

REPORTER

Fall 2011

THE LATEST NEWS FROM RICHARDSON INTERNATIONAL LIMITED

HITTING ONE MILLION TONNES

RICHARDSON'S YORKTON AND LETHBRIDGE CANOLA PROCESSING PLANTS HAVE REACHED AN ALL-TIME PRODUCTION HIGH: ONE MILLION TONNES OF CANOLA IN ONE YEAR.

"This is a significant milestone in our business," says Pat Van Osch, Vice President and General Manager of Richardson Oilseed. "Ten years ago, we were crushing 360 000 tonnes of canola in one year and now we've hit the one million-tonne mark."

Richardson Oilseed opened its canola crushing plant in Yorkton last June, tripling the company's total oil production capacity. The \$170-million, state-of-the-art facility can process up to 2,400 tonnes of canola a day, producing 1,000 tonnes of canola oil on a daily basis.

Richardson Oilseed's canola processing plant in Lethbridge continues to operate at or above capacity. The company has increased the plant's canola processing rate over the last few years through ongoing capital investment and process

improvements. Earlier this year, Richardson announced a \$15-million investment to enhance packaging capabilities at the Lethbridge plant.

The Canadian canola industry has increased capacity by more than 70 per cent in the last two years to keep up with increasing demand for canola oil, which is being driven by consumer demand for healthier food products.

"Global demand for Canadian canola oil and canola oil products continues to grow

and, after a successful start at our new plant in Yorkton and continuing efficiency improvements at our Lethbridge facility, we are well positioned for the future," says Van Osch.

"Thanks to the ongoing support of our customers and the commitment of our employees, we were able to reach this one-million-tonne milestone and prove that we can meet the growing needs of customers around the world."



NEWS BITES



EXPANSION AT HAMILTON

While Richardson continues to grow its Richardson Pioneer network in Western Canada, it is also enhancing its presence in Eastern Canada. A \$5.5 million investment in the Hamilton port terminal (pictured above) will mean increased handling and shipping capacity for customers shipping grain through the Great Lakes.

"Hamilton has emerged as a major grain hub in Ontario and demand continues to grow," says Darwin Sobkow, Richardson's Vice-President, Agribusiness Operations. "We are committed to investing in our facility to improve efficiency and meet the needs of all of our customers."

TRADE SHOW DATES

TRADE SHOW SEASON IS JUST AROUND THE CORNER! VISIT YOUR RICHARDSON PIONEER REPS AT THE FOLLOWING SHOWS:

Agri-Trade
Red Deer, AB
November 9 - 12, 2011

Western Canadian Crop Production Show
Saskatoon, SK
January 9 - 12, 2012

Manitoba Ag Days
Brandon, MB
January 17 - 19, 2012

Farm Tech Conference
Edmonton, AB
January 24 - 26, 2012

Ag Expo
Lethbridge, AB
February 29 - March 12, 2012



Remember to check out www.richardson.ca for news!

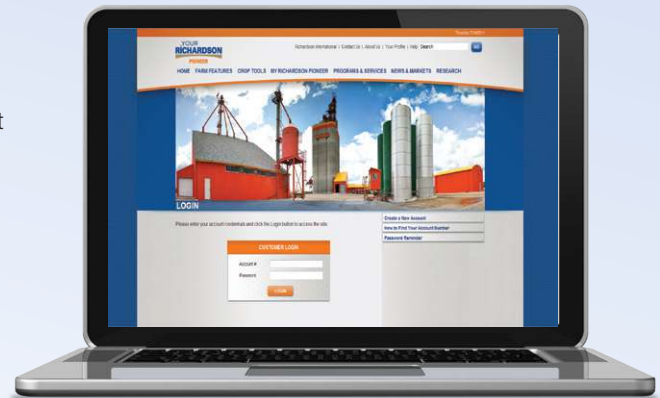
LOG ON TO YOUR RICHARDSON

This summer, Richardson launched a new, completely redesigned website at www.richardson.ca. One of the many new features of the site is the new *Your Richardson* portal, a password-protected resource for Richardson Pioneer customers.

Your Richardson gives you access to all of your transactions, such as grain deliveries, crop input purchases and credit details. But it's much more than that.

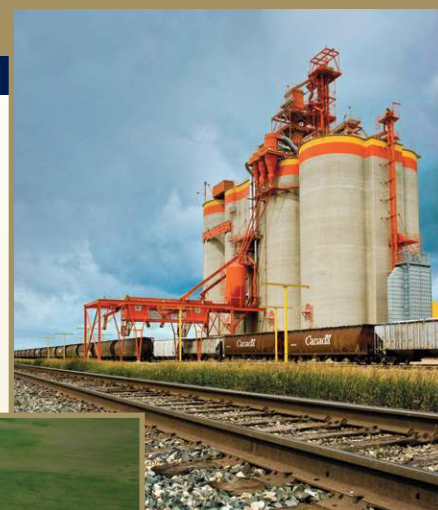
Your Richardson is a comprehensive, interactive site that will also give you detailed weather and agronomic information customized right to your farm location. You'll be able to see your local weather and other important information such as heat maps, precipitation charts and crop development calculators for your local area. At *Your Richardson*, you'll also get the latest agronomic, research and market information, with regular articles, features and updates to help enhance your farm operation.

If you haven't had a chance to visit *Your Richardson* yet, log on today!



INVESTING \$25 MILLION IN THE RICHARDSON PIONEER NETWORK

Richardson is enhancing its network of grain handling and crop input facilities across Western Canada to meet the growing needs of our customers.



