

C=Cooperative; JV=Joint venture; Pr=Privately-held company; Pu=Publicly-traded company; S=Subsidiary; *=Sales estimate

In Millions

| COMPANY | LOCATION | DAIRY EXECUTIVE | TYPE | PARENT CO./SUBSIDIARIES | FY END | SALES '10 | SALES '09 |
|---|-----------------------|--|------|---|------------|-----------|-----------|
| 1. Dean Foods Company | Dallas, TX | Gregg Engles, Chairman/CEO | Pu | Divisions: Fresh Dairy Direct, WhiteWave-Morningstar, Alpro | 12/31/2010 | \$12,123 | \$11,158 |
| <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, Fruit2Day (licensed brand), 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 Trauth Dairy Inc., Maplehurst, Mayfield, McArthur, Meadow Brook, Meadow Gold, Mile High Ice Cream, Model Dairy, 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, Shenadoah's Pride, Silk, Silk Pure Almond, Silk Pure Coconut, STK, Stroh's, Swiss Dairy, Swiss Premium, Trumoo, T.G. Lee, Tuscan, Turtle Tracks, Verifine, Viva. Products: Milk cultured, juice/drinks, water, creamers, whipping cream, ice cream mix, ice cream, novelties. Plants: Fresh Dairy Direct-Morningstar (93). Alabama: Homewood (2), Decatur; 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: Ewart, 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, Sharpville; 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: Ashwaubenon, Richland Center, Sheboygan. WhiteWave-Alpro (9). California: City of Industry; Florida: Jacksonville; New Jersey: Bridgeton; Utah: Cedar City; Virginia: Mt. Crawford. International: Wevelgem, Belgium; Issenheim, France; Landgraaf, Netherlands; Northamptonshire, United Kingdom.</p> | | | | | | | |
| 2. Nestlé USA | Oakland, CA | Mike Mitchell, CEO | S | Nestle, Vevey Switzerland | 12/31/2010 | \$10,400* | \$2,000 |
| <p>Brands: Dreyer's/Edy's Grand, Slow Churned, Dibs, MAXX, Fruit Bars, Nestlé Crunch, Drumstick, Butterfinger, Toll House, Push-Up, Frosty Paws, Eskimo Pie, Skinny Cow, Häagen-Dazs, Nesquik, Coffe-mate, Jamba. Product: Ice cream, novelties, sherbet, sorbet, frozen yogurt, milk-based beverages, juices. Plants (6): California: Bakersfield (ice cream, sherbet, novelties, frozen desserts), Tulare (ice cream, novelties, frozen yogurt, sorbet); Indiana: Fort Wayne (ice cream, novelties); Anderson (RTD flavored milk, liquid nondairy creamers) Maryland: Laurel (ice cream, frozen desserts, novelties); Utah: Salt Lake City (ice cream, sherbet, frozen desserts).</p> | | | | | | | |
| 3. Saputo Inc. | Saint-Léonard, Québec | Lino Saputo, Jr. President/CEO | Pu | | 3/31/2011 | \$5,506 | \$5,684 |
| <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 Käseerei De Lucia, Danscorella, La Paulina, Ricrem, Malfino, Taluhet, Senda, Hop&Go!, Rondeau and Vachon. Products: Milk, cheese, yogurt Dairy 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. Kraft Foods Global Inc. | Northfield, IL | George Zoghbi, President, North America Cheese & Dairy | Pu | | 12/31/2010 | \$4,000 | \$4,000 |
| <p>Brands: Kraft Singles, Kraft Natural Cheese, Philadelphia, Velveeta, Breakstone's, Athenos, Knudsen, Cracker Barrel, Polly-O Products: Natural Cheese, Processed Cheese, Greek yogurt, cream cheese, sour cream, cottage cheese and cheese blends. Plants (12): Bentonville, Ark.; Tulare, Calif.; Champaign, Ill.; Albany, Minn.; New Ulm, Minn.; Springfield, Mo.; Campbell, N.Y.; Lowville, N.Y.; Walton, N.Y.; Lehigh Valley, Pa.; Beaver Dam, Wisconsin; Waupaca, Wausau.</p> | | | | | | | |
| 5. Land O'Lakes | St. Paul, MN | Steve Dunphy, Executive VP, COO, Retail Foods | C | | 12/31/2010 | \$3,708 | \$3,208 |
| <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> | | | | | | | |
| 6. Schreiber Foods | Green Bay, WI | Mike Haddad, President/CEO | Pr | | 10/2/2010 | \$3,600 | \$3,600 |
| <p>Brands: Schreiber, School Choice, Cooper, Clearfield Deli, La Feria, Menu, Mosaic, 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> | | | | | | | |
| 7. Agropur Cooperative | Longueuil, Quebec | Pierre Claprood, CEO | C | Sales converted to US\$ | 10/30/2010 | \$3,490 | \$2,600 |
| <p>Brands: Natre, Québon, Sealtest, Island Farms, Schroeder Milk, Trega Foods, Oka, L'Extra, Vaudrevil, Champfleury, Rondoux, Yoplait, La Lacteo. Products: Cheeses, butter, milk, specialty milk, yogurt. Plants (25): Canada (21): Alberta: Lethbridge; British Columbia: Chilliwack, Delta, Victoria; Ontario: Brantford, Don Mills, Ottawa, Woodstock, Sudbury; Quebec: Amqui, Beauceville, Drummondville, Granby (2 plants), Notre-Dame-du-Bon-Conseil, Oka, Plessisville, Quebec City, Saint-Bruno, Saint-Hyacinthe, Saint-Laurent. United States (4): Minnesota: St. Paul; Wisconsin: Little Chute, Luxemburg, Weyauwega.</p> | | | | | | | |

