



»» METHODOLOGY

Our Top 100 Packagers lists (75 for food, 25 for beverage) uses multiple sources, including annual company reports, filings with the Securities and Exchange Commission, databases such as Hoover's and news reports. All data is sent to every company for review. Sales are based on either calendar 2009, or the fiscal year that most closely conforms to calendar 2009. Mergers and acquisitions are counted only if they occurred during 2009, which is why Cadbury is listed as a separate company (the Kraft acquisition was finalized in early 2010).

»» TOP 75 FOOD PACKAGERS

Rank	Company Headquarters	2009 Revenues (in \$ millions)	No. of Plants	Chief Packaging Officer, Title	Selected Brands	Markets
1	Nestlé SA Vevey, Switzerland / Glendale, Calif.	64,012.5	480	Anne Roulin, global head of pkg and design	Hot Pockets; Purina; Buitoni; Dreyer's/Edy's; Stouffer's; Nestlé; Lean Cuisine; Gerber	1 4 6 8
2	Kraft Foods Inc. Northfield, Ill.	36,832.0	133	Jonathan Denham, VP, package design and brand innovation	Kraft, LU, Milka, Nabisco, Oreo, Philadelphia and Oscar Mayer	1 2 3 4 5 6 7
3	Mars Inc. McLean, Va.	28,000.0	135	Steve Ginsberg, dir strategic brand design, Mars Chocolate North America	M&M's; Snickers; Twix; Uncle Ben's; Pedigree; Sheba; Whiskas; Dove; Extra; Orbit	1 6 7 8
4	PepsiCo Inc. Purchase, N.Y.	27,236.2	213	Robert Lewis, VP, worldwide pkg innovation and equipment development	Lay's, Quaker, Doritos, Ruffles; Life, Cap'n Crunch; Rice-A-Roni; Near East	6 7
5	Tyson Foods Inc. Springdale, Ark.	26,704.0	104	Steven Morris, dir, pkg innovation	Tyson; Wright	1 2
6	Unilever PLC London, U.K. / Englewood Cliffs, N.J.	22,232.9	N/A	Jay Gouliard, VP, global foods pkg	Hellmann's; Knorr; Wish-Bone; Becel/Flora; Slim-Fast; Bertolli; Ragu; Ben & Jerry's	1 3 4
7	Cargill Inc. Minneapolis, Minn.	21,221.0	N/A	Tom Hayes, VP, plant ops for global food and eng	Sterling Silver; AngusPride; Excel; Rumba; Meadowland Farms; Progressive Baker; Wilbur Chocolate	2 7
8	JBS USA (unit of Grupo JBS-Friboi) Greeley, Colo.	18,654.2	6	N/A	Swift Angus Select; Swift Premium Black Angus; Anglo	2
9	Groupe Danone Paris, France / White Plains, N.Y.	16,118.6	83	Christophe Perthuisot, dir, Danone R&D	Activia; Actimel/DanActive; Dannon; Danone; Danacol; Stonyfield Farm	3 4 5
10	General Mills Inc. Minneapolis, Minn.	14,691.0	70	Carol Cady, dir pkg technology	Cheerios; Wheaties; Betty Crocker; Pillsbury; Yoplait; Green Giant; Progresso; Nature Valley; Chex Mix	1 3 4 5 6 7
11	ConAgra Foods Inc. Omaha, Neb.	12,731.2	102	Robert Weick, VP, pkg and processing	Banquet; Healthy Choice; Hunt's; Orville Redenbacher's; Reddi-wip; Marie Callender's	1 2 3 4 6
12	Kellogg Co. Battle Creek, Mich.	12,575.0	50+	Paul Pezzoli, senior dir, pkg innovation	Rice Krispies; Special K; Frosted Flakes; Keebler; Nutri-Grain; Eggo; Pop-Tarts; Cheez-It; All-Bran; Morningstar Farms	1 5 6 7
13	Smithfield Foods Inc. Smithfield, Va.	12,487.7	34	Henry Morris, VP, ops	Smithfield; John Morrell; Lykes; Patrick Cudahy; Armour; Eckrich; Farmland; Krakus; Butterball	2

