

OUR ANNUAL TOP

COMPANY	2004 SALES (000'S)	2003 SALES (000'S)	SALES GROWTH	EXPORTS AS % OF SALES	EMPLOYEES
1. Maple Leaf Foods Inc.	6,365,000	5,042,000	26%	29%	23,000
2. McCain Foods Limited	5,809,000	5,667,000	3%	-	20,000
3. George Weston Limited	4,335,000	4,523,000	-4%	-	20,000
4. Saputo Inc.	3,570,200	3,398,100	5%	-	7,500
5. La Coop fédérée	2,908,842	2,755,096	6%	27%	9,587
6. Molson Canada	2,600,000	2,036,500	0%	-	3,100
7. Nestlé Canada Inc.	2,400,695	2,398,237	0%	11%	3,771
8. Cott Corporation	2,020,833	1,740,350	16%	-	3,236
9. Parmalat Dairy & Bakery Inc.	2,000,000	2,000,000	0%	3%	2,900
10. Agropur Cooperative Agro-Alimentaire	1,931,000	1,904,228	1%	6%	3,000
11. Pepsi-QTG Canada	1,305,609	1,221,302	7%	1%	1,260
12. General Mills Canada Corporation	830,412	804,000	3%	-	635
13. FPI Limited	800,401	758,943	5%	-	3,000
14. Export Packers Company Limited	750,000	700,000	7%	60%	150
15. Campbell Company of Canada	606,000	605,000	0%	-	1,500
16. Lilydale Co-operative Limited	508,000	500,300	2%	5%	2,750
17. Maple Lodge Farms Ltd.	487,277	432,632	13%	-	2,200
18. Vincor International Inc.	476,100	434,600	10%	7%	2,300
19. SunOpta Inc.	398,524	278,879	43%	75%	1,325
20. Breton Foods Canada Inc.	398,000	375,000	6%	35%	1,050
21. Barry Callebaut Canada Inc.	380,000	370,000	3%	70%	600
22. Clearwater Seafoods Limited Partnership	345,000	349,000	-1%	85%	2,100
23. Gay Lea Foods Co-operative Ltd.	330,389	284,013	16%	5%	424
24. Van Houtte Inc.	328,000	316,000	4%	-	1,860
25. Carriere Foods Inc.	300,000	310,000	-3%	30%	2,100

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CANADIAN FOOD & BEVERAGE PROCESSORS

WEBSITE	TOP BRANDS	OWNERSHIP	MAJOR SHAREHOLDER
www.mapleleaf.com	Maple Leaf, Schneiders, Dempster's	Public	Ontario Teachers' Pension Plan, McCain Capital
www.mccain.com	McCain	Private	McCain Family
www.weston.ca	Weston, Country Harvest, Wonder, Neilson Dairy, Heritage Salmon	Public	Wittington Investments Limited
www.saputo.com	Saputo, Stella, Frigo, Dragone, Armstrong, Caron, Cayer, Treasure Cave, Dairyland, Baxter, Nutrilait, La Paulina, Ricrem, Vachon	Public	Gestion Jolina Inc.
www.coopfed.qc.ca	Farm products, pork and poultry meat, petrol	Private	97 Co-operatives
www.molson.com	Canadian, Export, Coors Light, Molson Dry, Rickard's, Carling Black Label	Private	Molson Coors Brewing Company
www.nestle.ca	Aero, Kit Kat, Coffee Crisp, Smarties, Turtles, GoodStart, Nescafé, Nestlé Ice Cream, Parlour, Häagen-Dazs, Drumstick, Stouffer's, PowerBar, Friskies, Alpo, Purina, Perrier	Private	Nestlé S.A.
www.cott.com	Retailer branded soft drinks of major global grocery retailers	Public	Widely held
www.parmalat.ca	Parmalat, Beatrice, Lactantia, Astro, Black Diamond, Balderson, Sensational Soy	Private	Parmalat SpA
www.natrel.ca	Natrel, Sealtest, Québon, Oka, Britannia, Yoplait	Private	4,000 Co-op Members
www.pepsi-qtg.com www.pepsi.ca	Pepsi, Quaker, Tropicana, Gatorade	Public, subsidiary of PepsiCo	Quaker Developments BV, Pepsi Canada Holdco
www.generalmills.com	Cheerios, Pillsbury, Betty Crocker, Green Giant, Old el Paso, Nature Valley	Private	General Mills Inc.
www.fpil.com	FPI, Mirabel, Sea Cuisine, Margaritaville, UpperCrust	Public	Clearwater Fine Foods, Icelandic Freezing Plants, Sanford Limited
www.exportpackers.com	Ocean Jewel, Family Delight	Private	Rubenstein Family
www.campbellsoup.ca	Campbell's Condensed Soup, Chunky Soup, Ready To Enjoy Soups, Healthy Request Soup, Gardennay Soup, V8 Vegetable Cocktail, Pepperidge Farm Goldfish Crackers	Private, subsidiary of public company	
www.lilydale.com	Lilydale Brands	Private	Co-operative
www.maplelodgefarms.com	Maple Lodge Farms Big Original Chicken Weiner	Private	May Family
www.vincor.ca	Jackson Triggs, Inniskillin, Sawmill Creek	Public	
www.sunopta.com	Kettle Valley Dried Fruit	Public	Claridge/Bronfman Family
www.abreton.com	du Breton, Paysan, Ovale	Private	Breton Family
www.barry_callebaut.com	Callebaut, Carma, Van Houten, Van Leer, Cacao Barry, Bensdorp	Public	Klaus Jacobs
www.clearwater.ca	Clearwater	Public	Clearwater Fine Foods Inc.
www.gaylefoods.com	Gay Lea, Nordica, Lacteeze	Co-operative	
www.vanhoutte.com	Van Houtte, Orient Express Coffee	Public	
www.carrierefoods.com	Arctic Gardens	Private	Placement Géros/SGF-Soquia/Société Investissement Desjardins/Employees

