

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 '12	SALES '11
1. Nestlé USA	Oakland, CA	Chris Johnson, EVP, Zone Director	Pu	Nestle, Vevey Switzerland	12/2012	\$11,174	\$10,443
<p>Includes powdered and liquid beverages, milk products and ice cream in the Americas. Converted from Swiss francs. Brands: Dreyer's/Edy's Grand, Slow Churned, Dibs, Fruit Bars, Drumstick, Push-Up, Frosty Paws, Eskimo Pie, Skinny Cow, Häagen-Dazs, Nesquik, Coffee-mate 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, Newquik 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. Dean Foods Co.	Dallas, TX	Gregg Tanner, CEO	Pu		12/2012	\$9,320	\$12,700
<p>Sold Morningstar business to Saputo. Retains minority interest in WhiteWave. Brands: Alta Dena, Arctic Splash, Atlanta Dairies, Barbers, Barbe's, Berkeley Farms, Broughton, Brown Cow, Brown's Dairy, Bud's Ice Cream, Chug, Country Churn, Country Delite, Country Fresh, Country Love, Creamland Dairy Fresh, Dairy Pure, Dean's, Dipzz, Fieldcrest, Foremost (licensed brand), Fruit Rush, Gandy's, Garelick Farms, Hershey's (licensed brand), Hygeia, 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, 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, Schenkel's All*Star, Schepps, Shenandoah's Pride, Stroh's, Swiss Dairy, Swiss Premium, Trumoo, T.G. Lee, Tuscan, Turtle Tracks, Verifine, Viva Products: milk, ice cream, cultured products, juices, teas, bottled water Plants (37). Alabama: Homewood (2); California: Buena Park, City of Industry (2), Hayward, Riverside; Colorado: Delta, Denver (2), Englewood, Greeley; Florida: Deland, Miami, Orlando; Georgia: Braselton; Hawaii: Hilo, Honolulu; Idaho: Boise; Illinois: Belvidere, Harvard, Huntley, O'Fallon; 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, Sharpville; South Carolina: Spartanburg; South Dakota: Sioux Falls; Tennessee: Athens, Nashville (2); Texas: Dallas (2), El Paso, Houston, Lubbock, McKinney, San Antonio; Utah: Orem, Salt Lake City; Virginia: Richmond; Wisconsin: Ashwaubenon, Sheboygan</p>							
3. Saputo Inc.	Montreal, Québec	Lino A. Saputo Jr., CEO	Pu		12/2012	\$7,157	\$6,871
<p>Converted from Cdn\$. Acquired Morningstar from Dean Foods. 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, fontina, 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, fontina, Monterey jack, mozzarella, Muenster, Hispanic-style cheeses, parmesan, provolone); Green Bay (cheese). Canada (24), including Mont-Laurier, Québec; Saint-Léonard. Argentina (2)</p>							
4. Schreiber Foods	Green Bay, WI	Mike Haddad, President/CEO	Pr		10/1/2012	\$4,500	\$3,500
<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, sour cream, specialty cheeses Plants (23). United States (17) Arizona: Tempe; California: Fullerton; Georgia: Gainesville; 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 in Austria, Brazil, Germany, India, Mexico, Uruguay</p>							
5. Land O'Lakes Inc.	Arden Hills, MN	Chris Policinski, President/CEO	C		12/2012	\$4,200	\$4,344
<p>Total co-op sales were \$14.1 billion. Brands: Land O'Lakes, Koru, Kozy Shack, Alpine Lace Products: Cheese, butter, yogurt, ingredients, pudding Plants (9). California: Orland (cheese), Tulare (cheese, butter, cultured); Minnesota: Melrose-IV DFA (cheese), Pine Island (dried cheese/seasonings); Ohio: Kent (spreads); Pennsylvania: Carlisle (butter); Wisconsin: Kiel (cheese), Spencer (processed cheese), Denmark (cheese)</p>							
6. Kraft Foods Global Inc.	Northfield, IL	George Zoghbi, President, Kraft Cheese & Dairy	Pu		12/2012	\$3,845	\$3,810
<p>Cheese revenues only. 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). Arkansas: Bentonville; California: Tulare; Illinois: Champaign; Minnesota: Albany; New Ulm; Missouri: Springfield; New York: Campbell, Lowville, Walton; Pennsylvania: Lehigh Valley; Wisconsin: Beaver Dam, Waupaca, Wausau</p>							
7. Agropur Cooperative	Longueuil, Quebec	Robert Coallier, CEO	C		12/2012	\$3,653	\$3,690
<p>Converted from Cdn\$. Brands: ANCO, logo (joint venture with Ultima Foods), Natrel, Québec, Sealtest, Island Farms, Schroeder Milk, Trega Foods, Oka, L'Extra, Vaudreuil, Champfleury, Rondoux, Yoplait, La Lacteo Products: Cheeses, butter, milk, specialty milk, yogurt Plants (29). United States (7). Iowa: Hull (cheese and ingredients); Michigan: Grand Rapids (Natrel division); Minnesota: Maplewood (Schroeder milk); Wisconsin: La Crosse (Main Street Ingredients, cheese and ingredients); Little Chute (cheese and ingredients); Luxemburg (cheese and ingredients); Weyauwega (cheese and ingredients). Canada (20). Alberta: Lethbridge (cheese and ingredients); British Columbia: Chilliwack (Natrel division), Delta (Ultima Foods Inc. joint venture, Olympic Dairy), Victoria (Natrel division, Island Farms); Ontario: Ottawa (Natrel division), Toronto (Natrel division), Woodstock (cheese and ingredients); Quebec: Amqui (Natrel division), Beauceville (cheese and ingredients), Granby (cheese and ingredients), Granby (Ultima Foods Inc. joint venture), Notre-Dame-du-Bon-Conseil (cheese and ingredients), Oka (fine cheese division), Plessisville (cheese and ingredients), Quebec City (Natrel division), Saint-Bruno (Natrel division), Saint-Hyacinthe (fine cheese division), Saint-Laurent (Natrel division). Argentina (2). Ferreyra (La Lacteo joint venture); Villa Del Rosario (La Lacteo joint venture).</p>							

