

Code by Type: C=Cooperative; Pr=Privately-held company; Pu=Publicly-traded company; S=Subsidiary; An asterisk on a sales figure denotes a Dairy Foods estimate.

In Millions

COMPANY	LOCATION	DAIRY EXECUTIVE	TYPE	PARENT COMPANY, LOCATION	FY END	SALES '11	SALES '10
1. Dean Foods Co.	Dallas, TX	Gregg Engles, Chairman/CEO	Pu		12/31/2011	\$12,700	\$12,123
<p>Brands: Alpro (Europe), Alta Dena, Arctic Splash, Atlanta Dairies, Barbers, Barbe's, Berkeley Farms, Broughton, Borden (licensed brand), Brown Cow, Brown's Dairy, Bud's Ice Cream, Chug, Country Charm, Country Churn, Country Delite, Country Fresh, Country Love, Creamland, Dairy Fresh, Dean's, Dipzz, Fieldcrest, Foremost (licensed brand), Friendship, Gandy's, Garelick Farms, Hershey's (licensed brand), Horizon Organic, Hygeia, International Delight, Jilbert, Knudsen (licensed brand), LAND O LAKES (licensed brand), Land-O-Sun & design, Lehigh Valley Dairy Farms, Liberty, Louis Trough Dairy Inc, Maplehurst, Mayfield, McArthur, Meadow Brook, Meadow Gold, Mile High Ice Cream, Model Dairy, Morning Glory, Nature's Pride, Nurture, Nutty Buddy, Oak Farms, Over the Moon, Pet (licensed brand), Pog (licensed brand), Price's, Provamel (Europe), Purity, Reiter, Robinson, Saunders, Schenkel's All*Star, Schepps, Shenandoah's Pride, Silk, Silk Pure Almond, Silk Pure Coconut, Stok, Stroh's, Swiss Dairy, Swiss Premium, Trumoo, T.GLee, Tuscan, Turtle Tracks, Verifine, Viva. Products: Milk, cultured dairy, juice/drinks, water, creamers, whipping cream, ice cream mix, ice cream novelties. Plants: Fresh Dairy Direct (77) Alabama: Homewood (2); California: Buena Park, City of Industry (2), Fullerton, Gustine, Hayward, Riverside, Tulare; Colorado: Delta, Denver, Englewood, Greeley; Connecticut, Newington; Florida: Deland, Miami, Orlando; Georgia, Braselton; Hawaii: Hilo, Honolulu; Idaho: Boise; Illinois: Belvidere, Harvard, Huntley, O'Fallon, Rockford; Indiana: Decatur, Huntington, Rochester; Iowa: LeMars; Kentucky: Louisville, Murray, Newport (2); Louisiana: New Orleans, Shreveport; Maine: Bangor; Maryland: Frederick; Massachusetts: Franklin, Lynn, Mendon; Michigan: Evert, Grand Rapids, Livonia, Marquette; Minnesota: Thief River Falls, White Bear Lake, Woodbury; Montana: Billings, Great Falls; Nevada: North Las Vegas, Reno; New Jersey: Florence; New Mexico: Albuquerque; New York: Delhi, Friendship, Rensselaer; North Carolina: High Point, Winston-Salem; North Dakota: Bismarck; Oklahoma: Tulsa; Ohio: Marietta, Springfield, Toledo; Pennsylvania: Erie, Lansdale, Lebanon, Schuylkill Haven, Sharpsville; South Carolina, Spartanburg; South Dakota: Sioux Falls; Tennessee: Athens, Nashville (2); Texas: Dallas (2), El Paso, Houston, Lubbock, McKinney, San Antonio, Sulphur Springs (2), Waco; Utah: Orem, Salt Lake City; Virginia: Richmond, Springfield; Wisconsin: Ashwaubonon, Richland Center, Sheboygan. WhiteWave-Alpro (9) California: City of Industry; Florida: Jacksonville; New Jersey: Bridgeton; Utah: Cedar City; Virginia: MtCrawfordInternational: Wevelgem, Belgium; Issenheim, France; Landgraaf, Netherlands; Northamptonshire, United Kingdom. Morningstar (11)</p>							
2. Nestlé USA	Oakland, CA	Dimitrios Smyrniotis, President	Pu	Nestle, Vevey, Switzerland	12/31/2011	\$9,922*	\$10,400*
<p>Brands: Dreyer's/Edy's Grand, Slow Churned, Dibs, Fruit Bars, Drumstick, Push-Up, Toll House, Frosty Paws, Eskimo Pie, Skinny Cow, Häagen-Dazs, Nesquik, Wonka, Coffee-mate. Products: Ice cream, novelties, sherbet, sorbet, frozen yogurt, milk-based beverages, juices. Plants: (9): California: Bakersfield (ice cream, sherbet, novelties, frozen desserts), Tulare (ice cream, novelties, frozen yogurt, sorbet); Illinois: Jacksonville (Coffee-mate creamer); Indiana: Fort Wayne (ice cream, novelties); Anderson (RTD flavored milk, liquid nondairy creamers); Iowa: Waverly (Nestle Carnation instant breakfast, hot cocoa, Coffee-mate, Nestea, Nesquik strawberry); Maryland: Laurel (ice cream, frozen desserts, novelties); New Jersey: Freehold (Taster's Choice soluble coffee, Nestea soluble tea); Utah: Salt Lake City (ice cream, sherbet, frozen desserts).</p>							
3. Saputo Inc.	Saint-Léonard, Québec	Lino Saputo, Jr. President/CEO	Pu		3/31/2012	\$6,871	\$5,506
<p>Brands: Saputo, Armstrong Cheese, Alexis de Portneuf, DuVillage 1860, Cheese Heads, Stella, Barri, Kingsey, Nutrilait, Baxter, Milk 2Go, Dairyland, Treasure Cave, Frigo, Dragone, Lorraine Cheese, Lugano Cheese, Gardenia, Spezialitäten Käserei De Lucia, Danscorella, La Paulina, Ricrem, Molfino, Taluhet, Senda, Hop&Go!, Rondeau, Vachon. Products: Milk, cheese, yogurt. Plants: (46): United States (16): California: Newman (mozzarella, provolone), South Gate (mozzarellas, string), Tulare-3 plants (1-mozzarella, provolone, whey products; 2-mozzarella, whey products; 3-mozzarella); Maryland: Hancock (mozzarella, provolone); South Dakota: Big Stone (cheese); Wisconsin: Almena (asiago, mozzarella, parmesan, provolone, ricotta, romano), Black Creek (asiago, brick, Cheddar, co-jack, colby, edam, fontina, monterey jack, mozzarella, muenster, provolone, whey products), Fon du Lac (blue/gorgonzola, mozzarella), Lena (mozzarella, provolone, ricotta, string), Monroe (whey products), New London (swiss, whey products), Reedsburg (mozzarella), Waupun (Cheddar, co-jack, colby, fontina, monterey jack, mozzarella, muenster, hispanic-style cheeses, parmesan, provolone), Green Bay (cheese). Canada (26); Argentina (2); Germany (1); United Kingdom (1).</p>							
4. Land O'Lakes	St. Paul, MN	Steve Dunphy, Executive VP, COO, Retail Foods	C		12/31/2011	\$4,344	\$3,708
<p>Brands: Land O'Lakes, Alpine Lace, New Yorker, Naturally Slender. Products: Cheese, butter. Plants: (9): California: Orland (cheese), Tulare (cheese, butter, cultured); Minnesota: Melrose-JV DFA (cheese), Pine Island (dried cheese/seasonings); Ohio: Kent (spreads); Pennsylvania: Carlisle (butter); Wisconsin: Kiel (cheese), Spencer (processed cheese), Denmark (cheese).</p>							
5. Kraft Foods	Northfield, IL	George Zoghbi, President, Kraft Cheese & Dairy	Pu		12/31/2011	\$4,000	\$4,000
<p>Brands: Kraft Singles, Kraft Natural Cheese, Philadelphia, Velveeta, Breakstone's, Athenos, Knudsen, Cracker Barrel, Polly-O, Kraft MilkBite Milk and Granola Bars. Products: natural cheese, processed cheese, cream cheese, sour cream, cottage cheese and cheese blends. Plants: (12): Arkansas: Bentonville; California: Tulare; Illinois: Champaign; Minnesota: Albany; New Ulm; Missouri: Springfield; New York: Campbell, Lowville, Walton; Pennsylvania: Lehigh Valley; Wisconsin: Beaver Dam, Waupaca, Wausau.</p>							
6. Agropur Cooperative	Longueuil, Quebec	Robert Coallier, CEO	C		10/29/2011	\$3,690	\$3,490
<p>Brands: Natrel, Québon, Sealtest, Island Farms, Schroeder Milk, Trega Foods, Oka, L'Extra, Vaudreuil, Champfleury, Rondoux, Yoplait, La Lacteo. Products: Cheeses, butter, milk, specialty milk, yogurt. Plants (29). United States (7). Iowa: Hull (cheese and ingredients); Michigan: Grand Rapids (Natrel division); Minnesota: Maplewood (Schroeder milk); Wisconsin: La Crosse (Main Street Ingredients, cheese and ingredients); Little Chute (cheese and ingredients); Luxemburg (cheese and ingredients); Weyauwega (cheese and ingredients). Canada (20). Alberta: Lethbridge (cheese and ingredients); British Columbia: Chilliwack (Natrel division), Delta (Ultima Foods Inc. joint venture, Olympic Dairy), Victoria (Natrel division, Island Farms); Ontario: Ottawa (Natrel division), Toronto (Natrel division), Woodstock (cheese and ingredients); Quebec: Amqui (Natrel division), Beauceville (cheese and ingredients), Granby (cheese and ingredients), Granby (Ultima Foods Inc. joint venture), Notre-Dame-du-Bon-Conseil (cheese and ingredients), Oka (fine cheese division), Plessisville (cheese and ingredients), Quebec City (Natrel division), Saint-Bruno (Natrel division), Saint-Hyacinthe (fine cheese division), Saint-Laurent (Natrel division). Argentina (2). Ferreyra (La Lacteo joint venture); Villa Del Rosario (La Lacteo joint venture).</p>							
7. Schreiber Foods	Green Bay, WI	Mike Haddad, President/CEO	Pr		10/1/2011	\$3,500	\$3,600
<p>Brands: Schreiber, School Choice, Cooper, Clearfield Deli, La Feria, Menu, American Heritage, Pauly, Raskas, Ready-cut. Products: Cheese, cream cheese, blends, yogurt, yogurt drinks, sour cream, specialty cheeses. Plants: (18 U.S.): Arizona: Tempe; California: Fullerton; Georgia: Gainesville; Missouri: Carthage-2, Clinton-2 plants, Monett, Mount Vernon; Nebraska: Ravenna; Pennsylvania: Shippensburg; Texas: Stephenville; Utah: Logan, Smithfield; Wisconsin: Green Bay, Richland Center-2, West Bend. International (7): Austria, Brazil, China, Germany, India, Mexico, Uruguay.</p>							

