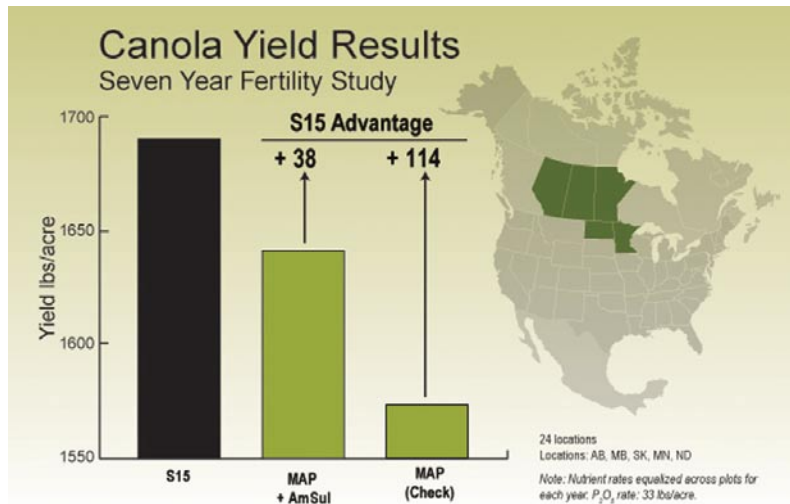


REPORTER

THE LATEST NEWS FROM RICHARDSON INTERNATIONAL LIMITED



THE LATEST BREAKTHROUGH IN CROP NUTRITION

Richardson partners with Mosaic to distribute a brand new fertilizer product

RICHARDSON is working in partnership with The Mosaic Company to distribute S15, a new fertilizer product specially formulated for use on all crops – including canola.

A breakthrough in crop nutrition, S15 delivers nitrogen, phosphorus and sulfur in uniform granules, giving growing plants an easy uptake of the vital nutrients they need throughout the season.

“Mosaic is a leader in incorporating multiple nutrients into one fertilizer granule. That technology delivers a number of benefits that you simply don’t get from regular blended fertilizer,” says Steve Biggar, Richardson’s Assistant Vice-President, Fertilizer and Energy Products.

“The fact that you have all the nutrients in one granule means that there are fewer products to be handled. Plus, S15 stores better than typical blends containing sulfate fertilizer. It won’t draw in moisture and cake up over the winter; it will flow properly and maintain its effectiveness in the spring.”

Another advantage of S15 is that its patented process packs essential nutrients into uniform granules, providing consistent nutrition. This ensures that crops get the balanced distribution of nutrients they need to reach their full genetic potential.

“It delivers sulfur in two forms during the growing season,” says Biggar. “The first form is delivered early after the plant has germinated. The second form is available later in the season, usually the time when sulfur from other fertilizer formulations may run out.”

Biggar says that among the reasons Mosaic wanted to work with Richardson was because of the company’s unparalleled network of Ag Business Centres, its ongoing investment in the industry as well as its commitment to western growers as evidenced by the construction of the canola processing plant in Yorkton.

“Although S15 works well on wheat, barley and other cereal crops, it is well suited for canola, which typically requires a lot of

sulfur. Because of Richardson’s ongoing commitment to our farm customers, it made us a logical partner to distribute this product.”

Like this revolutionary crop nutrition product, Biggar says that the new partnership between Richardson and Mosaic provides fertile ground for future growth.

“We’re very excited to be handling S15 for Mosaic,” says Biggar. “They are the largest phosphate company in the world and have a reputation for producing quality product. They are one of the more progressive companies in the fertilizer industry – which also happens to make them a great fit with Richardson’s innovative crop inputs business.”

S15 is available now at select Richardson Ag Business Centres. See your local Richardson retailer for details. ■

KEY BENEFITS OF S15

S15 is versatile, easy to use and improves nutrient uptake.

Among its unique benefits:

- Ensures balanced nutrition through even distribution of nutrients
- Eliminates risk of component segregation and settling as with traditional blends
- Delivers two forms of season-long sulfur availability: sulfate and elemental sulfur
- Increased seed safety
- Innovative granule chemistry improves nutrient uptake
- Provides convenience and ease of use as a direct application, blend or starter
- Saves bin storage space



Richardson's research ensures that growers are getting the most from their fields

GOOD IDEAS are growing at Richardson's two research and crop development centres in Manitoba and Saskatchewan.

Although not a research company, Richardson maintains two working farms as part of its commitment to a strong and sustainable future for the agriculture industry as well as to sourcing new technologies that will make today's farmers better producers tomorrow.

Established over 60 years ago, Kelburn Farm, located south of Winnipeg, evolved from a livestock ranch into a 500-acre research and development site.

Part outdoor laboratory and part educational centre used by students and scientists alike, Kelburn duplicates actual farming conditions in order to develop and test new products and agronomic practices that will enhance future crop production and encourage good land stewardship.