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26. Exceldor cooperative avicole	281,692	270,527	4%	5%	750
27. High Liner Foods Incorporated	269,494	293,253	-8%	2%	706
28. Lassonde Industries Inc.	261,677	247,540	6%	8%	900
29. Lantic Sugar Limited	261,597	256,863	2%	minimal	500
30. Scotsburn Co-Operative Services Ltd.	249,637	235,083	6%	–	650
31. Sleeman Breweries Ltd.	213,000	185,000	15%	less than 10%	850
32. Biscuits Leclerc Ltée.	210,000	200,000	5%	40%	470
33. Premium Brands Inc.	182,366	160,938	13%	7%	1,033
34. Rogers Sugar Ltd.	171,528	167,617	2%	4%	300
35. E.D. Smith Income Fund	169,632	163,203	4%	14%	450
36. Farmers Co-operative Dairy Limited	169,441	157,206	8%	minimal	547
37. Humpty Dumpty Snack Foods Inc.	160,789	157,869	2%	10%	1,042
38. Associated Brands	156,096	158,601	-2%		
39. Andrés Wines Ltd.	155,910	147,856	5%	5%	950
40. Old Dutch Foods Ltd.	153,124	143,220	7%	less than 1%	525
41. Port Colborne Poultry Limited	153,000	147,000	4%	–	500
42. Sunrise Poultry Group	152,485	136,775	11%	3%	625
43. Dover Industries Limited	148,400	147,300	1%	9%	329
44. Desco Service Alimentaire	127,000	78,000	63%	27%	180
45. Sun-Rype Products Ltd.	115,200	107,900	7%	less than 1%	428
46. Arctic Glacier Inc.	114,434	97,170	18%	–	800
47. Amalgamated Dairies Ltd.	105,200	93,400	13%	less than 1%	250
48. Golden Valley Foods Ltd.	104,400	99,800	5%	1%	165
49. Nature's Path Foods Inc.	100,000	70,000	43%	70%	250
50. Maison des Futailles	86,000	80,000	8%	1%	190
51. Cooke Aquaculture Inc.	80,262	59,245	35%	85%	1,138
52. Morrison Lamothe Inc.	78,958	85,598	-8%	30%	290
53. Encore Gourmet Food Corporation	78,000	78,000	0%	60%	300
54. Family Tradition Foods Inc.	74,800	79,500	-6%	32%	203
55. Belmont Meat Products Ltd.	67,000	65,500	2%	–	150
56. Leahy Orchards Inc.	50,525	50,424	0%	45%	200
57. Leading Brands Inc.	44,355	57,050	-22%	not significant	220
58. Cardinal Meat Specialists Limited	44,000	35,000	26%	less than 20%	110
59. Renée's Gourmet Foods Inc.	43,657	40,016	9%	5%	100
60. Brick Brewing Co. Limited	42,129	21,255	98%	–	130
61. Peak of the Market	39,824	45,123	-12%	12%	42
62. Big Rock Brewery	38,790	30,463	27%	–	140
63. Sepp's Gourmet Foods Ltd.	38,765	45,069	-14%	35%	175
64. Beaumont Select Corp.	37,575	36,311	3%	13%	325