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8. Dairy Farmers of America Inc.	Kansas City, MO	Rick Smith, President/CEO	C		12/31/2011	\$3,365	\$2,333
<p>Brands: Borden Cheese, Borden Butter, Breakstone's, Cache Valley Cheese, Cache Valley Butter, Cass-Clay, Falfurrias, Guida's Milk, Hotel Bar, Keller's, Kemps, La Vaquita, Plugra, Sport Shake. Products: Cheese, butter, dried dairy protein powders, shelf-stable beverages, shelf-stable dips, Hispanic artisanal cheeses and creams, whey. Plants: (30): California: Hughson (nonfat dry milk, cream, butter, condensed milk), Turlock (Italian-style cheese, liquid whey), Ventura (bottled dairy beverages); Connecticut: New Britain (milk, cream and ice cream mixes as well as non-dairy items including fruit juices, fruit drinks and water); Colorado: Fort Morgan (condensed milk, cream, nonfat dry milk); Indiana: Goshen (butter, condensed milk, nonfat dry milk, pasteurized whole milk); Michigan: Adrian (cream, condensed milk products, nonfat dry milk, whole milk powder); Minnesota: Duluth (Kemps fluid milk, chocolate milk, buttermilk, creams, juices), Farmington (Kemps cottage cheese, dips, sour cream and smoothies), Minneapolis (Kemps fluid milk), Rochester (Kemps fluid milk, yogurt-based drinks, specialty items), Rochester (Kemps ice cream), Winthrop (anhydrous milkfat, buttermilk, nonfat dry milk, fat blends), Zumbrot (cheeses, whey, powders); Missouri: Cabool (shelf-stable products, such as infant formulas and adult nutrition formulas), Monett (American-style cheese, liquid whey), Springfield (bottled dairy beverages); New Mexico: Portales (cream, condensed skim, non-fat and skim milk powders, milk protein concentrate and milk permeate powder); North Dakota: Fargo (fluid milk, ice cream and cultured products such as yogurt and sour cream); Pennsylvania: Mechanicsburg (dairy-based coffee beverages), Middlebury Center (nonfat dry milk, whole milk powders, skim milk powder, malted milk powder, condensed milk, cream and sweetened condensed milk products), New Wilmington (Italian-style cheeses, dry whey), Reading (nonfat dry milk, whole milk powders, skim milk powder, cream powders, milk powder blends, condensed milk, cream and sweetened condensed milk products), West Middlesex (Processed cheese and shreds); Texas: Houston (La Vaquita Queso Fresco, Panela Fresca, Queso Quesadilla and other Hispanic cheeses), Schulenburg (shelf-stable dips), Winnsboro (butter, anhydrous milkfat, nonfat dry milk, sweet cream buttermilk powder); Utah: Beaver (condensed milk, cream, natural cheeses); Wisconsin: Cedarburg (Kemps fluid milk and orange juice), Plymouth (processed and natural cheeses).</p>							
9. Prairie Farms Dairy	Carlinville, IL	Edward L. Mullins, CEO/Executive VP	C		9/30/2011	\$2,700	\$2,500
<p>Brands: Prairie Farms, Southern Belle, LuVel, Swiss Valley, Hiland, Roberts, Tiller Foods, Turner, Muller Pinehurst, Coleman, Belfonte, North Star. Products: Milk, ice cream, novelties, cultured products. Plants: (35): Illinois: Carlinville (milk), Carbondale (cultured), Decatur (frozen dessert, ice cream), Granite City (milk, ice cream mix); O'Fallon (ice cream, ice cream mix); Olney (milk); Peoria (milk); Quincy (cultured); Springfield (ice cream mix); Indiana: Anderson (milk, juice/drinks, ice cream mix); FtWayne (milk, cultured, ice cream mix, drinks); Holland (milk, juice/drinks); Lafayette (novelties); Iowa: Dubuque (milk, juice/drinks); Kentucky: Somerset (milk, juice/drinks); Michigan: Battle Creek (milk, juice/drinks); Mississippi: Kosciusko (milk, juice/drinks, ice cream mix); Missouri: Hazelwood (milk, juice/drinks, sour cream); Jefferson City (milk, juice/drinks, cultured, ice cream, ice cream mix); St. Louis (novelties); Ohio: Dayton. Joint Venture Facilities: Hiland Dairy Foods (DFA): Kansas: Kansas City (ice cream, cultured); Springfield (milk, juice/drinks, ice cream mixes); Arkansas: Fayetteville (milk, juice); Ft. Smith (milk, drinks); Kansas: Wichita (milk, drinks, cultured); Oklahoma: Chandler (milk, juice/drinks, ice cream mix, cultured); Norman, (milk, juice/drinks, ice cream mix, sour cream, dips) Roberts Dairy: Missouri: Kansas City (milk, juice/drinks); Nebraska: Norfolk (ice cream), Omaha (milk, sour cream, dips); Turner Dairy (Prairie Farms/Hiland): Arkansas: Little Rock (milk, juice/drinks); Kentucky: Fulton (milk, juice/drinks, ice cream mix); Tennessee: Memphis (milk, juice/drinks, ice cream mix); Muller Pinehurst (Midwest Dairymen's Co-op): Illinois: Rockford (milk, drinks, ice cream, ice cream mix); Madison Farms (Land O'Lakes): Missouri: StLouis (butter, butter oil).</p>							
10. Leprino Foods Co.	Denver, CO	James Leprino, Chairman	Pr		10/31/2011	\$2,600*	\$3,000*
<p>Brands: Proprietary brands. Products: Mozzarella, reduced-fat Monterey jack, provolone, reduced-fat Cheddar, various cheese blends, whey protein concentrate, sweet whey, lactose and calcium. Plants: (10): California: Lemoore East (cheese, dairy powders), Lemoore West (cheese, dairy powders), Tracy (cheese, dairy powders); Colorado: Ft. Morgan (cheese, dairy powders), Greeley (cheese, dairy powders); Michigan: Allendale (cheese, dairy powders), Remus (cheese, dairy powders); Nebraska: Ravenna (cheese, dairy powders); New Mexico: Roswell (cheese, dairy powders); New York: Waverly (cheese, dairy powders).</p>							
11. Kroger Co.	Cincinnati, OH	Calvin J. Kaufman, President of Manufacturing	Pu		1/29/2011	\$2,488*	\$2,300*
<p>Brands: Kroger, Private Selection, regional brands. Products: Milk, ice cream, novelties, cultured, juice/drinks, water. Plants: (20): Arizona: Tolleson-Tolleson Dairy; California: Compton-Compton Creamery, Riverside-Riverside Creamery; Colorado: Denver-Jackson Ice Cream; Georgia: Atlanta-Centennial Farms Dairy, Marietta-Southern Ice Cream Specialties; Indiana: Indianapolis-Crossroad Farms Dairy, Crawfordsville-Pace Dairy of Indiana; Kansas: Hutchinson-Jackson Dairy; Kentucky: Winchester-Winchester Dairy Farms; Michigan: Livonia-Michigan Dairy; Minnesota: Rochester-Pace Dairy; Ohio: Cincinnati-Springdale Ice Cream & Beverage, Newark-Tamarack Farms Dairy; Oregon: Portland-Swan Island Dairy; Pennsylvania: Conestoga-Turkey Hill Dairy; Tennessee: Murfreesboro-Heritage Farms Dairy; Texas: Fort Worth-Vandervoort's Dairy; Utah: Layton-Layton Dairy; Virginia: Lynchburg-Westover Dairy.</p>							
12. Parmalat Canada Inc.	Toronto, Canada	Alnashir Lakha, President/CEO	Pu	Parmalat SpA, Collecchio, Italy	12/31/2011	\$2,265	\$2,200
<p>Brands: Astro, Balderson, Beatrice, Black Diamond, Cheestrings, Ficello, Lactantia, Parmalat, Sensational Soy, BioBest. Products: Milk, cream, cheese, butter, cream cheese, cultured products, yogurt, sour cream, cottage cheese, specialty ingredients, margarine, soy beverages, milk powders, evaporated products, sweetened whole condensed milk. Plants: (18): Alberta: Calgary (milk, cream, milk shake and ice cream mixes, buttermilk), Lethbridge (yogurt, sour cream, cottage cheese); Manitoba (3): Grunthal (cheese), StClaude (butter, milk powders, evaporated products), Winnipeg (milk, cream, milk shake and ice cream mixes); Ontario (8): Belleville (cheese), Brampton (Toronto) (milk, cream, milk shake and ice cream mixes, soy beverages, lactose reduced products, eggnog), Mitchell (butter, cream cheese, evaporated products, SWC), Niagara on the Lake (yogurt, sour cream, yogurt drinks), Sudbury (milk cream, milk shake and ice cream mixes, buttermilk), Thunder Bay (milk, cream), Rakely (Toronto) (yogurt, sour cream), Winchester (butter, cheese, whey powder and liquids, skim powder and liquids, buttermilk powders, margarine cups); Quebec (5): Laverlochere (butter, evaporated products, milk powders), Marieville (cheese, cream, concentrated whey), Montreal (milk, cream, milk shake and ice cream mixes, buttermilk, eggnog), St. Hyacinthe (milk, cream) Victoriaville (butter, cheese, evaporated products, milk powders, margarine, special ingredient powders).</p>							
13. Great Lakes Cheese Co.	Hiram, OH	Gary Vanic, President/CEO	Pr		12/31/2011	\$2,250	\$1,900
<p>Brands: Great Lakes, Rico Mia, America's Accent. Products: Cheese, processed cheese, whey products. Plants: (8): New York: Adams (Cheddar, Monterey Jack, WPC, WPI, other whey products), Cuba-Empire Cheese (mozzarella, provolone, whey products); Ohio: Hiram (cut/wrap); Utah: Filmore (cut/wrap); Wisconsin: LaCrosse (processed cheese), Plymouth (cut/wrap), Seymour (blue cheese), Wausau (cut/wrap).</p>							

