

2014 DONATIONS

- | | |
|---|---|
| Annaheim School | McLean First Responders |
| Assiniboia Fire Department | Meota and District Volunteer Fire Department |
| Azimut Diffusion Project | Montmartre |
| Broadview Curling Club | Mundare & District Agricultural Society |
| Canora Parkland Music Festival | Nokomis and District Fire Protection Co-operative |
| Carrot River Rec Board | Ogema Heritage Hall |
| Clearwater Community Hall | Oxbow Arts and Cultural Committee |
| Clive Athletic and Agricultural Society | Paradise Hill Community Centre |
| Coronach Golf Club Inc. | Provost Fire Department |
| County Central High School | R.M. of McDonald – Starbuck Community Hall |
| Cupar Playground and Pool Project | Roland Elementary School |
| Dalum Fire Department | Savanna Agricultural Society |
| Gronlid and District Minor Sports | Southey Spray Park |
| Grunthal Centennial Park | Tisdale Elementary School Community Council |
| Hudson Bay Public Library | Town of Imperial |
| Humboldt Golf Club Inc. | Village of Avonlea |
| Indian Hill Golf Club | Wakaw Fire and Rescue Services |
| Invermay School Community Council | Watrous Elementary School |
| Irma Fire Department | Wood Mountain Regional Park |
| Irvine Curling Club | |
| Langenburg Community Development Board | |
| Letellier Hall | |

TOTAL \$839,800



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From crop planning to global marketing, we've built a network that works with you.

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RICHARDSON PIONEER

Reporter

THE LATEST NEWS FROM RICHARDSON INTERNATIONAL LIMITED



Port Progress

Doubling storage capacity in Vancouver to meet growing demand for Canadian grain

RICHARDSON'S TWO-YEAR, \$140 million expansion of its port terminal in Vancouver, British Columbia is well underway and on schedule to be complete by the fall of 2015. With larger crops and ever-increasing demand for grains and oilseeds from countries around the world, Richardson is in the midst of doubling its storage capacity at its North Vancouver port terminal.

Construction of an 80,000-metric-tonne concrete grain storage annex at the Vancouver terminal began in May 2013. The new storage annex includes a total of 28 concrete silos. To erect those silos, two continuous, seven-day, concrete slip-form pours took place in April and July this year. Now that the new silos are in place, work will be focused on the inner workings of the building and putting the conveyance system in place to move the grain in and out of the terminal.

Known as one of the most efficient port terminal facilities in the world, Richardson's Vancouver terminal currently handles approximately three million metric tonnes (MMT) of grain and oilseeds each year and is a major exporter of canola and cereal grains to countries along the Pacific Rim. With global demand continuing to grow, Richardson expects to handle in excess of five million metric tonnes (MMT) of grains and oilseeds with the additional storage capacity.

"Increasing storage capacity at our Vancouver terminal is critical to our business," said Darwin Sobkow, Richardson's Executive Vice-President, Agribusiness Operations & Processing. "By increasing storage capacity and enhancing our operation, we will be better positioned to serve our farmer customers and meet increasing demand for Canadian grains and oilseeds from end-use markets worldwide."

Despite the ongoing construction, Richardson's Vancouver terminal is operating efficiently and has set daily, weekly and monthly vessel loading and rail car unload records with increased movement of grain.

"The performance at our Vancouver terminal has been exceptional, despite the fact that we are operating through major construction," says Sobkow. "It is testament to the focus and dedication of our employees at our terminal, who are approaching their seventh year without a lost time injury at the facility."

When complete next fall, the expansion will bring total storage capacity at Richardson's Vancouver terminal to 178,000 metric tonnes. ■



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The loading of the first vessel of the season at the Port of Churchill took place on August 5.



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Meet Richardson Pioneer's dedicated team of Crop Watch™ advisors.



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Whitewood Waterpark
The Richardson Pioneer Century Gifts Program helps to create a wild world of water.

Richardson Loads First Vessel of the Season at Port of Churchill



L-R: Tracey Shelton, Director, Corporate Communications; Captain Saw Din Maung; and Tracy Kowal, Director, Latin America.

