

RANK	COMPANY	LOCATION	TOP DAIRY EXECUTIVE	TYPE	PARENT COMPANY	FY END	2020 SALES
1	Nestlé, Zone Americas	Arlington, VA (Nestlé USA); North York, Ontario (Nestlé Canada), Canada; Mexico City, Mexico (Nestlé Mexico)	Laurent Freixe, CEO, Zone Americas	Pu	Nestlé, Vevey, Switzerland	12/31	\$10,990.0*
Note: Zone Americas includes some operations outside of North America. Products: Packaged ice cream, ice cream bars, frozen fruit bars, frozen snacks, frozen dairy desserts, sorbet, frozen yogurt, milk-based beverages, coffee creamers.							
2	Saputo Inc.	Montreal, Québec, Canada	Lino A. Saputo, chair and CEO	Pu		3/31	\$10,660.0
Note: Sales figure converted from Canada dollars to U.S. dollars using 2020 average exchange rate from IRS. Products: Cheeses, including mozzarella, provolone, Parmesan, Romano, Asiago, ricotta, feta, Havarti, Fontinella, Gorgonzola, cheddar, Edam, colby, colby jack, fontina, Monterey Jack, pepper jack, Muenster, Lorraine, fresh frozen mozzarella, string cheese, snack sticks, goat cheese, blue cheese, brie, Camembert, farmers cheese, fresh curd, processed cheeses. Other dairy products: fluid milk, value-added milk, specialty beverages, cream, flavored cream, butter, yogurt, sour cream, cottage cheese, buttermilk, ice cream mixes, half & half, whipping cream, creamers, aerosol whipped topping, frappe mixes, milk powder, whey powder, whey protein concentrates, lactose, dairy ingredient blends, demineralized whey powder, galacto-oligosaccharides, dairy alternatives, spray oil.							
3	Dairy Farmers of America Inc.	Kansas City, KS	Rick Smith, president and CEO	C		12/31	\$8,947.0
Products: Milk, chocolate milk, condensed milk, sweetened condensed milk, cream, buttermilk, cottage cheese, sour cream, yogurt, butter, cheese (American-style, Gouda, hard Italian, artisanal Hispanic, longhorn cheddar, Monterey Jack, pepper jack and specialty cheese), ice cream, ice cream mixes, frozen novelties, sherbet, sorbet, ingredients, fruit juices and tea, fruit punch.							
4	Danone North America	White Plains, NY, and Broomfield, CO	Shane Grant, CEO	Pu	Danone S.A., Paris, France	12/31	\$6,195.0*
Products: Yogurt, Greek yogurt, drinkable yogurt, smoothies, frozen yogurt, coffee creamers, dairy alternatives, organic foods and beverages, nutritionals.							
5	Agropur	Saint-Hubert, Québec, Canada	Émile Cordeau, CEO	C		10/31	\$5,742.0
Note: Sales figure converted from Canadian dollars to U.S. dollars using 2020 average exchange rate from IRS. Products: Cheeses, butter, milk, specialty milk, yogurt, cream, ice cream, dairy ingredients (including permeate, whey, skim milk powder).							
6	Kraft Heinz Co.	Chicago, IL and Pittsburgh, PA	Miguel Patricio, CEO	Pu		12/26	\$5,237.0
Note: Kraft Heinz sold its natural cheese business to Lactalis American Group, but because the transaction didn't close until 2021, we included the 2020 natural cheese sales in Kraft Heinz's ranking. Products: Natural cheese, processed cheese, cream cheese, sour cream, cottage cheese, cheese blends.							
7	Schreiber Foods Inc.	Green Bay, WI	Ron Dunford, president and CEO	Pr		10/1	\$5,000.0
Products: Cheese, cream cheese, blends, yogurt, yogurt drinks, dairy desserts, specialty cheeses.							
8	Conagra Brands	Chicago, IL	Sean Connolly, president and CEO	Pu		5/31	\$4,633.0*
Note: Sales include Refrigerated and Frozen segment, which also takes in some nondairy products. Fiscal year ending is in 2021. Products: Whipped topping, margarine and spreads, pudding, dry cocoa, creamy dressings.							