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In Millions

COMPANY	LOCATION	DAIRY EXECUTIVE	TYPE	PARENT COMPANY, LOCATION	FY END	SALES '12	SALES '11
8. Dairy Farmers of America Inc.	Kansas City, MO	Rick Smith, President/CEO	C		12/2012	\$3,544	\$3,365
<p>Brands: Borden Cheese, Borden Butter, Breakstone's, Cache Valley Cheese, Cache Valley Butter, Cass-Clay Creamery, Falfurias, Guida's Milk, Hotel Bar, Keller's Creamery, Kemps, La Vaquita, Plugra, Sport Shake Products: Fluid milk, chocolate milk, condensed milk, sweetened condensed milk, buttermilk, cream, sweet cream, adult nutritional beverages, Sport Shake, butter, butterfat blends, cottage cheese, yogurt, yogurt-based drinks, smoothies, sour cream, dairy dips and salsa, cheese (American-style, Gouda, hard Italian, artisanal Hispanic, longhorn Cheddar, Monterey jack, pepper jack, specialty cheese), cut and wrap natural cheese, industrial shredded cheese, process cheese, ice cream, ice cream mixes, sherbets, dairy-based coffee beverages, energy protein beverages, fruit drinks, fruit juices, orange juice, water, anhydrous milkfat, whole milk powder, buttermilk powder, cream powder, skim milk powder, dry whey, fluid whey, liquid whey, malted milk powder, milk permeate powder, milk protein concentrate Plants: (29). California: Hughson (butter, condensed milk, cream, nonfat dry milk), Turlock (Italian-style cheese, liquid whey) and Ventura (dairy-based coffee beverages); Colorado: Fort Morgan (condensed milk, cream, nonfat dry milk); Connecticut: New Britain (cream, ice cream mixes, milk, as well as non-dairy items including fruit drinks, fruit juices, water); Indiana: Goshen (condensed milk, cream, nonfat dry milk); Michigan: Adrian (condensed milk, cream, nonfat dry milk); Minnesota: Duluth (buttermilk, chocolate milk, creams, fluid milk of various fat levels, 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 milkfat, butterfat blends, sweetened condensed milk) and 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) and Springfield (dairy-based coffee beverages); New Mexico: Portales (condensed skim, cream, milk permeate powder, milk protein concentrate, nonfat and skim milk powders); 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) and West Middlesex (industrial shredded cheese, process cheese); Texas: Houston (artisanal Hispanic cheeses and creams), Schulenburg (dairy dips and salsa) and Winstboro (anhydrous milkfat, butter, buttermilk powder, nonfat dry milk, sweet cream); Utah: Beaver (condensed milk, cream, longhorn Cheddar, Monterey jack, pepper jack); Wisconsin: Cedarburg (fluid milk, orange juice) and Plymouth (cut and wrap natural cheese, process cheese, shreds)</p>							
9. Lactalis USA	New York, NY	Frederick Bouisset, President/CEO	Pr	Lactalis Group, France	12/2012	\$3,230	\$1,571
<p>Converted from Euros. 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>							
10. Prairie Farms Dairy	Carlinville, IL	Edward L. Mullins, CEO/Executive VP	C		9/2012	\$2,730	\$2,700
<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). Joint Venture Facilities - Hiland Dairy Foods (DFA): Kansas: Kansas City (ice cream, cultured); Springfield (milk, juice/drinks, ice cream mixes); Arkansas: Fayetteville (milk, juice); Ft. Smith (milk, drinks); Kansas: Wichita (milk, drinks, cultured); Oklahoma: Chandler (milk, juice/drinks, ice cream mix, cultured); Norman, (milk, juice/drinks, ice cream mix, sour cream, dips) Roberts Dairy: Missouri: Kansas City (milk, juice/drinks); Nebraska: Norfolk (ice cream), Omaha (milk, sour cream, dips); Turner Dairy (Prairie Farms/Hiland): Arkansas: Little Rock (milk, juice/drinks); Kentucky: Fulton (milk, juice/drinks, ice cream mix); Tennessee: Memphis (milk, juice/drinks, ice cream mix); Muller Pinehurst (Midwest Dairymen's Co-op): Illinois: Rockford (milk, drinks, ice cream, ice cream mix); Madison Farms (Land O'Lakes): Missouri: St. Louis (butter, butter oil)</p>							
11. Leprino Foods Co.	Denver, CO	James Leprino, Chairman	Pr		12/2012	\$2,600*	\$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: (10). California: Lemoore East (cheese, dairy powders), Lemoore West (cheese, dairy powders), Tracy (cheese, dairy powders); Colorado: Ft. Morgan (cheese, dairy powders), Greeley (cheese, dairy powders); Michigan: Allendale (cheese, dairy powders), Remus (cheese, dairy powders); Nebraska: Ravenna (cheese, dairy powders); New Mexico: Roswell (cheese, dairy powders); New York: Waverly (cheese, dairy powders). 2 joint venture plants with Glanbia in Northern Ireland, Wales</p>							
12. Kroger Co.	Cincinnati, OH	Calvin J. Kaufman, President of Manufacturing	Pu		12/2012	\$2,433*	\$2,488*
<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>							