1 – Prepared Foods & Specialties
2 – Prepared Meat, Poultry, Seafood

3 – Fruits, Vegetables & Condiments
4 – Dairy Products

5 – Bakery Products
6 – Snack Food/Candy

7 – Dry Food
8 – Pet Food

NA – Not Available

»» TOP 75 FOOD PACKAGERS

Rank	Company Headquarters	2009 Revenues (in \$ millions)	No. of Plants	Chief Packaging Officer, Title	Selected Brands	Markets
14	Dean Foods Co. Dallas, Texas	10,600.4	106	Brad Holcomb, chief procurement officer	Dean's; WhiteWave; Silk; Horizon Organic; Land O'Lakes (licensed); Dean's; Mayfield; Meadow Gold; Country Fresh; Swiss Dairy; Garelick Farms	4
15	H.J. Heinz Co. Pittsburgh, Pa.	10,148.1	74	Michael Okoroafor, VP, pkg R&D/innovation	Heinz; Ore-Ida; Smart Ones; Weight Watchers; Bagel Bites; Classico; Lea & Perrins	1 2 3 5
16	Grupo Bimbo SA Mexico City, Mexico	9,464.6	80+	Leopoldo Barba, corporate purchasing officer	Orweat; Mrs Baird's; Bimbo; Entenmann's; Marinela; Tia Rosa; Barcel; Ricolino	5
17	Cadbury plc Middlesex, U.K. / Plano, Texas	9,363.0	67	N/A	Cadbury; Trident; Dentyne; Halls; Swedish Fish; Bubblicious; Sour Patch; Chiclets; Stride; Green & Black's	6
18	Sara Lee Corp. Downers Grove, Ill.	8,639.0	72	Glenn Ventrell, dir, pkg development	Sara Lee; Ball Park; Earth Grains; Hillshire Farm; Jimmy Dean	1 2 5
19	Campbell Soup Co. Camden, N.J.	7,586.0	33	Asad Hamid, VP, global pkg	Campbell's; Pace; Pepperidge Farm; Prego; Swanson	1 2 3 5 6
20	Pilgrim's Pride Corp. Pittsburg, Texas	7,088.1	40	Tim Thomas, SVP, procurement	Pilgrim's Pride; EggsPlus; EatWellStayHealthy; Gold Kist	2
21	Dole Food Co. Westlake Village, Calif.	6,779.0	26	Dave Spare, VP, marketing, Dole Packaged Foods	Dole	3
22	Hormel Foods Corp. Austin, Minn.	6,533.7	43	Dan Miller, corporate mgr of pkg development	Hormel; Jennie-O; Dinty Moore; SPAM; Chi-Chi's; Lloyd's; Stagg	1 2 3 7
23	McCain Foods Ltd. Florenceville, New Brunswick, Canada / Lisle, Ill.	6,411.8	57	Frank van Schaayk, CEO, McCain Foods USA	McCain; Anchor; Moore's; Brew City; Ellio's	1 3 5
24	Hershey Co. (The) Hershey, Pa.	5,298.7	7	Sandy Hand, dir, global pkg innovation	Hershey's; Kisses; Ice Breakers; Jolly Rancher; Milk Duds; Reese's; Twizzlers; York	6
25	Maple Leaf Foods Inc. Toronto, Ontario, Canada	4,938.1	90	Jeff Conway, VP, indirect purchases	Maple Leaf; Hygrade; Tenderflake; Dempster's; Olivieri	1 2 5
26	Associated British Foods London, U.K.	4,879.8	N/A	James House, SVP, supply chain	Mazola; Tone's; Durkee; Spice Islands; Kingsmill; Ovaltine; Twinings; Allinson	3 7
27	Perdue Farms Inc. Salisbury, Md.	4,600.0	9	Dave Owens, VP, R&D	Perdue; Short Cuts; Fit & Easy	2
28	Barry Callebaut AG Zürich Switzerland / St. Albans, Vt.	4,504.8	38	Dirk Poelman, head of ops and supply chain	Alprose; Jacques; Sartori	6
29	Ralcorp Holdings Inc. St. Louis, Mo.	3,891.9	34	Kim Reed, chief procurement officer	Ry Krisp; Carriage House Co.; Ralston; Post; Major Peters'; Jero's	1 3 5 6 7
30	Smucker Co. (The J M) Orrville, Ohio	3,757.9	19	Dennis Armstrong, VP, logistics/ops support	Jif; Smucker's; Crisco; Pillsbury baking mixes; Hungry Jack; Folgers	1 3 5
31	Land O'Lakes Inc. Arden Hills, Minn.	3,731.1	13	Tanya Dowda, director, packaging	Land O'Lakes; Alpine Lace; New Yorker; Indian Maiden	4
32	Schwan Food Co. (The) Marshall, Minn.	3,700.0	16	Robert Shomo, pkg innovation dir	Freschetta; Red Baron; Tony's; Mrs. Smith's; Asian Sensations; Edwards; Wolfgang Puck; Larry's; Chicago Town	1 3 4
33	Del Monte Foods San Francisco, Calif.	3,626.9	20	N/A	9 Lives; Del Monte; Contadina; Meow Mix; Kibbles 'n Bits; College Inn; Pup-Peroni; Milk-Bone	1 3 8

