

# WATT Poultry USA

The magazine for the integrated poultry industry

[www.WATTAgNet.com](http://www.WATTAgNet.com)



## WATT AgNet TOP COMPANIES

**Top US chicken  
producers grow  
production, plan  
expansion**

**PLUS**

**Top broiler producer  
rankings and profiles**

**Top turkey producer  
rankings and profiles**

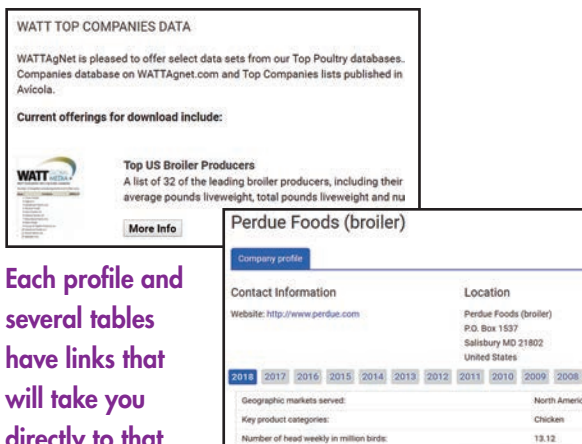
# 2019 Top Poultry Companies

This exclusive list of top poultry companies is part of WATTAgNet.com's Top Poultry Companies online database that houses information on more than 1,000 poultry companies around the world.

**W**ATT PoultryUSA continues to provide its renowned profiles of the leading U.S. broilers and turkey companies, which include the top 29 broiler companies and the top 22 turkey companies for 2019.

Broiler companies are ranked by ready-to-cook (RTC) volume and turkey companies are ranked in slaughter volume. Additional data on these companies, plus details on more than 1,000 poultry companies worldwide, can be accessed in our online database at [www.WATTAgNet.com/directories/80](http://www.WATTAgNet.com/directories/80).

Profiles of the top U.S. broiler and turkey firms began several decades ago as a single-page magazine listing. Throughout the years, the annual feature has grown to include exclusive historical information, tables, charts, an interactive map and purchasable historical data sets and plant directories.



Each profile and several tables have links that will take you directly to that company's expanded listing on WATTAgNet.com. You can also purchase select expanded datasets.

missing or you wish to add to or correct the data we show, please contact us at [topco@wattglobal.com](mailto:topco@wattglobal.com).

## Top Poultry Companies database

Every listing and several tables in this issue have a link to each company's profile in the online database. The database allows you to sort and filter companies by region and product category, as well as view a company's complete profile with additional data, including historical annual production and revenue statistics. You will be asked to register to view this data. Registration is free and it only takes a minute.

## Perks of registration

Once you have registered on [www.WATTAgNet.com](http://www.WATTAgNet.com), you can search the entire Top Poultry Companies database, as well as purchase exclusive data sets from this issue. ■

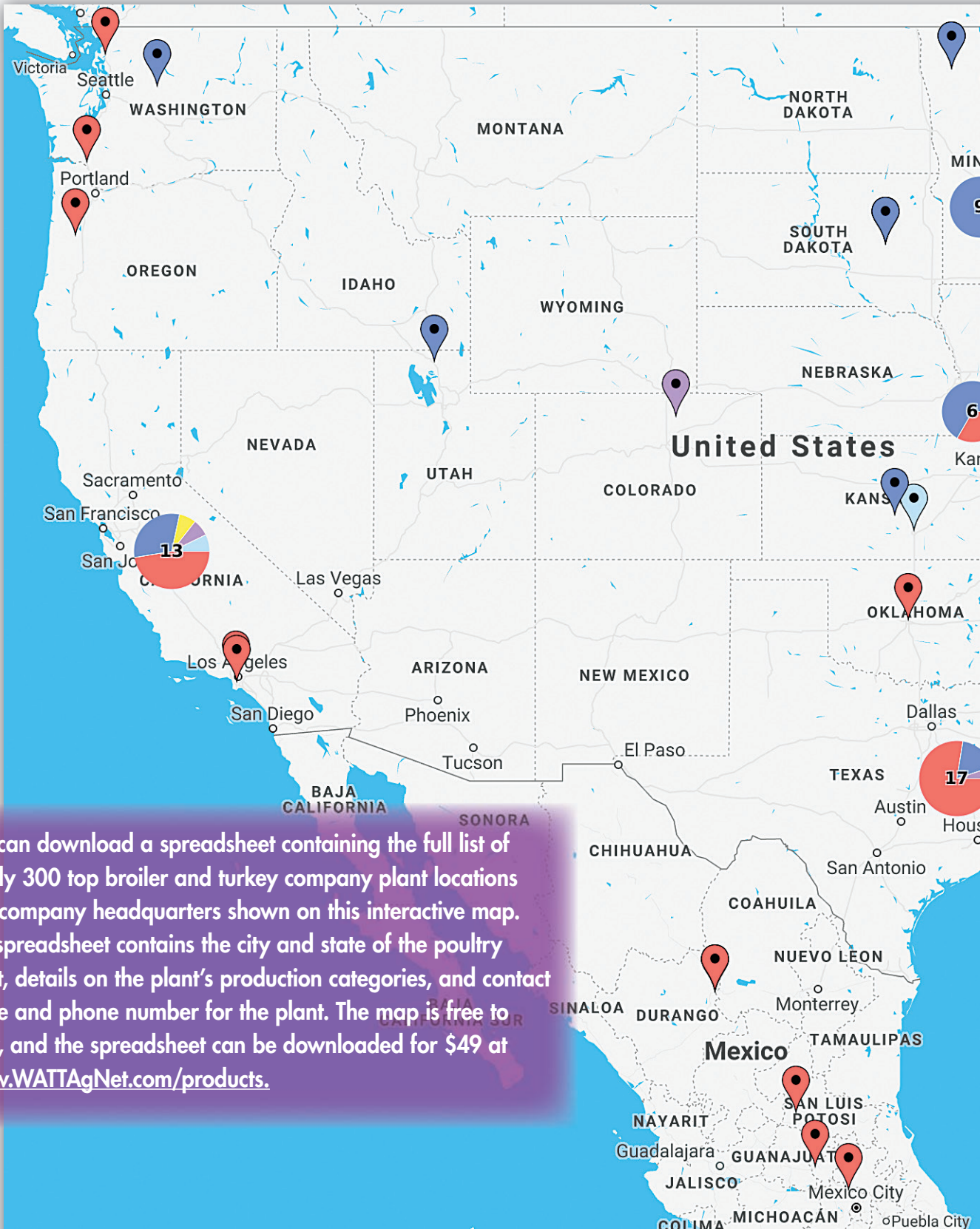


Access the World's Top Companies database: [www.WATTAgNet.com/directories/80](http://www.WATTAgNet.com/directories/80)

## Collecting data

About nine years ago, we began the project of adding poultry companies from the U.S. and around the world into an online database, creating a unique tool through which users can find information on what are now more than 1,000 poultry companies. We are continually adding more companies to the database, and our team works to gather and refine the data each year. If your company is

