



**Federated
Co-operatives
Limited**

Corporate Profile

Our History

It started with a need. An idea. Buying clubs were organized in the 1910s and purchased commodities like coal, twine, fence posts and limited grocery items. Many of these early co-operatives failed. Those that succeeded recognized the need for not only education and awareness about co-operatives, but the need for individual associations to work together as part of one system. Provincial co-operative wholesales were created by retailers starting in the latter part of the 1920s. The provincial wholesales would eventually amalgamate, along with the fuel-producing Consumers' Co-operatives Refinery Limited, to form what is known today as Federated Co-operatives Limited (FCL).

Our Members

As a co-operative, FCL is owned by its members. Our profits are their profits. FCL is owned by more than 160 independent retail co-operatives across Western Canada. These retailers own and operate agro centres, food stores, gas bars/convenience stores, home centres and more. Together, FCL and its members form the Co-operative Retailing System (CRS).

Our System

The CRS works together to help build, feed and fuel individuals and communities across Western Canada. From Vancouver Island to northwestern Ontario and into the Arctic, the CRS serves more than 2 million active members and many more customers at more than 1,600 locations.

Our Mission

Embracing our co-operative model, we provide responsible, innovative leadership and support to the CRS, for the benefit of members, employees and Canadian communities.

Our Operations

Based in Saskatoon, Sask., FCL operates distribution centres, regional offices, propane centres and feed, fertilizer and petroleum terminals across Western Canada. FCL owns the Co-op Refinery Complex, Co-op Ethanol Complex (subsidiaries) and The Grocery People (a business unit), in total, employing over 3,500 people.

Our Core Business

Wholesaling

FCL sources and distributes products in all lines of primary consumer goods. If it be food, home and building solutions, crop inputs, livestock feed or petroleum - FCL and the CRS are able to combined purchasing power and remain competitive with larger, integrated companies in all areas of business.

Manufacturing

The Co-op Refinery Complex (CRC) in Regina, SK, processes up to 130,000 barrels per day of crude oil to be transformed into gasoline, diesel and many important products to fuel the needs of the CRS.

Near Belle Plaine, SK, the Co-op Ethanol Complex (CEC) can produce up to 150 million litres of ethanol per year. Annually, CEC purchases 350,000 tonnes of grain and other crops from 270+ Western Canadian producers.

As a member of Interprovincial Cooperative Limited (IPCO), which produces crop-protection products - FCL operates three feed plants located in Alberta and Saskatchewan. In addition, FCL contracts the manufacturing of a variety of Co-op private-label products, such as CO-OP® GOLD, CO-OP GOLD PURE®, CO-OP CENTSIBLES®, MARKET TOWN®, CO-OP® CARE+® and HOMEBASE.

Marketing

FCL provides comprehensive marketing support across all major business lines, including centralized and regional campaigns, point-of-sale promotions, centralized flyers and digital marketing services. In addition, FCL provides market-research analysis to identify consumer needs and perceptions and to determine the viability of new programs and services, as well as product and service development.

Administration

FCL provides a range of services to enhance retail members' capacity and reduce members' costs of doing business. For example, FCL provides IT infrastructure support, accounting services, risk-management services, human-resources support, recruitment and ongoing employee training. FCL further assists with planning and developing capital construction projects and owns and maintains a trucking fleet for distribution of fuel, food and home and building supplies across the CRS.