

Fear of a tipping point

TOP 100

Ordinarily, reports of strong sales, or even record high sales, would be a cause for celebration. But in the meat and poultry industry, exuberance has been tempered.

Indeed, many processors on this year's Top 100 Report had excellent years. However, there is an undercurrent of concern as to just how those strong sales were achieved.

Tight raw-material supplies forced many companies to raise their prices in the last year. While the increase in sales managed to outweigh the decline in volume that may have occurred as a result this year, it's impossible to say if that trend can continue. Through the first five months of 2014, one of the main talking points in mainstream media regarding the meat industry had revolved around the record prices for beef. Will there come a tipping point where the price of meat simply becomes more than the average family can afford to pay?

As is typically the case, the largest areas of concerns among meat processors are the things that are com-

■ Amidst strong sales figures, the rising price of meat is the top concern among the country's top meat and poultry processors.

BY SAM GAZDZIAK

pletely out of their hands: commodity costs and government regulations. The drought that is affecting critical areas of the country in California and Texas, has led to a historically low cattle herd, and companies across all protein segments are concerned about the prices of meat, as well as corn and soybean meal. Those companies that produce prepared foods also have to contend with the rising costs of spices, vegetables and wheat flour, making it even more difficult to produce items that meet a specific price point.

As far as concerns of government overreach, there was not a specific issue that united the companies in the Top 100. Nevertheless, additional regulation, in general, has taken up space on processors' radar screens.

"An aggressive federal bureaucracy attacking business and inhibiting growth," one company listed as its chief concern. "Federal regulatory policies further restraining the processes of daily operations," wrote another. This is a change from the last couple years, during which the effects of the Affordable Care Act ("Obamacare") were a common concern virtually throughout the industry.

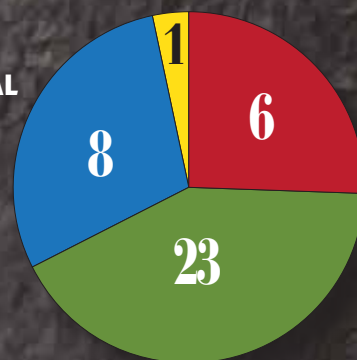
Meat and poultry processors are preparing for the future by growing their business. Many companies have built or are in the process of building new facilities or warehouses, while others are developing new products or exploring new markets. Many companies are also analyzing internal operations, systems and strategies, improving their processes while finding ways to eliminate waste. Only one processor listed "acquisition of other

company(ies)" as a growth area, demonstrating that acquisition/consolidation may not be as strong a factor in business this year as it was in the past.

For information about participating in next year's Top 100 Report, please contact 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?