# 2019 map and downloadable locations and headquarters

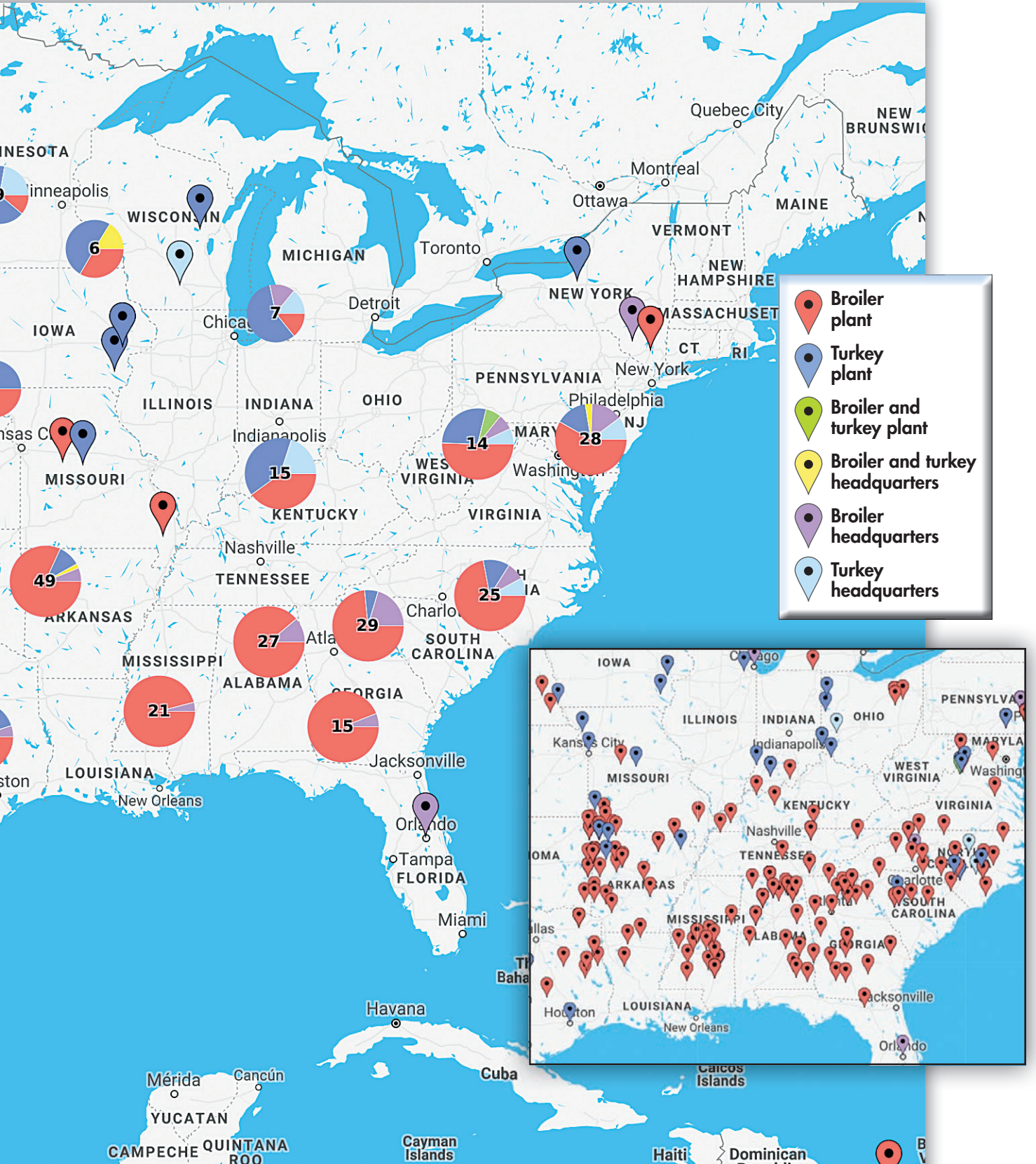


You can download a spreadsheet containing the full list of nearly 300 top broiler and turkey company plant locations and company headquarters shown on this interactive map. The spreadsheet contains the city and state of the poultry plant, details on the plant's production categories, and contact name and phone number for the plant. The map is free to view, and the spreadsheet can be downloaded for \$49 at [www.WATTAgNet.com/products](http://www.WATTAgNet.com/products).



# spreadsheet of US poultry plant

Our price: \$49.



# Top US chicken producers **grow production, plan expansion**

The top integrated poultry companies executed on their existing improvement plans and launched new investments in 2018.

AUSTIN ALONZO

**T**he top broiler companies in the U.S. continued to invest in growth in 2018, but concerns for the state of the market may create a different picture in 2019.



According to WATT Global Media's annual Top Broiler Companies survey, 27 of the top 29 producers either increased their production or maintained the same level of production as in 2017.

Maintaining the positive momentum of 2017, the majority of the top broiler companies made capital improvements at their facilities or acquired another producer in 2018. According to survey responses and industry research, 19 of the surveyed companies either announced new investments to grow the business or continued work on, or completed, improvements announced in 2017.

However, 2018 closed on a sour note with boneless breast meat prices sagging to a record low. A number of factors like challenging global markets, ever-changing consumer preferences and increased domestic production of competing proteins contributed to this situation. With the wheels already in motion for the industry's largest players to further increase their output in the near future, 2019 may be a challenging year for the chicken industry.

## Industry performance at a glance

In total, the top broiler companies produced 904.14 million pounds of ready-to-cook chicken (RTC) on a weekly basis in 2018, 5.27 million pounds — or about 0.6 percent — more than the 898.87 million pounds produced on a weekly basis in 2017.

Sixteen of the 29 companies saw production rise year over year and 11 experienced no change.

smarnad | BigStock.com

## WATT PoultryUSA TOP COMPANIES SURVEY, 2019

### WATT POULTRYUSA'S 2019 TOP BROILER COMPANIES, MILLION LBS. RTC

Production numbers based on average weekly slaughter in continental U.S. plants during 2018

Rank	Company	Company profile	Million lbs. RTC	Million head	Average lbs. liveweight	Million lbs. total liveweight
1	Tyson Foods <sup>1</sup>	<a href="http://bit.ly/2MFmjLL">http://bit.ly/2MFmjLL</a>	192.33	39.03	6.60	235.32
2	Pilgrim's Pride Corp.	<a href="http://bit.ly/2MJBLGY">http://bit.ly/2MJBLGY</a>	156.02	28.71	5.86	168.33
3	Sanderson Farms Inc.	<a href="http://bit.ly/2vZh3sL">http://bit.ly/2vZh3sL</a>	86.60	11.62	8.06	93.72
4	Perdue Foods	<a href="http://bit.ly/2MxGVWr">http://bit.ly/2MxGVWr</a>	64.42	13.12	6.14	80.53
5	Koch Foods Inc.	<a href="http://bit.ly/2MGnQ48">http://bit.ly/2MGnQ48</a>	50.00	12.00	5.30	63.60
6	Mountaire Farms Inc.	<a href="http://bit.ly/2vYfnzG">http://bit.ly/2vYfnzG</a>	48.97	6.64	8.24	54.76
7	Wayne Farms LLC	<a href="http://bit.ly/2MCC7PA">http://bit.ly/2MCC7PA</a>	47.80	7.20	7.40	52.80
8	Peco Foods	<a href="http://bit.ly/2MC9stP">http://bit.ly/2MC9stP</a>	35.92	5.25	8.71	45.76
9	George's Inc. <sup>2</sup>	<a href="http://bit.ly/2w0Bzcz">http://bit.ly/2w0Bzcz</a>	29.32	6.70	5.08	34.08
10	House of Raeford Farms Inc.	<a href="http://bit.ly/2nTv3jz">http://bit.ly/2nTv3jz</a>	27.14	3.45	9.15	31.57
11	Foster Farms	<a href="http://bit.ly/2MpHGBt">http://bit.ly/2MpHGBt</a>	24.57	5.62	6.32	30.30
12	Amick Farms LLC (OSI Group)	<a href="http://bit.ly/2vZX4KM">http://bit.ly/2vZX4KM</a>	21.90	2.80	8.80	24.70
13	Case Foods Inc.	<a href="http://bit.ly/2nYFOBa">http://bit.ly/2nYFOBa</a>	19.60	3.19	7.05	22.52
14	Fieldale Farms	<a href="http://bit.ly/2N7eo6V">http://bit.ly/2N7eo6V</a>	16.00	3.00	6.55	20.00
15	Mar-Jac Poultry <sup>3</sup>	<a href="http://bit.ly/2Mml6d3">http://bit.ly/2Mml6d3</a>	15.88	4.50	8.39	19.12
16	OK Foods Inc.	<a href="http://bit.ly/2z0oPUR">http://bit.ly/2z0oPUR</a>	13.88	3.07	5.70	17.35
17	Simmons Foods Inc.	<a href="http://bit.ly/2MxMwvV">http://bit.ly/2MxMwvV</a>	13.62	3.90	5.00	19.40
18	Claxton Poultry Farms	<a href="http://bit.ly/2Psj0ek">http://bit.ly/2Psj0ek</a>	9.04	2.30	4.84	11.20
19	Allen Harim Foods	<a href="http://bit.ly/2PtrexM">http://bit.ly/2PtrexM</a>	7.63	1.55	6.10	9.46
20	Harrison Poultry Inc.	<a href="http://bit.ly/2ROUu6s">http://bit.ly/2ROUu6s</a>	5.29	0.84	7.00	5.90
21	Farmers Pride Inc.	<a href="http://bit.ly/2sw2lrc">http://bit.ly/2sw2lrc</a>	3.50	1.00	5.50	5.50
22	Golden-Rod Broilers Inc.	<a href="http://bit.ly/2svrq5t">http://bit.ly/2svrq5t</a>	3.49	1.10	4.10	4.51
23	Holmes Foods	<a href="http://bit.ly/2Coie7y">http://bit.ly/2Coie7y</a>	2.75	0.82	4.10	3.40
23	Miller Poultry	<a href="http://bit.ly/2AQsy8j">http://bit.ly/2AQsy8j</a>	2.75	0.67	5.09	3.42
25	Hain Pure Protein Corp.	<a href="http://bit.ly/2DeRbNH">http://bit.ly/2DeRbNH</a>	1.85	0.66	5.60	3.70
26	Gerber's Poultry	<a href="http://bit.ly/2RLPKyr">http://bit.ly/2RLPKyr</a>	1.77	0.50	5.19	2.70
27	Gentry's Poultry Co. Inc.	<a href="http://bit.ly/2TSJsdO">http://bit.ly/2TSJsdO</a>	1.00	0.25	4.35	1.09
28	Murray's Chicken	<a href="http://bit.ly/2AL9R6O">http://bit.ly/2AL9R6O</a>	0.83	0.26	5.00	1.30
29	Agri Star Meat & Poultry	<a href="http://bit.ly/2VUK7Nr">http://bit.ly/2VUK7Nr</a>	0.27	0.19	5.40	0.97

1. Tyson Foods includes production figures from Keystone Foods LLC and MBA Poultry LLC (Tecumseh Poultry), which Tyson acquired in 2018.