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| 8. Leprino Foods Co. | Denver, CO | James Leprino, Chairman | Pr | | 10/31/2010 | \$3,000* | \$2,150* |
| <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 - opening Nov. 2011); 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> | | | | | | | |
| 9. Prairie Farms Dairy | Carlville, IL | Edward L. Mullins, CEO/Executive VP | C | JV with Hiland Dairy Foods, Roberts Dairy, Turner Dairy, Muller Pinehurst, Madison Farms | 9/30/2010 | \$2,500 | \$2,302 |
| <p>Brands: Prairie Farms, Southern Belle, LuVel, Swiss Valley, Hiland, Roberts, Turner, Muller Pinehurst, Coleman, Belfonte, North Star. Products: Milk, ice cream, novelties, cultured products. Plants (20): Illinois: Carlville (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); Ft. Wayne (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). JV 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 (DFA): Iowa: Iowa City (milk); 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: St. Louis (butter, butter oil).</p> | | | | | | | |
| 10. HP Hood LLC | Lynnfield, MA | John A. Kaneb, President/Chairman/CEO | Pr | | 12/31/2010 | \$2,400 | \$2,200 |
| <p>Brands: Hood, Simply Smart, Kemps, Crowley, Heluva Good, Calorie Countdown, Axelrod, Hagan, Green's, Maggio, Rosenberger's, Penn Maid. Licensed Brands: Baileys (coffee creamers), Hershey's (milk & milkshakes), Lactaid, Southern Comfort, Blue Diamond Almond Breeze, FiberOne. Products: Milk, ice cream, novelties, cultured, beverages, creamers, milk shakes. Plants (22): HP Hood: 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), Binghamton (fluid), LaFargeville (cultured), Oneida (UHT fluid products), Sodas (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). Kemps: Minnesota: Duluth (fluid), Farmington (cultured), Minneapolis (fluid), Rochester (fluid, frozen); South Dakota: Rapid City (milk, juice, sour cream, cottage cheese); Wisconsin: Cedarburg (fluid).</p> | | | | | | | |
| 11. Dairy Farmers of America Inc. | Kansas City, MO | Rick Smith, President/CEO | C | | 12/31/2010 | \$2,333 | \$2,090 |
| <p>Brands: Borden Cheese, Borden Butter, Cache Valley Cheese, Cache Valley Butter, Hotel Bar Butter, Keller's Butter, La Vaquita Hispanic artisanal cheeses and creams, La Vaquita Hispanic beverages, Plugra European Style Butter, Sport Shake Products: Cheese, butter, dried dairy protein powders, shelf-stable beverages, shelf-stable dips, Hispanic artisanal cheeses and creams, whey. Plants (21): California: Hughson (NFD, SMP, buttermilk powder, butter), Tullock (mozzarella, condensed whey), Ventura (bottled dairy beverages); Colorado: Fort Morgan (condensed milk, cream, NFD); Indiana: Goshen (butter, cream, condensed products, NFD); Michigan: Adrian (cream, condensed products, NFD); Minnesota: Winthrop (dried whey, milkfat, buttermilk powder, NFD), butter, sweetened condensed milk); Zumbrota (cheeses, whey, dried products); Missouri: Cabool (infant/adult nutrition formulas, Hispanic beverages); Monett (cheddar, liquid condensed whey); Springfield (bottled dairy beverages); Pennsylvania: Mechanicsburg (bottled dairy beverages), Middlebury Center (NFD, WMP, cream powders, cheese powders, milk powder blends, condensed milk & sweetened milk products, cream), New Wilmington (Italian cheeses, whey); Reading (NFD, WMP, cream powders, cheese powders, milk powder blends, condensed milk & sweetened milk products, cream); West Middlesex (Italian cheeses, dry whey); Texas: Houston (Hispanic artisanal cheeses and creams); Schulenburg (shelf-stable dips); Winstboro, (butter, AMF, NFD, SMP, buttermilk); Utah: Beaver (condensed milk, cream, natural cheeses); Wisconsin: Plymouth (natural and processed cheeses).</p> | | | | | | | |
| 12. Kroger Co. | Cincinnati, OH | Calvin J. Kaufman, President of Manufacturing | Pu | | 1/29/2011 | \$2,300* | \$2,375* |
| <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> | | | | | | | |
| 13. Parmalat Canada Inc. | Toronto, Canada | Alnashir (Nash) Lakha, President/CEO | Pr | Parmalat SpA (Italy) | 12/31/2010 | \$2,200 | \$1,900 |
| <p>Brands: Astro, Balderson, Beatrice, Black Diamond, Cheestrings Ficcilo, 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), St. Claude (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): Lavelochere (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> | | | | | | | |

