








Our Top 50 Food Packagers list uses sources that include annual company reports, news reports, company websites and direct company contacts. Sales are based on calendar year 2013 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 **=2012 figure. 2013 figure not available

Rank	Company Headquarters	2013 Total Revenues (in \$ Billions)	Chief Packaging Officer, Title	Key Brands
1	Nestlé SA Vevey, Switzerland 	60.43	Anne Roulin, Global Head of Packaging	Hot Pockets, Purina, Dreyer's, Stouffer's, Nestlé, Lean Cuisine, Edy's
2	PepsiCo Inc. Purchase, NY 	34.54	Robert Lewis, Senior Vice President Global Packaging & Engineering Technology	Lay's, Quaker, Doritos, Ruffles, Tostitos, Fritos
3	Tyson Foods Inc. Springdale, AR 	34.37	Carolyn Rehbock, Vice President, Product Innovation	Tyson, Wright, Bosco's
4	JBS USA (including Pilgrim's Pride) Greeley, CO 	30.55	Tim Thomas, Head of Procurement	Swift, Cedar River Farms, Pilgrim's, Country Pride
5	Mars Inc. McLean, VA 	30.00*	Steve Ginsberg, Director of Design	M&M's, Snickers, Twix, Uncle Ben's, Pedigree, Whiskas, Dove, Extra, Orbit

6	Mondeléz International Deerfield, IL	29.44	Jean Spence, Executive Vice President of Research, Development & Quality	LU, Nabisco, Cadbury, Milka, Oreo, Trident, Ritz
7	Unilever London, U.K.	18.60	Dennis Furniss, Vice President of Global Design	Hellmann's, Knorr, Ragu, Country Crock, Bertolli, Magnum, Breyer's
8	General Mills Inc. Minneapolis, MN	17.77	Elizabeth Nientimp, Director of Brand Design	Cheerios, Betty Crocker, Pillsbury, Yoplait, Green Giant, Progresso, Nature Valley
9	Lactalis Buffalo, NY	17.74	John Neureuter, Senior Manager, Demand Planning at Lactalis American Group	Sorrento, President, Rondele
10	Groupe Danone Paris, France	16.13	Jean-Philippe Paré, General Director, Research & Development	Activia, Actimel/DanActive, Dannon, Danone

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11	Fonterra Auckland, New Zealand	16.07	Ian Palliser , Managing Director Group Optimization & Supply Chain	Anchor, Anlene
12	Kraft Foods Group Northfield, IL	15.54	Tom Corley , EVP and President, U.S. Retail Sales and Foodservice	Kraft, Oscar Mayer, Velveeta, Cool Whip, Planters
13	ConAgra Foods Inc. Omaha, NE	15.49	Robert Weick , Vice President Packaging & Sustainability	Healthy Choice, Orville Redenbacher's, Reddi-wip, Hunt's, PAM, Peter Pan
14	Kellogg Co. Battle Creek, MI	14.79	Brent Rouget , Manager, Packaging Procurement	Rice Krispies, Special K, Nutri-Grain, Eggo, Pop-Tarts
15	Cargill , Minneapolis, MN	13.67	Jonathan Paul , Global COE Lead, Packaging Design Engineering at Cargill	Sterling Silver, Rumba, Diamond Crystal, Truvia
16	Grupo Bimbo SA Mexico City, Mexico	13.66	David Hernandez , Chief Procurement Officer	Mrs Baird's, Bimbo, Entenmann's, Marinela, Tia Rosa, Boboli, Thomas
17	Smithfield Foods Inc. Smithfield, VA	13.22	Henry Morris , Vice President Operations	Smithfield, John Morrell, Armour, Eckrich, Farmland, Margherita
18	H.J. Heinz Co. Pittsburgh, PA	11.60*	Michael Okoroafor , Vice President Packaging Research & Development/ Innovation	Heinz, Ore-Ida, Smart Ones, TGI Fridays, Classico
19	Ferrero Alba , Piedmont, Italy	11.14	Vincenzo Bracciale , Vice President Business Strategy, Ferrero International	Ferrero, tic tac, Nutella, Kinder
20	Dean Foods Co. Dallas, TX	9.02	Gregg Tanner , Executive Vice President, Supply Chain	Dean's, Meadow Gold, Country Fresh, Swiss Dairy, Garelick Farms
21	Hormel Foods Corp. Austin, MN	8.75	Dan Miller , GM - Applied Research & Package Development	Hormel, Jennie-O, Dinty Moore, SPAM, Chi-Chi's, Wholly Guacamole
22	Meiji Holdings Tokyo, Japan	8.3*		Meiji
23	Campbell Soup Co. Camden, NJ	7.31	George Dowdie , Senior Vice President, Global Research & Development	Campbell's, Pace, Pepperidge Farm, Prego, Swanson
24	Hershey Co. Hershey, PA	7.15	Mike Payne , Senior Director, Global Packaging Innovation	Hershey's, Kisses, Reese's, Twizzlers, York, Bliss
25	Parmalat S.p.A. Collecchio, Italy	6.99*	Alessandra Corsi , Strategic Development & Export Director	Parmalat, Beatrice, Lactantia, Black Diamond, Precious
26	Associated British Foods, ACH Food Companies London, U.K.	6.47	George Pastrana , Chief Marketing Officer, Vice President Marketing & Innovation	Mazola, Tone's, Durkee, Spice Islands, Weber, French's
27	Perdue Inc. Salisbury, MD	6.39*	Parker Hall , Vice President of Research and Design	Perdue
28	McCain Foods Ltd. Florenceville, New Brunswick, Canada	5.85*	Neeraj Sharma , Director-Global Packaging Science and Technology at McCain Foods	McCain
29	Barilla Group Parma, Italy	4.77	Giacomo Canali , Packaging Research & Innovation Manager at Barilla G. e R. Fratelli spa	Barilla, Wasa
30	Land O'Lakes Inc. Arden Hills, MN	4.50	Carol Kitchen , Senior Vice President & General Manager, Global Ingredients - Dairy Foods	Land O'Lakes, Alpine Lace

