

BOUNCING BACK

After three straight years of top-line declines, some of the biggest food & beverage companies have returned to growth – at least in sales.



All figures are in millions of U.S. dollars							
Rank	Previous Rank	Company Name (fiscal year end)	2018 US/Can. Food Sales	2017 US/Can. Food Sales	2018 Total Company Sales	2018 Net Income	2017 Net Income
1	1	PepsiCo Inc.	\$39,883	\$39,237	\$64,661	\$12,515	\$4,857
2	2	Tyson Foods Inc. (10/1/18)	39,452	37,660	40,052	3,027	1,778
3	3	Nestle (U.S. & Canada)	29,000 ^E	28,991	93,366	7,271*	10,348 ^{R*}
4	4	JBS USA	27,000	27,900 ^R	46,796	79*	2,080*
5	5	Kraft Heinz Co.	20,295	20,543	26,268 ^R	(-10,254)	10,941 ^R
6	6	Anheuser-Busch InBev	15,504	15,588	54,619	5,691*	9,183*
7	7	Smithfield Foods Inc.	15,500	15,300	15,500	NA	NA
8	9	General Mills Inc. (6/1/19)	13,325	12,046	16,865	1,753	2,131
9	8	Coca-Cola Co.	11,691	14,727	31,856	6,434	1,182
10	10	Mars Inc.	11,666 ^E	11,666 ^E	35,000	NA-Private	NA-Private
11	17	Conagra Brands Inc. (5/26/19)	9,538	7,938	9,538	678	808
12	14	Hormel Foods Corp. (10/30/18)	8,922	8,623	9,546	1,013	847
13	11	Cargill Inc. (5/31/19)	8,900 ^E	9,000 ^E	113,500	2,560*	2,840*
14	13	Kellogg Co.	8,688	8,710	13,547	1,336	1,269
15	16	Molson Coors Co.	8,570	8,852 ^R	10,770	1,117	1,413
16	12	Saputo Inc. (3/31/19)	8,460 ^{CC}	8,890 ^{CC}	8,460 ^{CC}	625 ^{CC}	582 ^{CC}
17	21	Keurig Dr Pepper	8,457 ^A	NA	11,020	589	NA
18	19	J.M. Smucker Co. (4/30/19)	7,838	7,357	7,838	514	1,339
19	18	Dean Foods Co.	7,755	7,795	7,755	(-327)	62
20	15	Pilgrim's Pride	7,426 ^E	8,540 ^E	10,938	247	718 ^R
21	22	Hershey Co.	6,902	6,621	7,791	1,178	783
22	20	Mondelez International	6,885	6,797	25,938	3,381*	2,936*
23	24	Danone North America	6,000 ^E	6,000 ^E	28,200 ^{CC}	1,919* ^{CC}	2,935* ^{CC}
24	23	TreeHouse Foods Inc.	5,812	6,307	5,812	(-61)	(-286)
25	27	Post Holdings Inc. (9/30/18)	5,740	5,226	6,257	467	48
26	25	Bimbo Bakeries USA	5,549	5,434	5,549	NA	235* ^{CC}
27	26	Campbell Soup Co. (7/31/18)	5,186	5,292	8,685	261	887
28	29	National Beef Packing Co.	5,100 ^E	5,000 ^E	7,400	NA-Private	NA-Private
29	28	Agropur Cooperative (10/28/18)	4,921 ^{CC}	5,106 ^{CC}	4,921 ^{CC}	50 ^{CC}	354 ^{CC}
30	30	Perdue Farms Inc. (4/30/19)	4,400	4,300 ^E	6,700	NA-Private	NA-Private
31	33	Land O'Lakes Inc. ^D	4,240	3,900	14,900	255	365
32	35	Constellation Brands (2/28/19)	4,058	3,793 ^E	8,116	3,436	2,303 ^R
33	NA	Grupo Lala	3,964	3,318 ^{CC}	3,964 ^{CC}	NA	177 ^C
34	32	Flowers Foods Inc.	3,952	3,921	3,952	157	150
35	34	Lactalis American Group	3,860	3,860	3,860	NA	NA
36	31	Dairy Farmers of America ^D	3,830	4,140	13,600	109	127
37	37	E&J Gallo Winery	3,700 ^E	3,600 ^E	4,800 ^E	NA-Private	NA-Private
38	36	Unilever U.S.	3,330 ^A	3,700 ^A	64,697 ^{CC}	12,447* ^{CC}	7,769* ^{CC}
39	38	Sanderson Farms	3,236	3,342	3,236	61	280
40	40	Koch Foods Inc.	3,200 ^E	3,100 ^E	3,200 ^E	NA-Private	NA-Private
41	40	Prairie Farms Dairy Inc. (9/30/18)	3,100	3,100	3,100	NA	NA
42	40	California Dairies Inc.	3,100 ^E	3,100 ^E	4,100	NA	NA
43	40	Great Lakes Cheese Co.	3,100	3,100	3,100	NA	NA
44	44	McCain Foods (6/30/18)	2,820 ^E	2,825 ^E	6,963 ^{CC}	NA-Private	NA-Private
45	74	Heartside Food Solutions LLC	2,814	1,330	2,940	NA-Private	NA-Private
46	46	Beam Suntory Inc. (U.S.)	2,698	2,601	2,698 ^C	NA	NA
47	45	Maple Leaf Foods	2,562 ^{CC}	2,805 ^{CC}	2,562 ^{CC}	74 ^{CC}	131 ^{CC}
48	47	Rich Products Corp.	2,540 ^E	2,500 ^E	3,800	NA-Private	NA-Private
49	56	Ferrero USA	2,500	2,000	2,500	NA	NA
50	47	Foster Farms LLC	2,500 ^E	2,500 ^E	2,500 ^E	NA-Private	NA-Private
51	NA	Trident Seafoods Corp.	2,400 ^E	2,400 ^E	2,500 ^E	NA-Private	NA-Private