WEBSITE	TOP BRANDS	OWNERSHIP	MAJOR SHAREHOLDER
www.exceldor.com	Exceldor, St.-Hubert, White Rock	Public	Co-operative
www.highlinerfoods.com	High Liner, Fisher Boy, Gina Italian Village, Floresta	Public	Scotia Investments Limited, Empire Company Limited
www.lassonde.com	Oasis, Allens, Rougemont, Fruité, Fairlee, Everfresh, Sunlike, Tropical Grove, Mont-Rouge, Canton	Public	Pierre-Paul Lassonde
www.lantic.ca	Lantic	Private, held by public company	Rogers Sugar Income Fund
www.scotsburn.com	Scotsburn	Co-operative	
www.sleeman.com	Sleeman, Okanagan Springs, Old Milwaukee	Public	Widely held
www.leclerc.ca	Vital, Chocomax, Choco, Sweet Mornings, Distinction, Celebration	Private	Leclerc Family
	Grimm's, Harvest, McSweeney's, Hygaard, Quality Fast Foods, Harlan's	Public	Widely held
www.rogerssugar.com	Rogers	Private, held by public company	Rogers Sugar Income Fund
www.edsmith.com	E.D. Smith, Triple Fruits, Habitant, SauceMaker, Garden Goodness, Den, HP Sauce, Lea & Perrins	Public (Income Trust)	
www.farmersdairy.ca	farmers, central dairies	Co-operative	Widely held
www.humptydumpty.com	Humpty Dumpty, Maine Coast	Public	Gerald Schmalz, McElvaine Investment Management Ltd., Patrick Hodgson
www.associatedbrands.com	Manufactures private label products	Public	Rob Dougans
www.andreswines.com	Peller Estates, Hillebrand	Public	
www.olddutchfoods.ca	Old Dutch	Private	Steve and Eric Aanenson
www.pintys.com	Pinty's Delicious Foods	Private	Vanderlaan and Pintwala Families
www.sunrisepoultry.com	Select Servings	Private	
www.dovergrp.com	Robinson Cone, Carousel Stir Sticks/Straws, Swans Down Cake Flour, Dover Flour	Public	Mrs. K. L. Campbell, Parrish & Heimbecker
	Virginia, Desco, Green Peak	Private	Guy Chevalier
www.sunrype.com	Sun-Rype	Public	James A. Pattison and McElvaine Investment Management
www.arcticglacierinc.com	Arctic Glacier Premium Ice	Public	Widely Held
www.adl.ca	ADL, Perfection, Olympia	Co-operative	Active Dairy Producers of the Association
www.goldenvalley.com	Golden Valley, All Fruit	Private	The Funk Family
www.naturespath.com	Nature's Path, Optimum, Flax Plus, LifeStream, EnviroKidz, Heritage, Zen, Manna Bread, Mesa Sunrise	Private	Stephens Family
www.futailles.com	Settler's Cove, Vodka Kamouraska, Sortilege, Domaine, Ramos Pinto, Champagne Pol Roger, Pomme de Glace, Francis Coppola	Private	Société des alcools du Quebec (SAQ), Fonds de solidarité (FTQ)
www.truenorthsalmon.com	True North, Horton's, Cap Ocean, Heritage	Private	The Cooke Family
	Private labels, co-manufactured brands	Private	Pigott, Hale & Cook Investments
www.encoregourmet.com	Encore Gourmet, 5 Minute Express, Quick Ease, Spice Box, Colonial Kitchen, Chef Woo	Private	Manouch Ilkhani, Mark Goldman
www.familytradition.com	John O's Family Tradition	Private	John Omstead
www.belmontmeats.com	Belmont, Famous for Beef	Private	David, Jeff and Ben Walderman
www.applesnax.com	Applesnax	Private	M. James R. Leahy
www.lbix.com	TrueBlue Blueberry Cocktail, Trek, Soy20, Pez 100% Juices, Country Harvest Juices, Caesar's Bloody Caesar Cocktails, Brand X Originals, Infinity, Sparkling Mountain Spring Water	Public	Widely Held
www.cardinalmeats.com	Cardinal Roadhouse, Cardinal Kettle Cooked, Cardinal Select	Private	Cator Family
www.renees.com	Renée's Gourmet, Dressings, Sauces, Dips and A1 Steak Sauce	Private	Arnie Unger, Renée Unger
www.brickbeer.com	Laker, Brick, PC, Red Cap	Public	Multiple
www.peakmarket.com	Peak of the Market	Private	Manitoba vegetable growers
www.bigrockbeer.com	Grasshopper, Traditional, Honey Brown, Jack Rabbit, Warthog	Public (Income Trust)	Board of Directors
www.seppsfoods.com	Sepp's	Public	M. Cavalli and Janes Group
	Naleway, Mrs. Willman's	Public	Winston Ho Fatt