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14. California Dairies Inc.	Visalia, CA	Andrei Mikhalevsky, President/CEO	C		12/31/2011	\$2,160	\$1,910
<p>Brands: California Dairies, Challenge Dairy Products, Danish Creamery. Products: Milk, cheese, butter, powder, condensed milk. Plants: (6) California: Artesia (milk, cream, condensed milk, powder), Fresno (milk, powder, butter), Los Banos (milk, cream, cheese), Tipton (milk, powder, butter, UF products), Turlock (butter, powder, cream), Visalia – 2 (butter, powder, cream, condensed).</p>							
14. Unilever	Englewood Cliffs, NJ	Alfie Vivian	S	Unilever, Rotterdam, Netherlands	12/31/2011	\$2,160	\$2,100*
<p>Brands: Ben & Jerry's, Breyers, Popsicle, Klondike, Good Humor, Magnum, Starbucks Ice Cream, Fruttare (in 2013). Products: Ice cream, novelties. Plants: (8): Florida: Clearwater (Good Humor, Klondike, Popsicle, Breyers); Indiana: Huntington (Breyers); Missouri: (2) Sikeston (Good Humor, Klondike, Popsicle, Breyers, Magnum); Nevada: Henderson (Good Humor, Klondike, Popsicle, Breyers, Ben and Jerry's); Tennessee: Covington (Good Humor, Klondike, Popsicle, Breyers); Vermont: St. Albans (Ben & Jerry's, Breyers, Starbucks, Good Humor), Waterbury (Ben & Jerry's).</p>							
16. Darigold Inc.	Seattle, WA	Jim Wegner, President/CEO	C		3/31/2011	\$2,100	\$2,100
<p>Brands: Darigold. Products: Bulk cream, butter, buttermilk powder, cheese, condensed products, cultured products, dry whey, fluid milk, milk protein concentrate, nonfat dry milk, other dry dairy ingredients, skim milk powder, sour cream, ultra pasteurized fluid products, ultra-filtered milk products, ultra-pasteurized fluid products, whey, whey protein concentrate. Plants: (11): Idaho, Boise (fluid milk, ultra pasteurized fluid products, cultured products), Caldwell (nonfat dry milk, skim milk powder, milk protein concentrate, bulk cream, butter, buttermilk powder), Jerome (nonfat dry milk, skim milk powder, milk protein concentrate, ultra-filtered milk products, bulk cream, condensed products); Oregon, Medford (fluid milk), Portland (ultra-pasteurized fluid products); Washington, Chehalis (nonfat dry milk, skim milk powder, other dry dairy ingredients, bulk cream, whey, whey protein concentrate, buttermilk powder), Issaquah (cultured products, butter), Lynden (nonfat dry milk, skim milk powder, other dry dairy ingredients, bulk cream), Seattle (fluid milk), Spokane (fluid milk, sour cream), Sunnyside (cheese, dry whey, whey protein concentrate).</p>							
17. Associated Milk Producers Inc.	New Ulm, MN	Ed Welch, President/CEO	C		12/31/2011	\$2,000	\$1,700
<p>Brands: AMPI, State Brand, Cass-Clay, private label. Products: Cheese, butter, shelf stable pudding, shelf stable cheese sauce, milk, ice cream, dips, sour cream, cottage cheese, juice/drinks, whey powders. Plants: (13): Iowa: Arlington (NFD), Sanborn (cheese); Minnesota: Dawson (cheese, shelf stable pudding, shelf stable cheese sauce), Duluth-Franklin Foods/JV Kemps (bottled milk), New Ulm (butter), Paynesville (cheese), Rochester (cheese); North Dakota: Fargo-Cass Clay (milk, ice cream, dips, sour cream, cottage cheese, juice/drinks); South Dakota: Freeman (NFD), Hoven (cheese); Wisconsin: Blair (cheese), Jim Falls (cheese), Portage (processed cheeses, cut/wrap natural cheeses).</p>							
17. Borden Dairy Co.	Dallas, TX	Steven C. McCormick, CEO	Pr	Grupo Lala, Mexico	12/31/2011	\$2,000	\$2,000
<p>Brands: Borden, LaLa, Promised Land, Borden Skim Plus, Frusion. Products: Milk, yogurt, real dairy creamer, cream, sour cream, buttermilk, dips, cottage cheese, eggnog, ESL milk, milkshake mixes. Plants: (20): Alabama: Cowarts (milk), Pritchard (milk); Colorado: Colorado Springs (milk, buttermilk, cottage cheese, creams, dips, sour cream), Georgia: Decatur (frozen dessert mixes); Florida: Miami (milk, cream, eggnog), Winter Haven (milk, cream); Kentucky: London (milk), Madisonville (milk, cream); Louisiana: Baker (milk, eggnog), Lafayette (milk, buttermilk); Mississippi: Hattiesburg (milk); Nebraska: Omaha (yogurt); New Jersey: Wallington (milk, ESL milk, cream); Ohio: Cleveland (milk, cottage cheese, dips, cream, sour cream, yogurt), Cincinnati (milk); South Carolina: Charleston (milk, buttermilk, cream); Texas: Austin (milk, cream, juice/drinks, milkshake mixes), Conroe (milk, cream), Dallas (milk, cream), Floresville (milk, eggnog).</p>							
17. HP Hood LLC	Lynnfield, MA	John A. Kaneb, President/CEO	Pr		12/31/2011	\$2,000	\$2,400
<p>Brands: Axelrod, Brigham's Ice Cream, Calorie Countdown, Crowley Foods, Green's, Hagan, Heluva Good!, Hood, Maggio, Penn Maid, Rosenberger's, Simply Smart. Licensed brands: Baileys Coffee Creamers, Blue Diamond Almond Breeze, FiberOne Cottage Cheese, Hershey's Milk & Milkshakes, LACTAID, Southern Comfort EggNog. Products: Milk, ice cream, novelties, cultured, beverages, creamers, milk shakes. Plants: (15): California: Sacramento (aseptic and UHT fluid products); Connecticut: Suffield (ice cream, novelties, frozen desserts); Maine: Portland (milk); Massachusetts: Agawam (milk, juices, drinks); New Hampshire: Concord (fluid); New York: Arkport (cultured), LaFargeville (cultured), Oneida (UHT fluid products), Sodus (Heluva Good! cheese), Vernon (cultured), Wolcott (Heluva Good! cheese and spreads); Pennsylvania: Hatfield (Rosenberger's fluid), Philadelphia (UHT products); Virginia: Winchester (UHT fluid products); Vermont: Barre (milk).</p>							
20. Hilmar Cheese Co.	Hilmar, CA	John Jeter, President/CEO	Pr		12/31/2011	\$1,700	\$1,300
<p>Brands: None. Products: Cheese, whey protein concentrate, whey protein isolate, whey protein hydrolysate, lactose. Plants: (2) California: Hilmar (40-pound and 640-pound block Natural American style cheeses, Cheddar, Monterey Jack, Pepper Jack, Colby and Colby Jack, WPC, WPI, WPH; lactose); Texas, Dalhart (40-pound and 640-pound block Natural American style cheeses, Cheddar, Monterey Jack, Pepper Jack, Colby and Colby Jack; WPC, WPI).</p>							
21. Foremost Farms USA	Baraboo, WI	David E. Fuhrmann, President	C		12/31/2011	\$1,664	\$1,372
<p>Brands: Foremost, Foremost Farms USA, 1950 127 Brand, PZ-44, Reddi-Sponge, Teklac, Daritek, Fast Flo, Fratellino. Products: Cheese, butter, bulk fluid milk, whey products. Plants: (16): Minnesota: Preston-2 plants (dry blends, WPC, condensed skim milk, contract blending); Wisconsin: Alma Center (mozzarella, LMPS mozzarella, condensed whey), Appleton (mozzarella, LMPS mozzarella, reduced-fat mozzarella, shredded mozzarella, condensed WPC, dry permeate), Chilton (mozzarella, LMPS mozzarella, provolone, smoked provolone, string cheese, condensed WPC, condensed permeate), Clayton (mozzarella, LMPS mozzarella, provolone, condensed WPC, condensed permeate), Lancaster (milled Cheddar, milled marbled Cheddar, condensed whey, condensed WPC, condensed permeate), Marshfield (milled colored Cheddar, milled white Cheddar, low fat Cheddar, colby, farmers cheese, monterey jack, condensed whey), Milan (mozzarella, LMPS mozzarella, reduced-fat mozzarella, provolone, smoke flavored provolone, condensed WPC, condensed permeate), Plover (whole whey powder, lactose, reduced-minerals whey, reduced-minerals WPC, WPC), Reedsburg (butter, condensed skim milk, condensed buttermilk, sweet cream), Richland Center (mozzarella, LMPS mozzarella, condensed whey permeate, condensed WPC, whole whey powder, condensed permeate), Rothschild (dry permeate, pharmaceutical lactose), Sparta (WMP, Grade A NDM, Grade A Cream, condensed whole milk, condensed skim milk, WPC, cultured milk powder), Waumandee (milled Cheddar, colby jack, monterey jack, mozzarella, muenster, condensed whey, condensed permeate, condensed WPC).</p>							