21 Better Than Last Year

10 Same As Last Year

5 Worse Than Last 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	Private Labeling
1 2013 : 1	Tyson Foods Inc. Springdale, Ark. Donnie Smith, President/CEO	34,374 (EFR)	11/1/13	approx. 90	97,000	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
2 2013 : 2	JBS USA Holdings Inc. Greeley, Colo. Andre Nogueira, President/CEO	30,400	12/29/13	44	73,000	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
3 2013 : 3	Cargill Meat Solutions Wichita, Kan Jody Horner, President	20,000	5/31/13	30+	33,000	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
4 2013 : 4	SYSCO Corp. (Meat, Poultry, Seafood sales) Houston, Texas William J. DeLaney, President/CEO	15,099 (EFR)	6/29/13	21	45,000	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
5 2013 : 5	Smithfield Foods Inc. Smithfield, Va. C. Larry Pope, President/CEO	13,200	12/31/14	36	46,000	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
6 2013 : 6	ConAgra Foods Inc. (Consumer Foods) Omaha, Neb. Gary Rodkin, CEO	9,069 (EFR)	5/26/13	NA	36,000	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
7 2013 : 7	Hormel Foods Corp. Austin, Minn. Jeffrey M. Ettinger, Chairman/President/CEO	8,800	10/27/13	42	19,800	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
8 2013 : 9	National Beef Packing Co. Kansas City, Mo. Tim Klein, President/CEO	7,000	12/13	6	8,700	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
9 2013 : 11	OSI Group LLC Aurora, Ill. Sheldon Lavin, Chairman/CEO	6,125	12/31/13	50	19,600	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
10 2013 : 12	Golden State Foods Irvine, Calif. Mark Wetterau, Chairman/CEO	5,110 (EFR)	12/31/13	2	4,000	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
11 2013 : 14	The Hillshire Brands Co. Chicago, Ill. Sean Connolly, President/CEO	3,900	6/30/13	11	9,000	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
12 2013 : 12	Perdue Farms Inc. Salisbury, Md. James A. Perdue, Chairman	3,600 (EFR)	3/31/13	14	19,000	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
13 2013 : NA	Oscar Mayer (Refrigerated Meals revenue) Madison, Wis. Sam Rovit, EVP/President, Oscar Mayer	3,334 (EFR)	12/31/13	NA	7,000	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
14 2013 : 15	Koch Foods LLC Park Ridge, Ill. Joseph C. Grendys, CEO	2,800 (EFR)	12/31/13	12	14,000	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
15 2013 : 17	Sanderson Farms Inc. Laurel, Miss. Joe F. Sanderson Jr., CEO/Chairman	2,680	10/31/13	10	11,000+	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

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16 2013 : 10	Keystone Foods LLC West Conshohocken, Pa. Frank Ravndal Jr., CEO	2,500	12/2013	17	11,500		✓						✓		✓	✓	✓		✓					✓		
17 2013 : 16	American Foods Group LLC Green Bay, Wis. Greg Benedict, President/COO	2,200	9/30/13	12	NA	✓	✓	✓	✓				✓								✓	✓	✓	✓		
17 2013 : 18	Foster Poultry Farms Livingston, Calif. Ron Foster, President/CEO	2,200	12/31/13	11	11,000+										✓		✓	✓			✓	✓	✓	✓	✓	
19 2013 : 20	Mountaire Farms Inc. Millsboro, Del. Paul Downes, President/CEO	2,030	11/1/14	3	6,047												✓	✓							✓	
20 2013 : 19	Wayne Farms LLC Oakwood, Ga. Elton Maddox, President/CEO	1,900 (EFR)	3/31/12	11	9,800												✓	✓			✓				✓	
21 2013 : 22	Butterball LLC Garner, N.C. Rod Brenneman, President/CEO	1,729 (EFR)	12/31/13	6	6,000										✓	✓	✓	✓	✓					✓	✓	✓
22 2013 : 22	Seaboard Foods LLC Shawnee Mission, Kan Terry J. Holton, President/CEO	1,713	12/31/13	4	5,000					✓	✓						✓				✓		✓		✓	
23 2013 : 24	AdvancePierre Foods Cincinnati, Ohio John Simons, President/CEO	1,500	12/13	6	4,100			✓									✓	✓			✓		✓	✓		
24 2013 : 23	Greater Omaha Packing Co. Inc. Omaha, Neb. Henry Davis, President	1,300	11/1/13	1	900	✓	✓														✓				✓	
25 2013 : 25	Boar's Head Brand Sarasota, Fla. Robert S. Martin, Chairman/CEO	1,300 (EST)	12/13	4	2,400												✓									
26 2013 : 28	Fresh Mark Inc. Massillon, Ohio Neil Genshaft, Chairman/CEO	1,100	1/3/15	3	2,200								✓	✓	✓	✓								✓	✓	
27 2013 : 25	Indiana Packers Corp. Delphi, Ind. Russ Yearwood, President	1,000 (EST)	3/13/13	1	2,000+					✓	✓			✓		✓					✓				✓	
27 2013 : 25	Wolverine Packing Co. Detroit, Mich. Jim Bonahoom, President	1,000 (EST)	12/12/13	3	375	✓	✓			✓							✓	✓			✓				✓	
29 2013 : 34	Agri Beef Co. Boise, Idaho Robert Rebholtz Jr., CEO	900	12/31/13	1	NA	✓	✓	✓	✓			✓	✓	✓							✓				✓	
29 2013 : NA	George's Inc. Springdale, Ark. Carl George, Charles George, Co-CEO/President	900	8/31/13	5	4,950										✓		✓	✓			✓		✓	✓	✓	