dairy 100

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|--|----------------------|-------------------------------------|------|------------------------------------|------------|-------------|-----------|
| | | | | | | SALES '10 | SALES '09 |
| 14. Darigold Inc. | Seattle, WA | John Underwood, President/CEO | C | Northwest Dairy Assn. | 3/31/2011 | \$2,100 | \$2,000 |
| <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 (13): 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); Montana, Bozeman (fluid milk); Oregon, Medford (fluid milk), Portland (ultra-pasteurized fluid products); Utah, Salt Lake City (fluid milk); 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> | | | | | | | |
| 14. Unilever | Englewood Cliffs, NJ | John LeBoutillier, Senior VP, Foods | S | Unilever, Rotterdam, Netherlands | 12/31/2010 | \$2,100* | \$1,925* |
| <p>Brands: Ben & Jerry's, Breyers, Popsicle, Klondike, Good Humor, Magnum. Products: Ice cream, novelties. Plants (6): Florida: Clearwater (novelties); Indiana: Huntington (ice cream); Massachusetts: Framingham (ice cream); Missouri: Sikeston (ice cream, novelties); Nevada: Henderson (ice cream, novelties). Canada: Ontario: Simcoe (ice cream, frozen desserts, novelties).</p> | | | | | | | |
| 16. Borden Dairy Co. | Dallas, TX | Steven C. McCormick, CEO | S | Grupo LALA, Mexico | 12/31/2010 | \$2,000 | \$2,200 |
| <p>Brands: Borden, LALA, Promised Land, Borden Skim Plus, La Crème Products: Milk, yogurt, yogurt smoothies, real dairy creamer, cream, sour cream, buttermilk, dips, cottage cheese, eggnog, ESL milk. 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. California Dairies, Inc | Visalia, CA | Richard L. Cotta, President/CEO | C | S-Challenge Dairy, Los Banos Foods | 12/31/2010 | \$1,910 | \$1,410 |
| <p>Brands: California Dairies, Challenge, Danish Products: Milk, cheese, butter, powder, condensed milk Plants (7): 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> | | | | | | | |
| 18. Great Lakes Cheese Co. | Hiram, OH | Gary Vanic, President/CEO | Pr | | 12/31/2010 | \$1,900 | \$1,800 |
| <p>Brands: Great Lakes, Rico Mia, America's Accent. Products: Cheese, processed cheese, whey products. Plants (7): 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), Wausau (cut/wrap).</p> | | | | | | | |
| 19. Associated Milk Producers Inc. | New Ulm, MN | Ed Welch, President/CEO | C | | 12/31/2010 | \$1,700 | \$1,400 |
| <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 (NFDM), 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 (NFDM), Hoven (cheese); Wisconsin: Blair (cheese), Jim Falls (cheese), Portage (processed cheeses, cut/wrap natural cheeses).</p> | | | | | | | |
| 20. Yoplait | Minneapolis, MN | Becky O'Grady, President | S | General Mills | 5/29/2011 | \$1,500* | \$1,299 |
| <p>Brands: Yoplait (Original, Light, Thick & Creamy, Greek, Fiber One, Whips, Yoplus, GoGurt, Yoplait Kids, Trix, Delights and Splitz), Mountain High Products: Cultured. Plants (4): California: Carson (yogurt, yogurt drinks); Massachusetts: Methuen (yogurt, yogurt drinks); Michigan: Reed City (yogurt, yogurt drinks); Tennessee: Murfreesboro (yogurt, yogurt drinks).</p> | | | | | | | |
| 21. Glanbia Foods Inc. | Twin Falls, ID | Jeff Williams, President/CEO | S | Glanbia PLC, Ireland | 1/1/2011 | \$1,400 | \$1,064 |
| <p>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).</p> | | | | | | | |
| 22. Foremost Farms USA | Baraboo, WI | David E. Fuhrmann, President | C | | 12/31/2010 | \$1,372 | \$1,141 |
| <p>Brands: Foremost, Foremost Farms USA, 1950 127 Brand, PZ-44, Reddi-Sponge, Teklac, Daritek, Nutritek, Fast Flo. Products: Cheese, butter, bulk fluid milk, whey products. Plants (17): 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), Wilson (mozzarella, condensed whey, condensed WPC, condensed permeate).</p> | | | | | | | |

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| 23. Hilmar Cheese Co. | Hilmar, CA | John Jeter, President/CEO | Pr | | 12/31/2010 | \$1,300 | \$1,000 |
| <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> | | | | | | | |
| 24. Dannon Co., The | White Plains, NY | Gustavo Valle, President/CEO | S | Groupe Danone S.A., France | 12/31/2010 | \$1,250* | \$1,100 |
| <p>Brands: Dannon, Activia, DanActive, Light & Fit, Danimals, Dan-o-nino Products: Yogurt, dairy drinks. Plants: (3): Ohio: Minster (yogurt, dairy drinks); Texas, Fort Worth (yogurt, dairy drinks); Utah, West Jordan (yogurt, dairy drinks).</p> | | | | | | | |
| 25. Grassland Dairy Products Inc. | Greenwood, WI | Dallas Wuethrich, President | Pr | S- Graf Creamery, Greenwood Milk Products, West Point Dairy | 12/31/2010 | \$1,200 | \$1,199 |
| <p>Brands: Grassland, Fall Creek, Wuethrich, Country Cream, private label. Products: Barrel cheeses, butter, butter oil, butter blends, cream, condensed milks/buttermilks, milk, UF milk, whey, 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).</p> | | | | | | | |
| 25. Super Store Industries | Stockton, CA | Jay Simon, President/CEO | Pr | S-Raley's, Save Mart | 12/28/2010 | \$1,200 | \$825 |
| <p>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).</p> | | | | | | | |
| 27. Bongrain N.A. | New Holland, PA | Jean Chavet, President | S | Bongrain SA, France (non-European sales) | 12/31/2010 | \$1,165 | \$570 |
| <p>Brands: Alouette, Andersen's, Chavrie, Holsberg, Il Villaggio, Ile de France, Saint André, Saladena, Cheese Sauce, Cream Dessert, Nutritional Drinks, Montrachet, Café Classics, Flor 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); Adv. Food Prod: California: Visalia (cheese sauce, dips, puddings, spreads, dairy beverages), Pennsylvania: New Holland; Wisconsin: Clearlake (cheese sauce, dips, puddings, spreads, dairy beverages).</p> | | | | | | | |
| 28. Fonterra North America | Rosemont, IL | Giovanna Vita, President | S | Fonterra, New Zealand (converted to US\$) | 7/31/2011 | \$1,094 | \$1,300 |
| <p>Brands: Mainland, Anchor. Products: Cheese, milk proteins, cheese ingredients, probiotics, organics. Plants: (10): Iowa: Allerton (whey powder); Minnesota: Dalbo (hard Italian cheeses); Missouri: El Dorado Springs (whey powders); New Mexico: (NFD, MPC); 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).</p> | | | | | | | |
| 29. Wells Enterprises Inc., | Le Mars, IA | Michael C. Wells, President/CEO | Pr | | 12/31/2010 | \$1,005 | \$1,002 |
| <p>Brands: Blue Bunny, Weight Watchers (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).</p> | | | | | | | |
| 30. Safeway Dairy Division | Pleasanton, CA | Jerry Tidwell, Senior VP | S | Safeway Inc. | 12/31/2010 | \$997.5* | \$1,000* |
| <p>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).</p> | | | | | | | |
| 31. Sargento Foods Inc. | Plymouth, WI | Louis P. Gentine, Chairman/CEO | Pr | | 12/31/2010 | \$975 | \$900 |
| <p>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).</p> | | | | | | | |
| 32. Davisco | LeSueur, MN | Mark Davis, CEO | Pr | | 12/31/2010 | \$900 | \$900 |
| <p>Brands: None. Products: Cheese, whey powders, custom ingredients. Plants: (5): Idaho: Jerome (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).</p> | | | | | | | |