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13. Great Lakes Cheese Co.	Hiram, OH	Gary Vanic, President/CEO	Pr		12/2012	\$2,350	\$2,250
<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	Northwest Dairy Association	3/2013	\$2,200	\$2,100
<p>Brands: Darigold Products: Fluid milk, egg nog, buttermilk, cottage cheese, yogurt, butter, Cheddar cheese, dairy ingredients Plants (12). Idaho: Boise (Fluid Milk, Ultra-Pasteurized Fluid Products, Cultured Products); Idaho: Caldwell (Nonfat Dry Milk, Skim Milk Powder, Milk Protein Concentrate, Bulk Cream, Butter, Buttermilk Powder); Idaho: Jerome (Nonfat Dry Milk, Skim Milk Powder, Milk Protein Concentrate, Ultra-Filtered Milk Products, Bulk Cream, Condensed Products); Washington: Issaquah (Cultured Products, Butter); Washington, Seattle (Fluid Milk); Washington, Spokane (Fluid Milk, Sour Cream); Washington, Chehalis (Nonfat Dry Milk, Skim Milk Powder, Other Dry Dairy Ingredients, Bulk Cream, Whey, Whey Protein Concentrate, Buttermilk Powder); Washington, Lynden (Nonfat Dry Milk, Skim Milk Powder, Other Dry Dairy Ingredients, Bulk Cream); Washington: Sunnyside (Cheese, Dry Whey, Whey Protein Concentrate); Oregon: Medford (Fluid Milk); Oregon: Portland (Ultra-Pasteurized Fluid Products); Montana: Bozeman (Fluid Milk)</p>							
15. Borden Dairy Co.	Dallas, TX	Michael A. Bell, COO	Pr	Grupo Lala, Mexico	12/2012	\$2,000	\$2,000
<p>Brands: Borden, LaLa, Promised Land, Skim Plus, Frusion Products: Milk, ESL milk, cream, egg nog, buttermilk, cottage cheese, dips, sour cream, frozen dessert mixes, milkshake mixes, juices, drinks 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>							
15. HP Hood LLC	Lynnfield, MA	John A. Kaneb, Chairman/CEO	Pr		12/2012	\$2,000	\$2,000
<p>Brands: Axelrod, Booth Bros., Bringham'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 EggNog 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), Sodas (Heluva Good! cheese), Vernon (cultured), Wolcott (Heluva Good! 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		12/2012	\$1,990	\$2,160
<p>Brands: California Dairies, Challenge Dairy Products, Danish Creamery Products: Milk, cream, cheese, butter, powder, condensed milk, UF products cream and condensed, AMF Plants: (6) California: Artesia (milk, cream, condensed milk, powder), Fresno (butter, powder, cream and condensed), Los Banos (powder, cheese, cream and condensed), Tipton (butter, powder, UF products cream and condensed), Turlock (butter, powder), Visalia (butter, MAF, powder, cream and condensed)</p>							
18. Unilever	Englewood Cliffs, NJ	Kees Kruythoff, President North America	Pu	Unilever, Rotterdam, NL	12/2012	\$1,963*	\$2,160
<p>Estimated revenues of dairy operations only. 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>							
19. WhiteWave Foods	Broomfield, CO	Gregg Engles, CEO	Pu		12/2012	\$1,921	\$1,657
<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>							
20. Hilmar Cheese Co.	Hilmar, CA	John Jeter, President/CEO	Pr		12/2012	\$1,900	\$1,700
<p>Brands: None Products: American-style cheeses (Cheddar, Monterey Jack, Pepper Jack, Colby and Colby Jack), WPC, WPI, WPH Plants: (2) California: Hilmar (40-pound and 640-pound block Natural American style cheeses, Cheddar, Monterey Jack, Pepper Jack, Colby and Colby Jack, WPC, WPI, WPH; lactose); Texas, Dalhart (40-pound and 640-pound block Natural American style cheeses, Cheddar, Monterey Jack, Pepper Jack, Colby and Colby Jack; WPC, WPI)</p>							
21. Glanbia Foods Inc.	Twin Falls, ID	Jeff Williams, President/CEO	Pu	Glanbia PLC, Kilkenny, Ireland	12/2012	\$1,800	\$1,600
<p>Brands: None Products: Cheese, whey products Plants (4). Idaho: Gooding (cheese/whey products), Richfield (whey products), Twin Falls (cheese); New Mexico: Clovis (cheese/whey products), a Southwest Cheese joint venture</p>							
21. The Dannon Co.	White Plains, NY	Gustavo Valle, President/CEO	Pu	Groupe Danone S.A., France	12/2012	\$1,800	\$1,450
<p>Brands: Dannon, Activia, Oikos, Light & Fit, Danimals, Dan-o-nino, YoCream Products: Yogurt, Greek yogurt, drinkable yogurts, smoothies, frozen yogurt Plants (4). Ohio: Minster (yogurt, Greek yogurt, smoothies); Texas, Fort Worth (yogurt, smoothies); Utah, West Jordan (yogurt, Greek yogurt, smoothies), Oregon: Portland (frozen yogurt)</p>							

