



## SPECIALIZATION

Coopérative Fédérée de Québec is a commercial and industrial corporation jointly owned by more than 125 agricultural co-operatives. It is active in several sectors of the agri-food industry among which are the dairy, meat and poultry sectors, grains, feeds and fertilizers, petroleum, farm implements, agricultural supplies and horticulture.

## THE CO-OPERATIVE

Founded in 1922, Coopérative Fédérée de Québec is a federation of Quebec agricultural co-operatives. Within the structure of agricultural co-operation, Coopérative Fédérée de Québec performs a double function: an economic function, that of acting as a wholesale and manufacturing enterprise for member co-operatives; an institutional function, that of representing, promoting and protecting agricultural co-operatives and educating their farmer members. With plants and facilities of various types located throughout the province of Quebec, in 1984, Coopérative Fédérée de Québec employed 2,650 workers and its sales reached the \$1.2 billion mark.

## ACTIVITIES AND PRODUCTS

Operating some of the world's most modern and advanced meat packing plants, Coopérative Fédérée de Québec exports mainly pork cuts and deboned pork products. On international markets, its meat packing operations are widely recognized by industry counterparts for their excellence and innovative spirit. In addition, through a co-operative network of 45 dairy plants owned by co-operative members, the dairy division exports a wide range of products including whole milk powder, skim milk powder, evaporated

milk, cheese and butter. Despite fierce competition on world markets in this sector, Coopérative Fédérée de Québec, in close co-operation with Canadian marketing organizations, is capturing an increasing market share.

## INTERNATIONAL EXPERIENCE

In the meat sector, Coopérative Fédérée de Québec exports approximately one-third of its total production — more than 300 million pounds of meat in 1984 — to some 20 countries, with specific concentration in the United States and Japan. Its dairy division, which already has extensive experience on international markets, exports a variety of products to worldwide markets, particularly Algeria, Nigeria and Libya. Renowned for the quality of its products and its ability to respond to individual customer requirements, Coopérative Fédérée de Québec is constantly seeking new markets for its array of increasingly varied products.

## INFORMATION

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