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C=Cooperative; JV=Joint venture; Pr=Privately-held company; Pu=Publicly-traded company; S=Subsidiary; *—Sales estimate

| COMPANY | LOCATION | DAIRY EXECUTIVE | TYPE | PARENT CO./SUBSIDIARIES | FY END | In Millions | |
|--|-----------------|---|------|--------------------------------------|------------|-------------|-----------|
| | | | | | | SALES '10 | SALES '09 |
| 33. Agri-Mark Inc. | Methuen, MA | Paul Johnston, CEO | C | Cabot Creamery | 12/31/2010 | \$800 | \$655 |
| Brands: Cabot, McCadam. 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). | | | | | | | |
| 33. Lactalis American Group | Buffalo, NY | Frederick Bouisset, President/CEO | S | Lactalis Group, France | 12/30/2010 | \$800 | 660* |
| 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). | | | | | | | |
| 35. ConAgra Foods Inc. | Omaha, NE | Gary Rodkin, CEO | Pu | | 5/31/2010 | \$771* | \$775* |
| Brands: Dorman's, Healthy Choice, Reddi-wip, Blue Bonnet, Fleischmann's, Parkay, Snack Pack, Squeeze 'n Go Hershey's 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: St. Louis (liquid eggs). | | | | | | | |
| 36. Organic Valley/CROPP Coop | La Farge, WI | George Siemon, CEO | C | | 12/31/2010 | \$620 | \$356 |
| Brands: Organic Valley, Stonyfield (milk only), Organic Prairie (meat only) Products: Milk, butter, ghee, cheese, cultured, powders, juice, soy beverages. Plants (2): Wisconsin:Chaseburg (organic butters, ghee, skim reload); LaFarge (organic cheese conversion to retail). Co-packaging relationships with 40 plants nationally. | | | | | | | |
| 36. Upstate Niagara Cooperative | Buffalo, NY | Bobby L. Hall, CEO | C | O-AT-KA Milk Products, Batavia, N.Y. | 12/31/2010 | \$620 | \$522 |
| Brands: Upstate Farms, Bison, Intense Milk. 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). | | | | | | | |
| 38. United Dairymen of Arizona | Tempe, AZ | Keith Murfield, CEO | C | | 9/30/2010 | \$613 | \$496 |
| Brands: Arizona Farms, Seal of Arizona Products: Milk, powders, milk proteins, butter, condensed products, cream, lactose. Plant (1): Arizona: Tempe (milk, powder, proteins, butter, condensed, cream, lactose). | | | | | | | |
| 39. Publix Super Markets | Lakeland, FL | Mike Smith, VP Manufacturing | Pr | | 12/31/2011 | \$573* | \$546* |
| 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). | | | | | | | |
| 40. Maryland & Virginia Milk Producers Cooperative Association, Inc. | Reston, VA | Jay Bryant, CEO & Treasurer | C | | 12/31/2010 | \$544 | \$423 |
| Brands: Maola, Marva Maid Products: Milk, juice, water, cream, condensed, powder, butter. Plants (4): 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) | | | | | | | |
| 41. H.E. Butt Grocery Co. | San Antonio, TX | Ken Jorgensen, director of dairy operations | Pr | | 10/31/2010 | \$499* | \$475 |
| Brands: H-EB, 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). | | | | | | | |
| 42. Foster Dairy Farms | Modesto, CA | Jeff Foster, President | Pr | | 12/31/2010 | \$425 | \$364 |
| Brands:Foster Farms Dairy, Crystal, Humboldt Creamery, VitaFreze, DeLuxe Ice Cream, McColl's. Products: Milk, ice cream, butter, cultured, juices/drinks, milk powders. Plants (5): California: Fresno (milk, juices/drinks, mixes); Fortuna- Humboldt Creamery (fluid, milk powders, ice cream), Modesto (milk, cultured, ice cream, butter, juices/drinks, mixes, powder), Sacramento (novelty and packaged ice cream, water ice); Oregon: Salem (novelty and packaged ice cream, water ice). | | | | | | | |
| 43. Tillamook County Creamery Association | Tillamook, OR | Harold Strunk, President/CEO | C | S-Columbia River Processing | 12/31/2010 | \$423 | \$384 |
| 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). | | | | | | | |
| 44. Stremicks Heritage Foods | Santa Ana, CA | Lou Stremick, President/CEO | Pr | | 12/31/2010 | \$400 | \$400 |
| Brands: Stremicks Heritage, 8th Continent, Kern's Nectar & Teas; co-pack NesQuik, CoffeeMate. 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). | | | | | | | |
| 45. First District Association | Litchfield, MN | Clinton Fall, President | C | | 9/30/2010 | \$391 | \$327 |
| Brands: Fieldgate. Products: Milk, cheese, whey protein concentrate, lactose. Plant (1): Minnesota: Litchfield (milk, cheese, WPC, lactose). | | | | | | | |

