





Our Top 50 Food Packagers list uses sources that include annual company reports, as well as self-reported data from Dun & Bradstreet, news reports, company websites and direct company contacts. Sales are based on calendar year 2012 or the most recent fiscal year that conforms to that timeframe. We used XE, the online currency counter (www.xe.com), where necessary. We have also drilled down to the best of our abilities using all available resources to separate out food revenue from beverages and other segment revenue.

*= estimate

Rank	Company Headquarters	2012 Total Revenues (in \$ Billions)	Chief Packaging Officer, Title	Key Brands
1	Nestlé SA Vevey, Switzerland 	56.60	Anne Roulin, Global Head of Package and Design	Hot Pockets, Purina, Dreyer's, Stouffer's, Nestlé, Lean Cuisine, Gerber
2	PepsiCo Inc. Purchase, NY 	33.40	Robert Lewis, Senior Vice President Global Packaging & Engineering Technology	Lay's, Quaker, Doritos, Ruffles, Muller, Fritos
3	Tyson Foods Inc. Springdale, AR 	33.30	Steven Morris, Director of Corporate Package Innovation	Tyson, Wright
4	Mars Inc. McLean, VA 	30.00*	Steve Ginsberg, Director of Design	M&M's, Snickers, Twix, Uncle Ben's, Pedigree, Whiskas, Dove, Extra, Orbit
5	Mondelēz International Deerfield, IL 	29.00	Jean Spence, Executive Vice President of Research, Development & Quality	LU, Nabisco, Cadbury, Milka, Oreo, Trident, Ritz
6	Unilever London, U.K.	21.95	Dennis Furniss, Vice President of Global Design	Hellmann's, Knorr, Flora, Wish-Bone, Country Crock, Bertolli, Magnum Ben & Jerry's
7	Groupe Danone Paris, France	20.42	Jean-Philippe Paré, General Director, Research & Development	Activia, Actimel/DanActive, Dannon, Danone, Kefir, Stonyfield Farm
8	JBS USA (unit of Grupo JBS-Friboi) Greeley, CO	19.78	Tim Thomas, Head of Procurement	Swift Angus Select, Swift Premium Black Angus, Friboi
9	Kraft Foods Group Northfield, IL	18.34	Perfecto Perales, Senior Director, Package & Research	Kraft, Oscar Mayer, Velveeta
10	General Mills Inc. Minneapolis, MN	16.70	Elizabeth Nientimp, Director of Brand Design	Cheerios, Wheaties, Betty Crocker, Pillsbury, Yoplait, Green Giant, Progresso, Nature Valley

CoverStory: Top 50 Food Packagers

Rank	Company Headquarters	2012 Total Revenues (in \$ Billions)	Chief Packaging Officer, Title	Key Brands
11	Lactalis Buffalo, NY	15.02	David Goris , Director of Demand Planning, Lactalis American Group	Sorrento, President, Rondele
12	Fonterra Auckland, New Zealand	14.33*	Ian Palliser , Managing Director, Group Optimization & Supply Chain	Anchor, Anlene
13	Kellogg Co. Battle Creek, MI	14.19	Jim McGillivray , Director, Snacks Packaging Innovation & Technology	Rice Krispies, Special K, Keebler, Nutri-Grain, Eggo, Pop-Tarts, Cheez-It, Pringles, Gardenburger
14	Grupo Bimbo SA Mexico City, Mexico	14.03*	David Hernandez , Chief Procurement Officer	Mrs Baird's, Bimbo, Entenmann's, Marinela, Tia Rosa, Boboli, Thomas
15	Cargill Meat Solutions Wichita, KS	13.40	Mike Kennedy , Cargill Strategic Sourcing Leader	Sterling Silver, Rumba, Wilbur Chocolate, Good Nature, Truvia
16	ConAgra Foods Inc. Omaha, NE	13.26	Robert Weick , Vice President, Packaging & Sustainability	Banquet, Healthy Choice, Hunt's, Orville Redenbacher's, Reddi-wip, Marie Callender's
17	Smithfield Foods Inc. Smithfield, VA	13.10	Henry Morris , Vice President, Operations	Smithfield, John Morrell, Lykes, Armour, Eckrich, Farmland, Margherita
18	Dean Foods Co. Dallas, TX	12.90*	Gregg A. Tanner , Executive Vice President, Supply Chain	Dean's, White Wave, Mayfield, Meadow Gold, Country Fresh, Swiss Dairy, Garelick Farms
19	H.J. Heinz Co. Pittsburgh, PA	11.60	Michael Okoroafor , Vice President, Packaging Research & Development/ Innovation	Heinz, Ore-Ida, Smart Ones, TGI Fridays, Bagel Bites, Classico
20	Ferrero Alba, Piedmont, Italy	10.06	Vincenzo Bracciale , Vice President Business Strategy, Ferrero International	Ferrero, tic tac, Nutella, Kinder
21	Meiji Holdings Tokyo, Japan	9.77*	Kazuo Kawamura , President, Meiji Co., Ltd.	Meiji
22	Hormel Foods Corp. Austin, MN	8.23	Dan Miller , GM, Applied Research & Package Development	Hormel, Jennie-O, Dinty Moore, SPAM, Chi-Chi's, Wholly Guacamole
23	Pilgrim's Pride Corp. Pittsburg, TX	8.20	W. Edwin Carter , Senior Vice President, Commodity Risk Management	Pilgrim's Pride
24	Campbell Soup Co. Camden, NJ	6.93	George Dowdie , Senior Vice President, Global Research & Development	Campbell's, Pace, Pepperidge Farm, Prego, Swanson
25	Parmalat S.p.A. Collecchio, Italy	6.75*	Alessandra Corsi , Strategic Development & Export Director	Parmalat, Beatrice, Lactantia, Black Diamond, Astro
26	Hershey Co. Hershey, PA	6.64	Mike Payne , Senior Director, Global Packaging Innovation	Hershey's, Kisses, Ice Breakers, Jolly Rancher, Milk Duds, Reese's, Twizzlers, York
27	McCain Foods Ltd. Florenceville, New Brunswick, Canada	6.50*	Frank van Schaayk , Regional President, Americas	McCain, Anchor, Moore's, Brew City, Ellio's
28	Perdue Inc. Salisbury, MD	6.39	Parker Hall , Vice President of Research and Design	Perdue, Harvestland, Coleman Natural, Draper Valley Farms, Rocky, Rosie
29	Associated British Foods, ACH Food Companies London, U.K.	5.73	George Pastrana , Chief Marketing Officer, Vice President, Marketing & Innovation	Mazola, Tone's, Durkee, Spice Islands, Weber, French's
30	Gruma, S.A.B. de C.V. Monterrey, Mexico	5.21	Leonel Garza Ramírez , Chief Procurement Officer	Mission, Guerrero, Selecta

