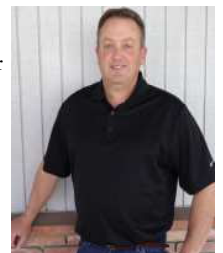
bine to make agriculture a very complex business.

What are your favorite aspects of your job?

I enjoy doing a good job for my growers. Trying to help them get the most out of every dollar they spend is the goal. Maximizing units produced per dollar spent. I figure that if my growers are happy, then my employer will be happy.

What are some of your interests/hobbies?

Outside of work, I enjoy attending sporting events at Cal Poly, San Luis Obispo and traveling with my son and his club soccer team. My daughter has an interest in writing and cinema and after several years of not going to a movie theatre, I now attend regularly.



Calendar of Events

February 12-14
 Farm Show- Tulare

March 12
 AG RX Citrus & Avocado Meeting

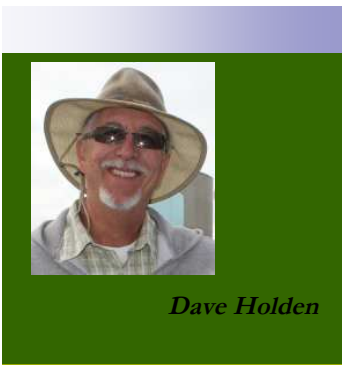
Applying Practical Technology to Production Ag

I have always been an early adapter of technology in my business. I have found it to give me a cutting edge over my competition. But now these technologies are becoming necessary to keep up with the pace of life we are facing. I notice that many of you are starting to carry smart phones (either Androids or iPhones/iPads). This has probably been a great help to your business. Many of you have used your cameras on the phones to text or email a picture of a potential pest or weed for help in identifying. This is a good use of this technology, but there is so much more out there, with dare I say, hundreds of thousands of apps. Let me just share a few I have been using lately, that have been of great help to me.



Dropbox is a collaborative file sharing system you can use from your PC and access with your smart phone. I use it to share files with collaborators and I also have the ability to pull those files up on my iPad to share information in the field.

Carbonite or Crashplan are off site backup systems to the "cloud" Don't let that cloud thing scare you, it works quite nicely. I have messed up files on my at work computer and been able to retrieve a backup from anywhere in the world with cellular access on my iPhone. Nice safety net.



Dave Holden

Mosaic, a fertilizer company, has a nice app that in a general way let's you know how much nutrient is removed from your field with each crop. It is very general, but good for estimating fertilizer needs.

The University of Missouri Extension recently released IDWeeds for both the Android and iPhone/iPad devices. It seems to work well and provides very nice photos and id keys for identifying over 400 weeds. I had to memorize over 300 weeds in college, many of which I have long forgot. Very nice to be able to just look them up with my smart device.

Agrian Mobile gives you full access to pesticide labels, MSDS, and even organic certification paperwork. Works very well and if you have a cell connection you have access to all documentation you need. Be warned, though, I do not believe using a smart device does not substitute for the legal requirement to have a printed label at the site when you are spraying.



And this was just a few that I use specifically related to our industry. What have you found that works for you. Give me a call and let me know or better yet text me a link to those apps."

Thank you.

AG RX Webpage's New Look

We are currently reworking our website so that it can be more beneficial to our customers. If you have the time, please visit our website at www.agrx.com, and leave us your feedback. Please tell us what you thought of your visit and any other ideas you have for future improvement.

For your advice on the site we are giving away a \$5 Starbucks gift card to the first 25 people who leave a feedback message through the website.

Thank you.



Andy Klittich
(805) 625-3607

Second Annual Chris Hates Christmas Sweaters Extravaganza!

Chris Hates Christmas Sweaters Extravaganza was a great time and a huge success! What started as a joke in 2011 with five employees from the Sales Department, turned into a new tradition at AG RX. We had 16 employees from various departments participate this year wearing their best Christmas sweater. Thank you for participating!

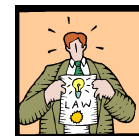


Best Sweater Winner: Mathew Smith



Some of our great employees in their Christmas sweaters

AG RX Regulatory Update: Hazard Communication for Employers



AG RX would like to give you a Regulatory overview on some of the major changes to The Hazard Communication standard. The Hazard Communication Standard has made some big changes to become more aligned with the Globally Harmonized System (GHS). It's the first major revision to the standard since it was first introduced.

The new hazard communication standard still requires chemical manufacturers and importers to evaluate the chemicals they produce or import. It is also still required that they provide hazard information to employers and workers by putting labels on containers and preparing safety data sheets. However, the old standard allowed chemical manufacturers and importers to convey hazard information on labels and material safety data sheets in whatever format they chose. The modified standard provides a single set of harmonized criteria for classifying chemicals according to their health and physical hazards and specifies hazard communication elements for labeling and safety data sheets.