9	Unilever, North American operations	Englewood Cliffs, NJ	Fabian Garcia, president, North America	Pu	Unilever, London and Rotterdam, Netherlands	12/31	\$4,319.0*
Note: Estimated sales include the company's Food and Refreshment segment, which take in some nondairy sales. Products: Ice cream, gelato, frozen novelties, tea-based beverages.							
10 (tie)	Land O'Lakes Inc.	Arden Hills, MN	Beth Ford, president and CEO	C		12/31	\$4,000.0*
Products: Cheese, butter, ingredients, pudding.							

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10 (tie)	California Dairies Inc.	Visalia, CA	Brad Anderson, president and CEO	C		12/31	\$4,000.0*
Products: Butter, fluid milk, milk powders, nutritional powders, condensed milk.							
12	Grupo LALA	Mexico City, Mexico	Arquimedes Celis, CEO	Pu		12/31	\$3,766.0
Note: Sales figure converted from Mexican pesos to U.S. dollars using 2020 average exchange rate from IRS. Products: Milk, functional dairy products, yogurt, drinkable yogurt, crema, cottage cheese, Mexican cheeses, processed cheese, fine cheeses, plant-based beverages, juices/beverages.							
13	The Kroger Co.	Cincinnati, OH	Erin Sharp, group vice president, manufacturing	Pu		1/30	\$3,653.0*
Products: Milk, cottage cheese, yogurt, sour cream, dips, organic milk, juices, drinks, water, ice cream, novelties, tea, whipping cream, process cheese, natural cheese.							
14	Leprino Foods Co.	Denver, CO	James Leprino, chairman	Pr		10/31	\$3,570.0*
Products: Mozzarella/pizza cheese, reduced-fat Monterey Jack, provolone, reduced-fat cheddar, cheese blends, whey protein, sweet whey, lactose, micellar casein concentrate.							
15	Prairie Farms Dairy Inc.	Edwardsville, IL	Edward L. Mullins, CEO and executive vice president	C		9/1	\$3,400.0
Products: Milk, eggnog, buttermilk, cottage cheese, sour cream, yogurt, butter, ice cream, novelties, sherbet, sorbet, juice, fruit punch, iced tea, coffee beverages, creamers, cheese (Swiss, Maasdam, baby Swiss, grass-fed baby Swiss, blue, Gorgonzola, cream cheese, Neufchatel, Gouda, grass-fed Gouda, cold-blended club cheeses, processed cheeses, enzyme-modified cheeses), cheese analogs, ingredients.							
16	Great Lakes Cheese Co.	Hiram, OH	Dan Zagzebski, president and CEO	Pr		12/31	\$3,366.0*
Products: Natural cheese (cheddar, Swiss, colby, mozzarella, Muenster, provolone, pepper jack, blue, feta, Gorgonzola, goat), specialty cheeses, processed cheese, whey products.							
17	General Mills Inc.	Minneapolis, MN	Jeffrey Harmening, chairman and CEO	Pu		5/31	\$3,258.0
Note: Reported sales include yogurt and superpremium ice cream. Products: Yogurt, superpremium ice cream.							
18	Lactalis Group, North American operations	Buffalo, NY and Toronto, Ontario, Canada	Jean-Luc Bruandet, president and CEO, Lactalis American Group; Mark Taylor, president and CEO, Lactalis Canada	Pr	Lactalis Group, Laval, France	12/31	\$3,190.0*
Products: Milk, buttermilk, cream, ice cream mix, sour cream, yogurt, kefir, cottage cheese, butter, eggnog, natural cheese, snack cheese, dairy ingredients, soy beverages, juice, fruit drinks.							
19	Glanbia Nutritionals Inc.	Chicago, IL	Brian Phelan, CEO	Pu	Glanbia PLC, Kilkenny, Ireland	1/2	\$3,079.0
Note: Sales converted from euros to U.S. dollars using 2020 average exchange rate from IRS. Fiscal year end was in 2021. Products: Cheese (barrels and blocks), conventional and organic cheeses (cheddar, colby, colby jack, pepper jack, Monterey Jack, Muenster, asadero, queso, and quesadilla), whey products.							
