



Quality Organic and Specialty Produce & Grains

Product Development Guide

Q&A



Company Name: River Valley Specialty Farms Inc.
 Contact: Kristen Gray
 Title: Sales Manager

1 What specific ingredients do you offer for brands in food and beverage applications?

River Valley Specialty Farms offers organic and conventional hulled hemp seed, which is high in protein, with an excellent amino acid profile; high in omega-3 and omega-6 fatty acids; and rich in various minerals. RVSF hemp food products can be used for further processing or inclusion in food products such as granola bars and protein/health bars, as well as various blends and mixes such as smoothie mixes, salad toppers and baking additives.

2 What advancements, innovations or services do you offer to support specific formulations and product applications?

RVSF has adopted the Gentle Processing™ (GP) method, or “kill step” of eliminating pathogenic bacteria, which does not alter the flavor, texture, functionality or color of our hemp products. GP equipment was installed at our production facilities in October 2019. In collaboration with Intertek Laboratories and Eurofins Laboratories, validation tests were completed on our hemp products, with results showing a complete kill step (minimum 5-log reduction) on pathogenic bacteria. Validation certificates were received in March 2020 for River Valley “Ready-To-Eat” RTE Hulled Hemp Seed and River Valley RTE Whole Hemp Seed.

3 How do you define your company’s point of differentiation in the market?

- RTE Hulled Hemp: RVSF hemp food products are certified “5-log reduced” through the Gentle Processing™ method and suitable for RTE food formulations.

- Vertical integration: As both producer and processor of our hemp, we can closely manage our supply chain. RVSF farms 3,000 acres using organic and regenerative methods. Our farming expertise combined with the facilities to produce food-grade, finished RTE hemp products gives RVSF a unique integrated business model not found elsewhere in North America.
- Competitive pricing: Superior supply chain management allows us to offer fair and competitive pricing to our customers.
- High inventory and output capacity: Managing inventory is vital to offering fresh, on-demand ingredients. Our 72,000 square-foot facility lets us handle up to FCL orders in a timely manner.
- Quick order turnaround: Excellent customer service is critical. We can accommodate pallet orders on a two-week turnaround basis.
- Strict adherence to regulations: RVSF holds the coveted Global Food Safety Initiative (GFSI) certification, ensuring adherence to all relevant food safety and other regulatory standards.

4 Do you have a supply chain story, and do you offer specific certifications (USDA Organic, non-GMO, gluten free, etc.)?

River Valley Specialty Farms is a second-generation, family-run farm operation encompassing 3,000 acres in southcentral Manitoba, ideally located in the rich agricultural land of the Assiniboine River Valley basin. With a favorable climate and rich soil, this area is conducive to growing nutritious crops such as hemp seed, grains and vegetables. Superior seed varieties and exacting standards produce a high-quality product. RVSF produces both certified-organic and conventional hemp seed in bulk quantities and sells hulled hemp seed directly to bulk ingredient buyers.