

DAIRY 100

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

In Millions

COMPANY	LOCATION	DAIRY EXECUTIVE	TYPE	PARENT COMPANY, LOCATION	FY END	SALES '13	SALES '12
1. Nestlé USA	Glendale, CA	Paul Grimwood, CEO	Pu	Nestle, Vevey Switzerland	12/2013	\$10,000	\$11,173
<p>Brands: Dreyer's/Edy's Grand & Slow Churned, Dibs, Outshine, Drumstick, Push-Up, Frosty Paws, Eskimo Pie, Skinny Cow, Häagen-Dazs, Nesquik, Coffee-mate, Carnation Breakfast Essentials, Wonka Product: 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>							
2. Saputo Inc.	Saint-Léonard, Québec	Lino A. Saputo Jr., Chief Executive Officer	Pu		3/31/2014	\$9,509	\$7,157
<p>Converted from Cdn\$. Brands: Saputo, Alexis de Portneuf, Armstrong, Baxter, Dairyland, Dragone, DuVillage 1860, Friendship, Frigo Cheese Heads, Great Midwest, King's Choice, Kingsey, La Paulina, Milk2Go, Neilson, Nutrilait, Ricrem, Salemville, Stella, Treasure Cave Products: Cheese, fluid milk, extended shelf-life milk and cream products, cultured products and dairy ingredients, plant-based foods and beverages Plants (52). United States (26), including: Alabama: Homewood (Saputo Dairy Foods); California: Newman (mozzarella, provolone); South Gate (mozzarellas, string); Tulare-3 plants (1-mozzarella, provolone, whey products; 2-mozzarella, whey products, 3-mozzarella); Connecticut: Saputo Dairy Foods; Kentucky: Saputo Dairy Foods; Maryland: Hancock (mozzarella, provolone); Minnesota: Saputo Dairy Foods; New York: Saputo Dairy Foods; South Dakota: Big Stone (cheese); Texas: Dallas (Saputo Dairy Foods); Wisconsin: Almena (asiago, mozzarella, parmesan, provolone, ricotta, Romano); Black Creek (asiago, brick, Cheddar, co-jack, Colby, Edam, Fontana, Monterey jack, mozzarella, Muenster, provolone, whey products); Fond 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, Fontana, Monterey jack, mozzarella, Muenster, Hispanic-style cheeses, parmesan, provolone); Green Bay (cheese). CANADA (24), including Mont-Laurier, Québec; Saint-Léonard. Argentina (2)</p>							
3. Dean Foods Co.	Dallas, TX	Gregg Tanner, CEO	Pu		12/2013	\$9,000	\$9,320
<p>Brands: Alta Dena, Arctic Splash, Atlanta Dairies, Barbers Dairy, Barbe's, Berkeley Farms, Broughton, Brown Cow, Brown's Dairy, Bud's Ice Cream, Chug, Country Fresh, Country Love, Creamland, Dairy Ease, Dairy Pure, Dean's, Dipzz, Fieldcrest, Fruit Rush, Gandy's, Garelick Farms, Hygeia, Jilbert, Knudsen (licensed brand), Land O Lakes, Land-O-Sun & design, Lehigh Valley Dairy Farms, Louis Truth 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, Purity, Reiter, Robinson, Saunders, Schepps, Shenandoah's Pride, Stroh's, Swiss Dairy, Swiss Premium, TruMoo, T.G. Lee, Tuscan, Turtle Tracks, Verifine, Viva Products: milk, ice cream, cultured dairy products, creamers, juices, bottled water and teas Plants (69). Alabama: Homewood (2); California: Buena Park, City of Industry (2), Hayward; Colorado: Denver, Englewood, Greeley; Florida: Deland, Miami, Orlando; Georgia: Braselton; Hawaii: Hilo, Honolulu; Idaho: Boise; Idaho; Illinois: Belvidere, Harvard, Huntley, O'Fallon, Rockford; Indiana: Decatur, Huntington, Rochester; Iowa: LeMars; Kentucky: Louisville; Louisiana: New Orleans; Massachusetts: Franklin, Lynn; Michigan: Grand Rapids, Livonia, Marquette; Minnesota: Thief River Falls, Woodbury; Montana: Billings, Great Falls; Nevada: North Las Vegas, Reno; New Jersey: Florence; New Mexico: Albuquerque; New York: 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, El Paso, Houston, Lubbock, McKinney, San Antonio; Utah: Orem, Salt Lake City; Virginia: Richmond; Wisconsin: Ashwaubenon, Sheboygan</p>							
4. Land O'Lakes Inc.	Arden Hills, MN	Chris Policinski, President/CEO	C		12/2013	\$4,500	\$4,200
<p>Brands: Land O'Lakes, Kozy Shack, Alpine Lace, Sauté Express Seasoned Meal Starter Products: Cheese, butter, yogurt, ingredients, pudding Plants (8). 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)</p>							
4. Schreiber Foods	Green Bay, WI	Michael J. Haddad, President/CEO	Pr		10/1/2013	\$4,500	\$4,500
<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, specialty cheeses Plants (26). United States (16): Arizona: Tempe; California: Fullerton; Missouri: Carthage-2 plants, Clinton-2 plants, Monett, Mount Vernon; Pennsylvania: Shippensburg; Texas: Stephenville; Utah: Logan, Smithfield; Wisconsin: Green Bay, Richland Center-2 plants, West Bend. Other plants (10): Austria, Brazil, Bulgaria, Czech Republic, Germany-2 plants, India, Mexico, Portugal, Uruguay</p>							
6. Lactalis American Group	Buffalo, NY	Frederick Bouisset, President/CEO	Pr	Lactalis Group, France	12/2013	\$3,952	\$3,230*
<p>Converted from Euros. Revenues from the Americas. Brands: Astro, Balderson, Beatrice, Black Diamond, Cheestrings, Ficello, Lactantia, Parmalat, Sensational Soy, BioBest, Black Diamond, Galbani, President, Sorrento, Rondele Products: Milk, buttermilk, cream, ice cream mix, sour cream, yogurt, cottage cheese, butter, French cheeses, Italian cheese, dairy ingredients, soy beverages Plants (23). California: Tipton (fresh mozzarella); Idaho, Nampa (mozzarella, snacks); New York: Buffalo (mozzarella, provolone, ricotta); Wisconsin: Belmont (brie, feta); Merrill (cheese spreads). Canada (18). Alberta: Calgary (milk, cream, milk shake and ice cream mixes, buttermilk); Lethbridge (yogurt, sour cream, cottage cheese); Manitoba: Grunthal (cheese); St. Claude (butter, milk powders, evaporated products); Winnipeg (milk, cream, milk shake and ice cream mixes); Ontario: Belleville (cheese); Brampton (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 (yogurt, sour cream); Winchester (butter, cheese, whey powder and liquids, skim powder and liquids, buttermilk powders, margarine cups); Quebec: 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>							
7. Kraft Foods Cheese & Dairy Division	Northfield, IL	Howard Friedman, EVP and President, Cheese & Dairy	Pu	Kraft Foods Group	12/28/2013	\$3,925	\$3,845
<p>Brands: Athenos, Breakstone's, Cracker Barrel, Fresh Take, Grated Parmesan, Knudsen, Natural Cheese, Philadelphia Cream Cheese, Polly-O, Singles, Velveeta Products: Natural Cheese, Processed Cheese, Greek yogurt, cream cheese, sour cream, cottage cheese and cheese blends Plants (10): California: Tulare; Illinois: Champaign; Minnesota: Albany; New Ulm; Missouri: Springfield; New York: Campbell, Lowville, Walton; Wisconsin: Beaver Dam, Wausau</p>							