RICHARDSON WAS PLEASED to load the first vessel of the season at the Port of Churchill on August 5. The M.V. Ikan Suji began loading 35 200 tonnes of No. 2 Canada Western Red Spring Wheat originating from Richardson Pioneer elevators in Manitoba and north-eastern Saskatchewan destined for Mexico.

"Churchill is an important port for Richardson and we are pleased to have another large shipping program in place for 2014," says Curt Vossen, President and CEO of Richardson International. "Last year, we extended the shipping season by several weeks loading the last vessel on November 12 and we expected to have another strong season this year."

While Richardson has shipped grains and oilseeds such as peas and canola through Churchill for decades, the use of the Port has increased significantly since the open market for wheat and barley was created in August 2012.

"The Port of Churchill has become a major shipping point for us as it provides another viable opportunity to move western Canadian grains and oilseeds to customers around the world," says Vossen. "With record crops and the capacity challenges we are facing each year, we are making use of all available rail and port terminal capacity to move farmers' grain as quickly as possible."

Richardson ships mainly wheat, barley, canola and peas through Churchill to customers in countries around the world, specifically in Latin and South America and Europe.

The company has a long history with the Port of Churchill. Richardson shipped the first cargo of wheat from the Port on October 11, 1929, when the Engava set course for Liverpool, England with a shipment of Manitoba wheat.

"We're looking forward to working again with our dedicated shippers, like Richardson International, to achieve another successful shipping season," said Merv Tweed, President of OmniTRAX. "Following last year's record crops, we are preparing for another stellar shipping season." ■



Richardson Re-opens Thunder Bay Terminal and Doubles Capacity

RICHARDSON INTERNATIONAL LIMITED has more than doubled its capacity in the Port of Thunder Bay by re-opening the Current River terminal, which was part of the Viterra acquisition in May 2013.

The Current River terminal, which has a storage capacity of 235,000 tonnes, complements Richardson's heritage Thunder Bay terminal. Richardson's original terminal, which the company opened in 1919, has 208,000 tonnes of storage, bringing Richardson's total storage capacity in the Port of Thunder Bay to 443,000 tonnes.

Last June, Richardson began cleaning and re-storing the Current River Terminal, which has not been in operation for the past three years.

The required work included cleaning up the facility grounds, commissioning the scales and re-starting the terminal's operating systems. The first rail cars were received in October and the terminal began loading vessels in November.

"It was a team effort by our terminal management and all employees to take a mothballed facility and breathe new life into it to enhance our operation in Thunder Bay," says Darwin Sobkow, Executive Vice-President, Agribusiness Operation and Processing. "Current River is an excellent complement to our heritage facility and will allow us to increase receiving and shipping efficiencies and capitalize on our ability to handle grains and oilseeds through the eastern Canadian corridor."

Richardson's Current River terminal received both the first laker and the first salt water ship of the 2014 Thunder Bay shipping season. The terminal, which will handle mainly canola, oats and wheat, loaded its first vessel of the season on April 22, a full month later than usual given the extreme winter weather that delayed the thaw of the Great Lakes.

"We have really just begun to operate the Current River terminal and will look for ways to enhance it," says Sobkow. "At Richardson, we are committed to investing in our network across the country to continue to be a leader and enhance our service to our customers at home and around the world." ■

Winter Wheat in the West

IT IS HARVEST TIME, but you are likely already thinking about what seed to buy, especially if you want to plant winter wheat. Historically, planting winter wheat on your farm may not have been at the top of your priority list. However, with recent investments in agronomic traits, there has been exciting news for winter wheat and the benefits it can bring to your farm.

In recently published data, winter wheat has shown great potential for profitability. Results published by Manitoba Agriculture determined winter wheat to be the second most profitable crop for eastern and western Manitoba. In information gathered by the Government of Saskatchewan, winter wheat has a greater return over variable expenses than any of the spring planted wheat with a return of \$176.30 per acre. However, it is not just about profitability.