2. George's Inc. includes OMP Foods/Ozark Mountain Poultry, which George's acquired in 2018.

3. Mar-Jac Poultry includes two broiler companies: Mar-Jac Poultry Inc. (Georgia operations) and Mar-Jac Poultry LLC (Alabama and Mississippi operations).

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## WATT PoultryUSA TOP COMPANIES SURVEY, 2019

### AVERAGE WEEKLY BROILER LIVEWEIGHT SLAUGHTER, MILLION LBS.

Company	2011	2012	2013	2014	2015	2016	2017	2018	2017-18 change	2017-18 % change
Agri Star Meat & Poultry	0.38	0.38	0.38	0.38	0.38	0.38	0.97	<b>0.97</b>	0.00	0.00
Allen Harim Foods	4.46	5.75	6.28	7.29	8.74	10.52	10.26	<b>9.46</b>	-0.80	-7.80
Amick Farms LLC (OSI Group)	17.75	18.00	18.25	19.50	22.80	24.60	24.20	<b>24.70</b>	0.50	2.07
Case Foods Inc.	15.53	18.30	19.47	20.64	21.23	21.98	22.44	<b>22.52</b>	0.08	0.36
Claxton Poultry Farms	8.74	9.20	9.67	9.92	10.15	10.54	10.82	<b>11.20</b>	0.38	3.51
Farmers Pride Inc.	4.41	4.40	4.40	4.40	5.30	5.50	5.50	<b>5.50</b>	0.00	0.00
Fieldale Farms	18.70	17.70	17.10	18.00	19.10	20.00	20.00	<b>20.00</b>	0.00	0.00
Foster Farms	34.52	35.46	35.65	34.12	35.18	33.47	33.49	<b>30.30</b>	-3.19	-9.53
Gentry's Poultry Co. Inc.	1.09	1.09	1.09	1.09	1.09	1.09	1.09	<b>1.09</b>	0.00	0.00
George's Inc. <sup>1</sup>	21.10	23.79	23.65	24.32	24.22	25.33	26.24	<b>34.08</b>	7.84	29.88
Gerber's Poultry	1.59	1.93	2.08	2.10	2.27	2.23	2.62	<b>2.70</b>	0.08	3.05
Golden-Rod Broilers Inc.	4.44	4.44	4.44	5.06	4.51	4.51	4.51	<b>4.51</b>	0.00	0.00
Hain Pure Protein Corp.	1.25	1.25	1.25	1.30	1.30	2.40	3.50	<b>3.70</b>	0.20	5.71
Harrison Poultry Inc.	6.29	6.47	6.90	6.90	6.82	6.00	5.80	<b>5.90</b>	0.10	1.72
Holmes Foods	2.70	2.90	2.90	3.22	3.08	3.08	3.20	<b>3.40</b>	0.20	6.25
House of Raeford Farms Inc.	26.10	27.52	28.84	30.45	31.86	31.47	32.13	<b>31.57</b>	-0.56	-1.74
Koch Foods Inc.	47.50	61.20	61.20	61.20	61.20	63.60	63.60	<b>63.60</b>	0.00	0.00
Mar-Jac Poultry Inc. <sup>2</sup>	8.75	8.75	8.75	8.75	8.82	8.82	8.82	<b>8.82</b>	0.00	0.00
Mar-Jac Poultry LLC <sup>2</sup>	9.69	9.03	8.40	10.04	10.27	10.54	10.30	<b>10.30</b>	0.00	0.00
Miller Poultry	2.06	2.06	2.36	2.49	1.40	1.67	3.36	<b>3.42</b>	0.06	1.79
Mountaire Farms Inc.	42.02	44.93	46.71	49.59	52.06	52.73	54.45	<b>54.76</b>	0.31	0.57
Murray's Chicken	1.25	1.30	1.30	1.30	1.30	1.30	1.30	<b>1.30</b>	0.00	0.00
OK Foods Inc.	16.30	18.50	18.50	18.50	18.50	16.98	17.35	<b>17.35</b>	0.00	0.00
Peco Foods	28.94	30.46	31.62	31.47	33.74	37.20	44.30	<b>45.76</b>	1.46	3.30
Perdue Foods	68.17	68.16	69.79	70.42	77.17	78.00	78.70	<b>80.53</b>	1.83	2.33
Pilgrim's Pride Corp.	167.72	165.47	163.90	161.60	164.80	165.13	173.27	<b>168.33</b>	-4.94	-2.85
Sanderson Farms Inc.	62.22	64.91	66.19	66.32	72.66	79.20	88.20	<b>93.72</b>	5.52	6.26
Simmons Foods Inc.	17.00	16.80	17.00	17.00	18.40	18.90	19.40	<b>19.40</b>	0.00	0.00
Tyson Foods <sup>3</sup>	204.95	196.23	201.48	200.11	202.30	202.32	204.12	<b>235.32</b>	31.20	15.29
Wayne Farms LLC	42.74	41.88	48.54	51.11	53.13	52.12	52.20	<b>52.80</b>	0.60	1.15

1. George's Inc. includes OMP Foods/Ozark Mountain Poultry, which George's acquired in 2018.

2. Mar-Jac Poultry includes two broiler companies: Mar-Jac Poultry Inc. (Georgia operations) and Mar-Jac Poultry LLC (Alabama and Mississippi operations).

3. Tyson Foods includes production figures from Keystone Foods LLC and MBA Poultry LLC (Tecumseh Poultry), which Tyson acquired in 2018.

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Comparatively, only two companies decreased output during the year. The decrease was relatively slight, as well. As a whole, those two companies accounted for a decline of only 1.12 million pounds RTC on a weekly basis.

## The big five invest in the future

The five largest chicken companies in the U.S. — Tyson Foods Inc., Pilgrim's Pride Corp., Sanderson Farms Inc., Perdue Foods and Koch Foods Inc. — retained their leading positions in 2018. With the exception of Koch, all increased year-over-year production.

**Tyson Foods, the top chicken company**, produced 192.34 million pounds of RTC chicken on a weekly basis in 2018, an increase of 17.53 million pounds — or about 10 percent — from 2017.

Tyson significantly widened the gap between its closest competitors in 2018 with a series of moves designed to refocus the animal protein company on its core businesses.

Its largest move was the \$2.16 billion acquisition of Keystone Foods LLC from Marfrig Global Foods in August 2018. In 2017, Keystone was ranked as the 10th largest producer in the country with 23.8 million pounds RTC produced on a weekly basis. In addition, it picked up Tecumseh Poultry LLC, also known as MBA Poultry, for an undisclosed amount in June 2018.

Tyson also purchased the poultry rendering and blending assets of American Proteins, and AMPRO Products for \$850 million in May 2018. The deal allowed Tyson Foods to recycle more animal products for feed, pet food and aquaculture as well as expand its presence in the growing animal feed ingredient business.

**Pilgrim's Pride, the second-largest company**, produced 156.02 million pounds of RTC chicken on a weekly basis in 2018, an increase of 1.82 million pounds — or about 1.2 percent — from 2017.

In February 2018, CEO Bill Lovette said the company had completed its previously announced capital improvements, including projects in Sanford, North Carolina, and in Moorefield, West Virginia. He said the Sanford conversion from commodity to organic tray-pack, and the acquisition of

GNP Co. in 2017, brought the company leadership in premium-branded and no-antibiotics-ever (NAE) chickens.

**Sanderson Farms, the third-largest company**, produced 86.6 million pounds of RTC chicken on a weekly basis in 2018, an increase of 4.1 million pounds — or about 5 percent — from 2017.

In 2018, Sanderson continued construction of a new complex near Tyler, Texas. The \$225 million project will include a new feed mill, hatchery, poultry processing plant and wastewater treatment facility. Operations are expected to begin in the first quarter of 2019. The company said its new complex will be able to process approximately 375 million pounds of dressed poultry meat annually.