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31 2013 : 32	Case Foods Inc. Troutman, N.C. Thomas R. Shelton, Chairman/CEO	874	10/13	5	3,200												✓	✓					✓					
32 2013 : 29	Bar-S Foods Co. Phoenix, Ariz. Warren J. Panico, President/CEO	840 (DR)	12/31/13	5	2,100		✓										✓						✓					
33 2013 : 31	Fieldale Farms Corp. Baldwin, Ga. Gus Arrendale, Chairman	825	9/30/13	3	4,700												✓	✓								✓	✓	✓
34 2013 : 33	Kenosha Beef International Ltd. Kenosha, Wis. Dennis Vignieri, President	816	12/31/13	3	800			✓																		✓		
35 2013 : 30	Johnsonville Sausage LLC Sheboygan Falls, Wis. Ralph Stayer, CEO/Owner	800 (DR)	12/31/12	5	1,300					✓	✓	✓	✓					✓									✓	
36 2013 : 38	West Liberty Foods LLC West Liberty, Iowa Ed Garrett, President/CEO	750	4/27/14	3	1,900		✓										✓	✓					✓		✓	✓	✓	✓
37 2013 : 35	Simmons Foods Inc. Siloam Springs, Ark. Mark Simmons, Chairman	740 (EST)	12/31/13	4	4,700												✓	✓					✓	✓	✓	✓	✓	✓
38 2013 : 37	Clemens Food Group Hatfield, Pa. Phil Clemens, CEO	717	4/27/13	2	2,200					✓	✓	✓		✓	✓	✓									✓	✓	✓	
39 2013 : 35	House of Raeford Farms Rose Hill, N.C. Robert C. Johnson, CEO	700 (EST)	5/1/13	8	6,500												✓	✓					✓	✓		✓		
40 2013 : 40	OK Industries Inc. Ft. Smith, Ark. Trent Goins, CEO	655 (EFR)	1/4/00	2	5,000												✓	✓					✓					
41 2013 : 50	Ruiz Food Products Inc. Dinuba, Calif. Rachel P. Cullen, President/CEO	600	9/13	3	2,300																		✓		✓			
42 2013 : 45	Caviness Beef Packers Hereford, Texas Terry Caviness, CEO	580	6/30/14	2	750	✓	✓	✓	✓																			✓
43 2013 : 40	Creekstone Farms Premium Beef Arkansas City, Kan. Dennis Buhlke, President/CEO	553	12/31/13	1	697	✓	✓	✓	✓																✓	✓	✓	✓
44 2013 : 52	Plumrose USA East Brunswick, N.J. John Arends, President	552 (EFR)	9/1/13	4	1,000												✓	✓	✓									✓
45 2013 : 43	Peco Foods Inc. Tuscaloosa, Ala. Mark Hickman, President/CEO	550 (EST)	3/1/13	6	4,000												✓	✓										