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						SALES '13	SALES '12
8. Agropur Cooperative	Longueuil, Quebec	Robert Coallier, CEO	C		11/2/2013	\$3,913	\$3,653
<p>Converted from Cdn\$. Brands: ANCO, logo (joint venture with Ultima Foods), Natrel, Québec, Sealtest, Island Farms, Schroeder Milk, Trego 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), Québec 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>							
9. Grupo Lala	Mexico City, Mexico	Arquimedes Celis, CEO	Pu		12/2013	\$3,323	Not listed
<p>Converted from Mexican pesos. Brands: Lala, Nutri Leche Products: Milk, cream, sour cream, yogurt, Greek yogurt, cheese, desserts, juice, water Plants: 17 plants in Mexico</p>							
10. Dairy Farmers of America Inc.	Kansas City, MO	Rick Smith, President/CEO	C		12/2013	\$3,212	\$3,544
<p>Brands: Borden Cheese, Borden Butter, Breakstone's, Cache Valley Cheese, Cache Valley Butter, Cass-Clay Creamery, Falfurrias, Guida's Milk, Hotel Bar, Keller's Creamery, Kemps, La Vaquita, Plugra, Sport Shake Products: Fluid milk, chocolate milk, condensed milk, sweetened condensed milk, cream, buttermilk, cottage cheese, sour cream, yogurt, Greek yogurt, butter, cheese (American-style, Gouda, hard Italian, artisanal Hispanic, longhorn Cheddar, Monterey jack, pepper jack and specialty cheese), ice cream, sherbets, sorbets, ingredients, juice, fruit punch Plants (34). California: Hughson (butter, condensed milk, cream, nonfat dry milk), Turlock (Italian-style cheese, liquid whey), Ventura (dairy-based coffee beverages); Colorado: Fort Morgan (condensed milk, cream, nonfat dry milk); Connecticut: New Britain (cream, ice cream mixes, milk, fruit drinks, fruit juices, water); Indiana: Goshen (condensed milk, cream, nonfat dry milk); Maine: Portland (butter, buttermilk, cottage cheese, cream, flavored milk, fluid milk, fruit juice, sour cream and tea); Maryland: Frederick (milk, juice, fruit drinks); Michigan: Adrian (condensed milk, cream, nonfat dry milk), Cass City (condensed milk, cream) (Under construction and set for completion in 2014.); Minnesota: Duluth (buttermilk, chocolate milk, creams, fluid milk, juices), Farmington (cottage cheese, dips, smoothies, sour cream), Minneapolis (fluid milk, other beverages), Rochester (two plants — fluid milk, ice cream, light ice cream, sherbets, yogurt-based drinks), Winthrop (anhydrous milk fat, butterfat blends, sweetened condensed milk), Zumbrota (American-style cheese, cream powders, fluid whey, Gouda, hard Italian, specialty cheese); Missouri: Cabool (adult nutritional beverages, dairy-based coffee beverages, energy protein beverages, Sport Shake), Springfield (dairy-based coffee beverages); Nevada: Fallon (whole milk powder, instant whole milk powder, nonfat dry milk, skim milk powder); New Mexico: Portales (condensed skim milk, cream, milk permeate powder, milk protein concentrate, nonfat and skim milk powders); New York: Linwood (cream, skim milk) (Under construction and set for completion in 2014); North Dakota: Fargo (butter, cottage cheese, cream, dips, fluid milk, ice cream, juice, sour cream, yogurt); Pennsylvania: Mechanicsburg (dairy-based coffee beverages), Middlebury Center (condensed milk, cream, cream powder, malted milk powder, nonfat dry milk, skim milk powder, whole milk powder), New Wilmington (dry whey, Italian-style cheese), Reading (cream, condensed milk, malted milk powder, nonfat dry milk, skim milk powder, whole milk powder), West Middlesex (industrial shredded cheese, process cheese); Texas: Houston (artisanal Hispanic cheeses and creams), Schulenburg (dairy dips and salsa), Winnsboro (anhydrous milk fat, butter, buttermilk powder, nonfat dry milk, sweet cream); Utah: Beaver (condensed milk, cream, longhorn Cheddar, Monterey jack, pepper jack cheeses); Wisconsin: Cedarburg (fluid milk, orange juice), Plymouth (cut and wrap natural cheese, process cheese, shreds)</p>							
11. Prairie Farms Dairy	Carlinville, IL	Edward L. Mullins, CEO/Executive VP	C		9/2013	\$2,781	\$2,730
<p>Brands: Prairie Farms Dairy, Hiland Dairy, Roberts Dairy, Turner Dairy, Coleman Dairy, LuVel, Southern Belle, Tiller Foods, Swiss Valley, Muller Pinehurst, Belfonte, North Star Products: Milk, egg nog, buttermilk, cottage cheese, sour cream, yogurt, butter, ice cream, novelties, sherbets, sorbets, juice, fruit punch, iced tea, coffee beverages Plants (36). 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); 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); Ohio: Dayton (creamers, ice cream mix). 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). Hiland 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: St. Louis (butter, butter oil)</p>							
12. Leprino Foods Co.	Denver, CO	James Leprino, Chairman	Pr		12/2013	\$2,750*	\$2,600*
<p>Brands: Proprietary brands Products: Mozzarella, reduced-fat Monterey jack, provolone, reduced-fat Cheddar, cheese blends, whey protein concentrate, whey protein isolate, sweet whey, lactose, calcium Plants (9). 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); New Mexico: Roswell (cheese, dairy powders); New York: Waverly (cheese, dairy powders). The company also has two joint venture plants with Glanbia plc in Northern Ireland, Wales, and commercial offices in Singapore and Shanghai</p>							
13. Great Lakes Cheese Co.	Hiram, OH	Gary Vanic, President/CEO	Pr		12/2013	\$2,628	\$2,350
<p>Brands: Great Lakes, Adams Reserve, 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>							
14. Darigold Inc.	Seattle, WA	Jim Wegner, President/CEO	C		3/2014	\$2,600	\$2,200
<p>Brands: Darigold Products: Fluid milk, egg nog, buttermilk, cottage cheese, sour cream, butter, Cheddar cheese, Monterey Jack cheese, dairy ingredients Plants (12). 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); Washington: Issaquah (cultured products, butter); Seattle (fluid milk); Spokane (fluid milk, sour cream); Chehalis (nonfat dry milk, skim milk powder, whole milk powder, other dry dairy ingredients, bulk cream, whey, whey protein concentrate, buttermilk powder); Linden (nonfat dry milk, skim milk powder, other dry dairy ingredients, bulk cream); Sunnyside (cheese, dry whey, whey protein concentrate); Oregon: Medford (fluid milk); Portland (ultra-pasteurized fluid products); Montana: Bozeman (fluid milk)</p>							