In December 2018, the company's CEO Joe Sanderson Jr. said he is not expecting Sanderson to begin working on another new plant in 2019. The company opened new processing facilities in 2015 and in 2017.



Learn more about the top U.S. broiler producers: [www.WATTAgNet.com/directories/80](http://www.WATTAgNet.com/directories/80)

**Perdue Foods, the fourth-largest company**, produced an estimated 64.42 million pounds of RTC chicken on a weekly basis in 2018, an increase of 1.56 million pounds — or about 2.5 percent — from 2017.

In February 2018, Perdue installed a controlled atmosphere stunning (CAS) system at its plant in Milford, Delaware. The company's plans call for a gradual conversion of the rest of its plants to CAS, with the next installation planned for 2019. The CAS system was the first phase of a more than \$15 million project to change live bird handling at the Milford facility.

In April 2018, it announced plans to invest \$42 million in expanding its cooking operation in Perry, Georgia. In September 2018, it opened a new \$5 million distribution center in Rincon, Georgia, to support its NAE and organic poultry products.

**Koch Foods, the fifth-largest company**, produced 50 million pounds of RTC chicken on a weekly basis in 2018, the same amount as 2017.



In January 2018, the company announced the renovation of its hatchery in Henagar, Alabama. In August 2018, it was reported that the company was making \$80 million worth of improvements at its poultry processing plant in Gadsden, Alabama.

In 2017, Koch announced a pair of expansion plans for its operations in Alabama. It planned on building a \$40.5 million feed mill in Roanoke, Alabama, and expanding its hatchery in Crossville, Alabama. The hatchery expansion was expected to be completed by June 2018.

### Other producers making facility improvements

**Mountaire Farms Inc.:** In 2018, the company planned on building a new \$44 million feed mill in Scotland County, North Carolina. In April 2018, Mountaire announced it was working on a more than \$35 million, new wastewater treatment facility.

**Wayne Farms LLC:** In December 2017, the company announced a \$105 million expansion of its plant in Enterprise, Alabama. Work was expected to be completed in early 2019. In March 2018, Wayne Farms opened a new \$4.5 million facility in Decatur, Alabama, it calls the Customer Innovation Center. The operation's mission is product creation, design and testing. In June 2018, it was reported that Wayne was planning a company-wide overhaul of its 10 hatcheries. The first hatchery of the renovation campaign in Decatur, Alabama, was expected to complete its improvements by September 2018.

**Peco Foods Inc.:** Peco Foods acquired a cold storage facility in West Point, Mississippi, formerly owned by AmeriCold. It is reportedly investing \$40 million in the project.

**House of Raeford Farms Inc.:** In 2018, House of Raeford rebuilt a plant in Teachey, North Carolina, that was previously totally destroyed by a fire.

**George's Inc.:** In October 2018, George's acquired Ozark Mountain Poultry Inc. (OMP). OMP was ranked by WATT Global Media as the 21st largest broiler company in 2018.

**Case Foods Inc.:** It was reported that Case Farms was planning a \$49 million expansion project in Dudley, North Carolina, that will include a new wastewater treatment facility and an expansion of a cold storage facility.

**Fieldale Farms:** In December 2017, it was reported

that Fieldale was planning on expanding its Murrayville, Georgia, poultry processing plant. According to the company, Fieldale completed installation of automatic deboning equipment at both of its slaughter plants in 2018.

**Simmons Foods Inc.:** In 2017, Simmons announced plans to build a new chicken facility in Benton County, Arkansas. The planned \$300 million plant will produce as much as 850 million pounds of poultry meat annually. It is projected to open in 2019.

**Claxton Poultry Farms:** In 2018, the company installed two new mechanical deboners for a total of four. In 2019, it plans on building a new \$14 million deboning facility in Sylvania, Georgia.

**Allen Harim Foods:** In 2017, Allen Harim broke ground on a new, \$22 million hatchery in Dagsboro, Delaware. That project is expected to be completed in 2019. In August 2018, the company opened a new corporate headquarters near Millsboro, Delaware. It plans on adding a deboning operation to the same building.

**Harrison Poultry Inc.:** In 2018, Harrison Poultry added \$1 million worth of new scalders; completed a \$2 million cafeteria renovation; and added a \$1.5 million automated breast deboner with X-ray capabilities. In 2019, it plans on adding a new feed mill and truck shop. In December 2018, it broke ground on a \$72 million facility including a new feed mill and hatchery in Crawfordsville, Georgia. The new operations are expected to open in 2020.

**Farmers Pride Inc.:** In 2017, Farmers Pride broke ground on a new processing plant in Pennsylvania that should be operating in 2020.

**Miller Poultry:** In 2018, the company said it carried out water treatment improvements and live production upgrades for broiler houses. In 2019, it said it's planning sustainable improvements for live production, expansion of its offices and breakroom and expansion of its crusting tunnel. In January 2018, Miller announced it was renovating its broiler hatchery in Goshen, Indiana.

**Hain Pure Protein Corp.:** In 2018, the company added automated breast deboning and automated leg deboning. In 2019, it plans on making improvements to its chiller and automated leg deboner systems. ■

# Top US Broiler Companies: 2019 profiles

WATT PoultryUSA top US broiler producer rankings are based on ready-to-cook (RTC) average weekly volume in million pounds in 2018.



Andres Rodriguez | Dreamstime.com



## 1 Tyson Foods

Springdale, AR

◀ Noel White

**RTC '18** ..... **192.33** ▲10.03%  
(mil lbs. weekly)

► Tyson Foods Inc.'s 2018 included sales, acquisitions, investments in new ventures and alternative protein companies and a transition at the top.

In February 2018, Tyson Foods announced it had sold Kettle, a maker of sauces, dips, soups and side dishes for \$125 million. The sale was part of the company's push to remove non-core businesses during the year. Other non-protein businesses, Sara Lee and Van's, were also sold to private equity firm Kohlberg & Co. in 2018. In March 2018, it entered an agreement to sell Circle Foods, a producer of frozen and refrigerated handheld Mexican foods, uncooked tortillas and Indian flatbreads, to Ajinomoto Windsor, a Japanese manufacturer of Asian and ethnic foods and appetizers. Tyson acquired Circle Foods in 2013. In August 2018, it announced an agreement to sell its pizza crust business to Peak Rock Capital.

In May 2018, the company announced an agreement to buy the poultry rendering and blending assets of American Proteins, and AMPRO Products for \$850 million. The deal was designed to enable Tyson Foods to recycle more animal products for feed,

pet food and aquaculture, among other things, and expand its presence in the growing animal feed ingredient business. In June 2018, it acquired Tecumseh Poultry LLC, also known as MBA Poultry, for an undisclosed amount. Tecumseh was a leading producer of organic branded chicken and produced the air-chilled Smart Chicken brand. In August 2018, it reached a definitive agreement to acquire Keystone Foods from Marfrig Global Foods for \$2.16 billion. In 2018, WATT Global Media ranked Keystone Foods LLC as the 10th largest broiler company in the U.S. The deal closed in November 2018.

In April 2018, Tyson completed its acquisition of three grain elevators in Tennessee from The Andersons Inc. The elevators will support the company's operations in the state. In May 2018, the company broke ground on a new, \$300 million chicken processing plant in Humboldt, Tennessee. The facility is expected to open by the end of 2019. The plant will produce pre-packaged trays of fresh chicken for retail grocery stores nationwide. It is expected to process 1.25 million birds per week, increasing Tyson Foods' overall production capacity by the same amount. In December 2018, Tyson announced its plans to build a new, \$30.6 million distribution center in Denton, Texas.

In January 2018, Tyson's venture capital arm Tyson Ventures invested in Memphis Meats, a startup cultured

**WATT**AgNet  
**TOP COMPANIES**

meat company aiming to produce meat from animal cells. In February 2018, Tyson Ventures invested in Tovola, a Chicago-based food startup that makes smart countertop steam ovens with fresh ready-to-cook meals. In May 2018, Tyson Ventures made a further investment in cell-cultured meats with a stake in Future Meat Technologies, a Jerusalem-based biotechnology company advancing a distributive manufacturing platform for cell-cultured meats.

In May 2018, the company's Tyson Innovation Lab launched the iYappah! brand of products made from food that might otherwise be wasted. Its premier product, Protein Crisps, are made from vegetable and grain-based ingredients as well as chicken breast trim.

In September 2018, Noel White – formerly Tyson's group president of its beef, pork and international segments – was named president and CEO. He replaced Tom Hayes, president and CEO since the end of 2016, who stepped down for personal reasons, according to the company.

Tyson's 2018 Top Broiler Companies data includes production figures from Keystone Foods Inc. and MBA Poultry LLC (Tecumseh Poultry).