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61 2013 : 56	Land O' Frost Lansing, Ill. David Van Eekeren, Chairman/CEO	300 (EST)	12/1/13	3	1,100														✓	✓						
62 2013 : 54	Stampede Meat Inc. Bridgeview, Ill. Brock Furlong, President/CEO	298 (DR)	9/30/13	2	1,000	✓	✓													✓			✓	✓	✓	✓
63 2013 : NA	Colorado Premium Greeley, Colo. Kevin LaFleur, Pres.	290	3/31/13	2	325	✓	✓		✓											✓			✓	✓	✓	✓
64 2013 : 66	Farmer's Pride Inc. (dba Bell & Evans) Fredericksburg, Pa. Scott I. Sechler, Owner/President	255	12/28/13	1	1,200															✓	✓				✓	✓
65 2013 : 63	Dietz & Watson Philadelphia, Pa. Louis Eni, CEO	261 (EST)	12/31/13	2	600	✓														✓				✓		
66 2013 : 64	Mar-Jac Poultry Inc. Gainesville, Ga. Pete Martin, VP Poultry Operations	260 (EST)	4/1/13	1	1,200															✓	✓					
67 2013 : 73	Harrison Poultry Inc. Bethlehem, Ga. Mike Welch, CEO	250	12/1/13	1	900															✓						
68 2013 : 56	Superior Farms Davis, Calif. Rick Stott, President/CEO	232	10/31/13	4	410																✓	✓			✓	✓
69 2013 : 68	Carl Buddig & Co. Homewood, Ill. Robert Buddig, Thomas Buddig, CEOs	220 (EST)	10/1/13	4	500														✓	✓				✓		
70 2013 : NA	Albertville Quality Foods Inc. Albertville, Ala. Jeffrey D. Watson, CEO	204	12/31/13	3	972	✓		✓	✓	✓	✓									✓			✓	✓	✓	
71 2013 : 67	Dakota Provisions Huron, S.D. Kenneth D. Rutledge, President/CEO	200	12/13	1	800	✓													✓	✓	✓	✓			✓	✓
72 2013 : 69	Columbus Mfg. Inc. Hayward, Calif. Tim Fallon, CEO	200 (EST)	12/1/12	3	300	✓														✓				✓	✓	✓
73 2013 : 70	CTI Foods LLC Wildier, Idaho Bobby Horowitz, President/CEO	198 (EST)	12/31/13	7	1,000	✓													✓				✓		✓	
74 2013 : 75	Overhill Farms Vernon, Calif. James Rudis, President/CEO	194 (EST)	10/1/13	2	1,000	✓														✓			✓	✓	✓	
75 2013 : 72	Mountain States Rosen LLC Bronx, N.Y. Dennis M. Stiffler, CEO	185	12/13	2	125	✓	✓														✓	✓			✓	✓

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76 2013 : 74	John Soules Foods Inc. Tyler, Texas John Soules Jr., Co-CEO	181	12/31/13	1	420		✓													✓			✓	✓	✓
77 2013 : 75	Murry's Inc. Marlboro, Md. Ira Mendelson, President/CEO	170 (EST)	5/1/12	1	1,100		✓	✓	✓					✓							✓				
78 2013 : 76	J.H. Routh Packing Co. Sandusky, Ohio Thomas M. Routh, President/CEO	166 (EST)	12/31/12	1	300					✓	✓	✓		✓							✓		✓		
79 2013 : 77	Maple Leaf Farms Milford, Ind. Terry Tucker, CEO	161 (EST)	11/1/11	4	1,500									✓	✓						✓			✓	
80 2013 : 78	Strauss Brands Inc. Milwaukee, Wis. Randy Strauss, CEO	162	12/13	2	255		✓	✓	✓											✓	✓	✓	✓	✓	✓
81 2013 : NA	The Chef's Warehouse Ridgefield, Conn. Chris Pappas, CEO	157.1 (EFR)	12/27/13	3	NA		✓														✓				
82 2013 : 79	Rose Packing Co. Inc. Barrington, Ill. William R. Rose, CEO	154 (EST)	9/1/13	1	600					✓	✓	✓									✓		✓		
83 2013 : 80	Marcho Farms Inc. Harleyville, Pa. Brian D. Friesen, President	150 (DR)	12/31/13	1	250															✓	✓		✓	✓	✓
84 2013 : 95	BrucePac Woodburn, Ore. Glen Golowski, President/CEO	146	12/31/13	2	610		✓				✓	✓		✓							✓	✓	✓	✓	✓
85 2013 : 82	Kayem Foods Inc. Chelsea, Mass. Ralph Smith, President	140 (EST)	10/1/13	2	580						✓	✓	✓		✓										
86 2013 : 86	Jensen Meat Co. San Diego, Calif. Abel Olivera, COO	135 (EFR)	12/31/13	1	200			✓																	
87 2013 : 81	Lincoln Provision Inc. Chicago, Ill. James Stevens, President	134	12/31/13	3	95		✓	✓	✓		✓										✓		✓	✓	
88 2013 : 84	Bridgford Foods Corp. Anaheim, Calif. William L. Bridgford, Chairman	127.4 (EST)	11/1/13	3	500		✓					✓	✓	✓										✓	
89 2013 : 85	Chicago Meat Authority Inc. Chicago, Ill. Jordan Dorfman, President/CEO	125 (EST)	12/31/13	2	350		✓	✓		✓											✓		✓	✓	
90 2013 : 86	JTM Food Group Harrison, Ohio Tony Maas, President/CEO	120 (DR)	12/1/13	1	400									✓								✓			
91 2013 : 93	Williams Sausage Co. Inc. Union City, Tenn. Roger Williams, President	117	3/31/13	1	500					✓	✓										✓		✓		