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23. Associated Milk Producers Inc.	New Ulm, MN	Ed Welch, President/CEO	C		12/2012	\$1,748	\$2,000
<p>Brands: AMPI, private label Products: Cheese, butter, bulk fluid milk, powdered dairy products Plants (10). Iowa: Arlington (NFDM), Sanborn (cheese); Minnesota: New Ulm (butter), Paynesville (cheese), Rochester (cheese); South Dakota: Freeman (NFDM), Hoven (cheese); Wisconsin: Blair (cheese), Jim Falls (cheese), Portage (processed cheeses, cut/wrap natural cheeses)</p>							
24. Foremost Farms USA	Baraboo, WI	David E. Fuhrmann, President	C		12/2012	\$1,638	\$1,664
<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 (butter/milk, condensed skim milk, condensed skim milk powder, contract condensing and drying); Wisconsin: Appleton (mozzarella, LMPS mozzarella, LMWM mozzarella, condensed WPC); Chilton (mozzarella, LMPS mozzarella, reduced-fat mozzarella, provolone, smoked provolone, rope cheese, WPC, 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 WPC, whole whey powder, condensed permeate); Rothschild (dry permeate, pharmaceutical lactose); Sparta (Grade A WMP, Grade A NDM, Grade A Cream, condensed whole milk, condensed skim milk, WPC, cultured skim milk powder); Waumandee (milled Cheddar, Colby jack, Monterey jack, mozzarella, condensed whey, condensed permeate, condensed WPC)</p>							
25. Bongrain N.A.	New Holland, PA	Alex Bongrain, Chairman	Pu	Bongrain SA, Viroflay, France	12/2012	\$1,559*	\$1,250*
<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>							
26. Yoplait USA	Minneapolis, MN	Rebecca L. O'Grady, President, Yoplait	Pu	General Mills, Minneapolis	5/27/2012	\$1,418	\$1,499
<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>							
27. Safeway Dairy Division	Pleasanton, CA	Jerry Tidwell, Senior VP	Pu	Safeway Inc.	12/2012	\$1,300*	\$1,169*
<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 (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>							
28. Grassland Dairy Products Inc.	Greenwood, WI	Dallas Wuethrich, President	Pr		12/2012	\$1,200*	\$1,200
<p>Brands: Grassland, Fall Creek, Wüthrich, Country Cream, NutraPro, Nutrose, private label Products: Barrel cheeses, butter, butter oil, butter blends, cream, condensed milks/buttermilks, milk, UF milk, whey, powders, instantized dairy protein powders Plants: (5.) Nebraska: West Point (butter, cream, condensed sweet buttermilk, buttermilk powder, condensed skim milk, 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>							
28. Sargento Foods Inc.	Plymouth, WI	Louis P. Gentine, Chairman/CEO	Pr		12/2012	\$1,200	\$1,000
<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)</p>							
28. Super Store Industries	Stockton, CA	Jay Simon, President/CEO	Pr	Raley's, Save Mart	12/2012	\$1,200*	\$1,200*
<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>							
31. Publix Super Markets	Lakeland, FL	Jeff Stephens, VP Manufacturing	Pr		12/2012	\$1,080*	\$879*
<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, and ice cream).</p>							
32. Chobani	Norwich, NY	Hamdi Ulukaya, CEO	Pr		12/2012	\$1,000	\$626*
<p>Brands: Chobani, Chobani Champions Products: Greek yogurt Plants (3). New York, South Edmeston; Idaho, (Twin Falls); Australia, Dandenong South</p>							

