

Koch Fertilizer

Growing With Our Prairie Agriculture

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It's hard to think of a better location for Koch Fertilizer's Canadian facility than Brandon, Manitoba. Located in the heart of the Canadian Prairies and drawing natural gas from its close proximity to the TransCanada pipeline, Koch's Brandon plant produces and ships a variety of cutting-edge fertilizer inputs integral to Western Canada's dynamic and demanding farming industry.

Owned by one of the largest private companies in the world, Koch Fertilizer has found success by tapping into the strength of the farming industry in Canada and the northern United States. Using a raw input of methane and a plant reliant on distributed control system processes, thousands of tonnes of fertilizer product are produced at the Brandon plant each day. Value-added products, such as the company's patented high efficiency SuperU™ fertilizer, are also produced at this location. The plant's products are then shipped by rail car and trucks to dealers in Manitoba, Saskatchewan, Alberta, as well as markets in the US.

While the business's sprawling property along 17th Street East in Brandon has been in existence for more than 50 years, it has borne the name Koch Fertilizer for over a decade, ever since Koch Industries purchased the plant from fertilizer producer, Simplot. Koch Industries is a privately held company with a presence in about 60 countries worldwide and an estimated \$120 billion in annual revenues, according to Forbes. The company's presence in Brandon has had an undeniably positive effect on the local economy. Since the purchase in 2006, the plant has been modernized and staffing has increased by almost 50 percent to a current complement of more than 260 people. Employees fill well-paid positions ranging from office and administration professionals, to trades workers, to electrical, mechanical, chemical, civil and power engineers. Koch Fertilizer is also a well-known source of dependable work for area contractors, many of whom are hired to participate in the plant's scheduled maintenance. In addition, Koch Fertilizer is an active member of the Brandon Emergency Support Team (B.E.S.T).

Koch Fertilizer remains committed to investing in the Brandon plant, recently completing a \$30 million expansion to eliminate bottlenecks and improve its ammonia productivity by as much as ten percent. Further expansion plans down the road call for the construction of an updated administration building.



- Koch Fertilizer's Brandon plant is the only Canadian fertilizer production facility of Kansas-based Koch Industries, Inc.
- Transports 400-600 trucks and 300-400 rail cars of fertilizer each month to Western Canada and USA markets
- Employs 265 people at Brandon site
- \$30 million expansion recently completed to increase facility output



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A unique aspect of Koch Fertilizer's presence in Brandon over the last decade has been the ability for local employees to share knowledge and leverage information from across its multi-national corporate family. Experts from other Koch companies are often brought to the Brandon plant to share knowledge and expertise. Not bound by quarterly dividends, Koch Fertilizer isn't forced to make non-optimal decisions that don't contribute to moving the business forward; further backing up the plant's operating values of principled entrepreneurship and humility. The philosophy of the plant is simple: conduct business in a safe, complaint way that makes the free market successful.

With long-term fertilizer demand growing, Koch Fertilizer continues to look for new opportunities to nourish, replenish and grow its business to create value for its customers and suppliers, and meet the diverse and growing demands for fertilizer.