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| COMPANY | LOCATION | DAIRY EXECUTIVE | TYPE | PARENT CO./SUBSIDIARIES | FY END | In Millions | |
|--|-----------------|--|------|----------------------------|------------|-------------|-----------|
| | | | | | | SALES '10 | SALES '09 |
| 46. Mars Ice Cream | Burr Ridge, IL | Craig Hall, general manager of Ice Cream, Mars Chocolate North America | Pr | | 12/31/2010 | \$372* | \$355* |
| Brands: 3 Musketeers, Dove Ice Cream, Dovebar Ice Cream, M&M's Chocolate Candies, Milky Way, Skittles, Snickers, Starburst, Twix. Products: Ice cream, novelties Plants (1): Illinois, Burr Ridge | | | | | | | |
| 47. Blue Bell Creameries | Brenham, TX | Paul Kruse, President/CEO | Pr | | 12/31/2010 | \$366* | \$349 |
| 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). | | | | | | | |
| 47. Stonyfield Farm | Londonderry, NH | Gary Hirshberg, President | Pr | 85% owned by Groupe Danone | 12/31/2010 | \$366 | \$323 |
| 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). | | | | | | | |
| 49. Grande Cheese Co. | Lomira, WI | Wayne Matzke, President/CEO | Pr | | 12/31/2010 | \$350 | \$143 |
| 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), Wycena (mozzarella). | | | | | | | |
| 50. Bongards' Creameries Inc. | Bongards, MN | Keith Grove, President/CEO | C | | 12/31/2010 | \$341 | \$275 |
| Brands: Bongards Creameries, Perham Proteins, Perham Valley Cheese. Products: Cheese, processed cheese, whey products. Plants (3): Minnesota: Norwood (processed cheese), Perham (natural cheese, whey fractions); Tennessee: Humboldt (processed cheese). | | | | | | | |
| 51. Swiss Valley Farms | Davenport, IA | Donald A. Boelens, CEO | C | | 9/30/10 | \$333 | \$425 |
| 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). | | | | | | | |
| 52. Shamrock Farms | Phoenix, AZ | Kent McClelland, CEO | Pr | | 9/30/2010 | \$325* | \$200* |
| Brands: Shamrock Farms, Rockin' Refuel. Products: Milk, organic milk, whipping cream, sour cream, cottage cheese, creamers, ice cream, novelties. Plant (1): Arizona: Phoenix (milk, organic milk, whipping cream, sour cream, cottage cheese, creamers, ice cream, novelties). | | | | | | | |
| 53. Agro Farma | Norwich, NY | Hamdi Ulukaya, CEO/Founder | Pr | | 12/31/2010 | \$278* | New |
| Brands: Chobani Greek Yogurt; Chobani Champions; The Twist, Gippsland Dairy Products: Greek yogurt Plants (1): New York, New Berlin. | | | | | | | |
| 54. Bel Brands USA | Chicago, IL | Lance Chambers, President/CEO | S | Fromageries Bel SA, France | 12/31/10 | \$275* | \$225* |
| Brands: The Laughing Cow, Kaukauna, WisPride, Mini BabyBel, Price's Pimento Spreads, Boursin, Merks and Owl's Nest. Products: Cheese, cheese spreads. Plants (2): Kentucky: Leitchfield (cheese, cheese products); Wisconsin: Little Chute (cheese, cheese products). | | | | | | | |
| 55. Michigan Milk Producers Association | Novi, MI | Clayton Galameau, General Manager | C | | 9/30/2010 | \$270 | \$179 |
| 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). | | | | | | | |
| 56. Brewster Dairy Inc. | Brewster, OH | Fritz Leeman, CEO | Pr | | 12/31/2010 | \$250 | \$120 |
| Brands: Private label. Products: Cheese. Plants (3): Idaho: Rupert (swiss cheese, skim milk cheese); Illinois: Stockton (swiss cheese); Ohio: Brewster (swiss cheese) | | | | | | | |
| 56. Friendly Ice Cream Corp. | Wilbraham, MA | Harsha V. Agadi, Chairman/CEO | Pr | | 1/2/2011 | \$250 | \$255 |
| Brands: Friendly Ice Cream. Products: Ice cream pre-pack containers, sundae cups, ice cream rolls, ice cream cakes, ice cream cupcakes Plant (1): Massachusetts: Wilbraham (pre-pack containers, sundae cups, ice cream cakes/rolls/cupcakes). | | | | | | | |