Growing winter wheat offers flexibility. Although planning often begins when spring cropping decisions are being made, you can jump into it if you have the right conditions. To maximize winter survival, winter wheat is best seeded into standing crop stubble to ensure adequate snow cover to insulate the seedlings from the cold winter temperatures. It becomes important to see what fields could potentially be ready for winter wheat during that first part of September.

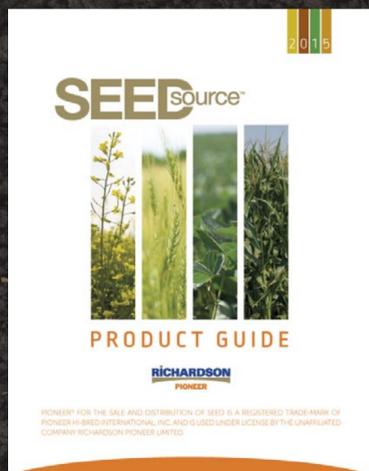
Growing winter wheat also offers flexibility in marketing. With the potential for early grain movement during harvest, winter wheat can provide early cash flow, which can be helpful when pre-buying seed or crop protection products. The movement of early harvested grains also can ease some on-farm storage issues.

Quality considerations are also important when marketing winter wheat. With newer varieties like AC®Flourish, growers are able to provide improved milling quality wheat. ACTM Emerson offers growers the first R rating to fusarium in Canada. With the continued investment from the Western Winter Wheat initiative, there will be some newer varieties marketed in 2016 which offer improved protein, lodging resistance and higher yields than traditionally grown varieties.

Growers wanting to grow winter wheat should determine where winter wheat fits into their overall cropping plan for their farm business. Each year, more growers are discovering that winter wheat is an excellent agronomic and economic choice. With the help of the Western Winter Wheat Initiative, there is now an online resource for growers to learn more about new winter wheat agronomy, products, and grain marketing to develop this crop into a profitable option for you. Visit growwinterwheat.ca to learn more about winter wheat and talk to your local Richardson Pioneer Ag Business Centre about how it can benefit your farm business.

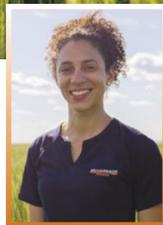


Western Winter Wheat Initiative



for all your seeding needs

PICK UP YOUR COPY OF THE 2015 SEED SOURCE PRODUCT GUIDE AT YOUR LOCAL RICHARDSON PIONEER AG BUSINESS CENTRE



Heather Krahn
SOUTH
SASKATCHEWAN



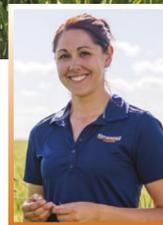
Kim Brown
NORTH PARKLAND



Liz Simpson
PEACE REGION



Terry Moyer
RED RIVER VALLEY



Jeneen Burnett
SOUTHWESTERN
SASKATCHEWAN



Brian Hellegards
KELBURN FARM

the Ag Team

Your Richardson Pioneer Agronomists

WITH CHANGES IN CROP applications, new seed varieties, additional technologies and changes in weather, it seems each growing season is far from predictable. Having so many variables makes it impossible to be an expert on everything at your farm. That is why Richardson Pioneer has a dedicated team of Crop Watch™ advisors, who are able to help when it comes to agronomic advice.

Being a Richardson Pioneer customer gives you access to our Crop Watch™ network that spans across Western Canada. With six Regional Sales Agronomists, 30 Sales Agronomists and well over 60 Certified Crop Advisors, the conditions experienced on your farm are not foreign to our staff.

"Our goal is to have someone available within the company to help our customers and staff with the agronomic challenges they are facing," says Tom Hamilton, Vice-President, Richardson Pioneer. "The Crop Watch™ network offers insights into a specific region that a grower may need help in."

At the heart of our Crop Watch™ network is our Agronomy team, including Kelburn Farm Manager Brian Hellegards and a growing team of dedicated Regional Sales Agronomists. Their role is to be a focused resource to provide agronomic support to

their region. Each team member brings a unique strength to the group as well as their regional knowledge. As a team, they are easily accessible, their goal is to answer questions as soon as they come in, even if the solution is coming from two provinces away.