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In Millions

COMPANY	LOCATION	DAIRY EXECUTIVE	TYPE	PARENT COMPANY, LOCATION	FY END	SALES '12	SALES '11
32. Fonterra (USA Inc.)	Rosemont, IL	Mark Piper, President/COO	Pu	Fonterra, New Zealand	7/31/2012	\$1,000	\$1,128
<p>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). DairiConcepts joint venture in Springfield, Mo.</p>							
34. Wells Enterprises Inc.	Le Mars, IA	Michael C. Wells, President/CEO	Pr		12/2012	\$990	\$1,046
<p>Brands: Blue Bunny, 2nd Street Creamery, Bomb Pops, Weight Watchers Frozen Novelties (licensed), Yoplait Frozen Yogurt (licensed) Products: Ice cream, novelties, sherbet, sorbet, frozen yogurt Plants: (3). Iowa: Le Mars, 2 (packaged ice cream, frozen novelties, frozen yogurt, frozen desserts); Utah, St. George, (packaged ice cream)</p>							
35. Century Foods International	Sparta, WI	Donald H. Kremin, Group VP, Specialty Foods	Pu	Hormel Foods	12/2012	\$924	\$835
<p>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 Plants (4). Wisconsin: Sparta-4 plants (cheese, whey products, dry dairy ingredients, ready-to-drink and powder drinks)</p>							
36. H.E. Butt Grocery Co.	San Antonio, TX	Ken Jorgensen, director of dairy operations	Pr		12/2012	\$910*	\$500*
<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>							
37. Davisco Foods International	LeSueur, MN	Mark Davis, Chairman	Pr		12/2012	\$900	\$900
<p>Brands: None Products: Cheese, whey powders, custom ingredients Plants (5). Idaho: Jerome (Cheddar, provolone, 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, provolone, hard Italian cheeses, lactose, WPC, 2-custom processing).</p>							
38. Agri-Mark Inc.	Methuen, MA	Richard Stammer, CEO	C		12/2012	\$880	\$900
<p>Brands: Cabot, McAdam, 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)</p>							
39. Organic Valley	La Farge, WI	George Siemon, CEO	C	Cropp Co-operative	12/2012	\$856	\$715
<p>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)</p>							
40. ConAgra Consumer Foods Division	Omaha, NE	Andre J. Hawaux, President, Consumer Foods	Pu	ConAgra	5/27/2012	\$800*	\$775*
<p>Total Division sales were \$8.3 billion. Company sales were \$13.2 billion 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: StLouis (liquid eggs)</p>							
41. Masters Gallery Foods	Plymouth, WI	Jeff Giffin, President/CEO; Jeff Gentine, Co-owner/EVP	Pr		12/2012	\$783	Not listed
<p>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)</p>							
42. United Dairymen of Arizona	Tempe, AZ	Keith Murfield, CEO	C		9/30/2012	\$781	\$826
<p>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)</p>							
43. Upstate Niagara Cooperative	Buffalo, NY	Lawrence C. Webster, CEO	C		12/2012	\$719	\$723
<p>Brands: Upstate Farms, Bison, Intense Milk, Crave, Gold Cow Products: Milk, ice cream mix, yogurt, cottage cheese, sour cream, dips, evaporated milk, powders, butter, vondenses, 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)</p>							
44. Tillamook County Creamery Association	Tillamook, OR	Patrick Criteser, President/CEO	C		12/2012	\$515	\$477
<p>Brands: Tillamook, Bandon Products: Cheese (Cheddar, medium, sharp, Special Reserve Extra Sharp, Vintage White medium, Vintage White sharp, 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 34 Plants (2). Oregon: Tillamook (cheese, ice cream, whey;) Boardman, (cheese, stirred curd cheese, concentrated whey, WPC 34)</p>							

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In Millions

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45. Crystal Creamery	Modesto, CA	Frank Otis, President/CEO	Pr		12/2012	\$500	\$600
Formerly listed as Forster Dairy Farms Brands: Crystal Creamery, Humboldt Creamery, McColl'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)							
45. T. Marzetti Co.	Columbus, OH	John B. Gerlach Jr., Chairman, President, CEO	Pu	Lancaster Colony Corp.	6/30/2012	\$500*	Not listed
Excludes sales of frozen breads, noodles, caviar and nonfood items. Total Specialty Foods sales were \$988 million. 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)							
47. First District Association	Litchfield, MN	Clinton Fall, President	C		9/2012	\$475	\$477
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).							
48. Maryland & Virginia Milk Producers Cooperative	Reston, VA	Jay Bryant, CEO	C		12/2012	\$471	\$575
Brands: Maola, Marva Maid Products: Milk, juice, water, cream, condensed, powder, butter Plants (5). Maryland: Landover (milk, juice, water), Laurel (cream, condensed, powder, butter); North Carolina: New Bern (milk, juice, water); Virginia: Newport News (milk, juice, water) Strasburg (powder, cream, condensed, powder, butter)							
49. Stremicks Heritage Foods	Santa Ana, CA	Louis J. Stremick, President/CEO	Pr		12/2012	\$450	\$400
Brands: Stremicks Heritage, 8th Continent, Kern's Nectar & Teas. Co-pack NesQuik, Coffee-Mate Products: Milk, yogurt-based beverages, non-dairy creamers, juice/drinks, rice/soy drinks Plants (5). California: Riverside (coffee creamers, juices), Santa Ana (UHT milk); Missouri: Joplin (yogurt-based beverages, milk, other beverages, coffee creamers, soups); Utah: Cedar City (rice & soy drinks, creamers, juices); Mexico: Mexicali B.Cc (nectars, clam and tomato juice)							
50 Bongards' Creameries Inc.	Bongards, MN	Keith Grove, President/CEO	C		12/2012	\$414	\$367
Brands: Bongards Creameries, 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)							
51. Daisy Brand	Dallas, TX	David Sokolsky, CEO	Pr		12/2012	\$410*	Not listed
Brands: Daisy Products: sour cream, cottage cheese Plants (2). Arizona: Casa Grande; Texas: Garland							
52. Swiss Valley Farms	Davenport, IA	Donald A. Boelens, CEO	C		9/2012	\$404	\$397
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, smoked Swiss, smoked 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, whey), St. Olaf (cut and wrap operation); Minnesota: Spring Valley, 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	Craig Hall, General Manager	Pr	Mars Chocolate N.A	12/2012	\$375*	\$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. Blue Bell Creameries	Brenham, TX	Paul Kruse, President/CEO	Pr		12/2012	\$354*	\$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).							
55. Grande Cheese Co.	Lomira, WI	Wayne Matzke, President/CEO	Pr		12/2012	\$350*	\$350*
Brands: Grande, Piacci Products: Italian cheeses, whey Plants (6). Wisconsin: Brownville (mozzarella, fresh mozzarella, whey), Fond du Lac (cut and wrap, dice and shred, aging), Friendship (whey), Juda (mozzarella, ricotta), Rubicon (Italian specialty cheeses), Wyocena (mozzarella).							
55. Shamrock Farms	Phoenix, AZ	Kent McClelland, CEO	Pr		12/2012	\$350*	\$340*
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)							
57. Stonyfield Farm	Londonderry, NH	Esteve Torrens, CEO	Pu	Groupe Danone owns 85%	12/2012	\$347	\$353
Brands: Stonyfield Farm, YoBaby, YoToddler, YoKids, Oikos, O'Soy, Brown Cow All-Natural Products: Yogurt, frozen yogurt, yogurt smoothies, cultured soy, milk Plants (2). California: Antioch (Brown Cow Yogurt); New Hampshire: Londonderry (yogurt, yogurt smoothies, cultured soy)							