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15. The Kroger Co.	Cincinnati, OH	Erin Sharp, Group VP Manufacturing	Pu		1/2014	\$2,475*	\$2,433*
<p>Brands: Kroger, Private Selection, Turkey Hill, regional brands Products: Milk, ice cream, novelties, cultured, natural cheese, process cheese, juice/drinks, water Plants (19). Arizona: Tolleson-Tolleson Dairy; California: Compton-Compton Creamery, Riverside-Riverside Creamery; Colorado: Denver-Mountain View Dairy; Georgia: Atlanta-Centennial Farms Dairy; 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>							
16. HP Hood LLC	Lynnfield, MA	John A. Kaneb, President/Chairman/CEO	Pr		12/2013	\$2,300	\$2,000
<p>Brands: Axelrod, Booth Bros., 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, Fiber One Cottage Cheese, Hershey's Milk & Milkshakes, LACTAID, Southern Comfort egg nog Products: Milk, egg nog, buttermilk, cottage cheese, sour cream, yogurt, Greek yogurt, cheese, ice cream, sherbets, sorbets, novelties, juice, fruit punch, iced tea, coffee beverages, other nondairy beverages 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 (cheese), Vernon (cultured), Wolcott (cheese and spreads); Pennsylvania: Hatfield (milk), Philadelphia (UHT products); Virginia: Winchester (UHT fluid products); Vermont: Barre (milk)</p>							
17. California Dairies Inc.	Visalia, CA	Andrei Mikhalevsky, President/CEO	C		12/2013	\$2,100	\$1,990
<p>Brands: California Dairies, Challenge Dairy Products, Danish Creamery Products: Butter, powdered milk, AMF, UF products, cheddar cheese for manufacturing, cream and condensed Plants (6) California: Artesia (standardized milk, cream, condensed, powder); Fresno (butter, powder, cream, condensed); Los Banos (powder, cheese, cream, condensed); Tipton (butter, powder, UF products cream, condensed); Turlock (butter, powder); Visalia (butter, AMF, powder, cream, condensed)</p>							
18. WhiteWave Foods	Broomfield, CO	Gregg L. Engles, CEO	Pu		12/2013	\$2,085	\$1,921
<p>Brands: Alpro (Europe), Silk, International Delight and Land O Lakes (licensed brand) coffee creamers and beverages, Horizon Organics, TruMoo (licensed brand) single serve milk boxes Products: plant-based foods and beverages, coffee creamers and beverages, organic dairy products Plants (9). California: City of Industry; Florida: Jacksonville; New Jersey: Bridgeton; Virginia: Mt. Crawford; Texas: Dallas; Belgium: Wevelgem; France: Issenheim; Netherlands: Landgraaf; United Kingdom: Northamptonshire</p>							
19. Dannon Co., The	White Plains, NY	Mariano Lozano, CEO/President	Pu	Groupe Danone S.A., France	12/2013	\$2,000	\$1,800
<p>Products: Yogurt, Greek yogurt, drinkable yogurts, smoothies, frozen yogurt Plants (4). Ohio: Minster (yogurt and dairy drinks); Oregon: Portland (frozen yogurt); Texas: Ft. Worth (yogurt); Utah: West Jordan (yogurt and dairy drinks)</p>							
19. Borden Dairy Co.	Dallas, TX	Steve Gorman	Pr		12/2013	\$2,000	\$2,000
<p>Brands: Borden, Lala, Promised Land, Skim Plus, Frusion Products: Milk, cream, egg nog, buttermilk, cottage cheese, yogurt, dips, sour cream, frozen dessert mixes, milkshake mixes, juices, drinks Plants (16). Alabama: Cowarts (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); Louisiana: 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>							
19. Hilmar Cheese Co.	Hilmar, CA	John Jeter, President/CEO	Pr		12/2013	\$2,000	\$1,900
<p>Brands: None Products: Natural-style cheeses (Cheddar, Monterey Jack, Pepper Jack, Colby and Colby Jack), WPC, WPI, WPH, 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 cheeses, Cheddar, Monterey Jack, Pepper Jack, Colby and Colby Jack; WPC, WPI)</p>							
22. Glanbia Foods Inc.	Twin Falls, ID	Jeff Williams, President/CEO	Pu	Glanbia PLC, Kilkenny, Ireland	12/2013	\$1,950	\$1,800
<p>Brands: None Products: Cheese (barrels and blocks), conventional and organic cheeses including Cheddar, Colby, Colby Jack, pepper Jack, Monterey Jack, Muenster, Asadero, queso quesadilla, , whey products Plants (4). Idaho: Blackfoot (cheese), Gooding (cheese/whey products), Twin Falls (cheese); New Mexico: Clovis (cheese/whey products), a Southwest Cheese joint venture</p>							
23. Unilever	Englewood Cliffs, NJ	Kees Kruythoff, President North America	Pu	Unilever, Rotterdam, NL	12/2013	\$1,831*	\$1,963*
<p>Estimated revenues of Refreshment segment in North America. Brands: Ben & Jerry's, Breyers, Popsicle, Klondike, Good Humor, Magnum, Starbucks Ice Cream, Fruttare Products: Ice cream, novelties Plants (6). 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>							
24. Associated Milk Producers Inc.	New Ulm, MN	Ed Welch, President/CEO	C		12/2013	\$1,800	\$1,748
<p>Brands: AMPI, private label Products: Cheese, processed cheese, butter, bulk fluid milk, whey, nonfat dry milk, lactose, WPC-34, buttermilk, permeate, ice cream mix Plants (10). Iowa: Arlington (condensed skim milk, NFD, SMP, sweet cream), Sanborn (Cheddar, condensed whey); Minnesota: New Ulm (butter, condensed buttermilk), Paynesville (Cheddar, condensed whey, condensed WPC, WPC-34, WPC-80), Rochester (Cheddar, Colby, Monterey Jack, Condensed WPC, lactose, ice cream mix); South Dakota: Freeman (low-heat NFD, high-heat NFD, super high-heat NFD, sweet cream), Hoven (Parmesan, Asiago, Romano, condensed whey); Wisconsin: Blair (Aged Cheddar, Mild Cheddar, condensed whey, whey), Jim Falls (Cheddar, Colby, Monterey Jack, Pepper Jack, Party Jack, buttermilk, whey, condensed whey), Portage (processed cheese slices, processed cheese loaf, shredded natural cheese, natural cheese chunks)</p>							