"It is great to be part of such a dynamic network," says Heather Krahn, Regional Sales Agronomist for southern Saskatchewan. "If someone has encountered an issue, we are able to discuss it with each other and gain insight into something that someone else has come across. For example, as soybean genetics allow for shorter growing seasons, farms in northern regions are beginning to plant them. From experiences of planting them in southern locations, Richardson Pioneer is able to pull from its network of agronomists for advice. With all this knowledge, it helps us give our customers the best possible advice."

"Our goal is to have someone available within the company to help our customers and staff with the agronomic challenges they are facing."

Each agronomist is also fully connected to all aspects of Richardson Pioneer and is a go-to for both customers and staff. They can connect the dots between agronomy, grain merchandising, credit requirements and all aspects of crop inputs to create a customized plan for each customer.

"There are a lot of opinions and consultants out there, but our core value is to provide sound agronomy that sticks to the meat and potatoes and follows the science," says Heather.

The agronomy team also spends time testing the latest industry products and technologies, to help determine what would help our customers succeed. In season, each region hosts field tours and gathers results from performance trials. At Kelburn Farm (Richardson's dedicated research farm located in

Manitoba's Red River Valley), test trials are done to collect data for our annual Crop Report. These trials help us determine what varieties would be best to sell to our customers, and what the best practices are for each variety tested.

Now the agronomy team is gathering trial data and helping farms plan for the 2015 growing season. There is no guarantee what the next season will bring, but having a dedicated agronomy team brings reassurance for the journey ahead. ■



Making a splash at the new Richardson Recreation and Wellness Centre

THE RICHARDSON FOUNDATION is pleased to be part of the new rec centre in Swan River.

The Richardson Recreation and Wellness Centre held a "mini" grand opening in June with 70 children and parents swimming and enjoying their new gathering place. On August 20, there was an official ribbon cutting for the public with special guest Hon. Ron Kostyshyn, MLA for Swan River. The ceremony included a free public swim, beef on a bun, tours of the facility, and a turtle race down the lazy river. "There was so much excitement throughout the community; there was definitely a sense of unity and celebration," says Hon. Ron Kostyshyn.

The facility is an important part of the community and we want to make sure we are giving back to show our support.

"Richardson Pioneer's generous donation has enabled families to come together to enjoy an indoor aquatic centre all year round," says Trevor Warburton, Director of Operations, Richardson Pioneer Swan River. "We are proud to help create a legacy that will benefit this community for generations to come."

Now 10,000 community members from Swan River and the surrounding area can enjoy a Leed Certified indoor pool, water slide, swirl pool, lap pool and a party room throughout the year.

"The facility is an important part of the community and we want to make sure we are giving back to show our support." ■



Richardson Pioneer Water Park Grand Opening



LAST YEAR, RICHARDSON PIONEER donated \$100,000 towards the creation of a community water park in Whitewood, SK through the Richardson Pioneer Century Gifts Program.

The vision for a water park came from 13 year old Tia Cederstrand. In 2012, when the Royal Canadian Mint announced the discontinuation of the penny, she decided to collect pennies at local businesses to raise money to build a water park for children.

"The Pool Your Pennies Committee is proud to have a partner such as Richardson Pioneer contribute to this major project," says Pool Your Pennies committee member, Marlene Carefoot. "Our agriculture community consists of more young families who can now take advantage of family unity away from their daily routine with the exciting addition of a new water park."

"It is thanks to the tremendous efforts of people in our community that this dream has become a reality," says Trent Brister, Director of Operations at Richardson Pioneer Whitewood.

A total of 145 proposals were received from communities across Western Canada when the program was announced last spring.

"Richardson Pioneer is pleased to be part of this new water park and we are proud to help create a legacy that will benefit this community for generations to come." ■



Lethbridge Golf Tournament

ON AUGUST 21, for the 24th consecutive year, Richardson Oilseed Limited hosted its annual Richardson Charity Golf Classic to raise funds for three local charities in Lethbridge, Alberta. The Lethbridge Country Club hosted 144 enthusiastic golfers on an unfortunately gloomy, yet adventurous Thursday afternoon.