20	Hilmar Cheese Co.	Hilmar, CA	David Ahlem, president and CEO	Pr		12/31	\$2,754.0*
Products: Natural-style cheeses (cheddar, Monterey Jack, pepper jack, colby, colby jack), TruSmoke wood-smoked natural cheeses, whey protein concentrate, whey protein isolate, whey protein hydrolysate, lactose.							

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21	HP Hood LLC	Lynnfield, MA	John A. Kaneb, president, chairman and CEO	Pr		12/31	\$2,700.0
Products: Milk, eggnog, buttermilk, cottage cheese, sour cream, yogurt, Greek yogurt, ice cream, sherbet, sorbet, novelties, juice, fruit punch, other nondairy beverages.							
22	Darigold Inc.	Seattle, WA	Stan Ryan, president and CEO	C		3/31	\$2,411.0*
Note: Fiscal year end is in 2021. Products: Milk/flavored milk, ultrafiltered milk, eggnog, buttermilk, whipping and heavy cream, half & half, sports recovery drinks, dairy creamer, ice cream mixes, cottage cheese, sour cream, butter, cheddar cheese, colby jack cheese, Monterey Jack cheese, pepper jack cheese, milk powders, WPC, milk protein concentrate, condensed products, bulk cream, bulk butter, bulk cheese.							
23	Publix Super Markets	Lakeland, FL	Mike Smith, senior vice president, industrial operations	Pr		12/26	\$2,243.0*
Products: Milk, ice cream, frozen yogurt, cultured products, juice, water, carbonated soft drinks, other beverages.							
24	H-E-B	San Antonio, TX	Josh Malin, director of manufacturing	Pr		12/31	\$1,847.0*
Products: Milk, eggnog, ice cream, novelties, yogurt, cottage cheese, sour cream.							
25	Grassland Dairy Products Inc.	Greenwood, WI	Leon Gregorich, CEO	Pr		12/31	\$1,815.0*
Products: Butter (European-style, grass-fed), butter oil, butter blends, anhydrous milkfat, condensed buttermilk, buttermilk powder, nonfat dry milk, milk permeate powder, milk protein concentrate (56, 70, 85), milk protein isolate (90), condensed skim milk, UF milk, cream.							
26	Associated Milk Producers Inc.	New Ulm, MN	Donn DeVelder, Sheryl Meshke, co-presidents/CEOs	C		11/30	\$1,800.0
Products: Cheese, processed cheese, butter, bulk fluid milk, buttermilk, whey protein concentrate, nonfat dry milk, lactose.							
27	Chobani LLC	New York, NY	Hamdi Ulukaya, founder, CEO	Pr		12/31	\$1,721.0*
Products: Greek yogurt, traditional yogurt, drinkable yogurt, yogurt snacks, coffee creamers, plant-based dairy alternatives, ready-to-drink coffee, nondairy probiotic drinks.							
28	Foremost Farms USA	Baraboo, WI	Greg Schlafer, president and CEO	C		12/31	\$1,620.0*
Products: Cheese (mozzarella, provolone, cheddar), butter, bulk fluid milk, whey products.							
29	Wells Enterprises Inc.	Le Mars, IA	Michael C. Wells, president and CEO	Pr		12/31	\$1,625.0
Products: Ice cream, frozen novelties, frozen dairy desserts.							
30	Albertsons Dairy Division	Boise, ID	Evan Rainwater, executive vice president, supply chain	Pu	Albertsons LLC, Boise, ID	2/27	\$1,433.0*
Note: Fiscal year end is in 2021. Products: Milk, organic milk and cream, eggnog, cultured dairy products, plant-based fluid products, water, juice, ice cream, nondairy ice cream, organic ice cream, water ice novelties.							

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31	Borden Dairy Co.	Dallas, TX	Gregg Engles, chairman and CEO	Pr		12/31	\$1,400.0*
Products: Milk, cream, eggnog, buttermilk, sour cream, cottage cheese, dairy dips, juices, drinks/beverages, iced tea.							
