

# Generations

The Official Newsletter of Bedford Biofuels • Issue No. 3 • Fall 2011

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Bedford Biofuels  
*energy for generations*



*Bedford Biofuels' President and CEO, David McClure (right) along with Ed Connolly, Nursery Manager, in Bedford's Jatropha nursery in Kenya in September, 2011.*

## A Word from our President and CEO

Dear Reader,

**W**ell, it finally feels like fall after a busy and fruitful summer for Bedford Biofuels!

Along with our usual business activities in Canada, we have been all over the globe promoting Bedford Biofuels and sharing our vision of a clean energy future for the planet and our promise of a brighter future for the people in the Tana Delta District in Kenya.

Bedford has been working with Global Exempt Market Solutions (GEMS) since the beginning of the year when we successfully transitioned into the exempt market in Canada. We continue to hold regular weekly presentations in Calgary, Edmonton and Vancouver through Global and its many advisors. We continue to bring our green investment opportunity to Canadians, who embrace and extoll our mission to produce Jatropha biodiesel.

Myself and other members of the Bedford team are spending the month of October in Asia and Kenya. We have been planning a road show through Asia for some time and now, thanks to the hard work of Elfin Partners, and lots of planning on our part, we are making our way through Thailand, Hong Kong, the Philippines, Malaysia, Singapore and then to Kenya at the end of the month. Elfin is a company dedicated to raising capital for "green" initiatives and has been working with Bedford since August, 2010.

The road show gives us a unique opportunity to get in front of thousands of brokers and dozens of potential joint venture partners. We are excited to be telling our story throughout Asia and gathering supporters from the other side of the globe.

As for our activities in Africa, we have just started transplanting our nursery seedlings onto our land at Kitangale Ranch – a huge milestone

for the company. Watching our nursery transform from dry, weed-covered earth to a lush, green field of Jatropha has been emotional for me. I was in Kenya for two weeks this September and visited our leased land in the Tana Delta District. Seeing our nursery flourish makes the vision of commercial-scale Jatropha fields so tangible. Land that is now idle, dry and underutilized will one day transform the lives of

the people living there. Not only will we intercrop our Jatropha fields with food crop and cattle, goats and chickens throughout, but Bedford's EMPOWER (Every Member Prospers On World Energy Resources) program will improve the lives of these people in so many other ways. You can read

about EMPOWER inside this newsletter and Bedford's participation in the Clinton Global Initiative in New York City last month.

One thing I am reminded of again and again as I travel to countless destinations to speak to people from all walks of life about Bedford's journey is that our project is good for the planet and good for the people in Kenya. We are in the business of growing green fuel, bringing prosperity to people who have so little and changing lives for the better. I feel blessed to be part of Bedford Biofuels – Energy for Generations.



***We are in the business of growing green fuel, bringing prosperity to people who have so little and changing lives for the better.***

David McClure  
President and CEO, Bedford Biofuels

## Bedford in Asia

Members of Bedford Biofuels' executive team are in Asia this month promoting the project to some of the biggest players on the continent.

The Asian tour started on October 4 with Elfin partners, a company connecting Bedford with a proprietary network of institutional investors, banks and private individuals. David McClure, Bedford's President and CEO, and Chris Grant, Bedford's Managing Director in Asia, started things off in Bangkok. They were there until the 9th and saw six brokers and UHNW (Ultra High Net Worth) brokers. They discussed Bedford's International fund and potential Private Equity (PE) and Joint Venture (JV) deals.

"Our progress and offers were very well received and positive," said Grant. "This started our Roadshow on a very high note, which we managed to maintain throughout the trip."

From Bangkok, they traveled to Hong Kong from the 9th to the 13th. There, they had numerous meetings with PE/JV potentials, who Bedford has been building a relationship with for more than a year. On the 13th, they did a Broker/Client seminar, where Grant reports they managed to get an amazing amount of support from the attendees.

"The response was so great that we are writing business now as you read this. We also have spoken to 2 fund managers in Hong Kong who have an appetite for tens of millions each."

From Hong Kong, the team flew to Manila, Philippines, where back-to-back broker/client seminars took place. The room was filled with some of the most influential people in the country, from both the private and public sectors.

"The feedback was positive and we have some great momentum

now, with an NDA signed and several potential clients being met over the next couple of weeks," said Grant.

They left Manila for Kuala Lumpur, Malaysia for the 15th-20th. In Malaysia, they met with numerous PE/JV partners. On the 17th, we held a Broker/Client seminar in Kuala Lumpur

with some very high net worth individuals.