dairy 100

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22. Glanbia Foods Inc.	Twin Falls, ID	Jeff Williams, President/CEO	S	Glanbia PLC, Kilkenny, Ireland	1/1/2011	\$1,600	\$1,400
Brands: None. Products: cheese, whey products. Plants: (4): Idaho: Gooding (cheese/whey products), Richfield (whey products), Twin Falls (cheese); *Southwest Cheese joint venture, New Mexico: Clovis (cheese/whey products).							
23. Lactalis American Group	Buffalo, NY	Frederick Bouisset, President/CEO	S	Lactalis Group, France	12/30/2011	\$1,571*	\$800
Brands: President, Galbani, Sorrento, Precious, rondelé, Mozzarella Fresca. Products: Cheeses, dairy ingredients. Plants: (5): California, Tipton (fresh mozzarella); Idaho, Nampa (mozzarella, snacks); New York: Buffalo (mozzarella, provolone, ricotta); Wisconsin: Belmont (brie, feta), Merrill (cheese spreads).							
24. General Mills	Minneapolis, MN	Rebecca L. O'Grady, President, Yoplait	Pu		5/29/2011	\$1,499	\$1,500*
Brands: Yoplait (Original, Light, Thick & Creamy, Greek, Fiber One, Whips, Yoplus, GoGurt, Yoplait Kids, Trix, Delights and Splitz), Mountain High. Products: Cultured dairy. Plants: (4): California: Carson (yogurt, yogurt drinks); Massachusetts: Methuen (yogurt, yogurt drinks); Michigan: Reed City (yogurt, yogurt drinks); Tennessee: Murfreesboro (yogurt, yogurt drinks).							
25. The Dannon Co.	White Plains, NY	Gustavo Valle, President/CEO	S	Groupe Danone S.A., France	12/31/2011	\$1,450	\$1,250*
Brands: Dannon, Activia, DanActive, Light & Fit, Oikos, Danimals, Dan-o-nino, YoCream. Products: Yogurt, dairy drinks, frozen yogurt. Plants: (4): Ohio: Minster (refrigerated yogurt, dairy drinks); Texas, Fort Worth (refrigerated yogurt, dairy drinks); Utah, West Jordan (refrigerated yogurt, dairy drinks), Oregon: Portland (frozen yogurt).							
26. Bongrain N.A.	New Holland, PA	Jean Chavet, President	S	Bongrain SA, Viroflay, France	12/31/2011	\$1,250*	\$1,165
Brands: Alouette, Andersen's, Chavrie, Holsberg, Il Villaggio, Ile de France, Saint André, Saladena, Cheese Sauce, Cream Dessert, Nutritional Drinks, Montrachet, Café Classics, Fior de Ronda. Products: Cheese, cream cheese, cheese sauce, dips, spread, puddings, dairy beverages. Plants: (7): BC USA: California: City of Industry (cheese); Los Angeles (cream cheese); Illinois: Lena (cheese); Pennsylvania: New Holland (cream cheese); SFI Corp: New Jersey: Fairfield (specialty cheeses); AdvFood Prod: California: Visalia (cheese sauce, dips, puddings, spreads, dairy beverages), Pennsylvania: New Holland; Wisconsin: Clearlake (cheese sauce, dips, puddings, spreads, dairy beverages).							
27. Grassland Dairy Products Inc.	Greenwood, WI	Dallas Wuethrich, President	Pr		12/31/2011	\$1,200	\$1,200
Brands: Grassland, Fall Creek, Wüthrich, Country Cream, NutraPro, Nutrose, private label. Products: Barrel cheeses, butter, butter oil, butter blends, cream, condensed milks/buttermilks, milk, UF milk, whey, powders, instantized dairy protein powders. Plants: (5): Nebraska: West Point (butter, cream, condensed sweet buttermilk, buttermilk powder, condensed skim milk, NFD); Utah: Hyrum (butter, cream, condensed sweet buttermilk, buttermilk powder, Cond Skim milk); Wisconsin: Greenwood-2 plants (1-butter, butter oil, AMF, butter blends, condensed skim milk, NFD, condensed sweet buttermilk, buttermilk powder, cream; 2-milk, UF milk, MPC, whey, WPC, barrel cheeses MPI, Milk Permeate, MsPI,), Zachow (butter, cream, condensed buttermilk, buttermilk powder).							
27. Super Store Industries	Stockton, CA	Jay Simon, President/CEO	Pr	Raley's, Save Mart	12/28/2011	\$1,200*	\$1,200
Brands: Sunnyside Farms, Bay View Farms. Products: Milk, cheese, ice cream, novelties, cultured, juice, soy, drinks, water. Plants: (2): California: Fairfield (milk, cream, juices/drinks, water), Turlock (ice cream, cultured, juices).							
29. Safeway Dairy Division	Pleasanton, CA	Jerry Tidwell, Senior VP	Pu	Safeway Inc.	12/31/2011	\$1,169*	\$997.5*
Brands: Lucerne, Dairy Glen, Safeway Select, O Organics, Eating Right, Creamery Fresh, Open Nature, JerseyMaid. Products: Milk, cultured, ice cream, novelties, juice/drinks. Plants: (13): Arizona: Tempe (milk, juice/drinks), Phoenix (ice cream, novelties, frozen dessert mixes); California: City of Commerce/Los Angeles (milk, cultured, cultured drinks, juice/drinks), San Leandro (milk, juice/drinks); Colorado: Denver (milk, cultured, juice/drinks); Oregon: Clackamas (milk, cultured, juice/drinks); Washington: Bellevue-2 plants (1-milk, water, cultured; 2-ice cream, novelties); Alberta: Edmonton-2 plants (both milk, cultured, ice cream); British Columbia: Vancouver (milk); Manitoba: Winnipeg-2 plants (both milk, ice cream, cheese).							
30. Fonterra North America	Rosemont, IL	Giovanna Vita, President	S	Fonterra, New Zealand	7/31/2011	\$1,128	\$1,087
Brands: Mainland, Anchor. Products: Cheese, milk proteins, cheese ingredients, probiotics, organics. Plants: (9): Iowa: Allerton (whey powder); Minnesota: Dalbo (hard Italian cheeses); Missouri: El Dorado Springs (whey powders); Pennsylvania: Hummelstown (flavor systems); South Dakota: Pollock (hard Italian cheeses); Wisconsin: Bruce (whey powder dry/blend facility); Chili (grated Italian cheeses), Greenwood (grated Italian cheeses).							
31. Wells Enterprises Inc.	Le Mars, IA	Michael C. Wells, President/CEO	Pr		12/31/2011	\$1,046	\$1,005
Brands: Blue Bunny, 2nd Street Creamery, Weight Watchers Frozen Novelties (licensed). Products: Ice cream, novelties, frozen desserts. Plants: (3): Iowa, Le Mars, 2 (packaged ice cream, frozen novelties and frozen desserts); Utah, St. George, (packaged ice cream).							
32. Sargento Foods Inc.	Plymouth, WI	Louis P. Gentine, Chairman/CEO	Pr		12/31/2011	\$1,000	\$975
Brands: Sargento. Products: Shredded, sliced and snack natural cheeses, portion-pack shredded and grated cheeses, cheese dip snacks, IQF battered breaded appetizers, IQF sauces, refrigerated and shelf-stable sauces in cups and pouches. Plants: (6): Wisconsin, Plymouth (distribution center, shredded natural cheeses, sliced natural cheeses, snack natural cheeses), Kiel (IQF battered, breaded appetizers, sliced natural cheeses, shredded natural cheeses, cheese dip snacks), Elkhart Lake (technical center offices), Hilbert (refrigerated and shelf-stable sauces, processed cheeses); Washington, Bellingham (IQF sauces); South Dakota, North Sioux City (IQF sauces).							
33. Agri-Mark Inc.	Methuen, MA	Richard Stammer	C		12/31/2011	\$900	\$800
Brands: Cabot, McCadamAgri-Mark. Products: Cheese, butter, milk, cultured, non-fat powder, whey. Plants: (4): Massachusetts: West Springfield (butter, cream, condensed products, NFD); New York: Chateaugay (Cheddar, muenster, specialty cheese); Vermont: Cabot (Cheddar, cultured), Middlebury (Cheddar, whey protein).							

