



## Scoular At A Glance

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A 125+-year old company with more than \$4 billion in sales, Scoular provides diverse supply chain solutions for end-users and suppliers of grain, feed ingredients, and food ingredients.

From offices and facilities in North America, South America, and Asia, our employees are engaged in the business of buying, selling, storing, handling, and processing grain and ingredients as well as managing transportation and logistics worldwide.

- 1000+ Employees
- 23 Offices
- 79 Facilities (Storage, Handling, Processing)
- \$4.4 Billion Annual Sales (FY2018)
- \$945M Sales of Processed Ingredients (FY2018)
- 1+ Billion Bushels Traded (FY2018)

## Our Company

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Scoular's roots in agriculture began in 1892 when the company was founded by George Scoular. The company remained under the ownership of the Scoular family until 1967, when it was acquired by a group of grain industry executives led by Marshall Faith whose son David is the company's present-day chairman.

Throughout its history, Scoular has derived its revenues from a portfolio of merchandising and facility-based businesses with a wide array of customers, products, and geographies. Today, Scoular manages supply chain risk for customers in food, feed, and renewable fuel markets, leveraging a network of owned, managed, and third-party facilities coupled with truck, rail, barge, and container freight commitments. The company's marketing programs serve supplier and consumptive customers, with Scoular managing multiple segments of the supply chain.

## Financial Strength

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Since our start in 1892, our financial capacity has grown to annual sales of over \$4 billion and working capital in excess of \$150 million. In 2017, we were named by Forbes as the 81st largest privately-held company in the United States.

Additional financial information is available in Scoular's Dun & Bradstreet Business Information Report, reference number 14-715-8661. Our current rating is 5A2.

## Our Strategy

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### *Our Mission*

Create safe and reliable supply chain solutions for our feed and food customers around the world.

### *Our Vision*

Become the leading employee-owned agribusiness company, seeking aggressive and responsible growth.

### *Our Values*

Integrity  
Curiosity  
Perseverance  
Teamwork  
Winning  
Compassion  
Stewardship



## Our People

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- We have a broad range of expertise and experience, and we are actively recruiting and developing employees for future growth.
- We are selective when hiring to ensure that our employees are independent self-starters who will thrive in an entrepreneurial environment.
- Our employees place a high priority on what our customers need in order to succeed.

## Points Of Interest

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- Scoular has been an independent, privately-held company since its start in 1892.
- We are one of the biggest grain storage and handling companies in North America.
- Scoular exports more than 100,000 TEUs annually from the U.S., making it one of the country's largest exporters of ocean containers.
- We are one of the largest processors of special crops in Canada.
- Scoular is one of the largest marketers of fish meal and oil in North America.
- Our people live in the markets they serve; we have more than 100 locations in North America, South America, and Asia.
- Our customers are local, regional, national, and international in scope.
- We are small enough to have personal relationships with our customers but big enough to reach markets in over 50 countries.
- We provide a wide array of marketing options to our producer customers.
- Our network of grain-handling facilities and third-party origins ensures timely shipments from all major production areas.



## Markets We Serve

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At Scoular, we work to be the best at solving our customers' supply chain challenges in the following markets:

**Aquaculture.** We provide global supply chain solutions to serve aqua feed producers with multiple product and cost solutions.

**Flour Milling.** Our extensive shipping network gives flour millers a consistent wheat supply that meets inventory and cost requirements.

**Food Processing and Manufacturing.** Our integrated supply networks give food manufacturers access to specialty grains, functional ingredients, blends, and custom formulation. [www.scoularfood.com](http://www.scoularfood.com)

**Grain Production.** Our local offices and owned and third-party grain-handling facilities create integrated marketing, storing, and handling programs for grain producers.

**Identity-Preserved.** We use multiple safeguards to manage identity-preserved and organic corn, white corn, soybeans, wheat, and other grains from field to end use.

**Livestock Feeding and Feed Manufacturing.** We integrate sales and logistics to provide price risk management and just-in-time delivery of grains and ingredients.

**Pet Food Manufacturing.** We globally source a full range of wet and dry pet food ingredients to support brand and price strategies of pet food manufacturers.

**Renewable Fuels.** We provide ethanol plants with risk management, grain origination, logistics, transportation and distiller grains marketing, and we invest in plants strategic to our business.

**Special Crops.** We source, process, market, and distribute special crops and associated food products to customers around the globe. [www.scoularspecialcrops.com](http://www.scoularspecialcrops.com)

**Intermodal Containers.** Our TSC Container Freight business offers freight, forwarding, logistics, and documentation to container shippers around the globe. [www.tsccontainerfreight.com](http://www.tsccontainerfreight.com)