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						SALES '13	SALES '12
25. Foremost Farms USA	Baraboo, WI	David E. Fuhrmann, President	C		12/2013	\$1,754	\$1,638
<p>Brands: Foremost Farms USA, 1950 127 Brand, Fratellino, Teklac, Daritek, Fast Flo Products: Cheese, butter, bulk fluid milk, whey products Plants (12). Minnesota: Preston (WPC, condensed skim milk); Wisconsin: Appleton (mozzarella-LMPS and reduced-fat, provolone, smoked provolone, WPC, dry permeate), Chilton (mozzarella, provolone, smoked provolone, string cheese, WPC, permeate, condensed skim milk, cream), Clayton (mozzarella, provolone, condensed WPC, condensed permeate), Lancaster (milled cheddar, milled marbled cheddar, condensed whey, condensed WPC, condensed permeate), Marshfield (colored cheddar, white cheddar, Colby, farmers cheese, low-fat cheddar, Monterey jack, condensed whey), Milan (Mozzarella-LMPS, reduced fat and reduced sodium, LMWM mozzarella, provolone, smoke-flavored provolone, asadero, condensed WPC, condensed permeate), Plover (lactose, whole whey powder, reduced-minerals whey powder, WPC powder, reduced-minerals WPC powder, reduced minerals WPC condensed), Reedsburg (butter, condensed skim milk, condensed buttermilk, sweet cream), Richland Center (mozzarella, LMPS mozzarella, condensed whey, WPC, whole whey powder and permeate), Rothschild (dry permeate-feed grade, N.F. lactose, dry whey-feed grade), Sparta (Grade A whole milk powder, Grade A nonfat dry milk, Grade A cream, Grade A condensed whole milk, Grade A condensed skim milk, Grade A bulk fluid milk, WPC powder, cultured skim milk powder, buttermilk powder).</p>							
26. Bongrain N.A.	New Holland, PA	Alex Bongrain, Chairman	Pu	Bongrain SA, Viroflay, France	12/2013	\$1,609	\$1,559*
<p>Revenues are converted from Euros and exclude sales from European nations. 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). California: City of Industry (cheese); Los Angeles (cream cheese); Illinois: Lena (cheese); Pennsylvania: New Holland (cream cheese). SFI Corp: New Jersey: Fairfield (specialty cheeses). Advanced Food Products: California: Visalia (cheese sauce, dips, puddings, spreads, dairy beverages), Pennsylvania: New Holland; Wisconsin: Clearlake (cheese sauce, dips, puddings, spreads, dairy beverages)</p>							
27. Safeway Dairy Division	Pleasanton, CA	Jerry Tidwell, Senior VP	Pu	Safeway Inc.	12/2013	\$1,537*	\$1,300*
<p>Estimated revenues of dairy operations only. Brands: Lucerne, Safeway Select, Safeway Kitchens, O Organics, Eating Right, Open Nature, Pantry Essentials, Tillamook Products: Fluid milk, creams, egg nog, water, juice, ice cream, nondairy ice cream, water ice novelties Plants (8). 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)</p>							
28. Publix Super Markets	Lakeland, FL	Jeff Stephens, VP Manufacturing	Pr		12/2013	\$1,511*	\$1,080*
<p>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, ice cream)</p>							
29. Yoplait USA	Minneapolis, MN	David Clark, President, Yoplait	Pu	General Mills, Minneapolis	5/25/2014	\$1,312	\$1,418
<p>Brands: Yoplait (Original, Light, Thick & Creamy, Greek, Fiber One, Whips, Yoplus, GoGurt, Yoplait Kids, Trix, Delights and Splitz), Mountain High, Liberte Products: Yogurt, Greek yogurt, yogurt drinks Plants (4). California: Carson (yogurt, yogurt drinks); Massachusetts: Methuen (yogurt, yogurt drinks); Michigan: Reed City (yogurt, yogurt drinks); Tennessee: Murfreesboro (yogurt, yogurt drinks).</p>							
30. Sargento Foods Inc.	Plymouth, WI	Louie Gentine, CEO	Pr		12/2013	\$1,300	\$1,200
<p>Brands: Sargento Products: Cut, package and market natural cheese shreds, slices and snacks; battered and breaded appetizers and sauces Plants (3). Wisconsin: Plymouth (shredded natural cheeses, sliced natural cheeses, snack natural cheeses); Kiel (IQF battered, breaded appetizers, sliced natural cheeses, shredded natural cheeses, cheese dip snacks); Hilbert (refrigerated and shelf-stable sauces, processed cheeses, chunk cheeses)</p>							
31. Grassland Dairy Products Inc.	Greenwood, WI	Dallas Wuethrich, President	Pr		12/2013	\$1,232*	\$1,200*
<p>Brands: Grassland, Fall Creek, Wuethrich, 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, NFDM); 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, NFDM, 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>							
32. Fonterra (USA Inc.)	Rosemont, IL	Mark Piper, President/COO	C	Fonterra, New Zealand	7/31/2013	\$1,132	\$1,000
<p>Converted from NZ\$ Brands: Mainland, Anchor, Kapati, nzmp Products: Cheese, cream, butter, whey proteins, milk proteins, casein/caseinates, 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). DairyConcepts joint venture in Springfield, Mo.</p>							
33. Chobani	Norwich, NY	Hamdi Ulukaya, Founder, CEO	Pr		12/2013	\$1,100	\$1,000
<p>Brands: Chobani, Gippsland Dairy Products: Greek yogurt Plants (3). New York: South Edmeston; Idaho: Twin Falls; Australia: Dandenong South</p>							
33. H.E. Butt Grocery Co.	San Antonio, TX	Ken Jorgensen, director of dairy operations	Pr		12/2013	\$1,100*	\$910*
<p>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).</p>							