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In Millions

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58. Michigan Milk Producers Association	Novi, MI	Clayton Galarneau, General Manager	C		9/2012	\$340	\$335
Brands: MMMPA 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)							
59. Bel Brands USA	Chicago, IL	Lance Chambers, President/CEO	Pu	Fromageries Bel SA, Paris	12/2012	\$330	\$336
Brands: The Laughing Cow, Mini Babybel, Boursin, Kaukauna, Merkets, Price*s, Wispride, private label Products: Cheese, cheese spreads Plants (2). Kentucky: Leitchfield (cheese, cheese products); Wisconsin: Little Chute (cheese, cheese products); South Dakota: Brookings (under construction)							
60. Gossner Foods Inc.	Logan, UT	Dolores Gossner Wheeler, President/CEO	Pr		9/2012	\$318	\$312
Brands: Gossner, Imperial Valley, High Mountain, Hershey, Borden, Moo Mates, private label Products: fluid milk, cheese (Swiss, Muenster), WPC Plants: (4). Utah: Logan, 2 plants (Swiss cheese, Muenster, cream, WPC), (aseptic milk, formulated products, cream; Idaho: Heyburn (Swiss cheese, mini-horns, WPC); California, El Centro (Swiss cheese, Muenster, cream)							
61. Byrne Dairy	Syracuse, NY	Carl Byrne, CEO	Pr		12/2012	\$277	\$277
Brands: Byrne, co-packing Products: Milk, flavored milk, ESL milks and creams, eggnog, ice cream, butter, yogurt, sour cream, dairy-based dps, juices, iced tea, lemonade Plants (3). New York: 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)							
62. Brewster Dairy Inc.	Brewster, OH	Fritz Leeman, CEO	Pr		12/2012	\$275	\$250
Brands: Private label Products: Cheese Plants (3). Idaho: Rupert (Swiss cheese, skim milk cheese); Illinois: Stockton (Swiss cheese); Ohio: Brewster (Swiss cheese)							
63. Friendly's Ice Cream LLC	Wilbraham, MA	John Maguire, CEO	Pr		12/2012	\$259	\$280
Brands: Friendly Ice Cream Products: Ice cream pre-pack containers, sundae cups, ice cream rolls, ice cream cakes, ice cream cupcakes, ice cream pizza, novelties Plant (1). Massachusetts: Wilbraham (pre-pack containers, sundae cups, ice cream cakes/rolls/cupcakes/pizza)							
64. Gehl Foods Inc.	Germantown, WI	Katherine M. Gehl, President	Pr		10/2012	\$249	Not listed
Brands: Gehl's, Main St. Cafe, private label and major national co-packed brands Products: Yogurt, cheese, 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)							
65. J&J Snack Foods Corp.	Pennsauken, NJ	Gerald B. Shreiber, President/CEO	Pu		9/29/2012	\$242	\$235
Revenues for frozen juices, ices and beverages only. Total revenues are \$830.7 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)							
66. Smith Dairy Products Co.	Orrville, OH	Steve Schmid, President	Pr		9/2012	\$225	\$170
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, mixes (ice cream, soft serve, yogurt) Plants (3). Indiana: Richmond (milk, organic milk, soft serve ice cream mix, UHT fluid products, eggnog); 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)							
67. Producers Dairy Foods Inc.	Fresno, CA	Richard Shehadey, President	Pr		12/2012	\$220	\$220
Brands: Producers Dairy Products: Milk, cultured, mixes, drinks, juices Plant (1). California: Fresno (milk, ice cream, cultured, drinks)							
68. BelGioioso Cheese Inc.	Green Bay, WI	Errico Auricchio, President	Pr		12/2012	\$200	\$150*
Brands: BelGioioso, Cappello, Casaro Products: Specialty cheeses (8) Plants in Wisconsin: Byron (Provolone), Chase (Italian Cheeses), Freedom (Fresh Mozzarella), Glenmore (Fresh Mozzarella, Provolone, Mascarpone, Ricotta), Langes Corner (Gorgonzola, Specialties), Ledgeview (converting/packaging), Pulaski (Fresh Mozzarella Curd, specialties); New York: Schenectady (Italian specialty cheeses).							
69. Fieldbrook Foods Corp.	Dunkirk, NY	Kenneth Johnson, President/CEO	Pr		12/2012	\$194	\$183
Brands: Private label Products: Ice cream, novelties Plants (3). New York: Dunkirk (ice cream, novelties), Gloversville (ice cream, novelties); New Jersey: Lakewood (ice cream, novelties).							
69. United Dairy Inc.	Martin's Ferry, OH	Joseph L. Carson, President	Pr		12/2012	\$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)							
71. F&A Dairy Products	Fairacres, NM	Jeff Terranova, President	Pr		9/2012	\$188	\$170
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).							

