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The **Midcounties Co-operative**



# Inspiring business confidence – barriers, challenges and opportunities

**Ben Reid OBE, Chief Executive,  
The Midcounties Co-operative**

food

travel

pharmacy

childcare

energy

post office

funeralcare

flexible benefits

# The **Midcounties Co-operative**

## A bit about us



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## The **Midcounties Co-operative**

- £1 billion turnover
- 9,500 colleagues

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# New technologies driving real change

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## Today's Customer Expects a combination of:

- The widest choice
- The cheapest price
- Conveniently delivered

**The High Street is struggling to deliver!**

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## The **Midcounties Co-operative**

The **co-operative** food

– Home delivery

The **co-operative** pharmacy

– On-line medication

The **co-operative** energy

– Comparison sites

The **co-operative** travel

– Everything available  
at all times

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Overarching this is  
the switch in the public's  
search for value



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# Aldi voted Supermarket of the Year

## Grocer of the Year Aldi – not just a discounter

**Jon Yeomans**

Aldi pulled off a coup at this year's Grocer Gold Awards by beating Tesco, Sainsbury's, Waitrose and Ocado to the Grocer of the Year Award.

The discounter took the top gong in this week's prestigious ceremony at the Guildhall, London, in front of an audience of industry leaders. The win follows Aldi's triumph at



Aldi's Matthew Barnes, Tony Baines and Roman Heini

Achilles heel, by internal and external measures like the Grocer 33, we are industry leading," said group commercial director Mike Coupe.

Asda once more took the award for Britain's Favourite Supermarket, voted for by a panel of consumers, and was crowned the nation's cheapest supermarket again, claiming the

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Travel retailing  
is at the leading  
edge of change



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# Areas for Support

- A Tourism Minister
- Review of APD
- Consumer Protection

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Tourism is a good industry but  
with support could be great!



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The **Midcounties Co-operative**

# The **co-operative** travel

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