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						SALES '13	SALES '12
35. Davisco Foods International	LeSueur, MN	Jon Davis, CEO	Pr		12/2013	\$990	\$900*
Brands: BiPro Products: Cheese, whey powders, custom ingredients Plants (5). Idaho: Jerome (Cheddar, mozzarella, provolone, hard Italian cheeses, shredded cheeses, WPI, WPC, DPW, SDW); Minnesota: LeSueur 2 plants (1-Cheddar, hard Italian cheeses, lactose, WPI, WPC, lactose; 2-custom processing); South Dakota: Lake Norden 2 plants (1-mozzarella, provolone, hard Italian cheeses, lactose, WPC, 2-custom processing)							
36. Wells Enterprises Inc.	Le Mars, IA	Michael C. Wells, President/CEO	Pr		12/2013	\$988	\$990
Brands: Blue Bunny, 2nd Street Creamery, Bomb Pops, Weight Watchers Frozen Novelties (licensed), Yoplait Frozen Yogurt (licensed) Products: Ice cream, novelties, sherbet, sorbet Plants (3). Iowa: Le Mars, 2 (packaged ice cream, frozen novelties, frozen yogurt, frozen desserts); Utah, St. George, (packaged ice cream)							
37. Agri-Mark Inc.	Methuen, MA	Richard Stammer, CEO	C		12/2013	\$952	\$880
Brands: Cabot, McCadam, Agri-Mark Products: cottage cheese, sour cream, Greek yogurt, butter, cheese (Cheddar, Muenster), ingredients, whey proteins 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)							
38. Century Foods International	Sparta, WI	Donald H. Kremin, Group VP, Specialty Foods	Pu	Hormel Foods	10/2013	\$932	\$924*
Revenues are for Hormel's entire Specialty Foods segment Brands: Diamond Crystal Brands, Century Foods International, Hormel Specialty Products Products: Cheese, whey products, dry dairy ingredients, ready-to-drink and powder drinks, liquid portion products, dessert mixes, sports nutrition products, gelatin products, canned meats gelatin products, canned meats Plants (4). Wisconsin: Sparta (cheese, whey products, dry dairy ingredients, ready-to-drink and powder drinks)							
39. Organic Valley/CROPP Coop	La Farge, WI	George Siemon, CEO	C		12/2013	\$929	\$856
Brands: Organic Valley, Organic Prairie (meat), private label Products: Milk, butter, ghee, cheese, yogurt, cultured, powders, juice, soy beverages, eggs, meat, produce Plants (2). Wisconsin: Choseburg (organic butters, ghee, skim reload); LaFarge (organic cheese conversion to retail)							
40. Masters Gallery Foods	Plymouth, WI	Jeff Giffin, President/CEO; Jeff Gentine, Co-owner/EVP	Pr		12/2013	\$880	\$783
Brands: Masters Gallery Select, Wisconsin Premium Products: Cheese (in retail, foodservice and industrial formats) Plant (1). Wisconsin: Plymouth (cheese: shreds, bars and chunks, natural slices, snack sticks, dices and cubes, prints and loaves, bulk/industrial cheese (20 to 640 lb. blocks)							
41. United Dairymen of Arizona	Tempe, AZ	Keith Murfield, CEO	C		9/30/2013	\$834	\$781
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)							
42. ConAgra Consumer Foods Division	Omaha, NE	Tom McGough, President, Consumer Foods	Pu	ConAgra Foods	5/31/2014	\$800*	\$800*
Estimated revenues from dairy products and desserts. Brands: Reddi-wip, Blue Bonnet, Fleischmann's, Parkay, Snack Pack, Marie Callender's, Swiss Miss, Healthy Choice Products: Ice cream, whipped topping, margarine and spreads, pudding, frozen Greek yogurt Plants (4). Indiana: Indianapolis (table spreads); Iowa: Waterloo (aseptic pudding); Michigan: Holland (Reddi-wip real cream and whipped toppings); Missouri: St. Louis (liquid eggs).							
43. Upstate Niagara Cooperative	Buffalo, NY	Lawrence C. Webster, CEO	C		12/2013	\$758	\$719
Brands: Upstate Farms, Bison, Intense Milk, Gold Cow Products: Milk, ice cream mix, yogurt, cottage cheese, sour cream, dips, evaporated milk, powders, butter, condenses, liquid milk protein concentrate, organic, kosher Plants (5). New York: Batavia (milk-based beverages, powders, butter, evaporated milk, liquid milk protein concentrate), Buffalo (milk, juice, ice cream mix), Rochester (milk, cream, drinks), West Seneca (yogurt, cottage cheese, sour cream, dips), North Lawrence (yogurt)							
44. T. Marzetti Co.	Columbus, OH	John B. Gerlach Jr., Chairman, President, CEO	Pu	Lancaster Colony Corp.	6/2013	\$649	\$500*
Nonfrozen specialty foods includes dips, dressings and nondairy items. Brands: Marzetti, T. Marzetti, Otria, Pfeiffer, Simply Dressed, Cardini's Girard's Products: Refrigerated salad dressings (dairy and nondairy), shelf-stable salad dressings, vegetable dips, fruit dips, sauces Plants (3). California: Militas (sauces, dressings); Kentucky: Horse Cave (salad dressing); Ohio: Columbus (sauces, dressings, dips, sour cream)							
45. First District Association	Litchfield, MN	Clinton Fall, President	C		9/2013	\$627	\$475
Brands: Fieldgate WPC, Simplesse, Lactose, Sweet Energy Products: Cheese (Cheddar barrels, Monterey Jack barrels, Non-traditional Swiss barrels), WPC, lactose Plant (1). Minnesota: Litchfield (milk, cheese, WPC, lactose).							

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						SALES '13	SALES '12
46. Tillamook County Creamery Association	Tillamook, OR	Patrick Criteser, President/CEO	C		12/2013	\$625	\$515
Brands: Tillamook, Bandon Cheese: Cheddar varieties include medium, sharp, Special Reserve Extra Sharp, Vintage White Medium, Vintage White Extra Sharp, smoked, reduced fat and Kosher; cheddar cheese curds; Monterey Jack, reduced fat Monterey Jack; Colby; Colby Jack; Pepper Jack; Hot Habanero Jack; ice cream, whey, concentrated whey, WPC 80, lactose powder Plants (2). Oregon: Tillamook (Cheddar cheese, ice cream, whey;) Boardman, (Cheddar cheese, stirred curd cheese, WPC 80, lactose powder)							
47. Crystal Creamery	Modesto, CA	Frank Otis, President/CEO	Pr		12/2013	\$540	\$500
Formerly listed as Forster Dairy Farms Brands: Crystal Creamery, Humboldt Creamery, McCall's Products: Milk, ice cream, butter, cultured, juices/drinks, milk powders Plants (2). California: Fortuna-Humboldt Creamery (fluid, milk powders, ice cream), Modesto (milk, cultured, ice cream, butter, juices/drinks, mixes, powder)							
48. Maryland & Virginia Milk Producers Cooperative	Reston, VA	Jay Bryant, CEO	C		12/2013	\$533	\$471
Brands: Maola, Marva Maid Products: Milk, juice, water, cream, condensed, powder, butter Plants (4). Maryland: Landover (milk, juice, water), Laurel (cream, condensed, powder, butter); Virginia: Newport News (milk, juice, water) Strasburg (powder, cream, condensed, powder, butter)							
49. Daisy Brand	Dallas, TX	David Sokolsky, CEO; Vince Taylor, President	Pr		12/2013	\$512*	\$410*
Brands: Daisy Brand Products: sour cream, cottage cheese Plants (2). Arizona: Casa Grande; Texas: Garland							
50. Stremicks Heritage Foods	Santa Ana, CA	Louis J. Stremick, President/CEO	Pr		12/2013	\$501	\$450
Brands: Stremicks Heritage, 8th Continent, Kern's Nectar & Teas. Co-pack Nesquik, Coffee-Mate Products: Milk, yogurt-based beverages, nondairy creamers, juice/drinks, rice/soy drinks, protein, almond, coconut beverages Plants (4). California: Riverside (coffee creamers, juices), Santa Ana (UHT milk); Missouri: Joplin (yogurt-based beverages, milk, other beverages, coffee creamers, soups); Utah: Cedar City (rice and soy drinks, creamers, juices)							
51. Bongards' Creameries Inc.	Bongards, MN	Keith Grove, President/CEO	C		12/2013	\$438	\$414
Brands: Bongards Creameries, Unique, Perham Proteins, Perham Valley Cheese Products: Natural cheese, processed cheese, cream cheese, ingredients, analogs Plants (3). Minnesota: Norwood (processed cheese, cream cheese), Perham (natural cheese, whey fractions); Tennessee: Humboldt (processed cheese)							
52. Swiss Valley Farms	Davenport, IA	Donald A. Boelens, CEO	C		9/2013	\$430	\$404
Brands: Swiss Valley Farms, Mindoro Blue, Mindoro Gorg, AmaBlu, AmaGorg, St. Pete's Select, Fini, St. Mary's, Verdant, Jeffs' Select, Blues & Brews Products: Cheese (Swiss, baby Swiss, grass-fed baby Swiss, blue, Gorgonzola, cream cheese, Neufchatel, Gouda, cold-blended club cheeses, process cheeses, enzyme-modified cheeses), ingredients Plants (6). Iowa, Luana (Swiss cheese, cream cheese, Neufchatel, Gouda, whey); Minnesota: Spring Valley and Rochester Cheese subsidiary (cold-blended club cheeses, process cheeses, enzyme-modified cheeses), Caves of Faribault subsidiary (blue cheese, Gorgonzola cheese, cave-aging of Cheddar and Gouda); Wisconsin: Mindoro (blue cheese, Gorgonzola cheese), Shullsburg, (baby Swiss, Swiss varieties)							
53. Mars Ice Cream	Burr Ridge, IL	Victor Mehren, General Manager	Pr	Mars Chocolate N.A	12/2013	\$380*	\$375*
Brands: Dove Ice Cream, Dovebar Ice Cream, M&M's Chocolate Candies, Milky Way, Snickers, Starburst, Twix Products: Ice cream novelties (stick, sandwiches, bars) Plants (1). Illinois: Burr Ridge							
54. Shamrock Farms	Phoenix, AZ	Kent McClelland, CEO	Pr		12/2013	\$375*	\$350*
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)							
55. Arla Foods USA	Basking Ridge, NJ	Peder Tuborg, CEO	C	Arla Foods Ambq	12/2013	\$363	Not Listed
Brands: Castello, Lurpak, Arla Dofino, Apetina, Puck Products: Havarti, Gouda, Edam, Fintina, blue mold, white mold Plants (1). Wisconsin: Kaukauna (cheese)							
56. Michigan Milk Producers Association	Novi, MI	Joe Diglio, General Manager	C		9/2013	\$361	\$340
Brands: MMPA Products: Cream, condensed milk products, milk powders, butter, ingredients Plants (2). Michigan: Ovid (cream, condensed milk products, milk powders, butter; Constantine (cream, condensed milk products, milk powders, butter)							
57. Blue Bell Creameries	Brenham, TX	Paul Kruse, Chairman, CEO, President	Pr		12/2013	\$360*	\$354*
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)							