<http://bit.ly/2MFmjLL>



**2 Pilgrim's Pride Corp.**

Greeley, CO

◀ Bill Lovette

**RTC '18**..... **156.02** ▲1.18%  
(mil lbs. weekly)

▶ In a February 2018 review of its fiscal 2017, CEO Bill Lovette said the company completed its announced capital investment improvements, including in Sanford, North Carolina, and in Moorefield, West Virginia. He said the Sanford conversion from commodity to organic tray-pack and the acquisition of GNP brought the company leadership in premium-branded and no-antibiotics-ever chickens. In May 2018,

Pilgrim's appointed Chris Kirke as president of the company's Moy Park business unit. He replaced Janet McCollum, who led the business since 2014. At the same time, the company appointed Flavio Malnarcic, former executive business director at Moy Park, as its chief financial officer.

Pilgrim's 2018 Top Poultry Companies data includes production figures from GNP Co. and Moy Park.

<http://bit.ly/2MJBLGY>



**3 Sanderson Farms Inc.**

Laurel, MS

◀ Joe Frank Sanderson Jr.

**RTC '18**..... **86.60** ▲4.97%  
(mil lbs. weekly)

▶ In February 2018, during the company's annual meeting, the company's shareholders voted against a proposal to phase out the use of medically important antibiotics for disease prevention in its broiler operations. The company recommended its shareholders vote as such, saying the move would be harmful to the company and the animals. In November 2018, the company announced it will discontinue using antibiotics considered medically important for humans for disease prevention in its live poultry operations by March 2019. The change came after reviewing the results of a study the company commissioned in 2018. Sanderson CEO Joe Sanderson Jr. said the company plans on continuing its judicious use of antibiotics in its birds but it will discontinue the use of gentamicin and virginiamycin for prevention of disease in its live operations.

In 2018, the company continued its construction of a new complex near Tyler, Texas. The \$225 million project will include a new feed mill, hatchery, poultry processing plant and waste water treatment facility. Operations are expected to begin in the first quarter of 2019. The

company said its new complex will employ approximately 1,700, require the support of 80 contract growers and be able to process approximately 375 million pounds of dressed poultry meat annually. In December 2018, the company's CEO said Sanderson is not expecting to begin working on another new plant in 2019. The company opened new processing facilities in 2015 – at Palestine, Texas – and in 2017 – at St. Pauls, North Carolina.

<http://bit.ly/2vZh3sL>



**4 Perdue Foods**

Salisbury, MD

◀ Randall M. Day

**RTC '18**..... **64.42** ▲2.48%  
(mil lbs. weekly)

▶ Perdue's 2018 featured new investments, welfare and sustainability pledges and changes in its executive staff.

In February 2018, the company installed a higher-welfare, controlled atmosphere stunning (CAS) system at its chicken harvesting plant in Milford, Delaware, which it calls the largest organic poultry plant in the U.S. The company's plans call for a gradual conversion of the rest of its harvest plants to CAS, with the next installation planned for 2019. The controlled atmosphere stunning was the first phase of a more than \$15 million project to change live bird handling at the Milford facility.

In April 2018, the company announced plans to invest \$42 million in expanding its cooking operation in Perry, Georgia. In August 2018, Perdue AgriBusiness announced it would purchase and reopen the former Cargill grain elevator in Vincennes, Indiana. The elevator was previously closed in July 2017. In September 2018, Perdue Foods opened a new distribution center in Rincon, Georgia, to support its no-antibiotics-ever and organic poultry products. Perdue invested \$5 million in the project. In November 2018, Perdue AgriBusiness said it made a \$30 million investment to open an organic grain receiving and storage facility



## WATT PoultryUSA TOP COMPANIES SURVEY, 2019

### AVERAGE WEIGHT PER BROILER SLAUGHTERED, LIVE LBS.

Company	2011	2012	2013	2014	2015	2016	2017	2018	2017-18 change	2017-18 % change
Agri Star Meat & Poultry	5.40	5.40	5.40	5.40	5.40	5.40	5.40	5.40	0.00	0.00
Allen Harim Foods	5.47	5.25	5.25	5.10	5.50	6.10	6.10	6.10	0.00	0.00
Amick Farms LLC (OSI Group)	8.25	8.18	8.30	8.65	8.90	9.10	8.80	8.80	0.00	0.00
Case Foods Inc.	8.40	7.55	7.63	7.62	7.60	7.50	7.25	7.05	-0.20	-2.76
Claxton Poultry Farms	4.60	4.60	4.74	4.76	4.75	4.78	4.79	4.84	0.05	1.04
Farmers Pride Inc.	5.35	5.35	5.35	5.35	5.40	5.50	5.50	5.50	0.00	0.00
Fieldale Farms	5.75	5.80	6.00	6.20	6.39	6.45	6.45	6.55	0.10	1.55
Foster Farms	5.99	6.07	6.10	6.16	6.11	6.03	6.17	6.32	0.15	2.43
Gentry's Poultry Co. Inc.	4.35	4.35	4.35	4.35	4.35	4.35	4.35	4.35	0.00	0.00
George's Inc. <sup>1</sup>	4.29	4.46	4.42	4.41	4.55	4.75	4.81	5.08	0.27	5.61
Gerber's Poultry	5.07	5.10	5.20	5.26	5.44	5.25	5.24	5.19	-0.05	-0.95
Golden-Rod Broilers Inc.	4.15	4.15	4.15	4.40	4.10	4.10	4.10	4.10	0.00	0.00
Hain Pure Protein Corp.	5.50	5.50	5.50	5.60	5.60	5.60	5.60	5.60	0.00	0.00
Harrison Poultry Inc.	6.50	6.96	6.90	6.90	7.18	7.04	7.00	7.00	0.00	0.00
Holmes Foods	4.00	4.20	4.20	4.10	4.08	4.08	4.10	4.10	0.00	0.00
House of Raeford Farms Inc.	7.25	7.78	8.41	8.90	8.95	8.89	9.05	9.15	0.10	1.10
Koch Foods Inc.	5.00	5.10	5.10	5.10	5.10	5.30	5.30	5.30	0.00	0.00
Mar-Jac Poultry Inc. <sup>2</sup>	4.35	4.25	4.30	4.30	4.20	4.20	4.20	4.20	0.00	0.00
Mar-Jac Poultry LLC <sup>2</sup>	4.12	4.01	4.00	4.30	4.28	4.18	4.19	4.19	0.00	0.00
Miller Poultry	5.10	5.10	5.13	5.18	5.30	5.10	5.10	5.09	-0.01	-0.20
Mountaire Farms Inc.	7.80	7.76	7.83	8.00	8.04	8.15	8.21	8.24	0.03	0.37
Murray's Chicken	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	0.00	0.00
OK Foods Inc.	6.50	6.40	6.60	6.60	6.60	5.68	5.70	5.70	0.00	0.00
Peco Foods	6.94	7.30	7.94	8.41	8.66	8.58	8.77	8.71	-0.06	-0.68
Perdue Foods	5.80	5.67	5.66	5.68	5.94	6.01	5.99	6.14	0.15	2.50
Pilgrim's Pride Corp.	5.31	5.46	5.45	5.63	5.71	5.77	5.72	5.86	0.14	2.45
Sanderson Farms Inc.	7.45	7.53	7.61	7.64	7.94	8.12	8.20	8.06	-0.14	-1.71
Simmons Foods Inc.	4.95	4.80	4.65	4.65	4.85	4.87	5.00	5.00	0.00	0.00
Tyson Foods <sup>3</sup>	5.57	5.53	5.60	5.64	5.76	5.76	5.80	6.60	0.80	13.79
Wayne Farms LLC	7.27	7.41	7.70	7.92	8.06	7.72	7.40	7.40	0.00	0.00

1. George's Inc. includes OMP Foods/Ozark Mountain Poultry, which George's acquired in 2018.

2. Mar-Jac Poultry includes two broiler companies: Mar-Jac Poultry Inc. (Georgia operations) and Mar-Jac Poultry LLC (Alabama and Mississippi operations).

3. Tyson Foods includes production figures from Keystone Foods LLC and MBA Poultry LLC (Tecumseh Poultry), which Tyson acquired in 2018.

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in eastern Baltimore County, Maryland, to meet the rising demand for organic feed ingredients for Perdue Foods and other companies in the region.

In April 2018, the company pledged to follow its "2022 Goals" to reduce greenhouse gasses, water use and solid waste. The commitment calls for reducing Scope and Scope Two greenhouse gasses by 30 percent and potable water use by 25 percent. It will divert 90 percent of solid waste from landfills and achieve zero solid-waste certification for at least five facilities. In July 2018, it released its 2018 Commitments to Animal Care report, which updated its 2016 Commitments to Animal Care program. The 2018 report called for: adding windows to 100 percent of chicken houses; identifying alternative breeds that meet the demand for customers who want higher welfare chickens; renewing commitments to better relationships with the farmers who raise Perdue's chickens; moving to higher-welfare, controlled atmosphere stunning and a system to reduce stress and improve bird comfort during catching, transport and at the harvest plant, and increasing transparency by publishing audit results and reporting on animal care incidents.