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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

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92 2013:81	Peer Foods Group Chicago, Ill. Larry O'Connell, President	110	12/31/13	2	250						✓	✓	✓	✓	✓								✓		✓		✓	
93 2013:83	Vienna Beef Ltd. Chicago, Ill. James Bodman, Chairman/CEO	109 (EST)	4/1/13	1	400	✓						✓																
94 2013:85	Atlantic Premium Brands Ltd. Northbrook, Ill. Thomas M. Dalton, President/CEO	105	12/31/13	3	325						✓				✓													
95 2013:84	Vincent Giordano Corp. Philadelphia, Pa. Gaetano P. Giordano, President/CEO	105 (DR)	12/31/13	3	75	✓																	✓				✓	
96 2013:92	Catelli Bros. Inc. Collingswood, N.J. Anthony P. Catelli, President/CEO	100	5/30/14	2	225		✓	✓		✓									✓	✓			✓	✓	✓	✓	✓	
97 2013:91	ALL Holding Co. Harleysville, Pa. Jim Van Stone, Owner/President/CEO	90.1 (DR)	12/31/13	2	280					✓	✓	✓		✓	✓	✓	✓								✓	✓	✓	
98 2013:99	Rocky Mountain Natural Meats Inc. Henderson, Colo. Bob Dineen, President	90	12/31/13	2	160	✓	✓	✓	✓															✓	✓		✓	
99 2013:98	Charlie's Pride Meats Vernon, Calif. James Dickman, CEO/Owner	86 (EST)	12/31/13	2	149	✓								✓	✓								✓				✓	
100 2013:NA	Cloverdale Foods Mandan, N.D. T.J. Russell, CEO/President	75	12/31/13	1	250						✓	✓	✓	✓	✓	✓	✓	✓									✓	

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2014 Market Segment Reports*

LAMB/VEAL

Company	Sales in Sector (in millions)	Overall Sales (in millions)
Superior Farms	229.7	\$232
Mountain States Rosen	\$166.5	\$185
Catelli Brothers Inc.	\$80	\$100
Halperns'	\$20.5	\$341

* 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@bnpmmedia.com or hanaceka@bnpmmedia.com

