

TOP 75 REPORT
INDEPENDENT PROCESSOR

The Independent Processor Top 75 Report

The small and mid-sized meat sector continues to show resiliency in uncertain times.

Throughout the history of the *Independent Processor's* Top 75 Report, one thing has proven true: These companies are able to weather most any storm that comes their way. Even when a historic drought sends the costs of feed to record highs, most of the returning companies to this year's list were able to increase their sales, or at the very least hold steady.

This year's report saw numerous

highlights from participating companies, from record sales years to new products, expansions and capital investments. Godshall's Quality Meats, for one, enjoyed the biggest sales year in the company's 60+-year history and is adding a new impingement oven to fulfill orders of its new fully cooked turkey bacon. JTM Food Group introduced numerous new products, added several key pieces of equipment and acquired the school business operations of Culinary

Standards. That acquisition bolstered the company's already-strong position as a producer of kettle-cooked products for the school foodservice industry. For a full list of company achievements, visit www.provisioneronline.com.

There are serious questions about what lies in store — Obamacare, in particular, was listed by many companies as a concern for the coming year. The opportunities, though, seem to outweigh the challenges.

2013 Rank	2012 Rank	COMPANY	Net Sales in millions	Fiscal Year End	No. of Plants	No. of Employees	Beef Slaughter	Boxed 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	Export	Natural/Organic
1	4	Farmer's Pride Inc. Fredericksburg, Pa. Scott I. Sechler, Chairman	235	12/12	1	1,200												✓							✓	✓	✓	✓	
2	2	Dakota Provisions Huron, S.D. Kenneth D. Rutledge, President/CEO	224	12/12	1	875			✓							✓	✓	✓	✓						✓	✓	✓	✓	
3	2	Carl Buddig & Co. Homewood, Ill. Robert Buddig, Thomas Buddig, CEOs	220 (EST)	10/12	4	500									✓	✓			✓					✓					
4	6	Columbus Mfg. Inc. Hayward, Calif. Tim Fallon, CEO	200 (DR)	12/12	3	300		✓			✓		✓	✓	✓				✓							✓	✓	✓	
5	7	Custom Food Products LLC Carson, Calif. Jon Hickerson, President	198 (DR)	12/12	2	300			✓						✓				✓					✓			✓		
6	12	Overhill Farms Vernon, Calif. James Rudis, President/CEO	194.4 (EFR)	10/12	2	1,000			✓										✓				✓	✓	✓				
7	9	Mountain States Rosen LLC Bronx, N.Y. Dennis Stiffler, CEO	185	12/12	2	>100	✓	✓	✓		✓							✓		✓	✓		✓	✓	✓	✓	✓	✓	
8	10	Harrison Poultry Inc. Bethlehem, Ga. Mike Welch, CEO	183.3 (EST)	12/12	1	900												✓											

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9	15	John Soules Foods Inc. Tyler, Texas John Soules II, Co-CEO	171	12/12	1	420			✓										✓					✓		✓		✓	
10	11	Murry's Inc. Marlboro, Md. Ira Mendelson, President/CEO	170 (EST)	05/12	1	1,100		✓	✓		✓								✓					✓					
11	13	J.H. Routh Packing Co. Sandusky, Ohio Thomas M. Routh, President/CEO	166 (DR)	12/12	1	300					✓	✓	✓				✓							✓		✓			
12	14	Maple Leaf Farms Milford, Ind. Terry Tucker, CEO	161 (EST)	11/11	4	1,500												✓	✓					✓				✓	
13	17	Strauss Brands Inc. Franklin, Wis. Randy Strauss, CEO	159	12/12	2	165	✓	✓	✓				✓							✓	✓		✓	✓	✓	✓	✓	✓	✓
14	16	Rose Packing Co. Inc. Barrington, Ill. William R. Rose, CEO	154 (DR)	09/11	1	600					✓	✓		✓										✓				✓	
15	23	Marcho Farms Inc. Harleyville, Pa. Brian D. Friesen, President	150	12/12	1	250														✓	✓			✓	✓			✓	
16	19	Lincoln Provision Inc. Chicago, Ill. James Stevens, President	144	12/12	3	103	✓	✓	✓															✓		✓	✓	✓	
17	18	Kayem Foods Inc. Chelsea, Mass. Ralph Smith, President	140 (EST)	10/12	2	500						✓	✓	✓					✓										
18	20	Stock Yards Packing Co. Chicago, Ill. Daniel Pollack, CEO	130 (EST)	12/12	1	100	✓				✓	✓	✓	✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
17	22	Bridgford Foods Corp. Anaheim, Calif. William L. Bridgford, Chairman	127.4	11/12	3	500			✓					✓	✓		✓											✓	
20	21	Chicago Meat Authority Inc. Chicago, Ill. Jordan Dorfman, President/CEO	125 (DR)	12/12	2	350	✓	✓			✓													✓		✓	✓		
21	NA	Jensen Meat Co. Vista, Calif. Abel Olivera, COO	120	12/12	1	200				✓																			
21	28	JTM Food Group Harrison, Ohio Tony Maas, President/CEO	120	12/12	1	400											✓							✓					
23	24	Vienna Beef Ltd. Chicago, Ill. James Bodman, Chairman/CEO	109 (EST)	04/12	1	400		✓					✓																
24	25	Holten Meat Inc. Sauget, Ill. Jim Holton, CEO	107 (EST)	09/12	1	220				✓	✓									✓									
25	26	Vincent Giordano Corp. Philadelphia, Pa. Gaetano P. Giordano, President/CEO	105	12/12	3	75		✓																✓				✓	
25	26	Atlantic Premium Brands Ltd. Northbrook, Ill. Thomas M. Dalton, President/CEO	105	12/12	3	375						✓					✓						✓						
27	30	Catelli Bros. Inc. Collingswood, N.J. Anthony P. Catelli Jr., President/CEO	103	05/13	2	210				✓										✓	✓			✓	✓	✓	✓		
28	NA	Williams Sausage Co. Inc. Union City, Tenn. Roger Williams, President	102	03/13	1	410					✓	✓												✓		✓			

