

Cautiously *optimistic*

- The companies in the Top 100 acknowledge challenges facing the industry, but the overall mood for the coming year is positive.

BY SAM GAZDZIAK

After fighting through the clouds that have dimmed the meat- and poultry-processing industry in the last couple of years (not to mention the rest of the U.S. economy), we may have found the silver lining. The majority of respondents to this year's survey reported that their previous fiscal year was positive and that next year should be as good if not better.

Out of 31 executives who answered the question, "How was your company's last fiscal year performance?" eight responded that it was their best year ever. An additional 13 noted that it was a good year, with the rest reporting either average or poor results. Almost half of the replies noted that the next year should be even better, while another 11 said it would be the same.

The companies in this year's Top 100 list certainly took a "business as usual" approach, opening new facilities, introducing new products and investing in new technology. West Liberty Foods, for instance, became a landfill-free company. The company became one of the first in the country to have this claim verified by a third-

party organization. Greater Omaha Packing Co. added 100,000 square feet of processing space in 2012. Several companies, including Jensen Meat Co., reported sales records in 2012.

As one processor noted, the mere act of returning to profitability after a terrible previous year was an accomplishment in itself — and a noteworthy one at that. For more company highlights, please visit www.provisioneronline.com.

Challenges ahead

When asked about their greatest concerns for the coming year, many companies pointed to external forces that could drain profitability from the meat industry. Government activism and overreach was a concern that many companies listed.

"Over-regulation and influences from agencies outside the food-processing industry that will add even more costs to the ever-increasing costs of the commodities used in our industry," wrote one executive.



“Unneeded added government regulations,” wrote another, echoing the thoughts of many other respondents. Others were even more specific. Increasing medical costs or “Obamacare” was mentioned specifically by five companies as a future concern.

Naturally, last year’s drought and the resulting record increase in feed prices remained a chief concern. Many processors expressed their concerns on grain costs and the impact that a second consecutive drought could have.

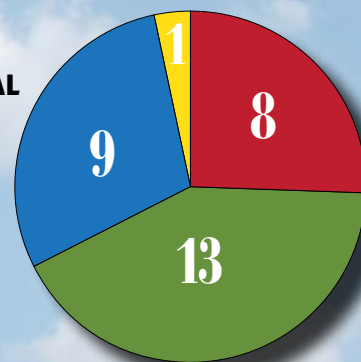
In spite of the challenges, processors see many opportunities for growth in the coming year. Several companies see growth in value-added products, while export markets and lean beef items were also listed as growth opportunities.

“Good weather, good harvest, declining input costs,” wrote one executive, while another noted that with an upcoming expansion, “We will be able to accept the customers what want to give us business.”

To be listed in next year’s Top 100 Report, please e-mail Sam Gazdziak at gazdziaks@bnpmedia.com.

HOW WAS YOUR COMPANY’S LAST FISCAL YEAR PERFORMANCE?

- *Best Year Ever*
- *Good*
- *Average*
- *Poor*
- *Worst Year Ever 0*



WHAT ARE YOUR EXPECTATIONS FOR THE CURRENT FISCAL YEAR?