32	Emmi, Americas Division	Fitchburg, WI	Matthias Kunz, executive vice president, Americas	Pu	Emmi Group, Lucerne, Switzerland	12/31	\$1,366.0
Note: Sales converted from Swiss francs to U.S. dollars using 2020 average exchange rate from IRS. Products: Aged and fresh specialty cheeses, goat's milk, goat's milk powder, goat's milk cheeses, butter, cow's and goat's milk kefir, sour cream, yogurt.							
33	Sargento Foods Inc.	Plymouth, WI	Louie Gentine, CEO	Pr		12/31	\$1,356.0*
Products: Cut, package and market natural cheese shreds, slices and snacks; battered and breaded appetizers and sauces.							
34	Masters Gallery Foods	Plymouth, WI	Jeff Gentine, president and CEO	Pr		12/31	\$1,326.0*
Products: Cheese (American styles, Italian classics, specialty, American processed), cheese-related items.							
35	Organic Valley	La Farge, WI	Robert Kirchoff, CEO	C	CROPP Cooperative, Westby, WI	12/31	\$1,200.0
Products: Milk, cream, half & half, eggnog, butter, cheese, cream cheese, sour cream, cottage cheese, yogurt.							
36	Upstate Niagara Cooperative Inc.	Buffalo, NY	Lawrence C. Webster, CEO	C		12/31	\$1,161.0
Products: Milk, ice cream mix, yogurt, cottage cheese, sour cream, eggnog, cream, buttermilk, Italian cheeses, refrigerated dips, ready-to-drink coffee/tea, nutritional drinks, butter, nonfat milk powder, condensed milk, evaporated milk, juice.							
37	Tillamook County Creamery Association	Tillamook, OR	Patrick Criteser, president and CEO	C		12/31	\$1,151.0
Products: Cheese (medium, sharp, extra sharp cheddar; medium, sharp, extra sharp white cheddar; 3-year Vintage extra sharp white cheddar; smoked and kosher cheese), ice cream (premium, sandwiches), frozen custard, sour cream, butter, yogurt, cream cheese spreads, whey, lactose.							
38	Fairlife LLC	Chicago, IL	Tim Doelman, CEO	Pu	The Coca-Cola Co., Atlanta, GA	12/29	\$1,070.0*
Products: High-protein ultrafiltered milk, high-protein milkshakes, nutrition shakes, creamers, light ice cream.							
39	Agri-Mark Inc.	Andover, MA	Bill Beaton, CEO	C		12/31	\$990.0
Products: Cottage cheese, sour cream, Greek yogurt, butter, cheese (cheddar, Muenster), ingredients, whey proteins.							
40	Bel Brands USA	Chicago, IL	Bill Graham, CEO, USA	Pr	Bel Group, Paris, France	12/31	\$940.0*
Products: Natural and processed cheeses, cheese spreads, cold-pack cheese, cheese snacks, cheese snacks with functional ingredients, dips.							

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41	Daisy Brand LLC	Dallas, TX	David Sokolsky, CEO	Pr		12/27	\$903.0
Products: Sour cream, cottage cheese.							
42	Michigan Milk Producers Association	Novi, MI	Joe Diglio, president and CEO	C		9/30	\$867.0*
Products: Cream, condensed milk products, ultrafiltered milk, milk powders, butter, ingredients, cheese.							
43	Maryland & Virginia Milk Producers Cooperative	Reston, VA	Jay Bryant, CEO	C		12/31	\$861.0
Products: Milk, flavored milk, buttermilk, ice cream mix, half & half, whipping cream, eggnog, bulk cream, condensed milk, milk powders, butter.							
44	Savencia Fromage & Dairy, U.S. operations	New Holland, PA	Dominique Huth, president and CEO, Savencia Cheese USA; Miro Hosek, president and CEO, AFP Advanced Food Products	Pr	Savencia Fromage & Dairy, Viroflay, France	12/31	\$841.0*
Products: Cheese, cream cheese, cheese sauce, dips, spread, puddings, dairy beverages.							