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| COMPANY | LOCATION | DAIRY EXECUTIVE | TYPE | PARENT CO./SUBSIDIARIES | FY END | In Millions | |
|---|--------------------|--|------|-------------------------|------------|-------------|-----------|
| | | | | | | SALES '10 | SALES '09 |
| 58. Gossner Foods Inc. | Logan, UT | Dolores Gossner Wheeler, President/CEO | Pr | | 9/30/2010 | \$248 | \$230 |
| 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 (1 Swiss cheese, Muenster, cream, WPC), (2 aseptic milk, broth, formulated products, cream), Heyburn (Swiss cheese, mini-horns, WPC); California, El Centro (Swiss cheese, Muenster, cream). | | | | | | | |
| 59. United Dairy Inc. | Martin's Ferry, OH | Joseph L. Carson, President | Pr | | 12/31/2010 | \$194 | \$205 |
| 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). | | | | | | | |
| 60. Producers Dairy Foods Inc | Fresno, CA | Richard Shehadey, President | Pr | | 9/30/2010 | \$185 | \$180 |
| Brands: Producers Dairy. Products: Milk, ice cream, cultured, drinks. Plant (1): California: Fresno (milk, ice cream, cultured, drinks). | | | | | | | |
| 61. Smith Dairy Products Co. | Orrville, OH | Steve Schmid, President | Pr | | 9/30/2010 | \$170* | \$160* |
| Brands: Smith's, Ruggles, Festival, Whale of a Pail, Class Act. 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). | | | | | | | |
| 62. F&A Dairy Products | Fairacres, NM | Jeff Terranova, President | Pr | | 9/30/2010 | \$168 | \$133 |
| 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. Sartori Foods Co. | Plymouth, WI | James Sartori, Chairman/CEO | Pr | | 6/30/2010 | \$162 | \$147 |
| Brands: Sartori. Products: Cheese. Plants (3): Idaho: Blackfoot (Italian hard cheeses); Wisconsin: Antigo (Italian hard cheeses), Linden (blue vein cheese), Plymouth (specialty cheeses, Italian cheeses, whey). | | | | | | | |
| 64. Anderson Erickson Dairy Co. | Des Moines, IA | Miriam Erickson Brown, President/CEO | Pr | | 12/31/2010 | \$155 | \$150 |
| Brands: Anderson Erickson, private label. Products: Milk, cultured (cottage cheese, dip, sour cream and yogurt), ice cream mixes and juices. Plants (1): Iowa, Des Moines. | | | | | | | |
| 65. BelGioioso Cheese Inc. | Green Bay, WI | Errico Aurricchio | Pr | | 12/31/2010 | \$147* | \$140 |
| Brands: BelGioioso Products: Specialty cheeses Plants (6): Chase (Italian cheeses), Denmark-2 plants (mozzarella, provolone, ricotta, mascarpone, converting/packaging), Freedom (fresh mozzarella, Fontina), Langes Corner (gorgonzola, specialties), Pulaski (mozzarella curd, specialties). | | | | | | | |
| 66. Fieldbrook Foods Corp. | Dunkirk, NY | Kenneth Johnson, President/CEO | Pr | | 12/31/2010 | \$141 | \$130 |
| Brands: Private label. Products: Ice cream, novelties. Plants (2): New York: Dunkirk (ice cream, novelties); New Jersey: Lakewood (ice cream, novelties). | | | | | | | |
| 66. Johanna Foods Inc. | Flemington, NJ | Robert Facchina, President/CEO | Pr | | 12/31/2010 | \$141* | \$135* |
| 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. | | | | | | | |
| 68. Instantwhip Foods Inc. | Columbus, OH | Douglas Smith, President | Pr | | 12/31/2011 | \$135* | \$135* |
| Brands: Instantwhip, YAMI Yogurt, Ambrosia Gourmet Frozen Yogurt, private label, others Products: Dairy and non-dairy whipped toppings, creamers, yogurt, sour cream milk, ice cream, mixes. Plants (9): Arizona: Phoenix; California: Brea, Oakland; Michigan: Rockwood; New York: Buffalo, Syracuse; Ohio: London; Pennsylvania: Bethlehem; Texas: San Antonio. | | | | | | | |
| 69. Century Foods International | Sparta, WI | Tom Miskowski, President | S | Hormel Foods | 12/31/2010 | \$131* | \$125 |
| Brands: CenPrem. Products: Cheese, whey products, dry dairy ingredients, ready-to-drink and powder drinks, nutritional bars. Plants (4): Wisconsin: Sparta-4 plants (cheese, whey products, dry dairy ingredients, ready-to-drink and powder drinks, nutritional bars). | | | | | | | |
| 70. Milcco Inc. | Asheville, NC | Charles Gaither, President | S | Ingles Markets | 9/25/2010 | \$131* | \$125 |
| Brands: Private label. Products: Milk, flavored milk, drinks, ice cream mix, water, orange juice. Plant (1): North Carolina: Asheville (milk, flavored milk, drinks, ice cream mix, water, orange juice). | | | | | | | |
| 71. Cloverland Farms Dairy | Baltimore, MD | James Cella, General Manager | Pr | | 12/31/2010 | \$125 | \$117 |
| Brands: Cloverland Products: Milk, beverages, water, ice cream Plant (1): Maryland, Baltimore, (milk, beverages, water, ice cream) | | | | | | | |
| 72. Guida's Milk | New Britain, CT | Michael Guida, President/CEO | Pr | | 12/31/2010 | \$124 | \$130 |
| Brands: Guida's, private label. Products: Milk, organic milk, ice cream mix, cultured, juices, drinks, water. Plants (1): Connecticut: New Britain (milk, organic milk, ice cream mix, cultured, juices, drinks, water). | | | | | | | |

C=Cooperative; JV=Joint venture; Pr=Privately-held company; Pu=Publicly-traded company; S=Subsidiary; *=Sales estimate