Benefits: The new standard covers over 43 million workers who produce or handle hazardous chemicals in more than five million workplaces across the country. The modification is expected to prevent over 500 workplace injuries and illnesses and 43 fatalities annually. Once fully implemented it will also:

- Enhance worker comprehension of hazards, especially for low and limited-literacy workers, reduce confusion in the workplace, facilitate safety training, and result in safer handling and use of chemicals;
- Provide workers quicker and more efficient access to information on the safety data sheets;
- Result in cost savings to American businesses of more than \$475 million in productivity improvements, fewer safety data sheet and label updates and simpler new hazard communication training; and
- Reduce trade barriers by harmonizing with systems around the world.

Major changes to the Hazard Communication Standard:

Hazard classification: Chemical manufacturers and importers are required to determine the hazards of the chemicals they produce or import. Hazard classification under the new, updated standard provides specific criteria to address health and physical hazards as well as classification of chemical mixtures.

Labels: Chemical manufacturers and importers must provide a label that includes a signal word, pictogram, hazard statement, and precautionary statement for each hazard class and category.

Safety Data Sheets: The new format requires 16 specific sections, ensuring consistency in presentation of important protection information.

Information and training: To facilitate understanding of the new system, the new standard requires that workers be trained by December 1, 2013 on the new label elements and safety data sheet format, in addition to the current training requirements.

What you need to do and when:

Chemical users: Continue to update safety data sheets when new ones become available, provide training on the new label elements and update hazard communication programs if new hazards are identified.

Chemical Producers: Review hazard information for all chemicals produced or imported, classify chemicals according to the new classification criteria, and update labels and safety data sheets.

Effective Completion Date	Requirement(s)	Who
December 1, 2013	Train employees on the new label elements and SDS format.	Employers
June 1, 2015*	Comply with all modified provisions of this final rule, except:	Chemical manufacturers, importers, distributors and employers
December 1, 2015	Distributors may ship products labeled by manufacturers under the old system until December 1, 2015.	
June 1, 2016	Update alternative workplace labeling and hazard communication program as necessary, and provide additional employee training for newly identified physical or health hazards.	Employers
Transition Period	Comply with either 29 CFR 1910.1200 (this final standard), or the current standard, or both.	All chemical manufacturers, importers, distributors and employers

* This date coincides with the European Union implementation date for classification of mixtures.



Johnny Morse
Regulatory & Compliance Manager



QUARTERLY NEWSLETTER



751 South Rose Avenue
P.O. Box 2008
Oxnard, CA. 93034

Phone: 805-487-0696
Fax: 805-487-4125
E-mail:
customerservices@agrx.com

Find us on the web!

www.agrx.com

**Providing our customers with information,
products and services for plant growth in a
safe environmentally sound and productive
work environment for our employees**

Visit us at any one of our locations

OXNARD -

Main Office -751 South Rose Avenue, Oxnard, CA 93030
Store (805)486-5788 Fax (805)240-1737
Store Hours: M-F: 7am -5pm Sat: 7am-12pm

FILLMORE -

186 East Telegraph Road, Fillmore, CA 93015
(805)524-2687 Fax (805)524-1412
Store Hours: M-F: 7am-4pm Sat: CLOSED

SOMIS -

3250 Somis Road, Somis, CA. 93066
Store (805)386-2674 Fax (805)386-1234
Store Hours: M-F: 7am-4:30pm Sat: 7am-12pm

GOLETA -

6150 Francis Botello Road, Goleta, CA. 93117
Store (805)681-1686 Fax (805)681-1689
Store Hours: M-F: 7am-4:30pm Sat: CLOSED

SANTA MARIA -

609 South Depot, Santa Maria, CA. 93456
(805)925-2463 Fax (805)928-5329
Store Hours: M-F :7am-5pm Sat: 7am-12pm



Ken's Corner— 2013 What Lies Ahead?

Agricultural companies often find it difficult to look ahead and predict the future with much confidence because of the effects of weather and the marketplace both for crop inputs and your products. AG RX is no different. We expect that in 2013 we will face many of the same challenges that we saw in 2012 such as fertilizer price fluctuations and product shortages. At this time, we are waiting on the Mid-West to decide their cropping patterns (corn versus soybeans) and until they do some things will be question marks. We at AG RX are doing

our best to avoid price swings and shortages; caused by unexpected usages or non-usage of particular products in the Mid-West or other parts of the world. We will work in association with our fellow owners at Independent Agribusiness Professionals and Primera Turf to stay on top of the markets and assure that we have the right products available for you when you need them.

Another challenge that has affected many of us this season is the weather. We are hoping that you have been able to avoid any significant damage from the frost and wind events that we have experi-

enced over the last few weeks. As we move into 2013, we hope your outlook is optimistic in spite of all the challenges that lie ahead. Please let us know if there is anything AG RX can be doing to assist in you having a successful year in 2013.



Ken Burdullis

President-AG RX