45	Bongards Premium Cheese	Chanhasen, MN	Daryl Larson, president and CEO	C		12/31	\$815.0
Products: Natural cheese, processed cheese, imitation cheese, whey.							
46 (tie)	United Dairymen of Arizona	Tempe, AZ	Robert Chesler, CEO	C		9/30	\$798.0
Products: Milk, powders, milk proteins, butter, condensed products, cream.							
46 (tie)	Milk Specialties Global	Eden Prairie, MN	David Lenzmeier, CEO	Pr		6/26	\$798.0
Note: Fiscal year end is in 2021. Products: Human: whey protein isolate, whey protein concentrate, milk protein concentrate, milk protein isolate, whey protein hydrolysate, lactose, permeate, sweet whey powder. Animal: Energy Booster, inert fats, protein encapsulated fats, milk replacers, milk fortifiers, nutritional supplements.							
48	First District Association	Litchfield, MN	Bob Huffman, president and CEO	C		9/30	\$716.0
Products: Cheese (cheddar barrels, long-hold cheddar barrels, Gouda barrels, Monterey Jack barrels, non-traditional Swiss barrels), WPC, lactose.							
49	Southeast Milk Inc.	Bellevue, FL	Todd Proffitt, CEO	C		9/30	\$699.0*
Products: Milk, concentrated milk, cream.							
50	Schuman Cheese	Fairfield, NJ	Neal Schuman, CEO	Pr		9/30	\$675.0*
Products: Cheese: Parmesan, copper kettle Parmesan, Asiago, mascarpone, Fontal, blue, Romano, Gorgonzola, cheese snacks.							

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51	T. Marzetti Co.	Columbus, OH	David A. Ciesinski, CEO of parent co.	Pu	Lancaster Colony Corp., Westerville, OH	6/30	\$654.0*
Note: Sales figure includes some nondairy products. Products: Refrigerated salad dressings (dairy and nondairy), shelf-stable salad dressings, vegetable dips, fruit dips, sauces, sour cream.							
52	Winona Foods	Green Bay, WI	David Meyer, owner/vice president	Pr		12/31	\$603.0*
Products: Processed cheese, processed cheese food, processed cheese spreads, goat cheese spreads, cold pack cheeses, cheese sauce, natural cheeses (Asiago, Cojita, Parmesan, Romano, cheddar, Gouda, fontina, Swiss, Edam, cracker cut cheeses, cream cheese, Neufchatel cheese, mozzarella, feta, queso blanco, ricotta, veined cheeses, specialty cheeses).							
53	Blue Bell Creameries	Brenham, TX	Ricky Dickson, CEO and president	Pr		12/31	\$551.0*
Products: Ice cream, novelties, sherbet.							
54	Crystal Creamery	Modesto, CA	Dennis Roberts, president and CEO	Pr		12/31	\$550.0
Products: Conventional and organic milk, conventional and organic ice cream, conventional and organic cottage cheese and sour cream, juices/drinks, bulk butter, milk powders.							
55	BelGioioso Cheese Inc.	Green Bay, WI	Errico Auricchio, president	Pr		12/31	\$525.0*
Products: Specialty cheeses.							
56	Rockview Family Farms	City of Industry, CA	Ted DeGroot, principal and general manager	Pr		12/31	\$522.0*
Products: Milk, creamers, cream, half & half, buttermilk, cottage cheese, yogurt, butter, whipped topping, orange juice.							
57	Rich Products Corp.	Buffalo, NY	Richard Ferranti, CEO	Pr		12/31	\$467.0*
Products: Ice cream cakes, ice cream rolls, nondairy whipped topping, cooking creams, milkshakes, smoothies, tres leches liquid dessert, custard bases, plant-based soft-serve base and cooking crème.							
58	Berner Food and Beverage LLC	Dakota, IL	Kurt Seagrist, CEO	Pr		12/31	\$433.0*
Products: Cheese dips, cheese sauces, salsa con queso, other dips/sauces, aerosol cheese products, ready-to-drink coffee- and tea-based beverages, functional beverages.							
