



Federated Co-operatives Limited
and Co-op Refinery Complex

Who Are We?

How Do You Do Business With Us?

SIMSA Oil & Gas Supply Chain Forum
October 4, 2018



Agenda

1. FCL and CRC – who are we?
2. Federated Co-op – crude oil procurement
3. Co-op Refinery Complex - procurement



Saskatchewan Economic Impact

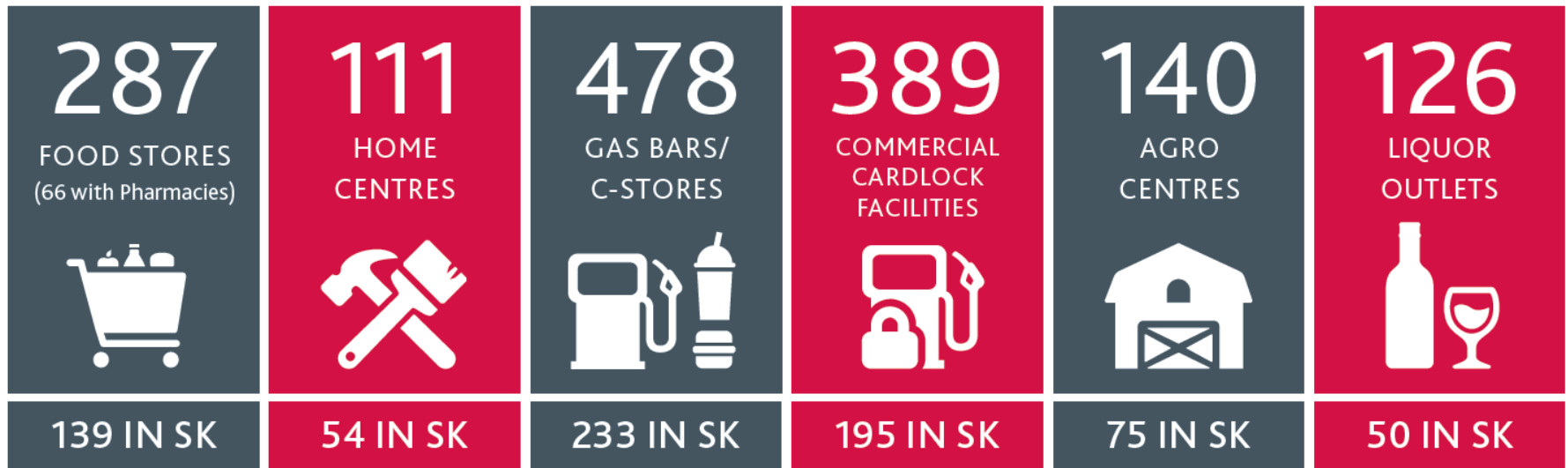


SASKATCHEWAN

253 COMMUNITIES
9,973 EMPLOYEES
438,500 MEMBERS



Saskatchewan Economic Impact



*Single locations providing multiple services (e.g. Home and Agro Centre) included in more than one category.

- Ag Inputs
- 3,400 BOEPD Crude Oil Production
- 130,000 BPD Refinery



Crude Oil Business Unit

- Management team in Calgary
- Field office in Carlyle
- 1,800 BOEPD Operated Production
- 2019 Capex
 - 4 wells
 - \$5M Waterflood
 - \$4M Optimization
 - \$2M Maintenance
 - \$1M Reclamation



Crude Oil Procurement

Vendor Selection

- Preferred Vendors
 - Proximity to work site
 - Quality of personnel and equipment
 - Past performance, references
 - Price schedule
 - Availability



Crude Oil Procurement

Vendor Selection

- Vendor Prequalification
 - WCB standing
 - Insurance certificates
 - ISNetworld



Crude Oil Procurement

Vendor Selection

- FCL Contacts
 - Carlyle Field Office
 - Dwayne DeDecker, Production Foreman
 - Ph 306-453-5005, Cell 306-495-7784
 - dwayne.dedecker@fcl.crs
 - Calgary Office
 - Chris Dumanowski, Sr Manager Production Engineering
 - Ph 403-386-2715, Cell 403-586-6150
 - chris.dumanowski1@fcl.crs




**WE FUEL
WESTERN
CANADA**



Consumers Co-operative Refineries Ltd

Co-op Refinery Complex



Integrity | Excellence | Responsibility

The Co-op Refinery Complex



1,020

PERMANENT
EMPLOYEES



800

ACRES
OF LAND



5.6M

BARRELS OF
STORAGE



17M

LITRES A DAY
DISTRIBUTED



130K

BARRELS/DAY
PRODUCED



The Co-op Refinery Complex

● Procurement Opportunities

— 2019 Turnaround

- Refractory, sandblasting, coating, crane services
- Other has been bid or awarded

— 2020 Turnaround

- Bids early summer 2019



The Co-op Refinery Complex

● Procurement Opportunities

- Running Maintenance - upcoming
 - Vac services
 - Chemical cleaning
 - Sandblasting
 - Road maintenance, groundwork
 - Hazardous waste disposal
 - Rail switching, track maintenance
 - Others as required



The Co-op Refinery Complex

● Procurement Opportunities

- Major projects - upcoming
 - Sulphur tank replacement (only electrical outstanding)
 - Tank Integrity 2019 (cleaning, maintenance, floor cutting, sandblasting, coating)
 - Gas oil tank replacement (procurement early 2019)
 - New control room (design phase)
 - Coker revamp (scoping phase)

The Co-op Refinery Complex

- Vendor/Contractor Management Program
 - Prequalification
 - Vendor Registration Form
 - ISNetworld subscription
 - Active agreement
 - Performance stats
 - HSE questionnaire
 - Certificate of Insurance / WCB account (SK)
 - Review and verification of your safety programs
 - Entered into Approved Vendor List
 - Master Services/Purchase Agreement signed





The Co-op Refinery Complex

- Vendor/Contractor Management Program
 - Vendor Selection
 - Bidder list developed
 - Capability to provide goods or services
 - Attend meetings or lunch-and-learns
 - Request for Proposal
 - Technical / commercial evaluation
 - Contract award
 - Applicable agreement signed



The Co-op Refinery Complex

- Vendor/Contractor Management Program
 - Contractor training completed
 - Worker database completed
 - Post-work performance audit
 - Work or product quality
 - Safety and environmental performance
 - Adherence to budget/pricing
 - Schedule/delivery
 - Customer service
 - Overall



The Co-op Refinery Complex

● Procurement Contacts

- Ph 306-719-4353 (ask for the Purchasing Department)
- Email crc.purchasing@fcl.crs



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