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29	30	Peer Foods Group Chicago, Ill. Larry O'Connell, President	100	12/12	2	250							✓	✓	✓	✓			✓					✓	✓	✓	✓	✓	✓
30	29	BrucePac Woodburn, Ore. Glen Golonski, CEO	100+ (DR)	12/12	2	450			✓										✓										
30	32	Empire Kosher Poultry Inc. Mifflintown, Pa. Greg Rosenbaum, CEO	100+ (EFR)	01/12	1	750													✓	✓				✓	✓	✓	✓		
32	33	ALL Holding Co. Harleysville, Pa. Jim Van Stone, Owner/President/CEO	90.1	12/12	2	280					✓	✓	✓		✓	✓	✓		✓							✓	✓	✓	✓
33	34	Charlie's Pride Meats Vernon, Calif. James Dickman, CEO/Owner	86 (DR)	12/12	2	149			✓						✓	✓								✓					✓
34	36	Rocky Mountain Natural Meats Inc. Henderson, Colo. Bob Dineen, President	71 (DR)	12/12	1	90	✓	✓	✓															✓	✓	✓	✓	✓	✓
35	37	Swaggerty Sausage Co. Inc. Kodak, Tenn. Kyle Swaggerty, Owner/President	65 (DR)	05/13	1	74				✓	✓	✓											✓						
36	38	Farmington Foods Inc. Forest Park, Ill. Anthony M. DiJohn, President	62	12/12	2	135			✓		✓													✓	✓	✓	✓	✓	✓
37	41	Godshall's Quality Meats Inc. Telford, Pa. Mark Godshall, CEO	61	12/12	2	210								✓	✓	✓	✓		✓	✓							✓	✓	✓
38	39	MBA Poultry Waverly, Neb. Kevin Siebert, President/CEO	60 (EST)	12/12	2	350													✓	✓									
39	42	Freirich Foods Inc. Salisbury, N.C. Paul Bardin, President	54 (EST)	12/12	1	75			✓																				
40	43	Sunnyvalley Smoked Meats Inc. Manteca, Calif. Bill Andretta, President	51	06/13	1	150									✓		✓		✓										
41	43	Broadleaf (USA) Inc. Vernon, Calif. Mark Mitchell, President	50 (DR)	12/12	2	100	✓	✓	✓	✓	✓	✓						✓				✓	✓		✓			✓	✓
42	45	FirstClass Foods Inc. Hawthorne, Calif. Felix Benzimra, President	44 (EST)	12/12	1	110	✓	✓	✓		✓								✓	✓	✓	✓	✓	✓	✓	✓			
43	46	Dole & Bailey Inc. Woburn, Mass. Nancy Matheson-Burns, President	43 (DR)	12/12	1	105	✓	✓	✓		✓										✓	✓	✓	✓	✓	✓	✓	✓	✓
43	46	Burger's Ozark Country Cured Hams California, Mo. Steven Burger, President	43 (DR)	03/13	1	215									✓	✓	✓							✓	✓				
45	48	Jobber's Meat Packing Co. Inc. Vernon, Calif. Martin Evanson, President	42 (EST)	12/12	1	60	✓	✓	✓															✓	✓				
45	48	Manda Packing Co. Baton Rouge, La. Robert Yarborough, President	42 (EST)	07/12	2	225								✓	✓				✓										
47	50	Dillon Provision Co. Dillon, S.C. Dan Bozard, President/Chair	38.2 (DR)	12/12	1	25																							
48	51	Busseto Foods Inc. Feresno, Calif. G. Michael Grazier, President/CFO	36 (EST)	12/12	2	100								✓												✓			

