# Organic Industry Structure:

## Acquisitions & Alliances, Top 100 Food Processors in North America

January 2016

**Snyder's-Lance** #68
- December 2007, 19% equity; November 2014, 80% equity: Late July
- October 2015, $1.27 B: Diamond Foods #97
- February 2010, $615 M: Kettle

**Perdue Farms** #29
- May 2011: Coleman Natural
- August 2003: Hans
- August 2007: Draper Valley Farms
- January 2002: Petaluma/Rosie
- September 2015: Sioux-Preme Packing

**Mondelez** #19 (spinoff from Kraft)
- February 2000: Boca Foods
- September 2003, 100% equity; August 2012 majority stake sold to Brynwood Partners: Back to Nature
- January 2010: Green & Black's

**Campbell Soup Co.** #25
- May 2013: Plum Organics
- July 2012, $1.55 B: Bolthouse Farms
- July 2008: Wolfgang Puck
- June 2015, $231 M: Garden Fresh Gourmet

**B&G Foods** #95
- May 2013: TrueNorth

**ConAgra** #7
- May 2015: Blake's
- July 2000; September 2013, sold to Brynwood Partners: Lightlife
- July 2007: Alexia Foods

**General Mills** #10
- January 2016 partial equity $3 M: EPIC Provisions
- January 2016: Rhythm Superfoods
- June 2008: LaraBar
- February 2012: Food Should Taste Good
- December 1999: Cascadian Farm
- March 1998: Muir Glen
- January 2013: Immaculate Baking
- September 2014, $820 M: Annie's Homegrown

**Ralcorp** (private label organic foods)
- March 2007, $140 M: Bloomfield Bakers; Lovin Oven
- November 2015, $2.7 B from ConAgra

**TreeHouse Foods** #38
- March 2012, $25 M: Naturally Fresh
- December 2009, $660 M: Sturm Foods
- April 2014, $150 M: Protenergy Natural Foods

**Coca-Cola** #5
- February 2008, 40% equity, $43 M; March 2011, 100% equity: Honest Tea
- August 2015, 30% equity, $90 M: Suja Juice
- February 2013, 10% equity, $1.25 B, 2014 additional 7%: Green Mountain Coffee
- October 2001, $181 M: Odwalla

**JAB Holding Company**
- August 2014: Mighty Leaf
- December 2015, $13.9 B: Keurig Green Mountain
- January 2012: Tea Forte
- October 2013, $10.4 B: D.E. Master Blenders (formerly Sara Lee)
- August 2012, $1 B: Peet's Coffee & Tea
- September 2014, $374 M: Einstein Bros./Noah
- October 2015: Stumptown
- December 2012: Caribou
- October 2015: Intelligentsia

**Hain Celestial** #79
- July 2014, $40 M: FreeBird/Plainville Farms
- May 2013: Ella's Kitchen
- April 2014, $61 M: Rudi's Organic Bakery
- June 2001: Frutti di Bosco; Millina's Finest
- October 2001, June 2003: Walnut Acres
- November 2012: BluePrint
- September 1999 from Heinz: Earth's Best
- December 1998: Nile Spice
- August 2005, $33 M: Spectrum Organics
- October 2001: Mountain Sun; ShariAnn's
- March 2008: MaraNatha; SunSpire
- April 1998, $80 M: DeBole's; Garden of Eatin'; Arrowhead Mills
- June 2007 From Dean: TofuTown
- October 1997, $23.5 M: Westbrae; Bearitos; Westsoy; Little Bear
- March 2000, $390 M: Celestial Seasonings
- April 1999, $80 M: Breadshop; Health Valley; Casbah
- December 2002: Imagine/Rice Dream/Soy Dream

**Pinnacle Foods** #45
- November 2015, $975 M: Boulder Brands (Earth Balance)
- December 2013, $48 M: Evol
- June 2012, $125 M: Udi's

**M&M Mars** #11
- 1997: Seeds of Change

**Cargill** #16
- June 2010; joint marketing agreement: Meyer Natural Foods
- December 2010: Dakota Beef

**Post Foods** #49 (spinoff from Ralcorp)
- December 2012: Erewhon; New Morning
- February 2014 (from Nestle): PowerBar Pria
- January 2015, $1.15 B: MOM/Malt-O-Meal/Better Oats
- April 2014, $2.45 B: Michael Foods
- September 2015, $90 M: Willamette Egg Farms
- December 2013: Golden Boy
- September 2013: Dakota Growers Pasta
- May 2013, $158 M: Peace Cereal; Golden Temple; Willamette Valley Granola
- May 2010, $71 M: Hearthside Foods (cereal division)

**Nestle** #3
- May 2011: Sweet Leaf Tea
- September 2008, $57M via Israeli subsidiary Osem Group (50.1% equity): Tribe Mediterranean Foods

**White-Wave** #39 (spinoff of Dean)
- December 2013, $600 M: Earthbound Farm
- September 2014, $195 M: So Delicious
- May 2002, $189 M: Silk
- May 1999: Alta Dena
- July 1998, 13% Equity; January 2004, 100% Equity, $216 M: Horizon
- April 1999: The Organic Cow of Vermont
- August 2015, $125 M: Wallaby Yogurt

**Hormel** #14
- May 2015, $775 M: Applegate Farms

**Tyson** #2
- April 2014, $165 M: Van's; Hillshire Brands (formerly Sara Lee)
- May 2011, $87 M: Aidell's Sausage
- August 2014, $8.5 B

**Flowers Foods** #31
- September 2015, $120 M: Alpine Valley Bread Co.
- August 2015, $275 M: Dave's Killer Bread

**Pepsi** #1
- November 2006: Naked Juice
- November 2005: Stacy's Pita Chip

**Kellogg** #13
- November 2007, $122 M: Bear Naked; Wholesome & Hearty
- June 2000: Kashi
- November 1999, $307 M: Morningstar Farms/Natural Touch

**Hershey Foods** #20
- October 2006: Dagoba

**Danone (Dannon)** #46
- February 2003: Brown Cow
- October 2001, 40% equity; January 2004, 85% equity: Stonyfield
- November 2009, Stonyfield brand licensed to CROPP for fluid milk
- May 2013, 92% equity: Happy Family
- October 2000, 21.2% equity: Lifeway

**CROPP (Organic Valley)** #91

**Miller-Coors** #15
- February 2012: Crispin
- January 2010: Fox Barrel

**Foster Farms** #52
- August 2009, $19.5 M: Humboldt Creamery

**J&J Snack Foods** #93
- June 2012, $7.9 M: Kim & Scott's

**Bimbo Bakeries** #20
- February 2014, $1.7 B: Canada Bread Co.
- July 2002: Olafson's Baking Co.

**AB InBev** #6
- March 2011, $38.8 M: Goose Island

**J.M. Smucker** #23
- November 2008: Millstone
- August 2013: Enray
- 1984: R.W. Knudsen
- 1989: Santa Cruz Organic

- September 2010: First Juice
- July 2006, $8 M: Helios
- February 2009, $14 M: Fresh Made Dairy

Food Processors #

Organic Brand Acquisitions

# Numbers refer to rank in North American food & beverage sales according to Food Processing, August 2015

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