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In Millions

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72. Sartori Foods Co.	Plymouth, WI	James Sartori, Chairman/CEO	Pr		6/30/2013	\$175*	\$175
Brands: Sartori, Blue Moose of Boulder, Ciolo Products: Cheese Plants (3). Wisconsin: Plymouth (specialty cheeses, Italian cheeses, whey), Antigo (Italian hard cheeses), Colorado: Boulder (dips, pestos, spreads, hummus, tapenades)							
73. Litehouse Foods Inc.	Sandpoint, ID	Jim Frank, President/CEO	Pr (ESOP)		12/2012	\$170	Not listed
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)							
74. Anderson Erickson Dairy Co.	Des Moines, IA	Miriam Erickson Brown, President/CEO	Pr		12/2012	\$162	\$162
Brands: Anderson Erickson Dairy Products: Milk, egg nog, buttermilk, cottage cheese, sour cream, yogurt, Greek yogurt, juice, ice cream mix Plants (1). Iowa, Des Moines							
75. Joseph Gallo Farms	Atwater, CA	Michael D. Gallo, CEO	Pr		12/2012	\$160	\$122
Brands: Joseph Farms, Gallo Global Nutrition Products: Natural cheese, whey products Plant (1). California: Atwater (natural cheese, whey products)							
76. Ellsworth Cooperative Creamery	Ellsworth WI	Paul Bauer CEO/ GM	C		12/2012	\$158	\$154
Brands: Ellsworth Cooperative Creamery, Ellsworth Valley rBST free, Blaser's, Antonella, Kammerude, Golden Aged Products: Cheese (Cheddar, specialty), ingredients Plants (2). Comstock, (specialty cheeses), Ellsworth (Cheddar, whey)							
77. The YoFarm Co.	Naugatuck CT	Ron Fugate, President	Pr	Healthy Food Holdings	12/2012	\$155	\$131
Brands: Yocrunch, Yopa Products: Swiss-style yogurt, Greek yogurt Plants (2). Connecticut: Naugatuck (Yocrunch Swiss Style Yogurt), New York: Batavia (YOPA Greek Yogurt)							
78. Johanna Foods Inc.	Flemington, NJ	Robert Facchina, President/CEO	Pr		12/2012	\$154*	\$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.							
79. Clover Farms Dairy Co.	Reading, PA	Richard L. Hartman, President	Pr		12/2012	\$152	\$152
Brands: Clover Farms, private label Products: Milk, juices/drinks Plant (1). Pennsylvania: Reading (milk, juices/drinks)							
80. High Desert Milk	Burley, ID	Randy Robinson, President	C		6/2013	\$144	Not listed
Brands: High Desert milk powders, High Desert Milk Butter Products: Buttermilk, butter, ingredients Plant (1). Idaho: Burley							
81. Instantwhip Foods Inc.	Columbus, OH	Frederick Smith, President	Pr		12/2012	\$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)							
82. Milkco	Asheville, NC	L. Keith Collins, President	Pu	Ingles Markets	9/29/2012	\$131	\$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)							
83. Braum's Inc.	Oklahoma City, OK	Drew Braum, President/CEO	Pr		12/2012	\$125*	\$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)							
83. Cloverland Farms Dairy	Baltimore, MD	Ralph Kemp, President	Pr		12/23/2012	\$125	\$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)							
85. Emmi Roth USA	Monroe, WI	Steve Millard, President/CEO	Pu	Emmi, Switzerland	12/2012	\$197^	\$175
Brands: Emmi, Grand Cru, Buttermilk Blue, MezzaLuna, Landhaus, Van Gogh, Ostenborg, Kronenost, co-packing Products: Yogurt, cheese, aseptic dairy products 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)							
86. Berner Food & Beverage Inc.	Dakota, IL	Stephen Kneubuehl, CEO	Pr		12/2012	\$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).							

^The company revised its revenues after this list was created. Emmi Roth USA would rank No. 69.