In June 2018, Perdue Farms named Brenda Galgano as its senior vice president and chief financial officer. Galgano was previously executive vice president and CFO of The Vitamin Shoppe, a publicly traded retailer and manufacturer of vitamins, minerals and supplements. In September 2018, the company's chairman Jim Perdue said Perdue Farms is considering diversifying into the non-meat protein business. He said Perdue is looking at smaller startup companies, pure vegan options and those that combine meat, plant-based proteins and vegetables.

<http://bit.ly/2MxGVWr>



**5 Koch Foods Inc.**  
Chicago, IL

◀ Joseph C. Grendys

**RTC '18**..... **50.00** (mil lbs. weekly)

▶ In January 2018, the company announced it was completely renovating its hatchery in Henagar, Alabama. The renovated hatchery was expected to have a weekly setting capacity of more than 3.7 million eggs. In April 2018, Koch Foods General Manager Brian Reisen told local media in Fairfield, Ohio, that Koch was working to grow from a \$3.4 billion company to a \$5 billion company. In August 2018, local media in Gadsden, Alabama, reported the company was adding a fourth processing line to its local poultry processing plant which was expected to increase capacity by about 30 percent. The City of Gadsden said the additions will be valued at \$80 million.

In 2017, Koch announced a pair of expansion plans for its operations in Alabama. It planned on building a \$40.5 million feed mill in Roanoke, Alabama, and expanding its hatchery in Crossville, Alabama, to increase production to 3.8 million eggs per week. The hatchery expansion was expected to be completed by June 2018.

In August 2018, Koch Foods agreed to a \$3.75 million settlement in a discrimination lawsuit filed by the U.S. Equal Employment Opportunity Commission on behalf of 11 workers at the Koch Foods poultry plant in Morton, Mississippi. The lawsuit alleged that Koch Foods subjected Hispanic and female employees to a hostile work environment and disparate treatment based on their race and sex.

In October 2018, Mark Kaminsky, chief operating officer at Koch Foods, was named as 2018-2019 chairman of the National Chicken Council.

<http://bit.ly/2MGnQ48>



**6 Mountaire Farms Inc.**

Millsboro, DE

◀ Phillip Plylar

**RTC '18**..... **48.97** ▲1.01%  
(mil lbs. weekly)

▶ In 2018, the company planned on building a new, \$44 million feed mill in Scotland County, North Carolina.

In 2017, Mountaire Farms said it was addressing pollution citations from the Delaware Department of Natural Resources and Environmental Control (DNREC). The agency said Mountaire's Millsboro, Delaware, processing plant violated the conditions of its permits to treat and spray irrigate reclaimed wastewater onto nearby farmland. Excessive nitrate levels were found in local drinking water sources, too.

In April 2018, Mountaire was granted a permit from the Delaware DNREC to store sludge at its poultry processing complex in the Millsboro community. The storage plans were designed to resolve some of the environmental concerns related to its poultry operations in Millsboro. At the same time, the company announced it was working on a more than \$35 million, new wastewater treatment facility to help address the environmental issues. Construction of that plant was expected to begin in October 2018. In June 2018, Mountaire and the Delaware DNREC entered into a consent decree which fined the company and required it to seek an alternative water source for nearby residents.

<http://bit.ly/2vYfnzG>



**7 Wayne Farms LLC**  
Oakwood, GA

◀ Clint Rivers

**RTC '18**..... **47.80** ▲1.49%  
(mil lbs. weekly)

▶ In 2017, Wayne Farms opened a \$55 million feed mill facility in Dale County, Alabama. The mill's production capacity is more than 25,000 tons of feed weekly. Also in 2017, J. Clinton "Clint" Rivers was named the company's chief executive officer.

In December 2017, the company announced it was expanding a plant in Enterprise, Alabama, to process chicken

## WATT PoultryUSA TOP COMPANIES SURVEY, 2019

### AVERAGE WEEKLY BROILER SLAUGHTER, MILLION HEAD

Company	2011	2012	2013	2014	2015	2016	2017	2018	2017-18 change	2017-18 % change
Agri Star Meat & Poultry	0.07	0.07	0.07	0.07	0.07	0.07	0.19	<b>0.19</b>	0.00	0.00
Allen Harim Foods	0.79	1.10	1.24	1.43	1.60	1.73	1.67	<b>1.55</b>	-0.12	-7.19
Amick Farms LLC (OSI Group)	2.15	2.20	2.20	2.25	2.55	2.70	2.70	<b>2.80</b>	0.10	3.70
Case Foods Inc.	1.85	2.42	2.55	2.71	2.79	2.93	3.09	<b>3.19</b>	0.10	3.24
Claxton Poultry Farms	1.90	2.00	2.05	2.08	2.14	2.21	2.26	<b>2.30</b>	0.04	1.77
Farmers Pride Inc.	0.83	0.84	0.84	0.84	0.98	1.00	1.00	<b>1.00</b>	0.00	0.00
Fieldale Farms	3.25	3.05	2.85	2.90	3.10	3.10	3.10	<b>3.00</b>	-0.10	-3.23
Foster Farms	5.76	5.84	5.84	5.65	5.75	5.55	5.43	<b>5.62</b>	0.19	3.50
Gentry's Poultry Co. Inc.	0.25	0.25	0.25	0.25	0.25	0.25	0.25	<b>0.25</b>	0.00	0.00
George's Inc. <sup>1</sup>	4.92	5.33	5.35	5.50	5.30	5.30	5.50	<b>6.70</b>	1.20	21.82
Gerber's Poultry	0.31	0.38	0.40	0.41	0.44	0.45	0.50	<b>0.50</b>	0.00	0.00
Golden-Rod Broilers Inc.	1.07	1.07	1.07	1.15	1.10	1.10	1.10	<b>1.10</b>	0.00	0.00
Hain Pure Protein Corp.	0.24	0.24	0.24	0.24	0.24	0.53	0.61	<b>0.66</b>	0.05	8.20
Harrison Poultry Inc.	0.97	0.93	1.00	1.00	0.95	0.85	0.83	<b>0.84</b>	0.01	1.20
Holmes Foods	0.68	0.70	0.70	0.78	0.76	0.76	0.79	<b>0.82</b>	0.03	3.80
House of Raeford Farms Inc.	3.60	3.54	3.43	3.42	3.56	3.54	3.55	<b>3.45</b>	-0.10	-2.82
Koch Foods Inc.	9.50	12.00	12.00	12.00	12.00	12.00	12.00	<b>12.00</b>	0.00	0.00
Mar-Jac Poultry Inc. <sup>2</sup>	1.98	2.00	2.00	2.00	2.10	2.10	2.10	<b>2.10</b>	0.00	0.00
Mar-Jac Poultry LLC <sup>2</sup>	2.35	2.25	2.10	2.33	2.40	2.50	2.40	<b>2.40</b>	0.00	0.00
Miller Poultry	0.40	0.40	0.46	0.48	0.26	0.32	0.66	<b>0.67</b>	0.01	1.52
Mountaire Farms Inc.	5.39	5.79	5.97	6.20	6.48	6.48	6.63	<b>6.64</b>	0.01	0.15
Murray's Chicken	0.25	0.26	0.26	0.26	0.26	0.26	0.26	<b>0.26</b>	0.00	0.00
OK Foods Inc.	2.50	2.90	2.90	2.90	2.90	2.99	3.07	<b>3.07</b>	0.00	0.00
Peco Foods	4.17	4.82	4.00	3.74	3.90	4.34	5.05	<b>5.25</b>	0.20	3.96
Perdue Foods	11.75	12.01	12.34	12.40	12.99	12.98	13.13	<b>13.12</b>	-0.01	-0.08
Pilgrim's Pride Corp.	31.58	33.11	30.10	28.72	28.85	28.61	30.28	<b>28.71</b>	-1.57	-5.18
Sanderson Farms Inc.	8.35	8.62	8.70	8.69	9.15	9.75	10.76	<b>11.62</b>	0.86	7.99
Simmons Foods Inc.	3.50	3.50	3.65	3.65	3.80	3.90	3.90	<b>3.90</b>	0.00	0.00
Tyson Foods <sup>3</sup>	37.00	35.40	36.00	35.81	35.41	34.98	35.16	<b>39.03</b>	3.87	11.01
Wayne Farms LLC	5.88	5.65	6.30	6.45	6.59	6.80	7.10	<b>7.20</b>	0.10	1.41

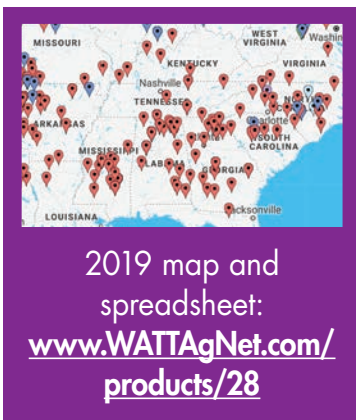
1. George's Inc. includes OMP Foods/Ozark Mountain Poultry, which George's acquired in 2018.

