



P.O. Box 119
Maumee, Ohio 43537
419-893-5050

December 13th, 2011

Dear Fairmount Customers,

After much deliberation and discussion, we have elected to cease production of pelletized products at our Fairmount, Illinois facility. Despite substantial investment of time and capital over the past few years, the facility remains significantly short of The Andersons' production and efficiency standards and targeted levels.

Although we have suspended production, the facility is currently well stocked with inventories, and we are maintaining personnel at the site to load and distribute product. Bulk product will be available on a first come, first serve basis while supplies last, which we anticipate could carry into March or April sometime. Please communicate with your Territory Manager to coordinate and minimize any inconveniences this may cause.

At the same time, we are exploring the option of rebuilding a more modern production system at Fairmount or at another suitable greenfield location to continue to serve your market area needs.

The Andersons is committed to the pelletized lime and gypsum business, and we intend to arrive at a solution that will provide a long-term supply of superior pelletized products to your market. If you have any questions, please let us know. Your Territory Manager will be following up with you shortly.

Sincerely,

Jan Finch
The Andersons
Plant Nutrient Group