In Millions

| COMPANY | LOCATION | DAIRY EXECUTIVE | TYPE | PARENT CO./SUBSIDIARIES | FY END | In Millions | |
|--|-------------------|--|------|--|------------|-------------|-----------|
| | | | | | | SALES '10 | SALES '09 |
| 73. Ellsworth Cooperative Creamery | Ellsworth WI | Paul Bauer CEO/ GM | C | | 12/31/2010 | \$123 | \$96 |
| Brands: None. Products: Cheese, whey powders. Plants (1): Ellsworth WI | | | | | | | |
| 74. Emmi Roth USA | Monroe, WI | Steve McKeon | S | Emmi, Switzerland | 12/31/2010 | \$120 | \$82 |
| 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/packaged at Monroe facilities). | | | | | | | |
| 75. Kozy Shack Enterprises | Hicksville, NY | Robert Striano, President/CEO | Pr | | 12/31/2010 | \$110* | \$105* |
| Brands: Kozy Shack, Ready Grains, Simplywell, La Tradicional, CowRageous, SmartGels Kids, SmartGels No Sugar Added, Bread Pudding. Products: Refrigerated puddings, flan, gel snacks. Plants (2): California: Turlock (refrigerated puddings, gel snacks, flan); New York: Hicksville (refrigerated puddings, gel snacks, flan). | | | | | | | |
| 76. Braum's Inc. | Oklahoma City, OK | William H. Braum, President/Owner | Pr | | 12/31/2010 | \$108* | \$103 |
| Brands: Braum's. Products: Milk, ice cream, novelties, cultured. Plant (1): Oklahoma: Tuttle (milk, ice cream, novelties, cultured). | | | | | | | |
| 77. Oakhurst Dairy | Portland, ME | William P. Bennett, President | Pr | | 12/31/2010 | \$106 | \$91 |
| Brands: Oakhurst. Products: Milk, cream, cultured, juice/drinks. Plants (1): Maine, Portland (milk, cream, cultured, juice/drinks). | | | | | | | |
| 78. Berner Food & Beverage Inc. | Dakota, IL | Stephen Kneubuehl, CEO | Pr | S-Berner Natural Cheese | 9/30/2010 | \$105 | \$60* |
| Brands: Private label/store brands. Products: Natural cheeses, process cheeses, cheese spreads, snack dips, coffee beverages, energy beverages. Plants (2): Illinois: Dakota (Natural cheeses, process cheeses, cheese spreads, snack dips, coffee beverages, energy beverages), Rock City (warehouse). | | | | | | | |
| 79. Clover Farms Dairy Co. | Reading, PA | Richard L. Hartman, President | Pr | | 12/31/2010 | \$100 | \$130 |
| Brands: Clover Farms, private label. Products: Milk, juices/drinks. Plant (1): Pennsylvania: Reading (milk, juices/drinks). | | | | | | | |
| 79. Schneider's Dairy Inc. | Pittsburgh, PA | William D. Schneider – President | Pr | | 3/31/2011 | \$100 | \$100 |
| Brands: Schneider-Valley Farms, Schneider-Mong's. Products: Fluid milk, flavored milks, buttermilks, sour cream, srcr 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 | | | | | | | |
| 81. Bareman Dairy Inc. | Holland, MI | Stanley Bareman, President | Pr | | 9/30/2010 | \$99 | \$98 |
| Brands: Bareman's Products: Milk, ice cream, novelties, cultured, juices, drinks. Plant (1): Michigan: Holland (milk, ice cream, novelties, cultured, juices, drinks). | | | | | | | |
| 82. YoCrunch | Naugatuck, CT | Todd Swak, Operating Partner | S | Healthy Food Holdings | 12/31/2010 | \$96 | \$207 |
| Brands: YoCrunch Yogurt Products: YoCrunch Core, YoCrunch Greek, YoCrunch 100 Calorie, YoCrunch Fruit Parfait Plants (2): Connecticut: Naugatuck (YoCrunch yogurt) | | | | | | | |
| 83. Hershey Creamery Co. | Harrisburg, PA | George Hugh Holder, President | Pr | | 12/31/2010 | \$95 | \$95 |
| Brands: Hershey's Ice Cream. Products: Ice cream, novelties. Plant (1): Pennsylvania: Harrisburg (ice cream, novelties). | | | | | | | |
| 84. Plainview Milk Products | Plainview, MN | Dallas Moe, GM | C | | 9/30/2010 | \$94 | \$86 |
| Brands: Plainview. Products: Milk, cream, butter, powders Plant (1): Minnesota: Plainview (milk, condensed skim milk, butter, NFD, sweet cream buttermilk powder, WMP). | | | | | | | |
| 85. Wawa Inc. | Wawa, PA | Craig Faragalli, Director of Wawa Beverage Co. | Pr | | 12/31/2010 | \$90* | \$85* |
| Brands: Wawa Products: Fluid milk, cream, 100% juice, teas, 10%. Plants (1): Pennsylvania: Wawa (fluid milk, cream, 100% juice, teas, 10% drinks). | | | | | | | |
| 86. Celebration Foods | New Britain, CT | William G. Gisel Jr./ President & CEO | S | Rich Products Corp. acquired Celebration in Dec. 2010. Sales reflect Celebration only. | 12/31/2010 | \$85 | \$73 |
| Brands: Carvel, M&M's, Snickers, Oreo. Products: Ice cream cakes, ice cream rolls (for supermarket channel. Plant (1): Connecticut: New Britain (ice cream cakes, ice cream rolls). | | | | | | | |

dairy 100

C=Cooperative; JV=Joint venture; Pr=Privately-held company; Pu=Publicly-traded company; S=Subsidiary; *=Sales estimate