59	Producers Dairy Foods Inc.	Fresno, CA	Richard Shehadey, chairman	Pr		9/30	\$430.0
Products: Milk, eggnog, buttermilk, sour cream, whipped topping, half & half, cream, whipping cream, ice cream, yogurt, butter, juice.							
60	Turkey Hill Dairy	Conestoga, PA	Andy Jacobs, CEO	Pr		2/1	\$420.0*
Products: Milk, ice cream, frozen novelties, sherbet, iced tea/coffee, fruit drinks, tea plus water, eggnog.							

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61	Gehl Foods LLC	Germantown, WI	Craig Lemieux, CEO	Pr		10/31	\$412.0*
Products: Aseptic products: cheese sauces, chili sauces, pudding, dairy-based ready-to-drink beverages, creamers.							
62	Byrne Dairy	Lafayette, NY	Carl Byrne president and CEO	Pr		12/31	\$396.0*
Products: Milk, half & half, extended-shelf-life milk and cream, ice cream, frozen desserts, sherbet, frozen novelties, eggnog, yogurt, sour cream, juices/fruit drinks.							
63	SmithFoods Inc.	Orrville, OH	Nate Schmid, president	Pr		9/30	\$385.0*
Products: Milk, organic milk, half & half, whipping cream, eggnog, buttermilk, cottage cheese, sour cream, ice cream, nondairy frozen desserts, sherbet, juice, fruit punch, iced tea, nondairy beverages, dairy alternatives.							
64	Galliker Dairy Co.	Johnstown, PA	Louis G. Galliker, III, president	Pr		12/31	\$384.0*
Products: Milk, ice cream, frozen novelties, iced tea, juice, dairy dips, cottage cheese, ricotta cheese.							
65	Grande Cheese Co.	Fond du Lac, WI	Todd Koss, CEO	Pr		12/31	\$383.0*
Products: Cheese (mozzarella, Italian cheese blends, provolone, aged provolone, fresh mozzarella, burrata, ricotta, fresh curds, Parmesan, Romano, Asiago), whey protein ingredients.							
66	Brewster Cheese	Brewster, OH	Fritz Leeman, CEO	Pr		3/31	\$362.0
Note: Fiscal year end is in 2021. Products: Swiss cheese (traditional, reduced-fat, aged, Baby, lacey), whey protein, lactose.							
67	Gossner Foods Inc.	Logan, UT	Kristan Earl, president and CEO	Pr		9/30	\$350.0*
Products: UHT milk, cream, cheese (Swiss, Baby Swiss, European-style Swiss, Muenster, asadaro, cheddar, fresh cheese curd).							
68	Dippin' Dots LLC	Paducah, KY	Stephen Scott Fischer, CEO	Pr		12/31	\$337.0*
Products: Ice cream, ice, frozen yogurt, sherbet.							
69	Shamrock Farms	Phoenix, AZ	Kent McClelland, president and CEO, Shamrock Foods	Pr	Shamrock Foods, Phoenix, AZ	9/30	\$325.0*
Products: Milk, specialty milks, creams, dairy-based protein beverages, dairy and plant-based hybrid protein beverages, sour cream, cottage cheese.							
70	Continental Dairy Facilities	Coopersville, MI	Steve Cooper, president/general manager of dairy manufacturing operations	C	Select Milk Producers, Artesia, NM	7/31	\$320.0*
Products: Cream, condensed skim milk, nonfat dry milk powder, skimmed milk powder, butter, buttermilk powder, condensed buttermilk.							

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71	Sartori Co.	Plymouth, WI	Jeff Schwager, CEO	Pr		6/30	\$307.0*
Products: Specialty cheeses, Italian cheeses.							
72	J&J Snack Foods Corp.	Pennsauken, NJ	Dan Fachner, CEO	Pu		9/26	\$306.0
Note: Sales are for frozen juices, ices and frozen beverages only. Products: Frozen juices and ices, beverages, Italian ice, frozen juice bars.							
73	Litehouse Inc.	Sandpoint, ID	Kelly Prior, president	ESOP		12/31	\$303.0*
Products: Cheese, buttermilk, yogurt, dairy and nondairy dressings, dairy and nondairy dips, other nondairy products.							