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In Millions

COMPANY	LOCATION	DAIRY EXECUTIVE	TYPE	PARENT COMPANY, LOCATION	FY END	SALES '11	SALES '10
33. Davisco	LeSueur, MN	Jon Davis, CEO	Pr		12/31/2011	\$900	\$900
Brands: None. Products: Cheese, whey powders, custom ingredients. Plants: (5): Idaho: Jerome (mozzarella, Cheddar, Italian cheeses, shredded cheeses, WPI, WPC, DPW, SDW); Minnesota: LeSueur-2 plants (1-Cheddar, Italian cheeses, lactose, WPI, WPC, lactose; 2-custom processing); South Dakota: Lake Norden-2 plants (1-mozzarella, hard Italian cheeses, lactose, WPC, 2-custom processing).							
35. Publix Super Markets	Lakeland, FL	Mike Smith, VP Manufacturing	Pr		12/31/2011	\$879*	\$573*
Brands: Publix, MorningSong. Products: Milk, ice cream, frozen yogurt, cultured, juice, water, carbonated soft drinks, other beverages. Plants: (3): Florida: Deerfield Beach (milk, juice/drinks, water, carbonated beverage, ice), Lakeland (milk, juice/drinks/water, ice cream, yogurt, cottage cheese, sour cream, dips); Georgia: Dacula (fluid milk, juice, drinks, iced tea, water, and ice cream).							
36. United Dairymen of Arizona	Tempe, AZ	Keith Murfield, CEO	C		9/30/2011	\$826	\$613
Brands: Arizona Farms, Seal of Arizona. Products: Milk, powders, milk proteins, butter, condensed products, cream, lactose. Plant: Arizona: Tempe (milk, powder, proteins, butter, condensed, cream, lactose).							
37. ConAgra Foods Inc.	Omaha, NE	Andre J. Hawaux, President, Consumer Foods	Pu		5/31/2011	\$775*	\$771*
Brands: Reddi-wip, Blue Bonnet, Fleischmann's, Parkay, Snack Pack. Products: Ice cream, whipped topping, margarine and spreads, pudding. Plants: (4): Indiana: Indianapolis (table spreads); Iowa: Waterloo (aseptic pudding); Michigan: Holland (Reddi-wip real cream and whipped toppings); Missouri: StLouis (liquid eggs).							
38. J&J Snackfood <i>Revenues shown for frozen beverages only</i>	Pennsauken, NJ	Gerald B. Shreiber, President/CEO	Pu		9/24/2011	\$744	\$697
Brands: Icee, Slush Puppie, Luigi's, Mama Tish's, Shape Ups, Minute Maid, Barq's, Whole Fruit. Products: Sorbet, frozen fruit bars, Italian ice, frozen beverages. Plants: (15): California: Colton, Vernon, Norwalk; Florida: Pensacola; Georgia: Atlanta; Missouri: Moscow Mills; New Jersey: Pennsauken, Bridgeport, Bellmawr; North Carolina: Holly Ridge; Oregon: Weston; Pennsylvania: Chambersburg, Hatfield, Scranton; Texas: Carrollton.							
39. Upstate Niagara Cooperative	Buffalo, NY	Lawrence C. Webster, CEO	C		12/31/2011	\$723	\$620
Brands: Upstate Farms, Bison, Intense Milk, Crave. Products: Milk, ice cream mix, cultured, juices, powders. Plants: (5): New York: Batavia (milk-based beverages, powders, butter, evaporated milk), Buffalo (fluid dairy, juice, ice cream mix), Rochester (milk/cream, drinks), West Seneca (cultured), North Lawrence (cultured).							
40. Organic Valley/CROPP Coop	La Farge, WI	George Siemon, CEO	C		12/31/2011	\$715	\$620
Brands: Organic Valley, Organic Prairie (meat), private label. Products: Milk, cream, butter, ghee, cheese, yogurt, cultured, powders, juice, soy beverages, eggs, meat. Plants: (2): Wisconsin: Chaseburg (organic butters, ghee, skim reload); LaFarge (organic cheese conversion to retail). Co-packaging relationships with 94 plants nationally.							
41. Chobani	New Berlin, NY	Kyle O'Brien, EVP Sales	Pr	Agro-Farma	12/31/2011	\$626*	\$278*
Brands: Chobani Greek Yogurt, Chobani Champions, Gippsland Dairy. Products: Greek yogurt. Plants: (2): New York, New Berlin; Australia, Dandenong South.							
42. Foster Dairy Farms	Modesto, CA	Frank Otis, President/CEO	Pr		12/31/2011	\$600	\$425
Brands: Crystal, Humboldt Creamery, VitaFreze, DeLuxe Ice Cream, McCall's. Products: Milk, ice cream, butter, cultured, juices/drinks, milk powders. Plants: (3): California: Fortuna- Humboldt Creamery (fluid, milk powders, ice cream), Modesto (milk, cultured, ice cream, butter, juices/drinks, mixes, powder), Oregon: Salem (novelty and packaged ice cream, water ice).							
43. Maryland & Virginia Milk Producers Cooperative Assn.	Reston, VA	Jay Bryant, CEO & Treasurer	C		12/31/2011	\$575	\$544
Brands: Maola, Marva Maid. Products: Milk, juice, water, cream, condensed, powder, butter. Plants: (5): Maryland: Landover (milk, juice, water), Laurel (cream, condensed, powder, butter); North Carolina: New Bern (milk, juice, water); Virginia: Newport News (milk, juice, water) Strasburg (powder, cream, condensed, powder, butter).							
44. H.E. Butt Grocery Co.	San Antonio, TX	Ken Jorgensen, director of dairy operations	Pr		10/31/2011	\$500*	\$499*
Brands: H-E-B, Hill Country Fare. Products: Milk, ice cream, cultured. Plants: (3): Texas: Houston (milk, drinks, water), San Antonio-2 plants (both milk, beverages, cultured, ice cream, novelties, frozen desserts).							
45. Tillamook Cnty. Creamery Assn.	Tillamook, OR	Mark Wustenberg, Interim CEO	C		12/31/2011	\$477	\$423
Brands: Tillamook, Bandon. Products: Cheddar cheese varieties, including medium, sharp, Special Reserve Extra Sharp, Vintage White Medium, Vintage White Extra Sharp, smoked, reduced fat and Kosher; Monterey Jack, Colby, Colby Jack, Pepper Jack; ice cream, whey, concentrated whey, WPC 34. Plants: (2): Oregon, Tillamook (Cheese: Cheddar varieties include: medium, sharp, Special Reserve Extra Sharp, Vintage White Medium, Vintage White Extra Sharp, smoked, reduced fat and Kosher; ice cream, whey); Columbia River Processing Inc., Boardman, (cheese: medium and sharp Cheddar, Monterey Jack, Colby, Colby Jack, Pepper Jack; concentrated whey, WPC 34, whey cream).							
45. First District Association	Litchfield, MN	Clinton Fall, President	C		9/30/2011	\$477	\$391
Brands: Fieldgate. Products: Milk, cheese, whey protein concentrate, lactose. Plant: Minnesota: Litchfield (milk, cheese, WPC, lactose).							