| COMPANY | LOCATION | DAIRY EXECUTIVE | TYPE | PARENT CO./SUBSIDIARIES | FY END | In Millions | |
|--|--------------------|--|------|------------------------------|------------|-------------|-----------|
| | | | | | | SALES '10 | SALES '09 |
| 86. Joseph Gallo Farms | Atwater, CA | Michael D. Gallo, CEO | Pr | | 12/31/2010 | \$85 | \$85 |
| Brands: Joseph Farms Products: Cheese, whey products. Plant (1): California: Atwater (cheese, whey products). | | | | | | | |
| 88. Plains Dairy | Amarillo, TX | Dub Garlington, President | S | Affiliated Foods of Amarillo | 9/30/2010 | \$82 | \$75 |
| Brands: Plains, private labels, Culligan water, Tampico (punch), Red Diamond (tea). Products: Milk, water, juice/drinks, tea. Plant (1): Texas: Amarillo (milk, water, juice/drinks, tea). | | | | | | | |
| 89. United Dairy Farmers Inc. | Cincinnati OH | A. Bradford Lindner, CEO | Pr | | 12/31/2010 | \$80 | \$90 |
| Brands: United Dairy Farmers, Homemade Brand, Micro Shake. Products: Milk, ice cream, novelties, cultured. Plant (1): Ohio: Cincinnati (milk, ice cream, novelties, cultured). | | | | | | | |
| 90. Perry's Ice Cream Company | Akron, NY | Robert Denning, President/CEO; Brian Perry, Exec. VP and Vice Chairman | Pr | | 12/31/2010 | \$77 | \$75 |
| Brands: Perry's, co-packing. Products: Ice cream, frozen yogurt, organic, gelato, novelties. Plants (1): New York, Akron | | | | | | | |
| 91. BGC Manufacturing | Tyler, TX | Mike Giles, VP Manufacturing | Pr | Brookshire Grocery | 12/31/2010 | \$75 | \$73 |
| 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). | | | | | | | |
| 92. Oberweis Dairy Inc. | North Aurora, IL | Joe Oberweis, President | Pr | | 12/31/2010 | \$69* | \$67 |
| Brands: Oberweis Products: Milk, ice cream, heavy cream, half & half, fruit punch, lemonade, and iced tea. Plants (1): Illinois: North Aurora (Milk, ice cream, heavy cream, half & half, fruit punch, lemonade, and iced tea). | | | | | | | |
| 93. Lifeway Foods | Morton Grove, IL | Julie Smolyansky President/CEO | Pu | | 12/31/2010 | \$64 | \$58 |
| Brands: Lifeway, Helios, First Juice, Fresh Made, Starfruit Products: Kefir, Frozen Kefir, Organic Juice Plants (1): Morton Grove, IL | | | | | | | |
| 94. TCBY | Salt Lake City, UT | Tim Casey, CEO | S | Mrs. Fields Famous Brands | 1/2/2011 | \$59 | \$66 |
| Brands: TCBY—The Country's Best Yogurt. Products: Frozen yogurt. Plants: co-packed by Scott Brother's Dairy, Chino, CA, Rich Products Corp./Jon Donaire, Santa Fe Springs, CA | | | | | | | |
| 95. Franklin Foods Inc. | Enosburg Falls, VT | Jon Gutknecht President/CEO | Pr | | 12/31/2010 | \$55 | New |
| 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. Plants (1): Vermont: Enosburg Falls. | | | | | | | |
| 95. Oregon Ice Cream Co. LLC | Vancouver, WA | Tom Gleason, CEO | Pr | | 12/31/2010 | \$55 | \$54 |
| Brands: Julie's Organic, Alden's Organic, Cascade Glacier, Jamba Novelties, private label. Products: Ice cream, novelties. Plant (1): Oregon: Eugene (ice cream, novelties). | | | | | | | |
| 97. Rutter's Dairy Inc. | York, PA | Todd Rutter, President | Pr | Rutter's Holdings Inc. | 12/31/2010 | \$50* | \$45* |
| Brands: Rutter's, private label Products: Fluid milk, iced teas. Plant (1): Pennsylvania: York (fluid milk and ice teas). | | | | | | | |
| 98. Thiel Cheese & Ingredients | Hilbert, WI | Wayne Casper, President/CEO | Pr | | 12/31/2010 | \$47 | \$41 |
| Brands: None Products: Bulk processed cheese, cheese-based ingredients Plants (1): Wisconsin: Hilbert (processed cheese, cheese-based ingredients). | | | | | | | |
| 99. Kleinpeter Farms Dairy | Baton Rouge, LA | Jeff Kleinpeter, President | Pr | | 12/31/2010 | \$42 | \$39 |
| Brands: Kleinpeter Farms Dairy, New Orleans Ice Cream, Shurfine, Superbrand, private label. Products: Milk, ice cream, orange juice, fruit punches, buttermilk, chocolate milk Plants (1): Louisiana, Baton Rouge (milk, ice cream, orange juice, fruit punches, buttermilk, chocolate milk). | | | | | | | |
| 100. Pierre's Ice Cream Co. | Cleveland, OH | Shelley Roth | Pr | | 12/31/2010 | \$40* | New |
| Brands: Pierre's Ice Cream, Slender No Sugar Added Reduced Fat Ice Cream, ¡Hola Fruta! Pure Fruit Sherbet, Yovation Probiotic Frozen Yogurt, Frosted Smoothies, co-packing. Products: Ice Cream, Frozen Yogurt, Sherbet and Sorbet. Plants (1): Cleveland (ice cream). | | | | | | | |