THE NATIONAL PROVISIONER'S TOP 100

RANK	NAME OF COMPANY Location Chief Officer, Title	net sales (millions)	fiscal year end	No. of plants	Number of employees	OPERATIONS																			
						Beef Slaughter	Boiled Beef	Beef Further Processing	Ground Beef	Pork Slaughter	Fresh Pork	Fresh Sausage	Cured Sausage	Ham	Deer Meat	Bacon	Poultry Slaughter	Poultry Further Processing	Veal	Lamb	Game	Seafood	Prepared Foods	Portion Control	Case-Ready
1 2012 : 1	Tyson Foods Inc. Springdale, Ark. Donnie Smith, President/CEO	33,278 (EFR)	11/12	approx. 90	115,000	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
2 2012 : 2	JBS USA Holdings Inc. Greeley, Colo. Andre Nogueira, President/CEO	19,696 (EFR)	12/12	13	16,500	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
3 2012 : 3	Cargill Meat Solutions Wichita, Kan Jody Horner, President	18,500	05/12	approx. 30	33,000	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
4 2012 : NA	SYSCO Corp. (Meat, Poultry, Seafood sales) Houston, Texas William J. DeLaney, President/CEO	14,195 (EFR)	06/12	14	45,000	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
5 2012 : 4	Smithfield Foods Inc. Smithfield, Va. C. Larry Pope, President/CEO	13,100	04/13	approx. 40	46,050					✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
6 2012 : NA	ConAgra Foods Inc. (Consumer Foods) Omaha, Neb. Gary Rodkin, CEO	8,376 (EFR)	05/12	NA	36,000									✓	✓					✓					
7 2012 : 5	Hormel Foods Corp. Austin, Minn. Jeffrey M. Ettinger, Chairman/President/CEO	8,200	10/12	41	19,800					✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
8 2012 : 6	Pilgrim's Pride Corp. Greeley, Colo. William W. Lovette, President/CEO	8,100 (EFR)	12/12	33	38,000											✓	✓			✓			✓		
9 2012 : 7	National Beef Packing Co. LLC Kansas City, Mo. Tim Klein, President/CEO	7,000	12/13	7	9,000	✓	✓	✓	✓													✓			
10 2012 : 8	Keystone Foods LLC West Conshohocken, Pa. Larry McWilliams, President/CEO	6,400 (EST)	12/12	41	12,900					✓															
11 2012 : 15	OSI Group LLC Aurora, Ill. Sheldon Lavin, Chairman/CEO	5,900	12/12	50	19,500					✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
12 2012 : 10	Golden State Foods Irvine, Calif. Mark Wetterau, Chairman/CEO	4,800 (EFR)	12/12	2	4,000					✓															
12 2012 : 12	Perdue Farms Inc. Salisbury, Md. James A. Perdue, Chairman	4,800 (EFR)	03/13	14	21,335															✓	✓		✓	✓	
14 2012 : 11	Sara Lee Corp. Downers Grove, Ill. Sean Connolly, CEO	4,039	06/12	11	9,500					✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
15 2012 : 16	Koch Foods LLC Park Ridge, Ill. Joseph C. Grendys, CEO	2,800 (EFR)	12/12	12	14,000															✓	✓		✓	✓	

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16 2012:13	American Foods Group LLC Alexandria, Minn. Greg Benedict, President/COO	2,500	09/12	12	NA	✓	✓	✓	✓		✓									✓	✓			✓	✓
17 2012:17	Sanderson Farms Inc. Laurel, Miss. Lampkin Butts, President/COO	2,386 (EFR)	10/12	10	11,000								✓	✓					✓		✓	✓	✓	✓	
18 2012:14	Foster Poultry Farms Livingston, Calif. Ron Foster, President/CEO	2,300 (EFR)	12/12	11	10,000								✓	✓					✓	✓	✓				
19 2012:20	Wayne Farms LLC Oakwood, Ga. Elton Maddox, President/CEO	1,900 (EFR)	03/12	11	9,800								✓	✓					✓					✓	
20 2012:21	Mountaire Farms Inc. Millsboro, Del. Paul Downes, President/CEO	1,824	11/13	3	6,000								✓	✓										✓	
21 2012:18	Seaboard Foods Shawnee Mission, Kan Terry J. Holton, President/CEO	1,744.6 (DR)	12/12	3	4,800				✓	✓			✓							✓		✓	✓	✓	
22 2012:19	Butterball LLC Garner, N.C. Rod Brenneman, President/CEO	1,500 (DR)	12/12	5	5,500								✓	✓	✓								✓	✓	
23 2012:24	Greater Omaha Packing Co. Inc. Omaha, Neb. Henry Davis, President	1,400	10/12	1	800	✓	✓	✓													✓		✓	✓	✓
24 2012:22	AdvancePierre Foods Cincinnati, Ohio Bill Toler, CEO	1,300 (DR)	12/12	7	4,500		✓		✓				✓	✓	✓				✓	✓		✓	✓		
25 2012:23	Boar's Head Provisions Co. Inc. Sarasota, Fla. Robert S. Martin, Chairman/CEO	1,000 (est)	12/12	4	2,700								✓												
25 2012:25	Indiana Packers Corp. Delphi, Ind. Shinichiro Suzuki, CEO	1,000 (DR)	03/13	1	1,650				✓	✓		✓	✓							✓			✓		
25 2012:29	Wolverine Packing Co. Detroit, Mich. Jim Bonahoom, President	1,000 (EST)	12/13	3	375	✓	✓		✓										✓	✓	✓	✓			
28 2012:28	Fresh Mark Inc. Massillon, Ohio Neil Genshaft, Chairman/CEO	964	12/12	3	2,500		✓					✓	✓	✓	✓								✓	✓	
29 2012:31	Bar-S Foods Co. Phoenix, Ariz. Warren J. Panico, President/CEO	840	12/12	5	2,100		✓					✓	✓		✓					✓					
30 2012:33	Johnsonville Sausage LLC Sheboygan Falls, Wis. Ralph Stayer, CEO/Owner	800	12/12	5	1,400				✓	✓	✓	✓		✓										✓	