BEEF

Company	Sales in Sector (in millions)	Overall Sales (in millions)
JBS USA	\$18,240	\$30,400
National Beef Packing	\$7,000	\$7,000
OSI Group LLC	\$3,675	\$6,125
American Foods Group	\$2,200	\$2,200
Greater Omaha Packing	\$1,300	\$1,300
AdvancePierre Foods	\$1,155	\$1,500
Agri Beef Co.	\$891	\$900
Kenosha Beef International	\$800	\$816.3
Caviness Beef Packers	\$580	\$580
Creekstone Farms	\$553	\$553
Keystone Foods	\$525	\$2,500
Sam Kane Beef Processors	\$475	\$475
Harris Ranch Beef Co.	\$470	\$470
FPL Food LLC	\$450	\$450
Halperns'	\$266.0	\$341

CHICKEN

Company	Sales in Sector (in millions)	Overall Sales (in millions)
JBS USA	\$8,512	\$30,400
Sanderson Farms Inc.	\$2,680	\$2,680
Mountaire Farms	\$2,030	\$2,030
Keystone Foods	\$1,875	\$2,500
Foster Farms	\$1,870	\$2,200
George's Inc.	\$900	\$900
Case Foods Inc.	\$874	\$874
Fieldale Farms Corp.	\$825	\$825
OSI Group LLC	\$613	\$6,125
GNP Co.	\$392	\$392
AdvancePierre Foods	\$255	\$1,500
Farmer's Pride Inc.	\$247.3	\$255
Albertville Quality Foods	\$173.4	\$204
West Liberty Foods	\$127.5	\$750
Fresh Mark Inc.	\$121	\$1,100

TURKEY

Company	Sales in Sector (in millions)	Overall Sales (in millions)
West Liberty Foods	\$405	\$750
Foster Farms	\$330	\$2,200
Cooper Farms	\$290.5	\$415
Dakota Turkey Growers	\$160	\$200
Abbyland Foods Inc.	\$50.4	\$336
Fresh Mark Inc.	\$11	\$1,100
Peer Foods Group	\$11	\$110
Kenosha Beef International	\$8.3	\$816.3
Farmer's Pride Inc.	\$6.4	\$255
Halperns'	\$3.4	\$341
Fair Oaks Farms	\$3.3	\$333.1
Clemens Food Group	\$1.4	\$717
Williams Sausage Co.	\$1.1	\$117

PORK

Company	Sales in Sector (in millions)	Overall Sales (in millions)
Smithfield Foods Inc.	\$13,200	\$13,200
JBS USA	\$3,648	\$30,400
OSI Group LLC	\$1,776	\$6,125
Seaboard Foods LLC	\$1,713	\$1,713
Fresh Mark Inc.	\$957	\$1,100
Clemens Food Group	\$690.5	\$717
Fair Oaks Farms	\$316.5	\$333.1
Abbyland Foods Inc.	\$231.8	\$336
Monogram Food Solutions	\$154.6	\$322
Cooper Farms	\$124.5	\$415
Williams Sausage Co.	\$115.8	\$117
West Liberty Foods	\$112.5	\$750
Atlantic Premium Brands	\$94.5	\$105
Cloverdale Foods	\$56.3	\$75
Peer Foods Group	\$49.5	\$110
AdvancePierre Foods	\$45	\$1,500
Dakota Turkey Growers	\$30	\$200

* 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@bnpmmedia.com or hanaceka@bnpmmedia.com

EXPORTED FOODS

Company	Sales in Sector (in millions)	Overall Sales (in millions)
JBS USA	\$7,904	\$30,400
Sanderson Farms Inc.	\$830.3	\$2,680
OSI Group LLC	\$490	\$6,125
Hormel Foods Corp.	\$440	\$8,800
Mountaire Farms	\$406	\$2,030
Greater Omaha Packing	\$390	\$1,300
FPL Food LLC	\$135	\$450
Fresh Mark Inc.	\$110	\$1,100
Creekstone Farms	\$99.5	\$553
Agri Beef Co.	\$90	\$900
Case Foods Inc.	\$87.4	\$874
Fieldale Farms Corp.	\$82.5	\$825
AdvancePierre Foods	\$75	\$1,500
Dakota Turkey Growers	\$60	\$200
Caviness Beef Packers	\$58	\$580
Sam Kane Beef Processors	\$47.5	\$475
Cooper Farms	\$41.5	\$415
West Liberty Foods	\$37.5	\$750
Colorado Premium	\$29	\$290
Clemens Food Group	\$28.6	\$717
Lincoln Provisions	\$26.8	\$134
Ruiz Food Products	\$24	\$600
Harris Ranch Beef Co.	\$23.5	\$470
Fair Oaks Farms	\$20.0	\$333.1
Superior Farms	16.2	\$232
Mountain States Rosen	\$14.8	\$185