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65. Summer Fresh Salads Incorporated	36,914	30,214	22%	18%	120
66. Bee Maid Honey Ltd.	32,700	34,500	-5%	55%	65
67. Foothills Creamery Ltd.	29,000	25,000	16%	-	83
68. Magnotta Winery	28,573	27,120	5%	5%	110
69. CLIC Import Export Inc.	28,000	25,000	12%	8%	150
70. DC Foods Inc.	25,337	18,020	41%	5%	90
71. Central Canada Foods Corp.	22,090	17,288	28%	65%	52
72. Clearly Canadian Beverage Corporation	16,615	17,271	-4%	82%	33
73. Fruit D'Or Inc.	12,470	6,988	78%	72%	100
74. Bothwell Cheese Inc.	11,407	11,207	2%	-	35
75. Steam Whistle Brewing	8,725	7,520	16%	1%	75
76. Embassy Flavours Ltd.	8,600	6,827	26%	4%	25
77. Canadian Iceberg Vodka Corporation	6,656	4,791	39%	51%	5
78. Arrowhead Water Products Ltd.	6,385	4,202	52%	-	78
79. Elévages Périgord (1993) Inc.	6,200	5,200	19%	25%	55
80. Cypress Food and Beverage Inc.	6,000	10,000	-40%	10%	30
81. Fanny Bay Oysters Ltd.	5,881	6,380	-8%	50%	85
82. Stawnichy's Meat Processing	5,697	5,355	6%	-	47
83. Ginger Beef Choice Ltd.	5,376	3,828	40%	-	50
84. Canada Pure Water Co. Ltd.	5,000	4,000	25%	80%	10
85. Maple Leaf Distillers Inc.	4,604	3,994	15%	13%	60
86. Retail Food Brands Inc.	3,966	3,474	14%	-	4
87. Aliya's Foods Limited	3,120	3,000	4%	40%	20
88. Fort Garry Brewing Company Ltd.	3,036	2,626	16%	-	16
89. Canyon Creek Food Company Ltd.	2,500	1,397	79%	50	
90. Cattle Boyz Foods Ltd.	2,195	1,708	29%	2%	3
91. Brien Produits fins d'érable	2,033	1,500	36%	40%	20
92. Chocolate Signatures Inc.	1,500	1,000	50%	12%	35
93. Manitoba Harvest Hemp Foods & Oils	1,404	913	54%	50%	15
94. Anita's Organic Grain & Flour Mill Ltd.	1,200	1,100	9%	5%	3
95. Classic Cheesecakes Inc.	550	750	-27%	-	20
96. Food First Enterprises Ltd.	264	272	-3%	1%	3
97. Joisse Mylena	220	150	47%	1%	11
98. Experience Gastronomique	202	195	4%	-	5
99. CocoMira Confections Inc.	135	75	80%	-	6
100. Misty Mountain Wild Mushroom Products	65	45	44%	-	5

The Top 100 is not an all-inclusive list. **Food In Canada** only ranks those companies willing to disclose sales figures. The information printed was provided by the company listed or was taken from their annual reports. If you would like to be considered for next year's Top 100, please contact the associate editor, Deanna Rosolen, at: deanna.rosolen@food.rogers.com