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OPERATIONS

RANK

NAME OF COMPANY
Location
Chief Officer, Title

net sales
(millions)

fiscal year
end

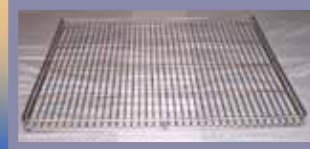
No. of
plants

Number of
employees

Beef Slaughter
Boxed Beef
Beef Further Processing
Ground Beef
Pork Slaughter
Fresh Pork
Fresh Sausage
Cured Sausage
Ham
Deli Meat
Bacon
Poultry Slaughter
Poultry Further Processing
Veal
Lamb
Game
Seafood
Prepared Foods
Portion Control
Case-Ready
Private Labeling
Export
Natural/Organic

31 2012 : 32	Fieldale Farms Corp. Baldwin, Ga. Tom Hensley, President	786	09/12	3	4,700													✓	✓			✓	✓	✓	✓
32 2012 : 43	Case Foods Inc. Troutman, N.C. Thomas R. Shelton, Chairman/CEO	774	11/12	5	3,100													✓	✓					✓	✓
33 2012 : 37	Kenosha Beef International Ltd. Kenosha, Wis. Dennis Vignieri, President	773	12/12	4	750					✓															
34 2012 : 30	Agri Beef Co. Boise, Idaho Robert Rebholtz Jr., President/CEO	750 (DR)	12/12	1	1,100	✓	✓	✓	✓		✓	✓	✓	✓									✓		✓
35 2012 : 33	House of Raeford Farms Rose Hill, N.C. Robert C. Johnson, CEO	700 (est)	05/12	8	6,500													✓	✓				✓	✓	✓
35 2012 : 33	Simmons Foods Inc. Siloam Springs, Ark. Todd Simmons, COO	700 (DR)	12/11	7	4,700													✓	✓				✓	✓	✓

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37 2012 : 38	Clemens Food Group Inc. Hatfield, Pa. Douglas C. Clemens, President	680 (DR)	04/11	2	2,200					✓	✓	✓		✓	✓	✓					✓	✓	✓	✓
38 2012 : 33	West Liberty Foods LLC West Liberty, Iowa Ed Garrett, President/CEO	645	04/13	3	1,900	✓							✓	✓	✓	✓						✓	✓	✓
39 2012 : 39	Coleman Natural Foods LLC Golden, Colo. Mark McKay, CEO	672.7 (EST)	12/12	17	2,300										✓	✓				✓	✓			✓
40 2012 : 40	Creekstone Farms Premium Beef Arkansas City, Kan. Dennis Buhlke, CEO	614	12/12	1	700	✓	✓	✓	✓												✓			✓
41 2012 : 40	Quantum Foods LLC Bolingbrook, Ill. Edward B. Bleka, CEO/Founder	600	12/12	3	1,000			✓	✓					✓		✓	✓			✓	✓			✓
41 2012 : 40	OK Industries Inc. Ft. Smith, Ark. Randy Goins, Vice Chairman/CEO	600 (EST)	04/12	2	5,000										✓	✓					✓			
43 2012 : 44	Peco Foods Inc. Tuscaloosa, Ala. Mark Hickman, President/CEO	550 (EST)	03/12	6	3,800										✓	✓								
44 2012 : 52	FPL Food LLC Augusta, Ga. Francois Leger, CEO	545	12/12	4	800	✓	✓	✓	✓												✓	✓	✓	✓
45 2012 : 47	Caviness Beef Packers Ltd. Hereford, Texas Terry Caviness, CEO	540	06/12	2	750	✓	✓	✓													✓			
45 2012 : 45	Lopez Foods Oklahoma City, Okla. Ed Sanchez, Chairman/CEO	540 (EST)	12/12	2	1,200			✓	✓		✓													✓
47 2012 : 46	Sam Kane Beef Processors Inc. Corpus Christi, Texas Jerry Kane, President/CEO	525 (DR)	12/12	1	800	✓	✓	✓	✓												✓			✓
48 2012 : 49	Harris Ranch Beef Co. Selma, Calif. David E. Wood, Chairman	466	06/12	1	817	✓	✓	✓													✓	✓		
49 2012 : 48	Omaha Steaks Omaha, Neb. Bruce A. Simon, President/CEO	460+	12/12	3	1,800	✓		✓					✓		✓		✓	✓	✓	✓	✓	✓	✓	
50 2012 : NA	Ruiz Food Products Inc. Dinuba, Calif. Rachel Cullen, President/CEO	450 (EFR)	12/12	3	2,500																✓			
51 2012 : 51	Cooper Farms Oakwood, Ohio James R. Cooper, CEO	405	01/13	2	1,550									✓	✓		✓	✓				✓		✓