"The combined wealth in the seminar that night was well in excess of \$14 Billion USD, with several people listed in the Forbes 400," reported Grant. "There was an amazing buy in and I will be attending meetings to follow up over the next few weeks."

The last stop was Singapore on the 20th where the team had two major meetings: One with a prominent family office flying to Singapore to meet with Bedford, and the second with a premier private bank looking at adding Bedford's fund into the suite of funds it currently offers.

"There is a lot of money and a lot of interest in Asia. We simply had to spend the time and energy to make this roadshow happen. A lot of good will come of this for Bedford and there will be a lot of news to share in the coming months, I'm sure." ■

**“The response was so great that we are writing business now as you read this. We also have spoken to 2 fund managers in Hong Kong who have an appetite for tens of millions each.”**

# Bedford in Kenya

*The energy, anticipation and excitement of the first planting season for Bedford Biofuels has the Tana Delta District of Kenya buzzing.*



*Jatropha seedlings on August 30 in Bedford's nursery.*

**T**he land clearing and preparation at Kitangale Ranch has been going on for about a month. Preparations at Bedford Biofuels' nursery began at the end of July and the plants are now nearly two feet tall. Transplanting began October 17.

John Mitchell, General Manager – Kenya, said it has taken a lot of work and patience to get the company to this point in Kenya.

“Everything in Africa takes longer than we anticipate,” said Mitchell. “We are doing everything by the book and with support of the community and that takes time. It’s incredibly gratifying to see the nursery flourishing and to now be in planting mode.”

In the spring, Bedford Biofuels received its much anticipated Environmental Impact Assessment license from NEMA (National

Environment Management Authority) Kenya and started nursery preparations in late July.

Bedford holds 45-year leases for 160,000 hectares of land in the Tana Delta District in East Kenya.

Mitchell, along with Bully Dunn, Agriculture Manager, Harry Hayden-Payne, Plantation Manager and Ed Connolly, Nursery Manager, have worked tirelessly to clear land, manage local nursery workers, oversee nursery progress and begin planting.

“Our team is second to none,” raves Mitchell. “The efforts and passion of Bully, Harry and Ed, combined with the great work continuously being done by David Kombe (VP Public Relations) and Joel Ruhu (VP Human Resources) are what earn the respect of the people and

*Nursery workers weed beds of Jatropha.*



*Bedford team members check out the bulldozer used to prepare land for planting.*



*(Left to Right) Harry Hayden-Payne (Plantation Manager), Ed Connolly (Nursery Manager), David McClure (President & CEO) and Bully Dunn (Agriculture Manager) in Bedford's nursery in Kenya.*



governing officials and will ultimately drive the success of this project.”

Bedford's efforts in Kenya have not been without the odd hiccup. Some opposing parties have circulated false rumours that the company's NEMA license is being revoked and that Bedford is planting in the wetland. David McClure, President and CEO, travelled to Kenya in September to put those rumours to rest and to confront the groups responsible for the lies.

“I feel absolutely renewed because of that trip,” said McClure. “Our project is full speed ahead. We have the support of the people, the government and the regulating bodies. The people of the Tana Delta are behind this project and they aren't about to let anyone with self-serving motives take the promise of a better future away from them.” ■



*(above) Bedford's first transplanted *Jatropha* seedling October 17 launched the company into planting mode.*



*John Mitchell, General Manager - Kenya, in the nursery on September 1.*

Bedford Biofuels' humanitarian arm, EMPOWER (Every Member Prospers On World Energy Resources) was feeling the love at the 2011 Clinton Global Initiative (CGI) annual meeting in New York City in September.

EMPOWER uses a portion of Bedford's overall budget to improve the lives of the people in close proximity to its biofuel operation in Kenya.

EMPOWER will bring improved housing, education and healthcare, access to water and food security.

The 2011 CGI meeting focused on generating jobs for the 21st century, sustainable consumption for our planet, and "what works" for girls and women.

Former US President Bill Clinton told the attendees that the CGI is a powerful reminder of how ordinary citizens can make an incredible impact and solve some of today's most pressing challenges.

"Each year I am impressed, inspired, and humbled by the work of our members, who have now made more than 2,100 commitments, worth \$69.2 billion, which have improved the lives of nearly 400 million people," said Clinton.

David McClure, Bedford's President and CEO, said EMPOWER is Bedford's commitment to the people of the Tana Delta and one of the reasons he got into the business of Jatropha.