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In Millions

COMPANY	LOCATION	DAIRY EXECUTIVE	TYPE	PARENT COMPANY, LOCATION	FY END	SALES '13	SALES '12
58. Super Store Industries	Stockton, CA	Jay Simon, President/CEO	Pr	Raley's, Save Mart	12/2013	\$355*	\$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)							
59. Stonyfield Farm	Londonderry, NH	Esteve Torrens, CEO	Pu	Groupe Danone owns 85%	12/2013	\$350	\$347
Brands: Stonyfield Farm, YoBaby, YoToddler, YoKids, Oikos, O'Soy, Brown Cow All-Natural Products: Organic yogurt, frozen yogurt, yogurt smoothies, cultured soy, milk Plants (2). California: Antioch (Brown Cow Yogurt); New Hampshire: Londonderry (yogurt, yogurt smoothies, cultured soy)							
59. Grande Cheese Co.	Lomira, WI	Wayne Matzke, President/CEO	Pr		12/2013	\$350*	\$350*
Brands: Grande, Piaci 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).							
61. Bel Brands USA	Chicago, IL	Frederic Nalis, CEO	Pu	Fromageries Bel SA, Paris	12/2013	\$347	\$330
Brands: The Laughing Cow, Mini Babybel, Boursin, Kaukauna, Merks, Price's, Wispride, Owl's Nest Products: Cheese, cream cheese, cheese spreads, cold-pack cheese Plants (3). Kentucky: Leitchfield (cheese, cheese products); South Dakota: Brookings (cheese); Wisconsin: Little Chute (cheese, cheese products)							
62. Michael Foods Group	Minnetonka, MN	Jim Dwyer, Chairman/CEO	Pu		12/28/2013	\$346	\$386
Revenues for Cheese & Other Dairy-case Products: Acquired by Post Holdings in June. Crystal Farms Cheese Plant (1). Wisconsin: Lake Mills (cheese packaging)							
63. St. Albans Cooperative Creamery Inc.	St. Albans, VT	Leon Berthiaume, General Manager	C		12/2013	\$320*	\$320
Brands: None Products: Milk, cream, condensed milk, milk powders Plants (1). Vermont: St. Albans (milk, cream, condensed milk, milk powders)							
64. Gossner Foods Inc.	Logan, UT	Dolores Gossner Wheeler, President/CEO	Pr		9/2013	\$315	\$318
Brands: Gossner, Imperial Valley, High Mountain, Hershey, Borden, Moo Mates, private label Products: fluid milk, cheese (Swiss, Muenster, Asadaro, minihorns), WPC Plants (3). Utah: Logan, 2 plants (1-Swiss cheese, Muenster, cream, WPC; 2-aseptic milk, formulated products, cream); Idaho: Heyburn (Swiss cheese, mini-horns, WPC)							
65. Brewster Dairy Inc.	Brewster, OH	Fritz Leeman, CEO	Pr		12/2013	\$285	\$275
Brands: Private label Products: Cheese, whey products Plants (3). Idaho: Rupert (skim milk cheese, whey products); Illinois: Stockton (Swiss cheese, whey products); Ohio: Brewster (Swiss cheese, whey products)							
66. Byrne Dairy	Syracuse, NY	Carl Byrne, CEO	Pr		12/2013	\$277*	\$277
Brands: Byrne Products: co-packing Milk, flavored milk, ESL milks and creams, eggnog, ice cream, butter, yogurt, sour cream, dairy-based dips, juices, iced tea, lemonade Plants (4). New York: Cortlandville (yogurt); East Syracuse (ultra-pasteurized conventional and organic milk, single serves, half-and-half, nondairy creamers, egg nog); Syracuse (milk, ice cream mix, half-and-half, juices); Syracuse (ice cream)							
67. Friendly's Ice Cream LLC	Wilbraham, MA	John Maguire, CEO	Pr		12/2013	\$261	\$259
Brands: Friendly Ice Cream Products: Ice cream, frozen yogurt, sherbet, whipped toppings, toppings, syrups, variegates Plant (1). Massachusetts: Wilbraham (ice cream pre-pack containers, sundae cups, ice cream cakes/rolls/cupcakes, whipped topping, toppings/syrups, variegates)							
68. Producers Dairy Foods Inc.	Fresno, CA	Richard Shehadey, Chairman/CEO	Pr		12/2013	\$250	\$220
Brands: Producers Dairy Products: Milk, egg nog, buttermilk, sour cream, juice, fruit punch, iced tea Plant (1). California: Fresno (milk, ice cream, cultured, drinks)							
69. Gehl Foods Inc.	Germantown, WI	Katherine M. Gehl, President	Pr		10/2013	\$241	\$249
Brands: Gehl's, Main St. Cafe, private label and major national co-packed brands Products: Yogurt, cheese sauce, coffee beverages, nutritional beverages, other nondairy beverages, pudding, yogurt smoothies Plant (1). Wisconsin: Germantown (nutritional beverages, cheese sauces, puddings, yogurt & yogurt smoothies, iced coffees & chai)							
70. High Desert Milk	Burley, ID	Randy Robinson, President	Co		6/2014	\$240	\$144
Brands: High Desert milk powders, High Desert Milk Butter Products: Buttermilk, butter, ingredients Plant (1). Idaho: Burley							