The innovative research being done at Kelburn is both extensive and practical. The demonstration trials use a real-life approach and field-scale equipment to duplicate authentic conditions so that the results can be easily interpreted and adapted by growers.

Pleased with the success of Kelburn Farm, Richardson started a second demonstration farm two years ago – located across the road from the site of its future canola processing plant near Yorkton.

"The reason we started this satellite farm is because we want to develop more local data for our growing customer base in that area," says Peter Entz, Richardson's Director of Seed and Traits.

Close to 200 acres in size, the Yorkton site will also utilize farm-scale equipment to grow test plots of canola, wheat, oats and barley varieties.

"It's important to us that we support area growers in every way possible," says Entz. "We are not only here to buy their canola, but we are actively interested in improving and demonstrating new technology and practices that will make them better canola or wheat producers."

Richardson has also set up 12 canola performance sites around Saskatchewan's Parkland region, including one on its Yorkton research farm.

"We are testing all of the canola varieties we sell to determine which ones perform best in the region," says Entz, noting that the area typically experiences longer growing days,

higher moisture levels and a shorter season.

"When new canola varieties get registered for farmers to grow in Western Canada, they are usually broadly adapted from Steinbach, Manitoba to Carseland, Alberta. But with these individual canola performance sites, we can take all of the products we sell and put them toe to toe in terms of yield, standability and disease resistance. Ultimately, we want to help producers to be able to select the very best varieties to grow."

Entz says that as the Yorkton research farm and the canola performance sites evolve, it is hoped that Richardson's activity in the region causes the industry to sit up and take notice.

"Although Yorkton is a large agricultural centre there isn't a lot of research focused in that area. From a travel perspective, it's a long way from both the University of Manitoba and University of Saskatchewan, two very significant agricultural universities in Western Canada," Entz says.

"Down the road, we will be encouraging our partners to join us and do more of their research in the Yorkton area, especially as we continue to develop the site and enhance its capabilities." ■



Canola Harvest® Cranberry-Orange Muffins

Serve them warm from the oven on a cold winter morning!

- 1 egg
- 1 cup milk
- 1 cup fresh/frozen cranberries (halved)
- ¼ cup **Canola Harvest® Canola Oil**
- 2 cups flour
- ¼ cup sugar
- 1 tbsp grated orange peel
- 3 tsp baking powder
- 1 tsp salt

Preheat oven to 400°F/200°C. Beat egg, stir in milk, cranberries and oil. In a separate bowl, mix together flour, sugar, orange peel, baking powder. Add dry ingredients to wet ingredients all at once. Fold in just until the floured mixture is moistened (batter will be lumpy).

Bake for 20 minutes.

For more great recipe ideas, visit www.canolaharvest.com



From field to table, Richardson meets the needs of producers and customers

MANY GROWERS put their trust in Richardson because they recognize that we are as passionate as they are about agriculture. This passion, along with our expertise, our global presence and our fully-integrated operations, makes us their first choice to take their grain from farm field to family dining table.

As a dynamic link to customers around the world, we provide growers with exciting opportunities in every aspect of the agricultural cycle:

Production – Throughout the year, growers visit their local Richardson Ag Business Centre to pick up top-brand crop input products and take home our knowledgeable agronomists' sound advice on growing conditions and emerging market opportunities.

Merchandising – Our grain merchandising team relies on its global network of connections to match Canadian-grown crops to end-use customers around the world. Using expertise in areas such as risk management and international business practice, the team's diligence ensures that growers receive fair pricing and maximum value.

Quality Assurance – Challenged with managing the identity of raw product from farm gate to end-use customer, QA ensures that the grains we sell, store and ship are accurately graded under regulation and consistently meet customer specifications.

Inland & Port Terminal Network – Richardson has one of Western Canada's largest networks of modern grain-handling facilities. Our inland terminals are strategically located near major export

corridors, helping to expedite the movement of Canadian-grown product into the global marketplace by road, rail and sea. Our port terminals on the West Coast and along the Great Lakes seaways provide transportation links to customers in Asia, South America, Europe and the U.S.

Marketing & Logistics – Our business depends on getting the right product to the right customer at the right time. With a firm grasp on logistics and an understanding of the needs of customers and transportation partners, Richardson's logistics experts ensure we deliver on our promise to distribute high quality, Canadian-grown grains and oilseeds wherever and whenever they are needed.

Processing & Packaging – Once in full operation, our two fully-integrated canola seed crushing, oil refining and packaging plants in Lethbridge, Alberta and Yorkton, Saskatchewan will be capable of processing 1.24 million metric tonnes of seed annually. North America's largest supplier of high-quality canola oil and high-protein canola meal, Richardson produces zero-trans fat and specialty canola-based products for major retailers, food service operators and manufacturers around the world.