1 – Prepared Foods & Specialties
2 – Prepared Meat, Poultry, Seafood

3 – Fruits, Vegetables & Condiments
4 – Dairy Products

5 – Bakery Products
6 – Snack Food/Candy

7 – Dry Food
8 – Pet Food

NA – Not Available

» TOP 75 FOOD PACKAGERS

Rank	Company Headquarters	2009 Revenues (in \$ millions)	No. of Plants	Chief Packaging Officer, Title	Selected Brands	Markets
34	Gruma, S.A.B. de C.V. (prev. Gruma Corp. / Mission Foods) Nuevo León, Mexico / Irving, Texas	3,617.3	88	Leonel Garza Ramírez, chief procurement officer	Mission; Guerrero; Selecta	5 6
35	California Dairies Visalia, Calif.	3,500.0	6	David Bush, VP, fluid & mfg ops		4
36	Fresh Del Monte Produce Inc. Grand Cayman, Cayman Islands / Coral Gables, Fla.	3,496.4	16	Marvin Martin, VP, corporate packaging	Del Monte; UTC; Rosy	1 2 3
37	Chiquita Brands International Cincinnati, Ohio	3,470.4	6	Toby Wingfield, dir of global pkg	Chiquita; Fresh Express	3
38	McCormick & Co. Inc. Sparks, Md.	3,192.9	17	Lisa Feustle, dir, package development	McCormick; Lawry's; Club House; Grill Mates; Zatarain's; Simply Asia; Thai Kitchen; Billy Bee	3 7
39	Procter & Gamble Co. Cincinnati, Ohio	3,160.0	15	N/A	Pringles; Iams; Eukanuba	6 7 8
40	Schreiber Foods Inc. Green Bay, Wisc.	3,000.0	21	Robery Byrne, dir, industry and regulatory affairs	American Heritage; Cooper	1 4
41	Kikkoman Corp. Noda, Chiba, Japan / San Francisco, Calif.	2,933.2	N/A	N/A	Kikkoman's	3
42	Rich Products Corp. Buffalo, N.Y.	2,900.0	53	Bill Gillmore, chief procurement officer	SeaPak; Rich's; Farm Rich	1 2 3 5
43	Hostess Brands Inc. (formerly Interstate Bakeries Corp.) Kansas City, Mo.	2,798.3	41	N/A	Wonder; Hostess; Dolly Madison; Beefsteak; Butternut	1 5
44	Nippon Suisan Kaisha Ltd. Tokyo, Japan / Redmond, Wash.	2,688.6	N/A	Naoya Kakizoe, president/CEO	Gorton's	2
45	Flowers Foods Inc. Thomasville, Ga.	2,600.8	40	Greg Jenkins, senior dir of procurement	Nature's Own; Cobblestone Mill; Mrs. Freshley's; Blue Bird	5
46	Prairie Farms Dairy Inc. Carlinville, Ill.	2,500.0	24	Ed Mullins, CEO/EVP	Prairie Farms; LuVel; Hiland; Southern Belle; Turner; Central; Swiss Valley; Roberts Dairy; Muller Pinehurst; Ice Cream Specialties	4
47	Chocoladefabriken Lindt & Sprungli AG Zurich, Switzerland / Stratham, N.H.	2,326.1	8	Dieter Weisskopf, CFO, admin, purchasing, mfg	Ghirardelli; Lindt; Caffarel; Hofbauer; Kufferle	6
48	Foster Poultry Farms Livingston, Calif.	2,200.0	9	Armando Matus, dir, ops, prepared foods and	Foster Farms	2
48	HP Hood LLC Lynnfield, Mass.	2,200.0	22	Mike Suever, SVP, R&D, engineering and procurement	Hood; Crowley; Kemps; Heluva Good; Rosenberger's; Axelrod; Penn Maid; Maggio	3 4
50	Hills Pet Nutrition Inc., Sub. of Colgate-Palmolive Topeka, Kan.	2,132.0	5	Lionel Austin, pkg dir	Science Diet; Prescription Diet	8
51	American Foods Group LLC Alexandria, Minn.	2,100.0	12	Ron Bouche, dir of purchasing	Great American Steak Co.; Dakota; Sheboygan Sausage; O'Brien's; Skylark; Performance Pet	2
52	Parmalat Canada Ltd. Etobicoke, Ontario, Canada	1,832.2	18	Mike MacDonald, mgr, pkg services	Parmalat; Beatrice; Lactantia; Parkay; Black Diamond; Astro	4
53	Sanderson Farms Inc. Laurel, Miss.	1,789.5	9	Lorri Devereaux, manager, central purchasing	Sanderson Farms	2
54	Great Lakes Cheese Co. Inc. Hiram, Ohio	1,700.0	7	Dick Metzler, VP, pkg	Great Lakes; Adams Reserve	4