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						SALES '13	SALES '12
71. Smith Dairy Products Co.	Orrville, OH	Steve Schmid, President	Pr		9/2013	\$230*	\$225*
Brands: Smith's, Ruggles, Festival, Whale of a Pail, Class Act, YoMazing Products: Fluid milk, organic milk, egg nog, buttermilk, cottage cheese, sour cream, ice cream, sherbets, sorbets, juice, fruit punch, iced tea, coffee beverages, soy milk, almond milk, coconut milk Plants (3). Indiana: Richmond (milk, organic milk, egg nog, soy milk, almond milk, coconut milk); Missouri: Pacific (UHT ice cream, yogurt and soft serve mix); Ohio: Orrville (fluid milk, organic milk, ice cream, cottage cheese, sour cream, flavored dips, juice, tea, eggnog, ice cream mix)							
72. J&J Snack Foods Corp.	Pennsauken, NJ	Gerald B. Shreiber, President/CEO	Pu		9/28/2013	\$229	\$242
Revenues for frozen juices, ices and beverages only. Total revenues are \$867.6 million Brands: ICEE, Luigi's Real Italian Ice, Whole Fruit, Minute Maid, Barq's, Shape Ups, Chill Products: Frozen beverages, Italian ice, frozen juice bars Frozen product Plants (2). California: Norwalk (frozen juice treat and dessert); Pennsylvania: Scranton (frozen juice treat and dessert)							
73. Emmi Roth USA	Monroe, WI	Reto Mueller, Managing Director (Monroe); Steve Millard, CEO (Penn Yan, NY)	Pu	Emmi Group, Switzerland	12/2014	\$225	\$197
Brands: Emmi, Grand Cru, Buttermilk Blue, Van Gogh Products: Yogurt, cheese, aseptic dairy products, fluid milk, yogurt, half-and-half, nondairy creamer Plants (3). New York: Penn Yan (beverages, yogurt); Wisconsin: Monroe (specialty cheese production and curing facilities); Platteville (specialty cheese production - focus on Gruyere and curing) (cheese produced to spec, aged/packaged at Monroe facilities)							
73. The Schwan Food Co.	Marshall, MN	Dimitrios Smyrniotis, CEO	Pr		12/2013	\$225*	Not Listed
Brands: Schwan's ice cream, Edwards crème pies Products: Packaged ice cream, ice cream novelties, ice cream mix, frozen yogurt, yogurt smoothies, crème pies Plants (2). Georgia: Atlanta (crème pies); Minnesota: Marshall (ice cream, novelties, ice cream mix, frozen yogurt, yogurt smoothies)							
75. Clover Stornetta Farms	Petaluma, CA	Marcus Benedetti, President/CEO	Pr		12/2013	\$200	Not Listed
Products: Fluid milk, egg nog, buttermilk, cottage cheese, sour cream, yogurt, butter, cheese, ice cream, sherbets, sorbets, ingredients, juice Plant (1). California: Petaluma (Grade A products)							
75. Sartori Foods Co.	Plymouth, WI	James Sartori, Chairman/CEO	Pr		6/30/2013	\$200	\$175*
Brands: Sartori Classics, Sartori Limited Edition, Sartori Reserve, Blue Moose of Boulder, Ciolo, Piccolo Products: Cheese Plants (3). Wisconsin: Plymouth (specialty cheeses, Italian cheeses), Antigo (Italian hard cheeses), Colorado: Boulder (dips-pestos, spreads, hummus, tapenades)							
75. BelGioioso Cheese Inc.	Green Bay, WI	Errico Auricchio, President	Pr		12/2013	\$200*	\$200*
Brands: BelGioioso, Cappiello, Casaro Products: Specialty cheeses Plants (8). Wisconsin: Byron (Provolone), Chase (Italian cheeses), Freedom (fresh Mozzarella), Glenmore (fresh Mozzarella, Provolone, mascarpone, ricotta), Langes Corner (Gorgonzola, specialty cheeses), Ledgeview (converting/packaging), Pulaski (fresh Mozzarella curd, specialty cheeses); New York: Schenectady (Italian specialty cheeses)							
78. Fieldbrook Foods Corp.	Dunkirk, NY	Kenneth Johnson, President/CEO	Pr		12/2013	\$194*	\$194
Brands: Private label Products: Ice cream, novelties Plants (3). New York: Dunkirk (ice cream, novelties); New Jersey: Lakewood (ice cream, novelties).							
78. United Dairy Inc.	Martin's Ferry, OH	Joseph L. Carson, President	Pr		12/2013	\$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)							
80. F&A Dairy Products	Fairacres, NM	Jeff Terranova, President	Pr		9/1/13	\$188*	\$188
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).							
81. Litehouse Foods Inc.	Sandpoint, ID	Jim Frank, President/CEO	Pr		12/2013	\$170*	\$170
Brands: Litehouse; Simply Artisan Reserve Products: Cheese, buttermilk, yogurt, dressings, vegetable dips, fruit dips, herbs, apple cider, marinade; sauces; salsa; caramel Plants (3). Idaho: Sandpoint (cheese, buttermilk, yogurt, dressing, veg dips, fruit dips marinade, sauce, salsa); Michigan: Lowell (dressing, veg dips, fruit dips, marinade, sauces, salsa, caramel); Utah: Hurricane (dressing, veg dips, fruit dips, sauces, marinades)							
82. Anderson Erickson Dairy Co.	Des Moines, IA	Miriam Erickson Brown, President/CEO	Pr		12/2013	\$165	\$162
Brands: Anderson Erickson Dairy Products: Milk, egg nog, buttermilk, cottage cheese, sour cream, sour cream dip, yogurt, Greek yogurt, juice, fruit punch, ice cream mix Plants (1). Iowa, Des Moines							

DAIRY 100

Click on company name to go to its website.
Click on "Pu" in the Type column to see the annual report.