Because we are actively involved in all aspects of the agriculture cycle, Richardson is able to be a growing partner, an innovative advisor, a reliable grain handling and transportation network and a global agent for opportunity. With the valued support of our growers and customers, we will continue to bring agriculture full circle. ■



PHOTO: TEAM CANADA/JENNIFER JONES

RICHARDSON has signed on as a Diamond Sponsor of the 2010 Ford World Women's Curling Championship to be held in Swift Current, Saskatchewan March 20-28, 2010.

This 12-country competition, coming on the heels of the curling competition at the

WE'RE IN THE HACK FOR WORLD CURLING CHAMPIONSHIP

2010 Olympic Winter Games in Vancouver, marks only the second time that a world women's curling championship has been held in Saskatchewan. The first was hosted in Moose Jaw in 1983.

"We are pleased to be a Diamond Sponsor of the 2010 Women's World Curling Championship, an event that will put Swift Current on the international stage," says Richardson President Curt Vossen. "We have maintained a business presence in this region for decades and so we embrace such opportunities to give back."

Recently, Richardson was the Official Presenting Sponsor of the 2009 Canada Cup of Curling in Yorkton and a Gold Sponsor of the 2008 Tim Hortons Brier in Winnipeg.

"Our participation in these world-class sporting events provides a unique opportunity to highlight and celebrate the relationship between our business and one of our favourite pastimes," says Vossen. "At the same time, it allows us to be involved in the growth of the communities in which we do business. Our sponsorship of such events is one way to show our appreciation for local customers' ongoing support." ■



RICHARDSON'S canola processing plant in Yorkton is nearing the final phases of construction in time for the approaching winter.

"Before the snow falls, we want all of the buildings to be fully enclosed so we can shift our focus to completing connectivity throughout the plant, which includes such items as piping, conveyors and electrical work," says Pat Van Osch, Vice-President and General Manager, Richardson Oilseed Processing.

BUILDING UP TO START UP

In recent months, several elements of construction have been completed: the finishing of building construction, the placement of major equipment and the installation of water and oil storage tanks. By late November, Richardson will begin to fill the seed and meal storage bins to allow settling of the tanks before next year's plant startup.

"As we roll into 2010, commissioning activities will start and we will progressively move toward our goal of becoming operational in the second quarter," Van Osch says. "We won't be putting any product through the plant yet, but we will be starting up the motors and other equipment as early as January to begin verification of proper installation."

While construction continues, Richardson is already building business for the plant. The company has met with a number of large food manufacturers to discuss expanding canola oil usage for their well-known brand name products.

"We are able to address customers' challenges with eliminating trans fats and reducing saturated fats in their food products, which is the food industry's next obstacle. Things are very favourable for canola oil given its nutritional profile for having the lowest level of saturated fat of all commonly-used vegetable oils."

Van Osch adds that customers recognize that having processing plants in Yorkton and in Lethbridge gives Richardson the capacity as well as the contingency to meet their needs.

"They view our organization as a serious participant in the canola industry, especially when they realize how we manage the entire process from selling seed to the farmer to buying his production back for processing and manufacturing," he says. "They see it as added value and we see it as a competitive advantage." ■

RICHARDSON WINS 2009 ABEX AWARD

FOR INVESTING IN SASKATCHEWAN'S ECONOMIC GROWTH



RICHARDSON was awarded the 2009 Achievement for Business Excellence (ABEX) Award for Investment at a gala ceremony held on October 24th by the Saskatchewan Chamber of Commerce.

In 2009, Richardson will invest \$125 million in the construction of its \$165-million canola processing plant near Yorkton. The project, slated for completion in the second quarter of 2010, has already offered an economic boost to the surrounding community through the hiring of local skilled trades workers to assist with construction. In the long term, 65 new technical and professional jobs will be created at the state-of-the-art plant.

Canada's largest private agribusiness, Richardson owns and operates a network of 30 grain-handling and crop input facilities across the province. The company has recently invested \$4 million to upgrade and expand several of these locations, enabling greater efficiency of all shipping and receiving operations.

"Richardson has had an established presence in Saskatchewan for over a century, and we believe that the significant investments we have recently made accurately reflect the highly-valued role that the province has had and will continue to have in our company's success," says Richardson President Curt Vossen.

"Greater than 50 per cent of our total grain volume, our sales and our employee workforce continue to come from Saskatchewan," he says. "We are pleased to strengthen this connection and fortify our commitment to the future of the agriculture industry by creating new capital projects, investing in our existing facilities and by embracing opportunities to give back to the communities which support our growth."

The ABEX Awards were established in 1984 by the Saskatchewan Chamber of Commerce to honour outstanding achievements in business excellence in the private sector. ■



LOGIN TO STAY IN THE LOOP

For breaking news, updates on the progress of the Yorkton canola processing plant or to read the latest Richardson company information, visit us online at:

www.richardson.ca

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