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52 2012: 25	BPI Technology Inc. Dakota Dunes, S.D. Eldon Roth, CEO	400 (EFR)	02/13	1	500	✓	✓	✓																					
52 2012: 50	Plumrose USA East Brunswick, N.J. John Arends, President	400 (EST)	09/12	3	1,000										✓	✓	✓	✓											
54 2012: 52	GNP Co. St. Cloud, Minn Mike Helgeson, CEO	370	12/12	3	1,600												✓	✓											
55 2012: 55	Bob Evans Farms Inc. Columbus, Ohio Steven Davis, Chairman/CEO	329.2 (EFR)	04/12	7	52,000				✓	✓	✓	✓	✓										✓	✓					
56 2012: 57	Natural Food Holdings Sioux Center, Iowa Gary Malenke, COO	300	03/13	2	300	✓	✓	✓	✓	✓	✓	✓	✓	✓						✓		✓		✓	✓	✓	✓	✓	
56 2012: 57	Land O' Frost Lansing, Ill. David Van Eekeren, Chairman/CEO	300 (DR)	12/12	3	1,100									✓		✓													
56 2012: 57	Superior Farms Davis, Calif. Ed Jenks, CEO	300 (DR)	11/12	3	410															✓	✓		✓		✓				
59 2012: 54	Stampede Meat Inc. Bridgeview, Ill. Brock Furlong, President/CEO	298	09/12	2	1,000		✓	✓										✓					✓	✓	✓	✓	✓		
60 2012: 60	L&H Packing/Surlean Foods San Antonio, Texas Neal Leonard, CEO	290 (DR)	12/12	2	585	✓		✓	✓																				
61 2012: 61	Fair Oaks Farms LLC Pleasant Prairie, Wis. Michael L. Thompson, President/CEO	289	12/12	2	291	✓	✓	✓									✓									✓	✓		
62 2012: 64	Abbyland Foods Inc. Abbotsford, Wis. Harland Schraufnagel, President	278	08/12	2	740	✓	✓	✓	✓	✓	✓	✓	✓										✓		✓	✓			
63 2012: 62	Dietz & Watson Philadelphia, Pa. Louis Eni, CEO	261 (EST)	12/12	2	600		✓				✓	✓	✓	✓			✓							✓					
64 2012: 63	Mar-Jac Poultry Inc. Gainesville, Ga Pete Martin, VP Poultry Operations	260 (EST)	04/12	1	1,200												✓	✓											
65 2012: 68	Halperns' Purveyors of Steak and Seafood Atlanta, Ga. Howard Halpern, Chairman	254	12/12	4	600	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
66 2012: 67	Farmer's Pride Inc. Fredericksburg, Pa. Scott I. Sechler, Chairman	235	12/12	1	1,200												✓								✓	✓	✓		

