



A RETURN TO TOPLINE GROWTH?

The new tax law inflated profits, but sales figures appear moving in the right direction for U.S. and Canadian food & beverage processors.

All figures are in millions of U.S. dollars							
Rank	Previous Rank	Company Name	2017 Food Sales	2016 Food Sales	2017 Total Company Sales	2017 Net Income (-Loss)	2016 Net Income (-Loss)
1	1	PepsiCo Inc.	\$39,237	\$39,425 ^B	\$63,525	\$4,857	\$6,329
2	2	Tyson Foods Inc. (10/1/17)	37,660	36,281	38,260	1,778	1,772
3	3	Nestle (U.S. & Canada)	28,991	28,782	91,976 ^C	13,520* ^C	8,371* ^C
4	7	JBS USA	20,739 ^A	15,000 ^A	27,900	2,080* ^C	115* ^C
5	4	Kraft Heinz Co.	20,543	20,950	26,232	10,990	3,642
6	6	Anheuser-Busch InBev	15,588	15,698	56,444	9,183*	2,769*
7	8	Smithfield Foods Inc.	15,300	14,300	15,300	NA	NA
8	5	Coca-Cola Co.	14,727	19,899	35,410	1,182	6,550
9	10	General Mills Inc. (5/27/18)	12,046	12,067	15,740	2,131	1,658
10	11	Mars Inc.	11,666 ^E	11,500 ^E	35,000	NA-Private	NA-Private
11	14	Cargill Inc. (5/31/18)	9,000 ^E	8,700 ^E	109,700	2,840*	2,835*
12	21	Saputo Inc. (3/31/18)	8,890 ^C	8,160 ^{CR}	8,890 ^C	582 ^C	446 ^{CR}
13	13	Kellogg Co.	8,710	8,941	12,923	1,269	694
14	12	Hormel Foods Corp. (10/30/17)	8,623	9,012	9,012	847	891
15	15	Pilgrim's Pride	8,540 ^A	7,931	10,800	1,400	440
16	9	Molson Coors Co.	8,115 ^D	4,885	11,003	1,413	275
17	16	Conagra Brands Inc. (5/31/18)	7,938	7,827	7,938	808	639 ^R
18	17	Dean Foods Co.	7,795	7,710	7,795	62	120
19	18	J.M. Smucker Co. (4/30/18)	7,357	7,392	7,357	1,339	592
20	20	Mondelez International	6,797	6,960	25,896	2,936	1,669 ^R
21	23	Dr Pepper Snapple Group	6,690	6,440	6,690	1,076	847
22	22	Hershey Co.	6,621	6,533	7,515	783	720
23	24	TreeHouse Foods Inc.	6,307	6,175	6,307	(-286)	(-229)
24	54	Danone North America	6,000	2,100	6,000	NA	NA
25	19	Bimbo Bakeries USA	5,434	5,397 ^R	13,586 ^C	235 ^C	362
26	25	Campbell Soup Co. (7/31/17)	5,292	5,397	7,890	887	563
27	26	Post Holdings Inc. (9/30/17)	5,226	5,027	5,226	48	(-3)
28	28	Agropur Cooperative (10/28/17)	5,106 ^C	4,417 ^C	5,106 ^C	354 ^C	306 ^C
29	27	National Beef Packing Co.	5,000 ^E	5,000 ^E	7,300	NA-Private	NA-Private
30	29	Perdue Farms Inc. (4/30/18)	4,300 ^E	4,300 ^E	6,400	NA-Private	NA-Private
31	32	Dairy Farmers of America	4,140 ^F	3,800 ^F	14,700	127	132
32	31	Flowers Foods Inc.	3,921	3,927	3,921	150	164
33	32	Land O'Lakes Inc.	3,900 ^F	3,800 ^F	13,700	365	320
34	45	Lactalis American Group	3,860	3,700 ^R	3,860	NA	NA
35	35	Constellation Brands (2/28/18)	3,793 ^E	3,666	7,585	2,331	1,539
36	34	Unilever U.S.	3,700 ^{C,A}	3,775 ^{C,A}	64,343 ^C	7,769 ^C	5,935 ^C
37	36	E&J Gallo Winery	3,600 ^E	3,600 ^E	4,500 ^E	NA-Private	NA-Private
38	42	Sanderson Farms	3,342	2,816	3,342	280	189
39	38	Pinnacle Foods	3,144	3,128	3,144	304	254
40	37	Prairie Farms Dairy Inc. (9/30/17)	3,100	2,900 ^R	3,100	NA	NA
41	40	California Dairies Inc.	3,100 ^E	3,000	4,100	NA-Private	NA-Private
42	40	Great Lakes Cheese Co.	3,100 ^E	3,000	3,100	NA-Private	NA-Private
43	43	Koch Foods Inc.	3,100 ^E	3,000 ^{E,R}	3,100 ^E	NA-Private	NA-Private
44	46	McCain Foods (6/30/17)	2,825 ^E	2,500 ^E	7,169 ^C	NA-Private	NA-Private
45	48	Maple Leaf Foods	2,805	2,474 ^C	2,805	131	135 ^C
46	44	Beam Suntory Inc. (U.S.)	2,601	2,375 ^R	19,150	2,235*	1,041*
47	46	Rich Products Corp.	2,500 ^E	2,500 ^E	3,700	NA-Private	NA-Private
48	50	Foster Farms LLC	2,500 ^E	2,400 ^{ER}	2,500 ^E	NA-Private	NA-Private
49	49	American Foods Group LLC (9/30/17)	2,400 ^E	2,400 ^E	3,600 ^E	NA-Private	NA-Private
50	50	Schreiber Foods Inc.	2,300 ^E	2,300 ^E	5,000	NA-Private	NA-Private