“This is the latest in a series of significant investments we have made to expand and improve our operations across the country,” says Darwin Sobkow, Vice-President, Agribusiness Operations. “At Richardson, we are committed to growing our network and enhancing our facilities and services to meet the growing requirements of our customers.”

Richardson’s latest investment includes building nine new fertilizer projects across Western Canada and adding increased grain storage at Weyburn, Saskatchewan. The expansion is expected to be complete by December 2011.

Richardson is building a 20,000-tonne fertilizer storage shed with rail receiving at its Dunvegan facility in Rycroft, Alberta. With a 200-tonne per hour blending capability and 300-tonne per hour distribution rate, it will be a distribution centre for Richardson’s three other Peace River sites.

Richardson is building a 6,000-tonne fertilizer shed with a 200-tonne per hour, state-of-the-art blending tower in Estevan. In Weyburn, Richardson is adding 14,000 tonnes of grain storage and a 200-tonne per hour blending tower. In Nobleford, Alberta, Richardson is building a new chemical

warehouse, new office and adding a 200-tonne per hour fertilizer blender.

New high-speed blending towers with 200-tonne per hour blending capability will also be added to Richardson Pioneer locations in Yorkton and Strasbourg, Saskatchewan, Grand Plains (Grandview), Manitoba and Lamont, Westmor (Morinville) and Wheatland (Strathmore), Alberta.

“While every year presents its challenges, as we’ve seen this year with excess moisture in some key growing areas, we continue to enhance our business to improve efficiency and meet the needs of our customers today and into the future,” says Sobkow.

HOW TO GUIDE: YOUR RICHARDSON TIPS

Make the most of our new interactive tool—customized to *your* farm!

Your Richardson...
Your personal
agronomy team

Pinpoint Your Farm

The first time you log onto *Your Richardson* you’ll need to let the system know where exactly your farm is located, to customize your page.

Click on the “Update Your Location” button on the right side of the homepage to go to the map. The orange pin in the map is set to a default location in your region. To move the pin, left-click and hold the button down while you drag the pin to the exact location of your farm; release the button to set the pin in the map.

Remember to click “Save Location” so the system remembers where your farm is the next time you log on.

Crop Tools

The Crop Tools section offers several different crop development calculators and weather tools for your farm.

Crop Development Calculators

Calculators are available for your canola, barley, wheat and field peas crops. Simply adjust your ‘plant date’ and the ‘stage to calculate’ and the calculator will display a predicted date for your location and plant date. Crop stages are calculated based on growing degree days.

Interactive Ag Map

This feature will allow you to check the precipitation, frost, hot spots, cold spots, wind speed and humidity around your farm over seven days. Access the map through the Crop Tools page. To check tomorrow’s wind forecast, for example, choose the date you want from the Select Date box and then click the Wind Speed link on the map. A coloured overlay will appear above the map to show the wind speed for your region. Use the magnifying glass buttons on the left to zoom in and out for more specific results.



Richardson International Limited
 2800 One Lombard Place • Winnipeg, MB, Canada R3B 0X8
 Phone: (204) 934-5961 • Fax: (204) 947-2647
 www.richardson.ca

ONLINE!
 Find everything
 Richardson has to offer at
 richardson.ca

IN THE NEXT ISSUE OF REPORTER

- Annual report to the community
- New varieties for 2012
- Kelburn 2011 crop results

SUPPORTING OUR COMMUNITY

Each year, Richardson donates hundreds of thousands of dollars to support local projects and organizations across the country. Here is a snapshot of some of our recent donations:

EARL GREY/LOGLAKETON VOLUNTEER FIREFIGHTERS

More than 90 per cent of the firefighters in Saskatchewan are volunteers. Towns like Earl Grey, which are far removed from a city centre with emergency services, depend on volunteer firefighters and other first-responders to help save lives and protect homes and businesses.

The new Wildland Response Unit provides the Earl Grey/Longlaketon Fire Protection Service with greater mobility, to help them fight wild land fires, and vehicle and structure fires.



Shayne Krochak (left), Plant Manager at Richardson Pioneer's Last Mountain location, with his fellow firefighters and the new Wildland Response Unit in Earl Grey, SK.

STARBUCK SPORTS CENTRE

Competing in figure skating or playing on a hockey team is a rite of passage for many kids in rural communities and the ice rink remains a popular destination for RM residents of all ages.

Richardson's community donation program helped pay for some much needed repairs to the Zamboni ice resurfacing machine at the Starbuck Sports Centre.



STIRLING LIONS' COMMUNITY CENTRE

After waiting more than 30 years, the town of Stirling finally has a new community centre. The new centre has allowed Stirling to expand some of its community programs, and has provided a permanent home for the local council offices and the senior citizens' group.

The Stirling Lions' Community Centre was a labour of love, built through the support of local governments and businesses and more than 10,000 volunteer hours from members in the community.



DAUPHIN COUNTRYFEST COMMUNITY CINEMA

Residents in Dauphin, Manitoba can now catch the latest flicks with the completion of the Countryfest Community Cinema. The cinema is a community-owned business built on the generous support of residents and local businesses. Their unique business model puts cinema profits back into the community, where those funds will be used to help support other essential community projects. Richardson is proud to be the Concession Sponsor for this exciting new project!



Darren Russell (left), Director of Operations at Richardson Pioneer's Dauphin location, presents a cheque to the Dauphin Countryfest Community Cinema organizers in Dauphin, MB.