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67 2012: 65	Dakota Provisions Huron, S.D. Kenneth D. Rutledge, President/CEO	224	12/12	1	875	✓									✓	✓	✓				✓	✓	✓	✓	
68 2012: 65	Carl Buddig & Co. Homewood, Ill. Robert Buddig, Thomas Buddig, CEOs	220 (EST)	10/12	4	500										✓	✓					✓				
69 2012: 68	Columbus Mfg. Inc. Hayward, Calif. Tim Fallon, CEO	200 (DR)	12/12	3	300	✓			✓		✓	✓	✓		✓								✓	✓	✓
70 2012: 70	Custom Food Products LLC Carson, Calif. Jon Hickerson, President	198 (DR)	12/12	2	300	✓					✓				✓						✓		✓		
71 2012: 75	Overhill Farms Vernon, Calif. James Rudis, President/CEO	194.4 (EFR)	10/12	2	1,000	✓									✓						✓	✓	✓		
72 2012: 72	Mountain States Rosen LLC Bronx, N.Y. Dennis Stiffler, CEO	185	12/12	2	>100	✓	✓	✓	✓						✓	✓	✓				✓	✓	✓	✓	✓
73 2012: 73	Harrison Poultry Inc. Bethlehem, Ga. Mike Welch, CEO	183.3 (DR)	12/12	1	900										✓										
74 2012: 78	John Soules Foods Inc. Tyler, Texas John Soules II, Co-CEO	171	12/12	1	420	✓															✓		✓	✓	
75 2012: 74	Murry's Inc. Marlboro, Md. Ira Mendelson, President/CEO	170 (EST)	05/12	1	1,100	✓	✓		✓						✓						✓				
76 2012: 76	J.H. Routh Packing Co. Sandusky, Ohio Thomas M. Routh, President/CEO	166 (DR)	12/12	1	300				✓	✓	✓				✓	✓					✓		✓		
77 2012: 77	Maple Leaf Farms Milford, Ind. Terry Tucker, CEO	161 (EST)	11/11	4	1,500										✓	✓					✓		✓		
78 2012: 80	Strauss Brands Inc. Franklin, Wis. Randy Strauss, CEO	159	12/12	2	165	✓	✓	✓			✓				✓	✓					✓	✓	✓	✓	✓
79 2012: 79	Rose Packing Co. Inc. Barrington, Ill. William R. Rose, CEO	154 (EST)	09/11	1	600						✓	✓	✓								✓		✓		
80 2012: 86	Marcho Farms Inc. Harleyville, Pa. Brian D. Friesen, President	150	12/12	1	250										✓	✓					✓	✓	✓		
81 2012: 82	Lincoln Provision Inc. Chicago, Ill. James Stevens, President	144	12/12	3	103	✓	✓	✓													✓		✓	✓	✓

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82 2012 : 81	Kayem Foods Inc. Chelsea, Mass. Ralph Smith, President	140 (EST)	10/12	2	500						✓	✓	✓				✓											
83 2012 : 83	Stock Yards Packing Co. Chicago, Ill. Daniel Pollack, CEO	130 (EST)	12/12	1	100	✓				✓	✓	✓	✓			✓	✓	✓	✓			✓	✓	✓	✓	✓		✓
84 2012 : 85	Bridgford Foods Corp. Anaheim, Calif. William L. Bridgford, Chairman	127	11/12	3	500	✓						✓	✓		✓													✓
85 2012 : 84	Chicago Meat Authority Inc. Chicago, Ill. Jordan Dorfman, President/CEO	125 (DR)	12/12	2	350	✓	✓			✓														✓	✓	✓		
86 2012 : NA	Jensen Meat Co. Vista, Calif. Abel Olivera, COO	120	12/12	1	200				✓																			
86 2012 : 91	JTM Food Group Harrison, Ohio Tony Maas, President/CEO	120	12/12	1	400											✓								✓				