WEBSITE	TOP BRANDS	OWNERSHIP	MAJOR SHAREHOLDER
www.summerfresh.com	Summerfresh Salads	Private	Susan Niczowski
www.beemaid.com	Bee Maid Honey	Co-operative	
www.foothillscreamery.com	Foothills Butter, Foothills Ice Cream, Rocky Mountain Cheese, Unique Cones	Private	Don Bayrack, Barry Northfield
www.magnotta.com	Magnotta Vidal Icewine	Public	Magnotta Family
www.clicfoods.com	Canada Garden, Uncle Bob's, Uncle Tony's, Mich' Asie, Par Excellence, Gourmet, Express, Royal, Premium, Jerusalem Couscous, Tiger Rice, Thaïmati Rice, Jasmati Rice	Private	Assaad Abdelnour
	Private label and co-packing only	Private	Donald Kilimnik and Robert Curik
www.cencanfoods.com	Choice Pak	Public	
www.clearly.ca	Clearly Canadian Sparkling Flavoured Water, Clearly Canadian Oxygen Enhanced Water Beverage	Public	BG Capital Group
www.fruit-dor.ca	Fruit D'Or, Tadam, Tree Kids, Winter Garden, Baie Notre-Dame	Private	
www.bothwellcheese.com	Bothwell Cheese (35 varieties)	Private	Ivan Balenovic
www.steamwhistle.ca	Steam Whistle Pilsner	Private	Cameron Heaps, Frank Heaps, Greg Taylor, Greg Cromwell, John Craig
www.embassyflavours.com	Flavour Concentrates, Supreme Flavours, Bakers Flavours, Emulsion Flavours, Flavour Compounds, Prairie Sun Bread Products, Elite Pastry Line	Private	Xiitrex Investments Ltd.
www.icebergvodka.com	Iceberg Vodka	Private	
www.arrowheadwater.ca	Arrowhead Water	Public	
	Palme d'Or, Saveurs du Périgord	Private	Excel Foie Gras
www.noodle-time.com	Noodletime, Tiger Brand, Columbia Ice Spring Water	Private	Dick Wong and Robert Yeung
www.fannybayoysters.com	Fanny Bay	Private	Glen & Sharon Hadden
www.mundaresausage.com	Stawnichy's	Private	Edward and Jeanette Stawnichy
www.gingerbeefchoice.com	Ginger Beef Choice (Chinese Food)	Public	Stanley Leung
www.canadapure.com	Canada Pure Sparkling Refresher (Flavoured Water)	Private	
www.mapleleafdistillers.com	Platinum Vodka, Canadian Cellars Rye, Margarita Ice, X.O. Maple Syrup Liqueur, Hoja Vieja Tequila	Private	
www.44thstreet.com	44th Street	Private	
www.aliyasfoods.com	Chef Bombay	Private	Anis Jiwani
www.fortgarry.com	Fort Garry Dark Ale, Stone Cold	Public	
		Public	
www.cattleboyzsauce.com	Cattle Boyz Original BBQ Sauce, Honey Hot BBQ Sauce	Private	Karen Hope and Joe Ternes
www.brienonline.com	Brien Fine Maple Products (95% under private labels)	Public	
www.chocolatesignaturesinc.com	David's Signature Products	Private	David Katz
www.manitobaharvest.com	Manitoba Harvest	Private	Mike Fata, Martin Moravcik, Alex Chwaiewsky
www.anitasorganicmill.com	Multigrain Pancake Mix, Whole Wheat Flour, Spelt Flour, Unbleached White Flour	Private	
www.classiccheesecakesinc.com	Classic Cheesecakes, Bradberry Gourmet	Private	
www.littlecreekgardens.com	Little Creek Original Dressing, Spicy Strawberry Dressing, Cherry Balsamic Dressing	Private	
www.joissemylena.com	Conviviale, Mediteranee, Tomatee, Honey-Raspberry, Honey-Mustard	Private	Mylena
www.experiencegastronomique.com	Experience Gastronomique	Private	
www.cocomira.com	CocoMira Hazelnut Crunch	Private	Anna Janes and John O'Sullivan
www.mmwildmushrooms.ca	Wild Mushroom Vinaigrettes, Hunter Sauce	Private	