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 '12	SALES '11
87. Plainview Milk Products	Plainview, MN	Troy Gascoigne, General Manager	C		9/30/2012	\$107	\$108
Brands: Plainview Products: Milk, cream, butter, powders, condensed skim and cream Plant (1). Minnesota: Plainview (milk, condensed skim milk, butter, NFDM, sweet cream buttermilk powder, WMP)							
88. Hershey Creamery Co.	Harrisburg, PA	George Hugh Holder, President	Pu		12/2012	\$105	\$100
Brands: Hershey's Ice Cream Products: Ice cream, novelties, sherbet, yogurt Plant (1). Pennsylvania: Harrisburg (ice cream, novelties)							
88. Meijer	Holland, MI	Rick Keyes, EVP Supply Chain and Mfg.	Pr		12/2012	\$105*	\$100*
Brands: Purple Cow Products: Milk, ice cream, novelties, cultured, juices, drinks Plant (1). Michigan: Holland (milk, ice cream, novelties, cultured, juices, drinks).							
90. Plains Dairy	Amarillo, TX	Dub Garlington, President	C	Affiliated Foods of Amarillo	12/2012	\$102	\$98
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).							
91. Cedar's Mediterranean Foods	Ward Hill, MA	Charles I. Hanna, President/CEO	Pr		12/2012	\$101*	Not listed
Cedar's, T.G.I. FRIDAYS, 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)							
92. BGC Manufacturing	Tyler, TX	Mike Giles, VP Manufacturing	Pr	Brookshire Grocery Co.	10/2/2012	\$100	\$94
Brands: Food Club, Value Time, Full Circle (Topco Brands), Dairy Pride, Goldenbrook Farms, Brookshires Products: Milk, egg nog, buttermilk, sour cream, yogurt, ice cream, sherbets, sorbets, juice, fruit punch, iced tea, lemonade, other nondairy beverages Plants (4). Texas: Tyler-4 plants (1-milk, 2-cultured, 3-ice cream/frozen desserts, 4-drinks/water).							
92. Grecian Delight Foods	Elk Grove Village, IL	Peter Parthenis Jr., President	Pr		12/2012	\$100	Not listed
Brands: Grecian Delight, One Republic Products: Greek yogurt, flat breads, Mediterranean specialties Plant (1). Illinois: Elk Grove Village							
92. Schneider's Dairy Inc.	Pittsburgh, PA	William D. Schneider, President	Pr		3/31/2013	\$100	\$98
Brands: Schneider's Dairy, Schneider-Valley Farms, Schneider-Mong's Fluid milk, flavored milks, buttermilks, sour cream, chip dips, cottage cheeses, bulk yogurt, 100% juices/fruit drinks iced teas; fresh creams, ice cream mixes Plants (2). 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)							
95. Oakhurst Dairy	Portland, ME	John H. Bennett, Thomas A. Brigham, co-Presidents	Pr		12/2012	\$99	\$100
Brands: Oakhurst, Smiley's Products: Milk, cream, cultured, juice/drinks, private label Plants (1). Maine, Portland (milk, cream, cultured, juice/drinks)							
96. Wawa Inc.	Wawa, PA	Craig Faragalli, Director of Wawa Beverage Co.	Pr		12/2012	\$90*	\$90*
Brands: Wawa Products: Fluid milk, cream, 100% juice, teas, 10% Plants (1). Pennsylvania: Wawa (fluid milk, cream, 100% juice, teas, 10% drinks).							
97. Rich Products Corp.	New Britain, CT	William G. Gisel Jr., President/CEO	Pr		12/2012	\$86*	\$85
Brands: Carvel, Snickers, Oreo, Chips Ahoy! Products: Ice cream cakes, ice cream rolls Plant (1). Connecticut: New Britain							
98. Perry's Ice Cream Co.	Akron, NY	Robert Denning, President/CEO; Brian Perry, Exec. VP & Vice Chairman	Pr		12/2012	\$85	\$79
Brands: Perry's, Country Goddess, private label, co-packing Products: Ice cream, frozen yogurt, sorbet, fruit bars Plants (1). New York, Akron (ice cream, frozen yogurt, sorbet, fruit bars)							
99. Lifeway Foods	Niles, IL	Julie Smolyansky President/CEO	Pu		12/2012	\$81	\$70
Brands: Lifeway, Helios, First Juice, Fresh Made Dairy Products: yogurt, cheese (farmer cheese, sweet cheese spread), kefir Plants (2). Illinois: Morton Grove (kefir); Pennsylvania: Philadelphia (kefir)							
100. Franklin Foods Inc.	Delray Beach, FL	Jon Gutknecht President/CEO	Pr		12/2012	\$80	\$70
Brands: Hahn's, Green Mountain Farms, Lombardi's, All Season's Kitchen, Vermont Gourmet Products: Cultured cream cheese, cream cheese, mascarpone, bakers cheese, direct-set cream cheese, yogurt cream cheese, Greek yogurt cream cheese, Greek cream cheese, Greek cream cheese spreadable cheese, organic cream cheese, flavored cream cheese dips and spreads, baking cheese blend, imitation cream cheese Plants (2). Arizona: Casa Grande (cream cheese) Vermont: Ensborg Falls (cream cheese)							
100. United Dairy Farmers Inc	Cincinnati OH	A. Bradford Lindner, CEO	Pr		12/2012	\$80	\$80
Brands: United Dairy Farmers, Homemade Brand, Micro Shake Products: Milk, ice cream, novelties, cultured Plant (1). Ohio: Cincinnati (milk, ice cream, novelties, cultured)							