2. Mar-Jac Poultry includes two broiler companies: Mar-Jac Poultry Inc. (Georgia operations) and Mar-Jac Poultry LLC (Alabama and Mississippi operations).

3. Tyson Foods includes production figures from Keystone Foods LLC and MBA Poultry LLC (Tecumseh Poultry), which Tyson acquired in 2018.

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products that are in accordance with GAP standards. Work was expected to be completed in early 2019. The expansion was expected to increase production capabilities by more than 30 percent. Local media in Enterprise reported the expansion was valued at \$105 million.

In March 2018, Wayne Farms opened a new, \$4.5 million facility in Decatur, Alabama, it calls the Customer Innovation Center. The operation's mission is product creation, design and testing. The company said it brings culinary concepts and manufacturing together to integrate trend-forward research and product development capabilities, expansive culinary kitchen facilities and technologically advanced meeting and workspace areas.

In June 2018, Pas Reform Hatchery Technologies said Wayne Farms was planning on a company-wide overhaul of its 10 hatcheries with the installation of state-of-the-art equipment. The first in the hatchery renovation campaign, in Decatur, Alabama, was expected to complete its improvements by September 2018.

<http://bit.ly/2MCC7PA>



## 8 Peco Foods

Tuscaloosa, AL

◀ Mark Hickman

**RTC '18** ..... **35.92** ▲2.92%  
(mil lbs. weekly)

▶ In April 2018, Peco Foods acquired a cold storage facility in West Point, Mississippi, formerly owned by AmeriCold. According to the state's governor's office, Peco is investing \$40 million in the project. The West Point location will provide freezer, cooler and storage space for Peco.

<http://bit.ly/2MC9stP>



## 9 George's Inc.

Springdale, AR

◀ Carl George and

Charles George

**RTC '18** ... **29.32** ▲29.79%  
(mil lbs. weekly)



▶ In 2017, George's acquired Campos Foods LLC

from Oklahoma City-based Lopez Foods. Campos Foods produces fully cooked pork, beef and turkey products to service retail, foodservice and convenience store channels. It employed about 285 people.

In October 2018, George's acquired Ozark Mountain Poultry Inc. (OMP). OMP was ranked by WATT Global Media as the 21st largest broiler company in 2018. OMP produces antibiotic-free and non-GMO chicken products, servicing the retail and foodservice channels with its Forester Farmers Market brand. The company employed more than 1,800 people and processed 6.3 million pounds of ready-to-cook chicken on a weekly basis in 2017. As a combined entity, George's owns and operates eight production locations in Arkansas, Missouri, Virginia and Tennessee.

George's 2018 Top Poultry Companies data includes production figures from Ozark Mountain Poultry.

<http://bit.ly/2w0Bzcz>



## 10 House of Raeford Farms

Rose Hill, NC

◀ Bob Johnson

**RTC '18** ..... **27.14** ▼1.74%  
(mil lbs. weekly)

▶ Two major fires affected House of Raeford in 2017. In February 2017, its Wallace plant in Teachey, North Carolina, was destroyed by a fire. The building was demolished and reconstruction efforts began with the plant expected to be rebuilt in 2018. After a complete demolition and rebuild, the plant reopened in the summer of 2018. In December 2017, another fire broke out at House of Raeford plant in Mocksville, North Carolina. In July 2018, House of Raeford reached an agreement to sell the cooked chicken plant in Mocksville to Brakebush Brothers Inc. Brakebush is a chicken further processing company.

<http://bit.ly/2nTv3iz>



## 11 Foster Farms

Livingston, CA

◀ Dan Huber

**RTC '18** ..... **24.57** ▲16.45%  
(mil lbs. weekly)

▶ In March 2018, Foster Farms was ordered by an Arizona federal court to pay \$1.95 million in damages for a child who suffered a brain injury as a result of a *Salmonella* infection from consuming chicken traced back to Foster Farms. In what is believed to be the first verdict of its kind, the jury concluded that Foster Farms was negligent in producing *Salmonella* Heidelberg-contaminated chicken. The case, according to the plaintiff's law firm, established that chicken processors can be held responsible for *Salmonella* contamination on raw chicken product even though the USDA does not consider *Salmonella* an adulterant in raw chicken.

In October 2018, Foster Farms launched an interactive on-package QR code, called DORI, that is designed to make shopping for chicken easier. The

## WATT PoultryUSA TOP COMPANIES SURVEY, 2019

### AVERAGE WEEKLY BROILER PRODUCTION, RTC, MILLION LBS.

Company	2011	2012	2013	2014	2015	2016	2017	2018	2017-18 change	2017-18 % change
Agri Star Meat & Poultry	0.27	0.27	0.27	0.27	0.27	0.27	0.27	0.27	0.00	0.00
Allen Harim Foods	5.98	4.33	5.20	5.96	6.66	8.57	8.27	7.63	-0.64	-7.74
Amick Farms LLC (OSI Group)	15.05	15.41	15.50	16.80	19.60	21.80	21.40	21.90	0.50	2.34
Case Foods Inc.	13.03	15.41	16.73	17.86	18.40	18.90	19.50	19.60	0.10	0.51
Claxton Poultry Farms	7.08	7.41	7.94	8.24	8.42	8.61	8.85	9.04	0.19	2.15
Farmers Pride Inc.	2.79	2.79	2.79	2.79	3.36	3.50	3.50	3.50	0.00	0.00
Fieldale Farms	15.70	14.60	13.00	15.00	15.90	16.00	16.00	16.00	0.00	0.00
Foster Farms	20.37	20.92	21.03	20.13	20.76	19.75	21.10	24.57	3.47	16.45
Gentry's Poultry Co. Inc.	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00	0.00
George's Inc. <sup>1</sup>	16.48	19.13	19.56	20.13	20.49	21.49	22.59	29.32	6.73	29.79
Gerber's Poultry	1.11	1.44	1.50	1.55	1.60	1.50	1.76	1.77	0.01	0.57
Golden-Rod Broilers Inc.	3.12	3.12	3.12	3.79	3.49	3.49	3.49	3.49	0.00	0.00
Hain Pure Protein Corp.	0.95	0.95	0.95	1.00	1.00	1.23	1.23	1.85	0.62	50.41
Harrison Poultry Inc.	4.97	5.17	5.54	5.74	5.71	5.10	5.25	5.29	0.04	0.76
Holmes Foods	2.19	2.20	2.20	2.52	2.39	2.39	2.57	2.75	0.18	7.00
House of Raeford Farms Inc.	21.40	21.88	23.48	26.44	27.52	27.35	27.62	27.14	-0.48	-1.74
Koch Foods Inc.	35.15	48.00	48.00	48.00	48.00	50.00	50.00	50.00	0.00	0.00
Mar-Jac Poultry Inc. <sup>2</sup>	7.00	7.20	7.25	7.25	7.40	7.40	7.50	7.50	0.00	0.00
Mar-Jac Poultry LLC <sup>2</sup>	7.65	7.11	6.55	7.00	7.60	8.00	8.38	8.38	0.00	0.00
Miller Poultry	1.44	1.44	1.67	1.67	0.96	1.34	2.70	2.75	0.05	1.85
Mountaire Farms Inc.	36.12	39.26	41.04	43.75	46.10	46.63	48.48	48.97	0.49	1.01
Murray's Chicken	0.81	0.83	0.83	0.83	0.83	0.83	0.83	0.83	0.00	0.00
OK Foods Inc.	12.82	14.70	14.70	14.70	14.70	13.59	13.88	13.88	0.00	0.00
Peco Foods	21.88	23.05	23.93	24.08	26.53	29.21	34.90	35.92	1.02	2.92
Perdue Foods	53.54	54.71	56.20	56.49	61.74	62.40	62.86	64.42	1.56	2.48
Pilgrim's Pride Corp.	130.82	149.03	138.33	138.36	141.67	142.20	154.20	156.02	1.82	1.18
Sanderson Farms Inc.	53.95	56.90	58.47	58.80	66.20	72.40	82.50	86.60	4.10	4.97
Simmons Foods Inc.	13.60	12.50	13.26	13.26	13.79	13.32	13.62	13.62	0.00	0.00
Tyson Foods <sup>3</sup>	165.86	167.51	168.00	176.31	175.60	174.29	174.80	192.33	17.53	10.03
Wayne Farms LLC	37.36	36.65	42.89	45.39	47.68	47.22	47.10	47.80	0.70	1.49

1. George's Inc. includes OMP Foods/Ozark Mountain Poultry, which George's acquired in 2018.

2. Mar-Jac Poultry includes two broiler companies: Mar-Jac Poultry Inc. (Georgia operations) and Mar-Jac Poultry LLC (Alabama and Mississippi operations).