Since its inception in 1991, the annual golf tournament has raised in excess of \$1.6 million. This year, the tournament raised \$74,000 for three local charity recipients including: The Friends of the Galt Museum, the West Winds Gymnastic Club

and The Lethbridge Therapeutic Riding Association. Through its fundraising efforts, the Richardson Charity Golf Classic has supported more than 60 charities and organizations that service southern Alberta over the last 24 years.

The Richardson Charity Golf Classic is Richardson Oilseed's flagship event, bringing together suppliers, partners, and customers from the retail, restaurant/hospitality, value-added food processing and agricultural sectors from across North America. These funds go to a variety of charities and organizations in Lethbridge and the surrounding communities.

"Thanks to the outstanding support and continued generosity of our many sponsors and golfers, we have been able to achieve our vision of 'Growing our Community'," says Pat VanOsch, Senior Vice President, Quality Assurance and Manufacturing, "as one of Lethbridge's largest employers, we believe in keeping our community strong and we are pleased to help continue to grow our community for the future."

CFL player and motivational speaker Henry "Gizmo" Williams was the guest speaker at the event. ■

Committed to Our Communities

Game Day Donation

RICHARDSON PIONEER made a fitting donation on Football Day in Lacombe, Alberta last September – \$50,000 towards a new athletic park.

"Richardson Pioneer's very generous contribution to our MEGlobal Athletic Park capital fund has enabled us to continue building our state-of-the-art facility," says Jamie Figursky, Executive Director of the Lacombe Athletic Park Association (L.A.P.A.). "We are extremely proud to have the logo of such a caring company displayed in the field's Astroturf."

The park is already booked up with rugby and football team practices and games. Even during the winter months, Figursky says the field was a big attraction for the community because it was the only one in central Alberta that could afford snow clearing services.

"Thanks in part to Richardson Pioneer, we were able to have the snow cleared in the beginning of March so that kids could start using the field," says Figursky. "Since other fields were not available for use, we had many people from outside our immediate area coming to use our field. In fact, we had so many people check it out over the holidays that we now hold the record for the largest human Christmas tree."

With approximately 50,000 people expected to visit the park each year, Figursky says L.A.P.A. is considering the possibility of building an outside concession, covered spectator area and additional bathrooms. "We are still determining what the next step is going to be in terms of adding another feature to the park," says Figursky. "But we are thrilled with the facility so far and are very happy to see so many people enjoying and benefiting from it." ■



New in Town

FOUR YEARS AGO, more than 20 residents from the small community of Letellier, Manitoba came together to begin the process of fundraising for a new community hall after their old hall was condemned and demolished.

On April 24, members of the construction, demolition, fundraising and planning committees proudly gathered around their nearly-finished hall to receive a \$30,000 donation on behalf of Richardson Pioneer through the Richardson Foundation.

"I've never known an elevator company to invest in our community like this before," says Dennie Houle, a volunteer on multiple committees. "Richardson just entered our community last year and they are already making a big impact. It is really unique and we are happy to have them here."

The new hall boasts a spacious foyer, multi-purpose room, meeting room that will double as the town's senior centre and an exercise area. Committee members have no doubt it will be a hub of activity for many years to come.

"This hall is what is going to keep this town alive," says Houle. "From weddings and socials to birthday parties and annual meetings, it's going to be a busy place." Although many individual donors stepped up to the plate, raising enough funds for the large-scale project proved to be one of the community's biggest challenges. Committee members say Richardson Pioneer's contribution could not have come at a better time, and puts them right at their fundraising goal.

"We wanted to build a quality facility that everyone could benefit from, but that is not cheap to do," says Gerry Houle, Deputy Reeve of the Rural Municipality of Montcalm. "We are very appreciative of this incredibly generous donation. It is going to allow us to put the finishing touches on the building and help bring the whole thing to life." ■