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In Millions

COMPANY	LOCATION	DAIRY EXECUTIVE	TYPE	PARENT COMPANY, LOCATION	FY END	SALES '11	SALES '10
47. Stremicks Heritage Foods	Santa Ana, CA	Louis J. Stremick, President/CEO	Pr		12/31/2011	\$400	\$400
Brands: Stremicks Heritage, 8th Continent, Kern's Nectar & Teas. Co-pack NesQuik, Coffee-Mate. Products: Milk, yogurt-based beverages, non-dairy creamers, juice/drinks, rice/soy drinks. Plants: (5): California: Riverside (coffee creamers, juices), Santa Ana (UHT milk); Missouri: Joplin (yogurt-based beverages, milk, other beverages, coffee creamers, soups); Utah: Cedar City (rice & soy drinks, creamers, juices); Mexico: Mexicali B.C.(nectars, clam and tomato juice).							
48. Swiss Valley Farms	Davenport, IA	Donald A. Boelens, CEO	C		9/30/2011	\$397	\$333
Brands: Swiss Valley Farms, Mindoro Blue, Mindoro Gorg, AmaBlu, AmaGorg, St. Pete's Select, Fini, St. Mary's, Verdant, Jeffs' Select, Blues & Brews. Products: Swiss cheeses, cream cheese, neufchatel, blue cheese, Gorgonzola, cold-blended club cheeses, process cheeses, enzyme-modified cheeses, whey. Plants: (6): Iowa, Luana (Swiss cheese, cream cheese, Neufchatel, whey), St. Olaf (cut and wrap operation); Minnesota: Spring Valley, part of Rochester Cheese, a subsidiary of Swiss Valley Farms (cold-blended club cheeses, process cheeses, enzyme-modified cheeses), Faribault, part of Caves of Faribault, a subsidiary of Swiss Valley Farms (blue cheese, Gorgonzola cheese, cave-aging of Cheddar and Gouda); Wisconsin: Mindoro (blue cheese, Gorgonzola cheese), Shullsburg, (baby Swiss, Swiss varieties).							
49. Mars Ice Cream	Burr Ridge, IL	Craig Hall, general manager	Pr	Mars Chocolate N.A.	12/31/2011	\$375*	\$372*
Brands: 3 Musketeers, Dove Ice Cream, Dovebar Ice Cream, M&M's Chocolate Candies, Milky Way, Skittles, Snickers, Starburst, Twix, Ice cream novelties. Plant: Illinois, Burr Ridge.							
50. Bongards' Creameries Inc.	Bongards, MN	Keith Grove, President/CEO	C		12/31/2011	\$367	\$341
Brands: Bongards Creameries, Perham Proteins, Perham Valley Cheese. Products: Cheese, processed cheese, cream cheese, whey products. Plants: (3): Minnesota: Norwood (processed cheese, cream cheese), Perham (natural cheese, whey fractions); Tennessee: Humboldt (processed cheese).							
51. Blue Bell Creameries	Brenham, TX	Paul Kruse, President/CEO	Pr		12/31/2011	\$354*	\$366*
Brands: Blue Bell. Products: Ice cream, novelties. Plants: (4): Alabama: Sylacauga (ice cream, novelties); Oklahoma: Broken Arrow (ice cream); Texas: Brenham-2 plants (ice cream, novelties).							
52. Stonyfield Farm	Londonderry, NH	Walt Freese, President/CEO	S	85% owned by Groupe Danone	12/31/2011	\$353	\$356
Brands: Stonyfield Farm, YoBaby, YoToddler, YoKids, Oikos, O'Soy, Brown Cow All-Natural. Products: Yogurt, frozen yogurt, yogurt smoothies, ice cream, cultured soy, milk. Plants: (2): California: Antioch (Brown Cow Yogurt); New Hampshire: Londonderry (yogurt, yogurt smoothies, cultured soy).							
53. Grande Cheese Co.	Lomira, WI	Wayne Matzke, President/CEO	Pr		12/31/2011	\$350*	\$350*
Brands: Grande, Piacci. Products: Italian cheeses, whey. Plants: (6): Wisconsin: Brownsville (mozzarella, fresh mozzarella, whey), Fond du Lac (cut and wrap, dice and shred, aging), Friendship (whey), Juda (mozzarella, ricotta), Rubicon (Italian specialty cheeses), Wyocena (mozzarella).							
54. Shamrock Farms	Phoenix, AZ	Kent McClelland, CEO	Pr		9/30/2011	\$340*	\$325*
Brands: Shamrock Farms, Rockin' Refuel. Products: Milk, organic milk, whipping cream, sour cream, cottage cheese, creamers, ice cream, novelties. Plants: (1): Arizona: Phoenix (milk, organic milk, whipping cream, sour cream, cottage cheese, creamers, ice cream, novelties).							
55. Bel Brands USA	Chicago, IL	Lance Chambers, President/CEO	Pr	Fromageries Bel SA, Paris	12/31/2011	\$336	\$275*
Brands: The Laughing Cow, Kaukauna, WisPride, Mini BabyBel, Price's, Boursin, Mercks, Owl's Nest, private label. Products: Cheese, cheese spreads. Plants: (2): Kentucky: Leitchfield (cheese, cheese products); Wisconsin: Little Chute (cheese, cheese products).							
56. Michigan Milk Producers Association	Novi, MI	Clayton Galameau, General Manager	C		9/30/2011	\$335	\$270
Brands: MMPA. Products: Cream, condensed milk products, milk powders, butter. Plants: (2): Michigan: Ovid (cream, condensed milk products, milk powders, butter), Constantine (cream, condensed milk products, milk powders, butter).							
57. Gossner Foods Inc.	Logan, UT	Dolores Gossner Wheeler, President/CEO	Pr		9/30/2011	\$312	\$248
Brands: Gossner, Imperial Valley, High Mountain, Hershey, Borden, Moo Mates, private label. Products: Swiss cheese, Muenster, cream, WPC, aseptic milk, broth, formulated products, cream. Plants: (4): Utah: Logan, 2 plants (Swiss cheese, Muenster, cream); (aseptic milk, broth, formulated products, cream); Idaho: Heyburn (Swiss cheese, mini-horns, WPC); California: El Centro (Swiss cheese, Muenster, cream).							
58. Friendly Ice Cream LLC	Wilbraham, MA	John Maguire, CEO	Pr		1/1/2012	\$280	\$250
Brands: Friendly Ice Cream. Products: Ice cream pre-pack containers, sundae cups, ice cream rolls, ice cream cakes, ice cream cupcakes, ice cream pizza. Plant: Massachusetts: Wilbraham (pre-pack containers, sundae cups, ice cream cakes/rolls/cupcakes).							