51	53	Colgate-Palmolive Co.	\$2,292	\$2,264	\$15,454	\$2,024	\$2,441
52	56	Wayne Farms LLC	2,200	2,000 ^E	2,200	NA-Private	NA-Private
53	50	H.P. Hood Inc.	2,100	2,100 ^R	2,100	NA-Private	NA-Private
54	54	OSI Group	2,100 ^E	2,100 ^E	6,100 ^E	NA-Private	NA-Private
55	60	McCormick & Co. Inc. (11/30/17)	2,024 ^E	1,820 ^E	4,834	477	472
56	56	Hilmar Cheese Co.	2,000 ^E	2,000 ^E	2,500 ^E	NA-Private	NA-Private
57	NR	Ferrero USA	2,000 ^E	2,000 ^E	2,000 ^E	NA	15
58	62	Brown-Forman Corp. (4/30/18)	1,949 ^E	1,797 ^E	3,248	717	669
59	59	Keystone Foods	1,900 ^E	1,900 ^E	2,700	NA-Private	NA
60	70	Seaboard Corp.	1,795	1,590	5,809	232	222
61	65	Weston Foods	1,787 ^C	1,684 ^C	1,787 ^C	NA	NA
62	74	Premium Brands Holdings Corp.	1,751 ^C	1,379 ^C	1,751 ^C	64 ^C	51 ^C
63	63	J. R. Simplot Co. (8/31/17)	1,750 ^E	1,735 ^E	6,000 ^E	NA-Private	NA-Private
64	61	Hain Celestial Group (6/30/17)	1,701	1,742 ^R	2,853	67	47
65	66	Associated Milk Producers	1,700	1,600	1,700	NA	NA
66	66	Grassland Dairy	1,700	1,600	1,700	NA	NA
67	73	B&G Foods	1,668	1,391	1,668	217	109
68	64	Del Monte Pacific Ltd. (4/30/18)	1,650	1,702 ^E	2,200	(-28)	24
69	66	Schwan's Co.	1,600 ^E	1,600 ^E	3,000	NA-Private	NA-Private
70	66	Triumph Foods	1,600	NA	1,600	NA	NA
71	85	Cal-Maine Foods (6/2/18)	1,503	1,075 ^B	1,503	126	(-74)
72	71	Leprino Foods Co.	1,500 ^E	1,500 ^E	3,000 ^E	NA-Private	NA-Private
73	72	McKee Foods Corp.	1,400 ^E	1,400 ^E	1,400 ^E	NA-Private	NA-Private
74	78	Hearthside Food Solutions LLC	1,330	1,241	1,456	NA-Private	NA-Private
75	77	Seneca Foods Inc. (3/31/18)	1,314	1,262 ^R	1,314	(-13.8)	16 ^R
76	75	Chobani Inc.	1,300 ^E	1,300	1,500 ^E	NA-Private	NA-Private
77	NR	Borden Dairy Co.	1,250	1,250	1,250	NA-Private	NA-Private
78	79	Reser's Fine Foods	1,225	1,200	1,225	NA-Private	NA-Private
79	81	Lancaster Colony Corp. (6/30/17)	1,202	1,191	1,202	115	122
80	82	CROPP Cooperative/Organic Valley	1,100	1,100	1,100	NA	127
81	82	Johnsonville	1,100 ^E	1,100 ^E	1,100 ^E	NA-Private	NA-Private
82	89	J&J Snack Foods (9/30/17)	1,084	993	1,084	79	76
83	91	Darigold (3/31/18)	1,050	960	2,300	NA	NA
84	86	Golden State Foods	1,040 ^E	1,040 ^E	6,100	NA-Private	NA-Private
85	86	Sargento Foods Inc. (6/30/17)	1,000 ^E	1,000 ^E	1,400 ^E	NA-Private	NA-Private
86	86	Wells Enterprises Inc.	1,000 ^E	1,000 ^E	1,000	NA-Private	NA-Private
87	79	American Crystal Sugar Co. (8/31/17)	1,000 ^E	1,200 ^E	1,200 ^E	NA	NA
88	NR	Lindt & Sprungli	1,000 ^E	NA	4,187 ^C	463 ^{C*}	NA
89	92	Agri-Mark	990	935	990	NA	NA
90	93	National Beverage Corp. (4/28/18)	975	827	827	150	107
91	NR	Bonduelle N.A.	959	NA	2,741	130	109
92	94	Foremost Farms USA	850	800	1,603	NA	NA
93	90	Boston Beer Co.	863	906	922	99	87
94	96	Gorton's Seafood (3/31/18)	769 ^C	756 ^C	6,062	154 ^{C*}	128 ^{C*}
95	97	SugarCreek	750	750	750	NA-Private	NA-Private
96	98	Hostess Brands Inc.	776	728	776	258	60 ^R
97	99	Gilster-Mary Lee Corp.	710	715	710	NA-Private	NA-Private
98	82	Glanbia USA	645	1,100	881	NA	NA
99	76	Cott Corp.	602	1,288	2,270	7	(-72)
100	NR	Monogram Foods LLC	566	NA	566	NA-Private	NA-Private

NOTES:

* For most international companies, Net Income represents that of the parent firm

CODES:

A = Adjustments were made to a figure reported or supplied by the company
B = 53-week fiscal year
C = We converted foreign currency to U.S. dollars at the end of the company's fiscal year or on 12/31/17
D = Includes the former MillerCoors
E = Estimate
F = Includes processed dairy but not raw milk
NA = Not available
NR = Not ranked
R = Figures were restated