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49	NA	Saval Foods Corp. dba Deli Brands of America Elkridge, Md. Paul Saval, President/CEO	31	12/12	1	75	✓	✓			✓					✓				✓	✓			✓							
50	NA	Calihan Pork Processors Peoria, Ill. Tom Landon, President	30	12/12	1	80				✓																					
50	52	RMH Foods LLC Morton, Ill. Jonathan W. Rocke, President	30 (EST)	12/12	1	100																		✓			✓				
52	55	Hill Meat Co. Pendleton, Ore. Jim Cheney, President	29	12/12	1	70						✓	✓	✓	✓	✓	✓														
53	54	Brookwood Farms, N.C. Siler City, N.C. Jerry B. Wood, President	28	12/12	1	93																		✓							
54	53	Brown Packing Co. Inc. dba Dutch Valley Foods South Holland, Ill. John Oedzes, President/CEO	24	06/13	1	45														✓	✓				✓		✓	✓	✓		
55	56	Carlton Farms Carlton, Ore. John Duyn, President	23	12/12	1	74	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓										✓		✓		
56	60	Old World Provisions Albany, N.Y. Mark Shuket, President	22.5	03/13	2	75			✓				✓			✓			✓								✓				
57	NA	Koch's Turkey Farm Tamaqua, Pa. Duane Koch, VP	22.3	12/13	1	60										✓		✓	✓					✓		✓		✓			
58	57	Pioneer Packing Co. Inc. Bowling Green, Ohio Brian Contris, President	21.5	09/12	1	70					✓	✓	✓														✓	✓			
59	58	Ideal Meat & Provisions Inc. Northridge, Calif. Larry Vad, President	21 (DR)	12/12	1	31	✓	✓	✓										✓		✓				✓		✓				
60	NA	Zummo Meat Co. Inc. Beaumont, Texas Frank Zummo, President	17	12/12	1	75							✓	✓													✓				
60	61	Spartanburg Meat Processing Co. Inc. Spartanburg, S.C. JoAnne LaBounty, President	17 (EST)	12/11	1	72																		✓							
62	62	Sunset Farms Foods Inc. Valdosta, Ga. Tom Carroll, President	16 (EST)	09/11	1	82							✓	✓	✓																
63	66	Heatherfield Foods Inc. dba Villa Roma Sausage Co. Ontario, Calif. Ed Lopes, CEO	15 (DR)	12/11	1	30							✓																		
64	67	Bush Brothers' Provision Co. Palm Beach, Fl. Harry Bush, President	15 (DR)	12/11	1	26			✓	✓		✓	✓						✓	✓	✓				✓		✓				
65	60	Deli Star Corp. Fayetteville, Ill. Justin Siegel, General Manager	14.3	12/12	1	50										✓										✓		✓	✓		
66	66	K. Heeps Inc. Allentown, Pa. James W. Heeps, Chairman	12.4	12/12	2	50	✓	✓	✓		✓	✓							✓	✓	✓		✓	✓	✓	✓		✓			
67	67	Byron Center Meats Byron Center, Mich. Steve Sytsma, President	11 (DR)	12/11	1	40	✓	✓	✓		✓	✓							✓	✓	✓	✓			✓					✓	

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68	70	Martin's Specialty Sausage Co. Inc. Mickleton, N.J. Martin Giunta, President	10.5	12/12	1	50			✓	✓	✓	✓	✓						✓	✓	✓				✓	✓	✓	✓	✓
69	69	Palmyra Bologna Co. Inc. dba Seltzer's Smokehouse Meats Palmyra, Pa. Craig Seltzer, Owner/President	10	12/12	2	65								✓		✓											✓		
70	NA	S. Wallace Edwards & Sons. Inc. Surry, Va. Samuel W. Edwards III, President	6.8	12/12	1	35						✓	✓	✓	✓	✓													✓
71	71	Ada Valley Meat Co. Inc. Ada, Mich. Walter Rozeboom, President	5.4 (EST)	06/11	1	19			✓	✓	✓	✓						✓						✓					
72	72	Harry C. Wenzel & Sons Inc. Marshfield, Wis. Mark J. Vieth, President	5.3	12/12	1	32				✓		✓	✓			✓											✓		
73	73	Western's Smokehouse & Meat Market Inc. Greentop, Mo. Sam Western, President	5	12/12	1	33				✓	✓	✓	✓	✓	✓	✓			✓	✓	✓						✓	✓	✓
74	74	Makowski's Real Sausage Co. Chicago, Ill. Nicole Makowski, President	2.6	12/12	1	21						✓	✓							✓	✓	✓				✓		✓	✓
75	75	TFC Poultry LLC Ashby, Minn. Darrin Froemming, President	2.3	12/12	1	32												✓	✓								✓	✓	✓

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Increase Productivity, Performance, Product Yield
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