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RANK	NAME OF COMPANY Location Chief Officer, Title	net sales (millions)	fiscal year end	No. of plants	Number of employees	OPERATIONS																			
						Beef Slaughter	Boiled Beef	Beef Further Processing	Ground Beef	Pork Slaughter	Fresh Pork	Fresh Sausage	Cured Sausage	Ham	Deer Meat	Bacon	Poultry Slaughter	Poultry Further Processing	Veal	Lamb	Game	Seafood	Prepared Foods	Portion Control	Case-Ready
88 2012 : 87	Vienna Beef Ltd. Chicago, Ill. James Bodman, Chairman/CEO	109 (EST)	04/12	1	400	✓		✓																	
89 2012 : 88	Holten Meat Inc. Sauget, Ill. Jim Holton, CEO	107 (EST)	09/12	1	220			✓	✓					✓											
90 2012 : 89	Vincent Giordano Corp. Philadelphia, Pa. Gaetano P. Giordano, President/CEO	105	12/12	3	75	✓														✓				✓	
90 2012 : 89	Atlantic Premium Brands Ltd. Northbrook, Ill. Thomas M. Dalton, President/CEO	105 (DR)	12/12	3	450					✓	✓		✓							✓	✓				
92 2012 : 94	Catelli Bros. Inc. Collingswood, N.J. Anthony P. Catelli Jr., President/CEO	103	05/13	2	210			✓						✓	✓					✓	✓	✓	✓		
93 2012 : NA	Williams Sausage Co. Inc. Union City, Tenn. Roger Williams, President	102	03/13	1	410				✓	✓										✓		✓			
94 2012 : 94	Peer Foods Group Chicago, Ill. Larry O'Connell, President	100	12/12	2	250						✓	✓	✓	✓	✓	✓				✓	✓	✓	✓	✓	✓
95 2012 : 93	BrucePac Woodburn, Ore. Glen Golomski, CEO	100+ (DR)	12/12	2	450	✓								✓											
95 2012 : 96	Empire Kosher Poultry Inc. Mifflintown, Pa. Greg Rosenbaum, CEO	100+ (EST)	01/12	1	750									✓	✓					✓	✓	✓	✓		✓
97 2012 : 91	ALL Holding Co. Harleysville, Pa. Jim Van Stone, Owner/President/CEO	90	12/12	2	280				✓	✓	✓	✓	✓	✓	✓	✓						✓	✓	✓	✓
98 2012 : 97	Charlie's Pride Meats Vernon, Calif. James Dickman, CEO/Owner	86 (DR)	12/11	2	149	✓							✓	✓						✓				✓	
99 2012 : 98	Rocky Mountain Natural Meats Inc. Henderson, Colo. Bob Dineen, President	71 (DR)	12/11	1	90	✓	✓	✓													✓	✓	✓	✓	✓
100 2012 : 100	Farmington Foods Inc. Forest Park, Ill. Anthony M. DiJohn, President	62	12/12	2	135	✓		✓						✓							✓	✓	✓	✓	✓

EFR: Estimated from company reports or other published data.
 DR: Company did not respond to this year's survey but has provided information within the last two years.
 EST: Sales data estimated using most recent available information.

2013 Market Segment Reports*

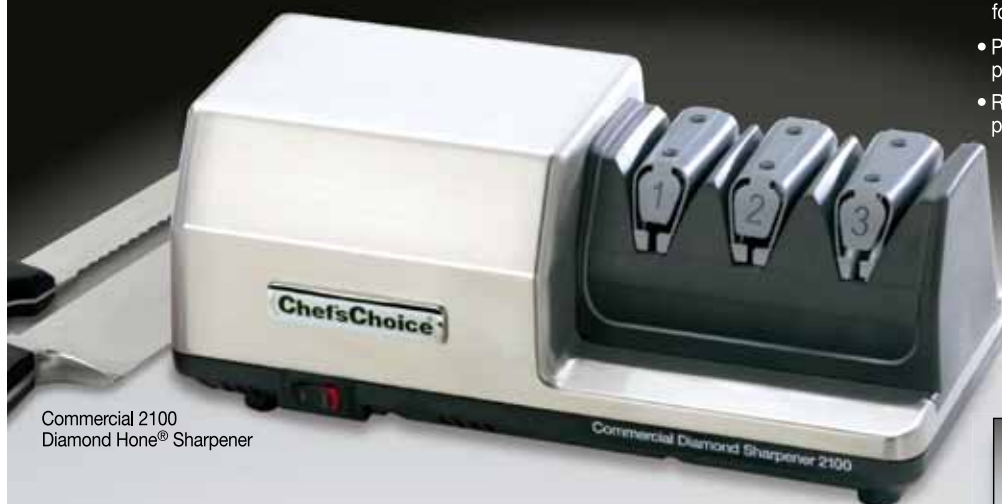
BEEF

Company	Sales in Sector (in millions)	Overall Sales (in millions)
National Beef Packing LLC	\$7,000	\$7,000
OSI Group LLC	\$3,540	\$5,900
American Foods Group	\$2,250	\$2,500
Greater Omaha Packing Co.	\$1,400	\$1,400
Kenosha Beef Int'l Ltd.	\$765.3	\$773
Creekstone Farms Premium Beef	\$614	\$614
FPL Food LLC	\$545	\$545
Caviness Beef Packers	\$540	\$540
Harris Ranch Beef Co.	\$465.5	\$465.5
Stampede Meat Inc.	\$211.6	\$298