74	Fage USA Dairy Industry Inc.	Johnstown, NY	Ioannis Ravanis, executive vice president, manufacturing and operations	Pr	Fage International, Strassen, Luxembourg	12/31	\$296.0
Products: Greek yogurt, sour cream.							
75	Meijer	Holland, MI	Mike Graham, senior vice president, supply chain and manufacturing	Pr		12/31	\$287.0*
Products: Milk, coffee creams, cottage cheese, yogurt, sour cream, ice cream, novelties, juices, fruit drinks, teas.							
76	Ellsworth Cooperative Creamery	Ellsworth, WI	Paul Bauer, CEO	C		12/31	\$279.0
Products: Cheese (curds, cheddar, specialty, Muenster), processed cheese.							
77	Wawa Inc.	Wawa, PA	Chris Gheysens, president and CEO	Pr		12/31	\$257.0*
Products: Milk, heavy cream, half & half, juice, tea, fruit punch, ice cream mix, buttermilk, nondairy creamers, yogurt, sour cream, cottage cheese.							
78	High Desert Milk	Burley, ID	Randy Robinson, CEO	C		6/1	\$255.0*
Products: Grade A nonfat dry milk powder, skim milk powder, buttermilk powder, butter, sweet cream.							
79	Crystal Farms Dairy Co.	Minneapolis, MN	Roxanne Bernstein, president and general manager	Pu	Post Holdings, St. Louis, MO	9/30	\$249.0*
Note: Sales reported are for Post Holdings' refrigerated retail segment, which includes some non-Crystal Farms products. Products: Cheese, butter.							
80	Mars Ice Cream	Burr Ridge, IL	Grant F. Reid, CEO, Mars Inc.	Pr	Mars Inc., McLean, VA	12/31	\$240.0*
Products: Ice cream novelties (sticks, sandwiches, bars, cones).							

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81	Clover Sonoma	Petaluma, CA	Marcus Benedetti, president and CEO	Pr		12/31	\$237.0
Products: Milk, buttermilk, cream, half & half, whipped cream, ice cream, butter, kefir, cheese, yogurt, cream cheese, sour cream, cottage cheese, eggnog.							
82	Ornua Ingredients North America	Hilbert, WI	Rick Pedersen, president	C	Ornua, Dublin, Ireland	12/31	\$226.0
Products: Custom functional cheese solutions, clean-label natural cheese technologies, easy-melt and restricted-melt processed cheeses, substitutes and imitation cheeses, customized formulations.							
83	Johanna Foods Inc.	Flemington, NJ	Robert Facchina, president and CEO	Pr		12/31	\$213.0*
Products: Yogurt, juices/beverages, aseptic juices/drinks, teas.							
84 (tie)	Arla Foods USA Inc.	Basking Ridge, NJ	Simon Stevens, executive vice president, international	C	Arla Foods, Amba, Denmark	12/31	\$202.0
Note: Sales converted from euros to U.S. dollars using 2020 average exchange rate from IRS. Products: Cheese: Havarti, Gouda, Edam, fontina, blue, Muenster, cheddar, Camembert, brie, cream cheese.							
84 (tie)	Steuben Foods	Elma, NY	Julie Senko, co-president; Frank Balon, co-president	Pr		12/31	\$202.0*
Products: Milk, milkshakes, horchatas, plant-based beverages, shakes, evaporated milk, sweetened condensed milk, coffee creamers, ice cream mix, coffee, tea, energy drinks, smoothies and more (most products aseptically packaged).							
86	Aurora Organic Dairy	Boulder, CO	Scott McGinty, CEO	Pr		12/31	\$201.0*
Products: Organic milk, butter.							
87	KanPak U.S.	Wichita, KS	Larry McGill, CEO	Pr	Golden State Foods, Irvine, CA	12/31	\$198.0
Products: Smoothies, iced coffee, coffee creamers, tea, specialty beverages, soft-serve ice cream, yogurt, desserts, extended-shelf-life drinks, protein shakes.							