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

In Millions

COMPANY	LOCATION	DAIRY EXECUTIVE	TYPE	PARENT COMPANY, LOCATION	FY END	SALES '13	SALES '12
83. Ellsworth Cooperative Creamery	Ellsworth WI	Paul Bauer CEO/ GM	C		12/2013	\$161	\$158
Brands: Ellsworth (cheese and whey), Comstock (specialty cheese) Products: Cheese (Cheddar, specialty), ingredients Plants (2). Wisconsin: Comstock, (specialty cheeses), Ellsworth (Cheddar, whey)							
84. Johanna Foods Inc.	Flemington, NJ	Robert Facchina, President/CEO	Pr		12/2013	\$155*	\$154*
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.							
85. Joseph Gallo Farms	Atwater, CA	Michael D. Gallo, CEO	Pr		12/2013	\$153	\$160
Brands: Joseph Farms, Gallo Global Nutrition Products: Natural cheese, whey products Plant (1). California: Atwater (natural cheese, whey products)							
86. Clover Farms Dairy Co.	Reading, PA	Richard L. Hartman, President	Pr		12/2013	\$154*	\$152
Brands: Clover Farms, private label Products: Milk, juices/drinks Plant (1). Pennsylvania: Reading (milk, juices/drinks)							
87. Instantwhip Foods Inc.	Columbus, OH	Douglas Smith, President	Pr		12/2013	\$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 (5). Arizona: Phoenix; Illinois: Chicago (sour cream); New York: Buffalo; Ohio: London; Washington: Auburn (cup yogurt, Greek yogurt)							
88. Milkco	Asheville, NC	L. Keith Collins, President, Milkco Inc.	Pu	Ingles Markets	9/28/2013	\$132*	\$131
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)							
89. Braum's Inc.	Oklahoma City, OK	Drew Braum, President/CEO	Pr		12/2013	\$130*	\$125*
Brands: Braum's Products: Milk, ice cream, novelties, cottage cheese, yogurt, sour cream, orange juice, fruit drinks, apple juice Plant (1). Oklahoma: Tuttle (milk, ice cream, novelties, cultured)							
90. Cloverland Farms Dairy	Baltimore, MD	Ralph Kemp, President	Pr		12/2013	\$123*	\$125
Brands: Cloverland, Coffee Top, Snow Mountain Products: Milk, egg nog, buttermilk, ice cream, fruit punch, iced tea Plant (1). Maryland, Baltimore, (milk, tea, drinks, juice, spring water)							
91. Berner Food & Beverage Inc.	Dakota, IL	Stephen Kneubuehl, CEO	Pr		12/2013	\$110*	\$110*
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).							
91. Meijer	Holland, MI	Rick Keyes, EVP Supply Chain and Mfg.	Pr		12/2013	\$110*	\$105*
Brands: Purple Cow Products: Milk, ice cream, novelties, cultured, juices, drinks Plant (1). Michigan: Holland (milk, ice cream, novelties, cultured, juices, drinks).							
93. Plainview Milk Products	Plainview, MN	Troy Gascoigne, General Manager	C		9/30/2013	\$107*	\$107
Brands: Plainview Products: Milk, cream, butter, powders, condensed skim and cream Plant (1). Minnesota: Plainview (milk, condensed skim milk, butter, NFD, sweet cream buttermilk powder, WMP)							
94. Hershey Creamery Co.	Harrisburg, PA	George Hugh Holder, President	Pu		12/2013	\$105	\$105
Brands: Hershey's Ice Cream Products: Ice cream, novelties, sherbet, yogurt Plant (1). Pennsylvania: Harrisburg (ice cream, novelties)							
94. Plains Dairy	Amarillo, TX	Greg Meador, President	C	Affiliated Foods of Amarillo	12/2013	\$105	\$102
Brands: Plains, private labels, Culligan water, Tampico (punch), Red Diamond (tea) Products: Milk, egg nog, buttermilk, juice, fruit punch, iced tea, water Plant (1). Texas: Amarillo (milk, water, juice/drinks, tea).							

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COMPANY	LOCATION	DAIRY EXECUTIVE	TYPE	PARENT COMPANY, LOCATION	FY END	In Millions	
						SALES '13	SALES '12
96. Irish Dairy Board USA	Hilbert, WI	Michael Harte, MD (Meadow Ingredients); Gary L. Kerrigan, President, (Thiel Cheese)	C	Irish Dairy Board, Ireland	12/2013	\$104	\$63
Converted from Euros. Excludes revenues from DPI Specialty Foods. Brands: Kerrygold and Dubliner (imported) Products: Bulk processed cheese, cheese-based ingredients Plants (2). Minnesota: Byron (cheese ingredients); Wisconsin: Hilbert (processed cheese, cheese-based ingredients)							
97. Cedar's Mediterranean Foods	Ward Hill, MA	Charles I. Hanna, President/CEO	Pr		12/2013	\$101*	\$101*
Cedar's, T.G.I. Friday's private label Greek yogurt dips, tzatziki, Greek yogurt, snack packs Plants: (1) Massachusetts: Ward Hill (hummus, Mediterranean salads, tzatziki, Greek yogurt dips, wraps, salsa, Greek yogurt, pickles, snack packs)							
98. BGC Manufacturing	Tyler, TX	Mike Giles, VP Manufacturing	Pr	Brookshire Grocery Co.	10/1/2013	\$100	\$100
Brands: Food Club, Value Time, Full Circle (Topco Brands), Dairy Pride, Goldenbrook Farms, Brookshires Products: Milk, egg nog, sour cream, yogurt, Greek yogurt, ice cream, sherbets, sorbets, juice, fruit punch, iced tea, chocolate drink, other nondairy beverages Plants (4). Texas: Tyler-4 plants (1-milk, 2-cultured, 3-ice cream/frozen desserts, 4-drinks/water).							
98. Muller Quaker Dairy	Chicago, IL	Johannes Evenblij, CEO	Pu	Joint venture of PepsiCo & Theo Muller Group	12/1/2013	\$100	\$50
Brands: Muller Greek, Muller Corner, Muller FruitUp Products: Yogurt, Greek yogurt Plants: New York: Batavia (yogurt)							
98. Grecian Delight Foods	Elk Grove Village, IL	Peter Parthenis Jr., President	Pr		12/2013	\$100*	\$100
Brands: Grecian Delight, One Republic Products: Greek yogurt, flat breads, Mediterranean specialties Plant (1). Illinois: Elk Grove Village							
98. Schneider's Dairy Inc.	Pittsburgh, PA	William D. Schneider, President	Pr		3/31/2013	\$100*	\$100
Brands: Schneider's Dairy, Schneider-Valley Farms, Schneider-Mong's Fluid milk, Products: flavored milks, buttermilks, sour cream, chip dips, cottage cheeses, bulk yogurt, 100% juices/fruit drinks iced teas; fresh creams, ice cream mixes Plants (2. Schneider's Dairy - Pennsylvania: Pittsburgh (fluid milk, flavored milks, buttermilks, sour cream, sour cream, chip dips, cottage cheeses, bulk yogurt, 100% juices/fruit drinks/iced teas). Schneider-Valley Farms Dairy - Pennsylvania: Williamsport (fluid milk, flavored milks, fresh creams, ice cream mixes, 100% juices/fruit drinks/iced teas)							

Note: There are 101 companies on this year's Dairy 100. Because four companies have actual or estimated annual revenues of \$100 million, they are all ranked as No. 98.