FROZEN

Company	Sales in Sector (in millions)	Overall Sales (in millions)
OSI Group LLC	\$5,819	\$6,125
AdvancePierre Foods	\$1,500	\$1,500
Sanderson Farms Inc.	\$428.8	\$2,680
Ruiz Food Products	\$600	\$600
Foster Farms	\$550	\$2,200
Greater Omaha Packing	\$390	\$1,300
Fair Oaks Farms	\$333.1	\$333.1
Clemens Food Group	\$250.1	\$717
George's Inc.	\$189	\$900
Fresh Mark Inc.	\$165	\$1,100
BrucePac	\$138.7	\$146
FPL Food LLC	\$135	\$450
Williams Sausage Co.	\$117	\$117
John Soules Foods Inc.	\$105.0	\$181
Dakota Turkey Growers	\$100	\$200
Cooper Farms	\$83	\$415
Sam Kane Beef Processors	\$71.3	\$475
Monogram Food Solutions	\$70.8	\$322
Atlantic Premium Brands	\$52.5	\$105
Halperns'	\$34.1	\$341
GNP Co.	\$27.4	\$392
Farmer's Pride Inc.	\$25.5	\$255
Mountain States Rosen	\$23.6	\$185
Superior Farms	\$23.2	\$232
Creekstone Farms	\$5.5	\$553
Rocky Mountain Natural Meats	\$4.5	\$90

SHELF STABLE

Company	Sales in Sector (in millions)	Overall Sales (in millions)
Monogram Food Solutions	\$154.6	\$322
OSI Group LLC	\$61.3	\$6,125

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NATURAL AND ORGANIC

Company	Sales in Sector (in millions)	Overall Sales (in millions)
Sanderson Farms Inc.	\$2,680	\$2,680
Foster Farms	\$1,760	\$2,200
Fieldale Farms Corp.	\$825	\$825
Greater Omaha Packing	\$325	\$1,300
JBS USA	\$300	\$30,400
Farmer's Pride Inc.	\$255	\$255
OSI Group LLC	\$245	\$6,125
Strauss Brands	\$162	\$162
Cargill Meat Solutions	\$100	\$20,000
Creekstone Farms	\$99.5	\$553
Rocky Mountain Natural Meats	\$76.5	\$90
Sam Kane Beef Processors	\$47.5	\$475
Halperns'	\$34.1	\$341
Mountain States Rosen	\$27.8	\$185
Caviness Beef Packers	\$17.4	\$580

FRESH

Company	Sales in Sector (in millions)	Overall Sales (in millions)
Sanderson Farms Inc.	\$2,251	\$2,680
Foster Farms	\$1,350	\$2,200
Fresh Mark Inc.	\$935	\$1,100
Greater Omaha Packing	\$910	\$1,300
George's Inc.	\$711	\$900
Creekstone Farms	\$547.5	\$553
Clemens Food Group	\$466.1	\$717
Sam Kane Beef Processors	\$403.8	\$475
GNP Co.	\$364.6	\$392
Cooper Farms	\$332	\$415
FPL Food LLC	\$315	\$450
Halperns'	\$306.9	\$341
OSI Group LLC	\$245	\$6,125
Farmer's Pride Inc.	\$229.5	\$255
Superior Farms	\$208.8	\$232
Mountain States Rosen	\$157.3	\$185

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