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31	Maple Leaf Foods Inc. Toronto, Ontario, Canada	4.41	Andrew Pollock , Senior Vice President, Marketing and Innovation	Maple Leaf, Villaggio, Tenderflake, Dempster's
32	Dole Food Co. Westlake Village, CA	4.25*	Dave Spare , Vice President, Marketing & Business Development, Dole Packaged Foods	Dole
33	McCormick & Co. Inc. Sparks, MD	4.12	Lisa Feustle , Director Package Development	McCormick, Lawry's, Grill Mates, Zatarain's, Old Bay
34	Gruma, S.A.B. de C.V. Monterrey, Mexico	4.10	Leonel Garza Ramírez , Chief Procurement Officer	Mission, Guerrero, Selecta
35	Hillshire Brands Chicago, IL	3.92	Martha Cassens , Director Research & Development	Sara Lee, Jimmy Dean, Hillshire Farm, Ball Park
36	Big Heart Pet Brands San Francisco, CA	3.82	Nils Lommerin , Executive Vice President and Chief Operating Officer	9Lives, Meow Mix, Nature's Recipe, Milk Bone
37	Flowers Foods Inc. Thomasville, GA	3.75	Greg Jenkins , Vice President of Purchasing-Packaging at Flowers Foods	Nature's Own, Tastykake, Cobblestone Mill, Blue Bird, Sunbeam
38	Fresh Del Monte Produce Inc. Coral Gables, FL	3.70	Joseph D'Ottavio , Regional Vice President of Operations	Del Monte
39	The J.M. Smucker Co. Orrville, OH	3.60	Gregory Dalea , Senior Manager, Package Development	Jif, Smucker's, Pillsbury, Hungry Jack, Knott's
40	Schreiber Foods Inc. Green Bay, WI	3.50*	Myron Geiser , Director of Packaging	American Heritage, Cooper
41	Procter & Gamble Co. Cincinnati, OH	3.40*	Stewart Atkinson , P&G Global Purchases	Iams, Eukanuba
42	Lindt & Sprungli AG Kilchberg, Switzerland	3.25	Dieter Weisskopf , CFO, Head of Operations	Ghirardelli, Lindt, Caffarel, Hofbauer, Kufferle
43	Rich Products Corp. Buffalo, NY	3.10	Mike Rudney , Director, Global Procurement Optimization	SeaPak, Rich's, Farm Rich
44	Chiquita Brands International Charlotte, NC	3.06	Mike Burness , Vice President - Global Quality & Food Safety	Chiquita, Fresh Express
45	California Dairies Visalia, CA	3.00*	David Bush , Senior Vice President Operations	Challenge
46	The Schwan Food Co. Marshall, MN	3.00*	Jim McGillivray , Director, Product Marketing National Accounts	Freschetta, Red Baron, Tony's, Mrs. Smith's, Pagoda Express, Edwards, Larry's, Chicago Town
47	Oetker Group Bielefeld, Germany	2.96**		Oetker, Dr. Oetker
48	Nippon Suisan Kaisha Ltd. Tokyo, Japan	2.77	Naoya Kakizoe , President/CEO	Gorton's, Nissui, Mrs. Friday's
49	Sanderson Farms Inc. Laurel, MS	2.68	James Manning , Manager of Central Purchasing	Sanderson Farms
50	Hill's Pet Nutrition (subsidiary of Colgate-Palmolive) Topeka, KS	2.26	Alta Bradford , Global Design Manager Colgate-Palmolive Global Packaging & Pet Care	Hill's, Science Diet, Prescription Diet