CoverStory: Top 50 Food Packagers

Rank	Company Headquarters	2012 Total Revenues (in \$ Billions)	Chief Packaging Officer, Title	Key Brands
31	Barilla Group Parma, Italy	5.16*	Julia Schwoerer , Director, Brand Development & Innovation MULINO BIANCO at Barilla	Barilla, Wasa
32	Maple Leaf Foods Inc. Toronto, Ontario, Canada	4.78	Andrew Pollock , Senior Vice President, Marketing and Innovation	Maple Leaf, Villaggio, Tenderflake, Dempster's, Olivieri
33	Dole Food Co. Westlake Village, CA	4.25	Dave Spare , Vice President, Marketing & Business Development, Dole Packaged Foods	Dole
34	Land O'Lakes Inc. Arden Hills, MN	4.16	Carol Kitchen , Senior Vice President & General Manager, Global Ingredients - Dairy Foods	Land O'Lakes, Alpine Lace
35	McCormick & Co. Inc. Sparks, MD	4.00	Lisa Feustle , Director, Package Development	McCormick, Lawry's, Grill Mates, Zatarain's, Simply Asia, Old Bay
36	Del Monte Foods San Francisco, CA	3.70	Nils Lommerin , Executive Vice President and Chief Operating Officer	9 Lives, Del Monte, Contadina, Meow Mix, Kibbles 'n Bits, College Inn, Pup-Peroni, Milk-Bone
37	Schreiber Foods Inc. Green Bay, WI	3.50*	Myron Geiser , Director of Packaging	American Heritage, Cooper
38	Fresh Del Monte Produce Inc. Coral Gables, FL	3.42	Joseph D'Ottavio , Regional Vice President of Operations	Del Monte
39	Procter & Gamble Co. Cincinnati, OH	3.30*	Len Sauers , Vice President, Global Sustainability	Iams, Eukanuba
40	The J.M. Smucker Co. Orrville, OH	3.20	Gregory Dalea , Senior Manager, Package Development	Jif, Smucker's, Crisco, Pillsbury baking mixes, Hungry Jack, Knott's
41	Chiquita Brands International Cincinnati, OH	3.10	Deverl Maserang , Senior Vice President, Product Supply Organization	Chiquita, Fresh Express
42	Flowers Foods Inc. Thomasville, GA	3.10	Greg Jenkins , Senior Director of Procurement	Nature's Own, Tastykake, Cobblestone Mill, Blue Bird
43	California Dairies Visalia, CA	3.00	David Bush , Senior Vice President, Operations	Challenge
44	Rich Products Corp. Buffalo, NY	3.00	Bill Gillmore , Chief Procurement Officer	SeaPak, Rich's, Farm Rich
45	The Schwan Food Co. Marshall, MN	3.00*	Jane Chase , Senior Director, Packaging Innovation	Freschetta, Red Baron, Tony's, Mrs. Smith's, Pagoda Express, Edwards, Larry's, Chicago Town
46	Oetker Group Bielefeld, Germany	2.96	Johan Rispens , Senior Packaging Engineer, Dr. Oetker	Oetker, Dr. Oetker
47	Hillshire Brands Chicago, IL	2.88	Martha E. Cassens , Director, Research & Development	Sara Lee, Jimmy Dean, Hillshire Farm, Ball Park
48	Chocoladefabriken Lindt & Sprungli AG Kilchberg, Switzerland	2.75	Dieter Weisskopf , CFO, Head of Administration, Purchasing, Manufacturing	Ghirardelli, Lindt, Caffarel, Hofbauer, Kufferle
49	Nippon Suisan Kaisha Ltd. Tokyo, Japan	2.61*	Naoya Kakizoe , President/CEO	Gorton's
50	Sanderson Farms Inc. Laurel, MS	2.40	James Manning , Manager of Central Purchasing	Sanderson Farms