88	United Dairy Inc.	Martins Ferry, OH	James Carson, president	Pr		12/31	\$193.0*
Products: Milk, orange juice, fruit drinks, ice tea, sour cream, dairy-based dips, cottage cheese, half & half, eggnog, ice cream, sherbet, frozen novelties.							
89	Biery Cheese	Louisville, OH	Ben Biery, CEO	Pr		12/31	\$191.0*
Products: Natural and processed cheeses (cheddar, colby, Muenster, pepperoni cheese, hot pepper, Swiss, mozzarella, Gouda, colby jack, provolone, cheese blends, snacking cheese, flavored cheese, party trays), vegan/plant-based cheese alternatives.							
90	Schwan's Co.	Marshall, MN	Dimitrios Smyrnios, CEO	Pr	CJ CheilJedang (80% ownership, excepting Schwan's Home Service Inc.), Seoul, Korea	12/31	\$189.0*
Products: Ice cream, novelties, ice cream mix, sherbets, sorbets, juice, smoothies, crème pies.							

RANK	COMPANY	LOCATION	TOP DAIRY EXECUTIVE	TYPE	PARENT COMPANY	FY END	2020 SALES
91	Braum's Inc.	Oklahoma City, OK	Drew Braum, president and CEO	Pr		12/31	\$174.0*
Products: Milk, A2 milk, butter, ice cream, frozen yogurt, novelties, frozen desserts, cottage cheese, natural cheese, yogurt, sour cream, dairy-based dips, orange juice, fruit drinks, apple juice.							
92	Joseph Farms	Atwater, CA	Michael Gallo, CEO	Pr		12/31	\$173.0*
Products: Natural cheeses (Monterey Jack, marbled jack, pepper jack, cheddar, mozzarella, provolone, Swiss, Muenster, Gouda), whey products.							
93	Anderson Erickson Dairy Co.	Des Moines, IA	Miriam Erickson Brown, president and CEO	Pr		12/31	\$172.0*
Products: Milk, lactose-free milk, buttermilk, creams, cottage cheese, dairy dips, yogurt, sour cream, lemonade, juice.							
94 (tie)	Super Store Industries	Lathrop, CA	Tracy Twomey, president and CEO	Private general partnership		12/31	\$170.0
Products: Ice cream, yogurt, Greek yogurt, nondairy yogurt alternatives, cottage cheese, drinkable yogurt, smoothies, sour cream, ice cream, juice, tea, drinks.							
94 (tie)	Valley Queen Cheese Factory Inc.	Milbank, SD	Doug Wilke, CEO	Pr		12/31	\$170.0*
Products: Cheese (reduced-fat cheddar, cheddar, cheddar-jalapeño, colby, colby jack, colby pepper jack, cracked black pepper cheddar, garlic jalapeño-cheddar, Monterey Jack, Monterey Jack chipotle, Monterey Jack pepper, Tuscan herb cheddar, reduced-fat colby jack), lactose, whey protein concentrate, anhydrous milkfat.							
96	Clover Farms Dairy Co.	Reading, PA	Richard L. Hartman, president	Pr		12/31	\$167.0*
Products: Milk, eggnog, half & half, cream, light cream, whipping cream, water, iced tea, fruit drinks.							
97	Cloverland Dairy L.P.	Baltimore, MD	Ralph Kemp, president	Pr		12/31	\$156.0*
Products: Milk, flavored milk, cream, eggnog, buttermilk, sour cream, yogurt, cottage cheese, cream cheese, ice cream mixes, apple juice, orange juice, grape juice, lemonade, iced tea.							
98	Baker Cheese Inc.	St. Cloud, WI	Brian Baker, president	Pr		12/31	\$146.0*
Products: String cheese.							
99	Perry's Ice Cream Company Inc.	Akron, NY	Robert Denning, president and CEO	Pr		12/31	\$139.0
Products: Ice cream, frozen yogurt, sherbet, sorbet, nondairy frozen desserts, frozen novelties.							
100	Hershey's Ice Cream Co.	Harrisburg, PA	George Hugh Holder, president	Pu		12/31	\$134.0
Products: Ice cream, frozen yogurt, sherbet, ices, ice cream cakes, frozen novelties.							