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CHICKEN

Company	Sales in Sector (in millions)	Overall Sales (in millions)
Mountaire Farms Inc.	\$1,824	\$1,824
Fieldale Farms Corp.	\$786	\$786
Case Foods Inc.	\$774	\$774
OSI Group LLC	\$590	\$5,900
Bar-S Foods Co.	\$510.8	\$840
GNP Co.	\$370	\$370
Farmers Pride Inc.	\$235	\$235
John Soules Foods Inc.	\$99.2	\$171
Fresh Mark Inc.	\$96.4	\$964
West Liberty Foods LLC	\$96.0	\$645

PORK

Company	Sales in Sector (in millions)	Overall Sales (in millions)
Smithfield Foods Inc.	\$13,100	\$13,100
OSI Group LLC	\$1,711	\$5,900
Fresh Mark Inc.	\$829	\$964
Natural Food Holdings	\$285	\$300
Bar-S Foods Co.	\$201.6	\$840
Abbyland Foods Inc.	\$172.4	\$278
Cooper Farms	\$121.5	\$405
West Liberty Foods LLC	\$119.5	\$645
Williams Sausage Co.	\$102	\$102
Farmington Foods Inc.	\$55.8	\$62

EXPORTED FOODS

Company	Sales in Sector (in millions)	Overall Sales (in millions)
Smithfield Foods Inc.	\$2,358	\$13,100
Greater Omaha Packing Co.	\$490	\$1,400
OSI Group LLC	\$472	\$5,900
Mountaire Farms Inc.	\$364.8	\$1,824
Hormel Foods Corp.	\$328	\$8,200
FPL Food LLC	\$136.3	\$545
Dakota Provisions	\$89.6	\$224
Fresh Mark Inc.	\$86.8	\$964
Fieldale Farms Corp.	\$78.6	\$786
Natural Food Holdings	\$60	\$300
Harris Ranch Beef Co.	\$46.6	\$465.5
Bar-S Foods Co.	\$33.6	\$840
Lincoln Provision Inc.	\$30	\$144
Caviness Beef Packers	\$27	\$540
West Liberty Foods LLC	\$22.8	\$645
Mountain States Rosen LLC	\$18.5	\$185
Farmington Foods Inc.	\$15.5	\$62
Marcho Farms Inc.	\$15	\$150
Stampede Meat Inc.	\$14.9	\$298
Halperns'	\$12	\$254
Peer Foods Group	\$10	\$100
Kenosha Beef Int'l Ltd.	\$7.7	\$773
Vincent Giordano Corp.	\$5.3	\$105

NATURAL AND ORGANIC

Company	Sales in Sector (in millions)	Overall Sales (in millions)
Greater Omaha Packing Co.	\$840	\$1,400
Fieldale Farms Corp.	\$786	\$786
OSI Group LLC	\$236	\$5,900
Farmers Pride Inc.	\$235	\$235
Natural Food Holdings	\$120	\$300
Mountain States Rosen LLC	\$37	\$185
Halperns'	\$25.4	\$254
Peer Foods Group	\$25	\$100
Dakota Provisions	\$20.2	\$224
John Soules Foods Inc.	\$6.8	\$171
Stampede Meat Inc.	\$6.0	\$298
Caviness Beef Packers	\$5.4	\$540
Vincent Giordano Corp.	\$5.3	\$105
ALL Holding Co. LLC	\$2.7	\$90.1
Jensen Meat Corp.	\$1.2	\$120

TURKEY

Company	Sales in Sector (in millions)	Overall Sales (in millions)
West Liberty Foods LLC	\$369.0	\$645
Cooper Farms	\$243	\$405
Dakota Provisions	\$190.4	\$224
Bar-S Foods Co.	\$75.6	\$840
Fresh Mark Inc.	\$19.3	\$964
Bridgford Foods Corp.	\$12.7	\$127.4
JTM Food Group	\$12	\$120
Peer Foods Group	\$10	\$100
ALL Holding Co. LLC	\$7.2	\$90.1
Halperns'	\$2	\$254

LAMB/VEAL

Company	Sales in Sector (in millions)	Overall Sales (in millions)
Mountain States Rosen LLC	\$157.3	\$185
Strauss Brands	\$151	\$159
Marcho Farms Inc.	\$150	\$150
Catelli Bros. Inc.	\$92.7	\$103
Halperns'	\$17.8	\$254

* Sales figures are in millions of dollars. Market segment reports are based solely on information provided by the processors themselves. Those processors that did not respond or declined to participate were not included. To be included in next year's report, email gazdziaks@bnpmedia.com or hanaceka@bnpmedia.com

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