1 – Prepared Foods & Specialties
2 – Prepared Meat, Poultry, Seafood

3 – Fruits, Vegetables & Condiments
4 – Dairy Products

5 – Bakery Products
6 – Snack Food/Candy

7 – Dry Food
8 – Pet Food

NA – Not Available

»» TOP 75 FOOD PACKAGERS

Rank	Company Headquarters	2009 Revenues (in \$ millions)	No. of Plants	Chief Packaging Officer, Title	Selected Brands	Markets
55	Weston Foods , Sub. of George Weston Ltd. Horsham, Pa.	1,672.4	38	Darren Mahaffy, VP, fresh marketing	Wonder; Country Harvest; D'Italiano; Thomas; Gadoua; Weight Watchers; Weston; ReadyBake	5
56	Pinnacle Foods Group LLC Mount Lakes, N.J.	1,642.9	13	Edward Sutter, EVP, supply chain and ops	Mrs. Butterworth's; Mrs. Paul's; Log Cabin; Duncan Hines; Hungry-man; Lender's; Vlastic; Armour; Birds Eye	1 2 3 5
57	Ventura Foods LLC , Sub. Of Mitsui Brea, Calif.	1,600.0	11	Larry Felhauer, VP, supply chain	Marie's Dressing's; Dean's Dips; Gold-n-Soft; Saffola; LouAna	3 6
58	Michael Foods Inc. Minnnetonka, Minn.	1,542.8	16	Don Ritsch, mgr, pkg R&D	All Whites; Better 'n Eggs; Diner's Choice; Simply Potatoes	1 3 4
59	Associated Milk Producers New Ulm, Minn.	1,400.0	15	Tom Honce, dir, quality assurance	Cass-Clay	4
60	Dawn Food Products Jackson, Mich.	1,400.0	20	N/A	Weight Watchers Snack Cakes and Muffins; Gourmet Pastry; Pastry Time	3 5
60	Wayne Farms LLC Oakwood, Ga.	1,400.0	10	Guy Hinton, VP, ops	Wayne Farms; Dutch Quality House; Platinum Harvest	2
62	Shamrock Foods Co. Phoenix, Ariz.	1,353.7	1	Sandy Kelly, Director of Marketing	Shamrock Farms; Shamrockers; Hidden Bay; Katy's Kitchen	1 2 3 4
63	J.R. Simplot Co. Boise, Idaho	1,333.0	7	Danielle Navarro, pkg materials mgr	Simplot; Classic; Culinary Fresh; Idahoan; Harvest Supreme	1 3 7
64	Seneca Foods Corp. Marion, N.Y.	1,280.7	25	N/A	Aunt Nellie's; Libby's; Seneca; Stokely's; Read; Diamond A	3
65	Seaboard Corp. / Seaboard Foods LP Shawnee Mission, Kan.	1,208.3	4	Connie Davis, dir of purchasing	PrairieFresh; PrairieFresh Prime, Seaboard Farms; Daily's Premium Meats, Sweet Baby Ray's Barbecued Meats	2
66	American Crystal Sugar Co. Moorhead, Minn.	1,200.2	5	N/A	Crystal	7
67	Boar's Head Provisions Co. Sarasota, Fla.	1,123.0	5	N/A	Boar's Head	2
68	McKee Foods Corp. Collegedale, Tenn.	1,100.0	7	Gordon Bentley, structural pkg designer	Little Debbie; Sunbelt; Heartland; Fieldstone	5 6
69	Hain Celestial Group Inc. (The) Melville, N.Y.	1,010.2	18	James Meiers, chief supply chain officer	Celestial Seasonings; Arrowhead Mills; Hain Pure Foods; DeBoles; Westsoy; Yves; Linda McCartney	1 3 4 6
70	Goya Foods Inc. Secaucus, N.J.	1,000.0	12	Peter Unanue, VP, logistics and ops	Goya; Canilla	1 2 3 7
71	Trident Seafoods Corp. Seattle, Wash.	960.0	11	Chuck Bundrant, chairman/founder	Trident; PubHouse	2
72	Greater Omaha Packing Co. Inc. Omaha, Neb.	950.0	1	Kathleen Krantz, VP, technical resources		2
73	Lance Inc. Charlotte, N.C.	918.2	10	Blake Thompson, SVP, supply chain	Lance; Cape Cod; Toastchee; Nipshee; Choc-O-Lunch; Van-O-Lunch; Captain's Wafers; Tom's; Thunder	6
74	Sargento Foods Inc. Plymouth, Wis.	900.0	5	Karl Linck, VP, eng	Sargento	4
75	Sunkist Growers Inc. Sherman Oaks, Calif.	860.5	41	Dean Troxell, dir, packaging	Sunkist	3

1 – Prepared Foods & Specialties
2 – Prepared Meat, Poultry, Seafood

3 – Fruits, Vegetables & Condiments
4 – Dairy Products

5 – Bakery Products
6 – Snack Food/Candy

7 – Dry Food
8 – Pet Food

NA – Not Available