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In Millions

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59. Byrne Dairy	Syracuse, NY	Carl Byrne, CEO	Pr		12/31/2011	\$277	Not Listed
Brands: Byrne, co-packing. Products: Milk, flavored milk, ESL milks and creams, eggnog, ice cream, butter, yogurt, sour cream, dairy-based dips, juices, iced tea, lemonade. Plants: (3): New York: East Syracuse (ultra-pasteurized milk and milk products), Syracuse (milk); Syracuse (ESL milk, single-serve products, half-and-half, coffee creamer, cultured, egg nog).							
60. Brewster Dairy Inc.	Brewster, OH	Fritz Leeman, CEO	Pr		12/31/2011	\$250	\$250
Brands: Private label. Products: Cheese. Plants: (3): Idaho: Rupert (swiss cheese, skim milk cheese); Illinois: Stockton (swiss cheese); Ohio: Brewster (swiss cheese).							
61. Producers Dairy Foods Inc.	Fresno, CA	Richard Shehadey, President	Pr		9/30/2011	\$220	\$185
Brands: Producers Dairy. Products: Milk, ice cream, cultured, drinks. Plant: California: Fresno (milk, ice cream, cultured, drinks).							
62. F&A Dairy Products	Fairacres, NM	Jeff Terranova, President	Pr		9/30/2011	\$203	\$168
Brands: F&A, private label. Products: Cheese. Plants: (2): New Mexico: Las Cruces (mozzarella, muenster, asadero, provolone, dried cheeses, whey products); Wisconsin: Dresser (mozzarella, provolone, whey products).							
63. United Dairy Inc.	Martin's Ferry, OH	Joseph L. Carson, President	Pr		12/31/2011	\$194*	\$194
Brands: United. Products: Milk, cultured, ice cream, novelties, juice/drinks. Plants: (3): Ohio: Martins Ferry (milk, drinks); Pennsylvania: Uniontown (milk, drinks, ice cream); West Virginia: Charleston (milk, drinks).							
64. Fieldbrook Foods Corp.	Dunkirk, NY	Kenneth Johnson, President/CEO	Pr		12/31/2011	\$183	\$141
Brands: Private label. Products: Ice cream, novelties. Plants: (2): New York: Dunkirk (ice cream, novelties); New Jersey: Lakewood (ice cream, novelties).							
65. Emmi Roth USA	Monroe, WI	Steve Millard, President/CEO	Pu	Emmi, Switzerland	12/31/2011	\$175	\$120
Brands: Emmi, Grand Cru, Buttermilk Blue, MezzaLuna, Landhaus, Van Gogh, Ostenborg, Kronenost, co-packing. Products: Milk-based beverages, yogurts, cheeses. Plants: (4): New York, Penn Yan (beverages); Wisconsin: Monroe-3 plants (1-specialty cheese; 2,3-curing facilities) plus multiple production partner plants (cheese produced to spec, aged/packageged at Monroe facilities).							
66. Sartori Foods Co.	Plymouth, WI	James Sartori, Chairman/CEO	Pr		6/30/2011	\$175	\$162
Brands: Sartori. Products: Cheese, specialty items. Plants: (4): Colorado: Boulder (dips, pestos, spreads, hummus, tapenades); Idaho: Blackfoot (Italian hard cheeses); Wisconsin: Antigo (Italian hard cheeses), Linden (blue vein cheese), Plymouth (specialty cheeses, Italian cheeses, whey).							
67. Smith Dairy Products Co.	Orrville, OH	Steve Schmid, President	Pr		9/30/2011	\$170*	\$170*
Brands: Smith's, Ruggles, Festival, Whale of a Pail, Class Act, YoMazing. Products: Milk, organic milk, ice cream, cultured, juice/drinks, ice cream mix. Plants: (3): Indiana: Richmond (milk, organic milk, soft-serve mix, UHT fluid products); Missouri: Pacific Valley (UHT ice cream & soft serve mix); Ohio: Orrville (milk, organic milk, ice cream, cultured, juices/drinks, ice cream mix).							
68. Anderson Erickson Dairy Co.	Des Moines, IA	Miriam Erickson Brown, President/CEO	Pr		12/31/2011	\$162	\$155
Brands: Anderson Erickson, private label. Products: Milk, cultured (cottage cheese, dip, sour cream and yogurt), ice cream mixes and juices. Plant: Iowa, Des Moines.							
69. Johanna Foods Inc.	Flemington, NJ	Robert Facchina, President/CEO	Pr		12/31/2011	\$154*	\$141*
Brands: La Yogurt, Tree Ripe, Ssips, Sabor Latino, Earth Wise, Citrus Sunshine, Washington Natural. Products: Yogurt, juices, aseptic juices, teas and drinks. Plants: (2): New Jersey: Flemington; Washington: Spokane.							
69. Ellsworth Cooperative Creamery	Ellsworth WI	Paul Bauer CEO/ GM	C		12/31/2011	\$154	\$123
Brands: Ellsworth Cooperative Creamery, Blaser's. Products: Cheese, whey powders. Plants: (2): Comstock, (artisan cheeses), Ellsworth.							
71. Clover Farms Dairy Co.	Reading, PA	Richard L. Hartman, President	Pr		12/31/2011	\$152	\$130
Brands: Clover Farms, private label. Products: Milk, juices/drinks. Plant: Pennsylvania: Reading (milk, juices/drinks).							
72. BelGioioso Cheese Inc.	Green Bay, WI	Errico Aurichio, President	Pr		12/31/2011	\$150*	\$147*
Brands: BelGioioso, F. Cappiello Dairy. Products: Specialty cheeses. Plants: (7): Wisconsin: Chase (Italian cheeses), Freedom (fresh mozzarella, Fontina), Glenmore (fresh mozzarella, provolone, mascarpone, ricotta), Langes Corner (gorgonzola, specialties), Ledgeview (converting, packaging), Pulaski (mozzarella curd, specialties); New York: Schenectady (Italian specialty cheeses).							