"Many of the places that Jatropha grows well tend to be some of the poorest areas on earth," he said. "Jatropha enabled us to come into Kenya, work with these ranch communities to transform completely underutilized land to grow renewable fuel and to bring EMPOWER to improve the



## EMPOWER at the Clinton Global Initiative

David McClure, Bedford President and CEO, stands with some of Bedford's nursery workers in Kenya.



CLINTON GLOBAL INITIATIVE

quality of life of the people."

Bully Dunn, Bedford's Agriculture Manager, said he has travelled through most of Africa but was shocked by some of the living conditions in the Tana Delta District in Kenya.

"It had just rained on our

land and we were driving to the nursery when we saw local people filling containers with rain water out of potholes in the tar road to drink," said Dunn. "I've never seen that before. These people need access to clean water and they need it now."

Dunn said Bedford's EMPOWER commitment is part of the reason he got involved with Bedford.

"This company is doing great things in this region," he said. "We have so much local support because the project is good and will improve the lives of the people." ■



## Jatropha Now



**B**iofuel feedstock Jatropha is flying high and proving itself as an alternative energy of choice, following nearly a decade of breakthroughs and growing pains.

Jatropha curcas is a drought resistant, oilseed bearing tropical tree. When pressed, Jatropha nuts produce 35% -40% oil, and lifecycle greenhouse gas emissions from Jatropha jet fuel are up to 84% lower than traditional jet fuel emissions.

Touted as a wonder crop when the plant was first publicly hyped in 2007, many supporters were disappointed with the plant's performance and oil yields. Since then, tens of millions of dollars have been dedicated to Jatropha research trials and seed-improving science. The Jatropha of 2011 is a different beast, and one that performs.

Jatropha is a drop-in replacement for diesel, which means its use does not require engine modification. Jatropha oil can be blended for use in automobiles, mining equipment and locomotives, and most recently was certified for use in aircraft.

On July 1 of this year, ASTM International, an American organization that sets worldwide technical standards for the airline and other industries, gave approval for carriers to mix kerosene with Bio SPK/Jet Fuel made from non-food plants like Jatropha, and organic waste for commercial aviation use. Jatropha has been tested for use in aviation since 2008 by Air New Zealand, Continental, Boeing, Japan Airlines, Lufthansa and others but the ASTM approval is a milestone for the biofuel feedstock.

Aeromexico recently committed to use a Jatropha mix for weekly flights between Mexico and Costa Rica. On August 2, the airline successfully flew the world's first transatlantic flight using Biofuel with a 70:30 kerosene-Jatropha mix.

Australian biofuel producer Jatenergy has sold 200 tonnes of crude

Jatropha oil to Lufthansa for use on the airline's trial using biofuels on its Hamburg to Frankfurt services.

Jatenergy said that the Jatropha is sourced from its plantations in central Java, had been sold at \$1,000 per tonne. Finland's Neste Oil refined the oil.

Jatenergy CEO Phil Hodgson said the demand from airlines for biofuel has increased significantly since the ASTM International approval.

"We can't produce enough Jatropha oil at the moment to meet demand," Hodgson said.

David McClure, President and CEO of Bedford Biofuels, said that while Jatropha has battled to be the biofuel feedstock of choice, he is more convinced than ever that Bedford is in the right business at the right time.

"Jatropha has come a long way," said McClure. "The science and research that has gone into this plant is off the charts and we now know how and where to grow it for the maximum oil output. There is a guaranteed market for our product and Jatropha continues to prove

its value in the biofuel space."

SG Biofuels, Airbus and TAM Airlines are joining forces to plant more than 30,000 hectares of Jatropha in Brazil for use as jet fuel.

"Jatropha has proven to be the most cost-effective and sustainable feedstock for renewable jet fuel," said Airbus head of new energies, Paul Nash. "But the challenge lies in scaling production to meet the demand."

McClure said Quinvita, one of the foremost Jatropha experts in the world, has been instrumental in guiding Bedford with everything from seed selection, to field trials, to optimum planting location and procedures, to care for the plant.

"Bedford has the proven science to take our Jatropha operation in Kenya to the moon," said McClure. "We believe in the future of biofuel and we have everything in place to be a big player in that industry." ■

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*You are reading the 3rd edition of the Bedford Biofuels newsletter, Generations. This newsletter will keep you up-to-date on the latest Bedford happenings and news. If you would like to make a submission to this newsletter or have an interesting idea for a story, please email [info@bedfordbiofuels.com](mailto:info@bedfordbiofuels.com)*

# What does *energy for generations* look like?



RRSP & TFSA Eligible

 **Bedford Biofuels**  
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403.648.6100 | [bedfordbiofuels.com](http://bedfordbiofuels.com)