52	49	American Foods Group LLC (9/30/18)	2,400 ^E	2,400 ^E	3,600	NA-Private	NA-Private
53	51	Colgate-Palmolive Co.	2,388	2,292	15,544	2,400	2,024
54	50	Schreiber Foods Inc.	2,350 ^E	2,300 ^E	5,100	NA-Private	NA-Private
55	55	McCormick & Co. Inc. (11/30/18)	2,297	2,024 ^E	5,409	933	477
56	62	Premium Brands Holdings Corp.	2,218 ^{CC}	1,751 ^{CC}	2,218 ^{CC}	72 ^{CC}	64 ^{CC}
57	52	Wayne Farms LLC	2,200 ^E	2,200 ^E	2,200 ^E	NA-Private	NA-Private
58	58	Brown-Forman Corp. (4/30/19)	2,194 ^A	1,949 ^A	3,324	835	717
59	53	H.P. Hood Inc.	2,100 ^E	2,100 ^E	2,100 ^E	NA-Private	NA-Private
60	53	OSI Group	2,100	2,100	6,300	NA-Private	NA-Private
61	56	Hilmar Cheese Co.	2,050 ^E	2,000 ^E	2,600	NA-Private	NA-Private
62	60	Seaboard Corp.	1,958	1,795	6,583	(-17)	232
63	59	Keystone Foods ^B	1,900 ^E	1,900 ^E	2,700 ^E	NA	NA
64	63	J. R. Simplot Co. (8/31/18)	1,800 ^E	1,750 ^E	6,000 ^E	NA-Private	NA-Private
65	67	B&G Foods	1,701	1,668	1,701	172	217
66	65	Grassland Dairy	1,700	1,700	1,700	NA	NA
67	85	Lindt & Sprungli	1,686 ^{CC}	1,500 ^E	4,380 ^{CC}	495 ^{CC}	NA
68	69	Triumph Foods	1,600	1,600	1,600	NA	NA
69	65	Associated Milk Producers	1,600	1,700	1,600	NA	NA
70	69	Schwan's Co.	1,600 ^E	1,600 ^E	3,000	NA-Private	NA-Private
71	72	Leprino Foods Co.	1,600 ^E	1,500 ^E	3,200	NA-Private	NA-Private
72	61	Weston Foods	1,555 ^{CC}	1,787 ^{CC}	1,555 ^{CC}	161 ^{CC}	188 ^{CC}
73	91	Bonduelle N.A. (6/30/18)	1,463	959	3,114 ^{CC}	82* ^{CC}	72* ^{R,CC}
74	68	Del Monte Pacific Ltd. (4/30/19)	1,420 ^A	1,600	2,000	(-20)	(-37) ^R
75	73	McKee Foods Corp.	1,400 ^E	1,400 ^E	1,400 ^E	NA-Private	NA-Private
76	76	Chobani Inc.	1,400 ^A	1,300 ^E	1,500	NA-Private	NA-Private
77	71	Cal-Maine Foods (6/1/19)	1,361	1,503	1,361	54	126
78	77	Borden Dairy Co.	1,250	1,250	1,250	NA-Private	NA-Private
79	78	Reser's Fine Foods	1,225	1,225	1,225	NA-Private	NA-Private
80	79	Lancaster Colony Corp. (6/30/18)	1,223	1,202	1,223	135	115
81	75	Seneca Foods Inc. (3/31/19)	1,188	1,163 ^R	1,188	6	(-8) ^R
82	82	J&J Snack Foods (9/30/18)	1,138	1,084	1,138	104	79
83	80	CROPP Cooperative/Organic Valley	1,100	1,100	1,100	(-7)	(-10)
84	64	Hain Celestial Group (6/30/18)	1,085	1,701	2,458	10	67
85	83	Darigold (3/31/19)	1,032	1,050	2,260	NA	NA
86	90	National Beverage Corp. (4/28/19)	1,014	975	1,014	141	150
87	85	American Crystal Sugar Co. (8/31/18)	1,000 ^E	1,000 ^E	1,515	NA	NA
88	84	Golden State Foods	1,000 ^E	1,040	6,855	NA-Private	NA-Private
89	85	Sargento Foods Inc. (6/30/18)	1,000 ^E	1,000 ^E	1,300	NA-Private	NA-Private
90	85	Wells Enterprises Inc.	1,000	1,000	1,000	NA-Private	NA-Private
91	89	Agri-Mark	1,000 ^E	990	1,000 ^E	NA	NA
92	93	Boston Beer Co.	996	863	1,058	93	99
93	92	Foremost Farms USA	850	850	1,600	NA	NA
94	96	Hostess Brands Inc.	850	776	850	81	258
95	80	Johnsonville	800 ^E	800 ^{E,R}	800 ^E	NA-Private	NA-Private
96	97	SugarCreek	750 ^E	750 ^E	750 ^E	NA-Private	NA-Private
97	NR	John B. Sanfilippo & Son (6/28/18)	734	682	889	32	36
98	97	Gilster-Mary Lee Corp.	700	710 ^E	700 ^E	NA-Private	NA-Private
99	98	Glanbia USA	645	645	881	NA	NA
100	99	Cott Corp.	588	602	2,373	384	7

CODES:
A = Adjustments were made to a figure reported or supplied by the company
B = Keystone was acquired by Tyson end of 2018.
CC = We converted foreign currency to U.S. dollars at the end of the company's fiscal year or on 12/31/18
D = Includes processed dairy but not raw milk
E = Estimate
NA = Not available
NR = Not ranked previously
R = Figure is restated from what we carried last year
* For most international companies, Net Income represents that of the parent firm