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In Millions

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73. Guida's Milk	New Britain, CT	Alexander S. Guida III, Chairman	Pr		12/31/2011	\$140	\$124
Brands: Guida's, private label. Products: Milk, organic milk, ice cream mix, juices, drinks, water. Plant: Connecticut: New Britain (milk, organic milk, ice cream mix, juices, drinks, water).							
73. Kozy Shack Enterprises	Hicksville, NY	Robert Striano, President/CEO	Pr		12/31/2011	\$140*	\$110*
Brands: Kozy Shack, Simplywell, La Tradicional, CowRageous, SmartGels Kids, SmartGels No Sugar Added, Bread Pudding. Products: Refrigerated puddings, flan, gel snacks. Plants: (3): California: Turlock (refrigerated puddings, gel snacks, flan); New York: Hicksville (refrigerated puddings, gel snacks, flan); Ireland: Lough Egish.							
75. Century Foods International	Sparta, WI	Tom Miskowski, President	S	Hormel Foods	12/31/2011	\$135*	\$131*
Brands: CenPrem. Products: Cheese, whey products, dry dairy ingredients, ready-to-drink and powder drinks. Plants: (4): Wisconsin: Sparta-4 plants (cheese, whey products, dry dairy ingredients, ready-to-drink and powder drinks).							
75. Instantwhip Foods Inc.	Columbus, OH	Frederick Smith, President	Pr		12/31/2011	\$135*	\$135
Brands: Instantwhip, YAMI Yogurt, Ambrosia Gourmet Frozen Yogurt, Zoi Greek yogurt, private label. Products: Dairy whipped toppings, creamers, yogurt, sour cream milk, ice cream mixes, custards. Plants: (5): Arizona: Phoenix; Illinois: Chicago (sour cream); New York: Buffalo; Ohio: London; Washington: Auburn (cup yogurt, Greek yogurt).							
77. Ingles Markets	Asheville, NC	L. Keith Collins, President, Milco Inc.	Pr		9/24/2011	\$131	\$116
Brands: Private label. Products: Milk, flavored milk, drinks, ice cream mix, water, orange juice. Plant: North Carolina: Asheville (milk, flavored milk, drinks, ice cream mix, water, orange juice).							
77. The Yofarm Co.	Naugatuck, CT	Todd Siwak, President/CEO	S	Healthy Food Holdings	12/31/2011	\$131	\$96
Brands: YoCrunch Yogurt. Products: YoCrunch Core, YoCrunch Greek, YoCrunch 100 Calorie, YoCrunch Fruit Parfait. Plant: Connecticut: Naugatuck (YoCrunch yogurt).							
79. Braum's Inc.	Oklahoma City, OK	Drew Braum, President/CEO	Pr		12/31/2011	\$125*	\$108*
Brands: Braum's. Products: Milk, ice cream, novelties, cottage cheese, yogurt, sour cream, orange juice, fruit drinks, apple juice. Plant: Oklahoma: Tuttle (milk, ice cream, novelties, cultured).							
79. Cloverland Farms Dairy	Baltimore, MD	James Cella, General Manager	Pr		12/31/2011	\$125	\$125
Brands: Cloverland. Products: Milk, beverages, water, ice cream. Plant: Maryland, Baltimore, (milk, beverages, water, ice cream).							
81. Joseph Gallo Farms	Atwater, CA	Michael D. Gallo, CEO	Pr		12/31/2011	\$122	\$85
Brands: Joseph Farms. Products: Cheese, whey products. Plant: California: Atwater (cheese, whey products).							
82. Berner Foods Inc.	Dakota, IL	Stephen Kneubuehl, President/CEO	Pr		9/30/2011	\$110	\$105
Brands: Private label/store brands. Products: Natural cheeses, process cheeses, cheese spreads, snack dips, coffee beverages, energy beverages. Plants: (3): Illinois: Dakota (Natural cheeses, process cheeses, cheese spreads, snack dips, coffee beverages, energy beverages), Freeport, Rock City (warehouse).							
83. Plainview Milk Products	Plainview, MN	Dallas Moe, GM	C		9/30/2011	\$108	\$94
Brands: Plainview. Products: Milk, cream, butter, powders. Plant: Minnesota: Plainview (milk, condensed skim milk, butter, NFDM, sweet cream buttermilk powder, WMP).							
84. Oakhurst Dairy	Portland, ME	John H. Bennett, Thomas A. Brigham, co-Presidents	Pr		12/31/2011	\$100	\$106
Brands: Oakhurst, Smiley's. Products: Milk, cream, cultured, juice/drinks, private label. Plant: Maine, Portland (milk, cream, cultured, juice/drinks).							
84. Hershey Creamery Co.	Harrisburg, PA	George Hugh Holder, President	Pu		12/31/2011	\$100	\$95
Brands: Hershey's Ice Cream. Products: Ice cream, novelties. Plant: Pennsylvania: Harrisburg (ice cream, novelties).							
84. Meijer (formerly Bareman Dairy Inc.)	Holland, MI	Rick Keyes, EVP Supply Chain and Manufacturing	Pr		9/30/2011	\$100*	\$99*
Brands: Purple Cow. Products: Milk, ice cream, novelties, cultured, juices, drinks. Plant: Michigan: Holland (milk, ice cream, novelties, cultured, juices, drinks).							

Code to Type: C=Cooperative; Pr=Privately-held company; Pu=Publicly-traded company; S=Subsidiary; An asterisk on a sales figure denotes a Dairy Foods estimate.

In Millions

COMPANY	LOCATION	DAIRY EXECUTIVE	TYPE	PARENT COMPANY, LOCATION	FY END	SALES '11	SALES '10
87. Plains Dairy	Amarillo, TX	Dub Garlington, President	S	Affiliated Foods of Amarillo	9/30/2011	\$98	\$82
Brands: Plains, private labels, Culligan water, Tampico (punch), Red Diamond (tea). Products: Milk, water, juice/drinks, tea. Plant: Texas: Amarillo (milk, water, juice/drinks, tea).							
88. Schneider's Dairy Inc.	Pittsburgh, PA	William D. Schneider, President	Pr		3/31/2012	\$98	\$100
Brands: Schneider-Valley Farms, Schneider-Mong's. Products: Fluid milk, flavored milks, buttermilks, sour cream, chip dips, cottage cheeses, bulk yogurt, 100% juices/fruit drinks/iced teas; fresh creams, ice cream mixes. Plants: (2): Pittsburgh (fluid milk, flavored milks, buttermilks, sour cream, srcr chip dips, cottage cheeses, bulk yogurt, 100% juices/fruit drinks/iced teas; schneider-valley farms dairy - fluid milk, flavored milks, fresh creams, ice cream mixes, 100% juices/fruit drinks/iced teas).							
89. BGC Manufacturing	Tyler, TX	Mike Giles, VP Manufacturing	Pr	Brookshire Grocery	12/31/2011	\$94	\$75
Brands: Food Club, Value Time (Topco brands), Supreme Blend, Full Circle, Dairy Pride, Goldenbrook Farms. Products: Milk, cultured, ice cream/frozen desserts, drinks/water. Plants: (4): Texas: Tyler-4 plants (1-milk, 2-cultured, 3-ice cream/frozen desserts, 4-drinks/water).							
90. Wawa Inc.	Wawa, PA	Craig Faragalli, Director of Wawa Beverage Co.	Pr		12/31/2011	\$90*	\$90*
Brands: Wawa. Products: Fluid milk, flavored milks, cream, ice cream mix, 100% juices, fruit drinks, teas. Plant: Pennsylvania: Wawa.							
91. Rich Products Corp.	New Britain, CT	William G. Gisel Jr., President/CEO	Pr		12/31/2012	\$85	Not Listed
Brands: Carvel, M&M's, Snickers, Oreo. Products: Ice cream cakes, ice cream rolls. Plant: Connecticut, New Britain.							
92. United Dairy Farmers Inc	Cincinnati, OH	A. Bradford Lindner, CEO	Pr		12/31/2011	\$80*	\$80*
Brands: United Dairy Farmers, Homemade Brand, Micro Shake. Products: Milk, ice cream, novelties, cultured. Plant: Ohio: Cincinnati (milk, ice cream, novelties, cultured).							
93. Perry's Ice Cream Co.	Akron, NY	Robert Denning, President/CEO; Brian Perry, Exec. VP and Vice Chairman	Pr		12/31/2011	\$79	\$77
Brands: Perry's, private label, co-packing. Products: Packaged ice cream, stick novelties, sandwiches. Plant: New York, Akron.							
94. Lifeway Foods	Morton Grove, IL	Julie Smolyansky President/CEO	Pu		12/31/2011	\$70	\$64
Brands: Lifeway, Helios, First Juice, Fresh Made. Products: Kefir, Frozen Kefir, Organic Juice. Plant: Morton Grove, IL.							
94. Franklin Foods Inc.	Enosburg Falls, VT	Jon Gutknecht President/CEO	Pr		12/31/2011	\$70	\$55
Brands: Hahn's, Lombardi's, Green Mountain Farms, All Season's Kitchen, Vermont Gourmet. Products: cultured cream cheese, cream cheese, mascarpone, bakers cheese, direct-set cream cheese, yogurt cream cheese, organic cream cheese, flavored cream cheese dips and spreads, Baking Cheeze Blend, imitation cream cheese, Greek yogurt cream cheese. Plant: Vermont: Enosburg Falls.							
96. Oberweis Dairy Inc.	North Aurora, IL	Joe Oberweis, President	Pr		12/31/2011	\$69*	\$69*
Brands: Oberweis. Products: Milk, ice cream, heavy cream, half & half, fruit punch, lemonade, and iced tea. Plant: Illinois: North Aurora (Milk, ice cream, heavy cream, half & half, fruit punch, lemonade, and iced tea).							
97. Oregon Ice Cream Co.	Vancouver, WA	Tom Gleason, CEO	P		12/31/2011	\$63	\$55
Brands: Julie's Organic, Alden's Organic, Cascade Glacier, private label. Products: Ice cream, novelties, yogurt, sorbet, nondairy desserts. Plant: Oregon: Eugene (ice cream, novelties).							
98. TCBY	Salt Lake City, UT	Tim Casey, CEO	S	Mrs. Fields Famous Brands	1/2/2012	\$62	\$59
Brands: TCBY Frozen Yogurt. Products: Frozen yogurt. Plants: co-packed by Scott Brother's Dairy, Chino, CA, Rich Products Corp./Jon Donaire, Santa Fe Springs, CA.							
99. Kwik Trip	Lacrosse, WI	Jon Laschenski, Dairy Operations Director	Pr		12/31/2011	\$60	Not Listed
Brands: Nature's Touch, Tature's Touch Tea Co. Products: Milk, ice cream, eggnog, nondairy coffee creamer, orange juice, iced tea, lemonade, flavored water. Plants: (2) Wisconsin: Lacrosse.							
100. Thiel Cheese & Ingredients	Hilbert, WI	Gary Kerrigan, President/CEO	S	Irish Dairy Board, Ireland	12/31/2011	\$55	\$47
Brands: None. Products: Bulk processed cheese, cheese-based ingredients. Plant: Wisconsin: Hilbert (processed cheese, cheese-based ingredients).							