3. Tyson Foods includes production figures from Keystone Foods LLC and MBA Poultry LLC (Tecumseh Poultry), which Tyson acquired in 2018.

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# WATT AgNet TOP COMPANIES

smartphone-accessible resource connects consumers to exclusive savings, more than 500 fresh chicken recipes, a guide to poultry labeling terms and more. DORI is accessible via smartphones wherever Foster Farms fresh chicken is sold. The company expects to expand DORI to all its product lines by 2019.

<http://bit.ly/2MpHG8t>



## 12 Amick Farms LLC (OSI Group)

Leesville, SC

◀ Ben Harrison

**RTC '18** ..... **21.90** ▲2.34%  
(mil lbs. weekly)

► In November 2018, Amick Farms was the subject of an undercover video filmed by animal activist group Compassion Over Killing at the company's processing plant in Hurlock, Maryland. The video was used to pressure the USDA to lower the maximum allowable line speeds at U.S. poultry plants. In response, Amick said it took appropriate actions in regard to some workers treating chickens in a manner that was inconsistent with the company's animal welfare policies.

<http://bit.ly/2vZ4KM>



## 13 Case Foods Inc.

Troutman, NC

◀ Thomas R. Shelton

**RTC '18** ..... **19.60** ▲0.51%  
(mil lbs. weekly)

► In August 2018, the Wayne County Development Alliance of Wayne County, North Carolina, reported Case Farms was planning a \$49 million expansion project in Dudley, North Carolina, that will include a new wastewater treatment facility and an expansion of a cold storage facility.

<http://bit.ly/2nYFOBq>



## 14 Fieldale Farms

Baldwin, GA

◀ Tom Hensley

**RTC '18** ..... **16.00**  
(mil lbs. weekly)

► In December 2017, local media in Gainesville, Georgia, reported Fieldale was planning on expanding its Murrayville, Georgia, poultry processing plant. In August 2018, the company received approval for an expansion plan that would phase in gradual additions between 2018 and 2037.

In January 2018, Tom Hensley, president of Fieldale Farms, was elected chairman of the board of directors of the U.S. Poultry & Egg Association.

In November 2018, Fieldale Farms received approval from an Illinois federal judge to make a \$2.25 million exit from a lawsuit surrounding an alleged decade-long, industry-wide plot by poultry companies to increase chicken prices. Fieldale did not admit guilt as a part of the settlement.

According to the company, Fieldale completed installation of automatic deboning equipment at both of its slaughter plants in 2018.

<http://bit.ly/2N7eo6V>



## 15 Mar-Jac Poultry

Gainesville, GA

◀ Pete Martin

**RTC '18** ..... **15.88** (mil lbs. weekly)

► Mar-Jac Poultry includes two broiler companies: Mar-Jac Poultry Inc. (Georgia operations) and Mar-Jac Poultry LLC (Alabama and Mississippi operations). Data reflect a consolidation of information from both companies.

### Mar-Jac Poultry LLC

Jasper, AL

**RTC '18** ..... **8.38** (mil lbs. weekly)

► Mar-Jac Poultry LLC, the Alabama operations of Mar-Jac Poultry, employs 1,700.

<http://bit.ly/2su2sUO>

## Mar-Jac Poultry Inc.

Gainesville, GA

**RTC '18** ..... **7.50**  
(mil lbs. weekly)

► In October 2018, the U.S. Department of Justice (DOJ) reached a settlement with Mar-Jac Poultry Inc. in a discrimination suit that dated back to 2011. The company agreed to pay a fine of \$190,000 and about \$25,000 to former employees. The lawsuit, filed by the DOJ, claimed that the poultry company violated the Immigration and Nationality Act by discriminating against work-authorized non-U.S. citizens when verifying their work authorization.

<http://bit.ly/2FDoEJF>

## 16 OK Foods Inc.

Fort Smith, AR

**RTC '18** ..... **13.88**  
(mil lbs. weekly)

► O.K. Foods Inc. is a fully-integrated chicken producer. The company was founded as a feed maker in the 1930s and grew into one of the largest poultry companies in the country. In November 2011, OK Foods was acquired by and integrated into Mexican food company Industrias Bachoco, one of the world's largest poultry companies. It employs 4,050 at locations spread throughout three states. It operates as a subsidiary of Industrias Bachoco.

In 2017, Bachoco announced the acquisition of Alabama-based value added and further processed product maker Albertville Quality Foods through OK Foods. Albertville Quality Foods annual sales are \$270 million.

<http://bit.ly/2z0oPUR>



## 17 Simmons Foods Inc.

Siloam Springs, AR

◀ Todd Simmons

**RTC '18** ..... **13.62**  
(mil lbs. weekly)

► In 2017, Simmons announced plans to



build a new chicken facility in Benton County, Arkansas. The planned \$300 million plant will produce fresh and frozen chicken products for retail and restaurant customers and process as much as 850 million pounds of poultry meat annually. It is projected to open in 2019.

In February 2018, Simmons Feed Ingredients Inc. acquired Pet Poultry Products Inc., a Delaware-based manufacturer of frozen meat ingredients used in the pet food industry.

<http://bit.ly/2MxMwvV>



## 18 Claxton Poultry Farms

Claxton, GA

◀ Mikell Fries

**RTC '18** ..... **9.04** ▲2.15%  
(mil lbs. weekly)

► In 2017, the company switched 100 percent of its production to no antibiotics ever (NAE). In 2018, the company installed two new mechanical deboners for a total of four. In 2019, it will build a new, \$14 million deboning facility in Sylvania, Georgia.

<http://bit.ly/2Psj0ek>



## 19 Allen Harim Foods

Millsboro, DE

◀ Joe Moran

**RTC '18** ..... **7.63** ▼7.74%  
(mil lbs. weekly)

► In 2017, Allen Harim broke ground on a new \$22 million hatchery in Dagsboro, Delaware, with a planned capacity of 2.5 million eggs per week. That project is expected to be completed in 2019. In August 2018, the company opened a new corporate headquarters near Millsboro, Delaware, in a former Vlasic pickle plant the company purchased in 2014. The company's plans call for adding a deboning operation to the same building.

<http://bit.ly/2PtrexM>

## WATT PoultryUSA TOP COMPANIES SURVEY, 2019

### BROILER COMPANIES, NUMBER OF EMPLOYEES

Company	Employees
Agri Star Meat & Poultry	325
Allen Harim Foods	1,775
Amick Farms LLC (OSI Group)	3,200
Case Foods Inc.	3,200
Claxton Poultry Farms	1,800
Farmers Pride Inc.	1,650
Fieldale Farms	4,700
Foster Farms	11,878
Gentry's Poultry Co. Inc.	165
George's Inc. <sup>1</sup>	7,029
Gerber's Poultry	525
Golden-Rod Broilers Inc.	—
Hain Pure Protein Corp.	1,581
Harrison Poultry Inc.	1,000
Holmes Foods	500
House of Raeford Farms Inc.	4,980
Koch Foods Inc.	13,000
Mar-Jac Poultry Inc. <sup>2</sup>	1,270
Mar-Jac Poultry LLC <sup>2</sup>	1,700
Miller Poultry	750
Mountaire Farms Inc.	9,120
Murray's Chicken	368
OK Foods Inc.	4,050
Peco Foods	6,119
Perdue Foods	18,922
Pilgrim's Pride Corp.	51,300
Sanderson Farms Inc.	14,000
Simmons Foods Inc.	7,000
Tyson Foods <sup>3</sup>	122,187
Wayne Farms LLC	8,700

1. George's Inc. includes OMP Foods/Ozark Mountain Poultry, which George's acquired in 2018.

2. Mar-Jac Poultry includes two broiler companies: Mar-Jac Poultry Inc. (Georgia operations) and Mar-Jac Poultry LLC (Alabama and Mississippi operations).

3. Tyson Foods includes production figures from Keystone Foods LLC and MBA Poultry LLC (Tecumseh Poultry), which Tyson acquired in 2018.

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**WATT AgNet**  
**TOP COMPANIES**


## 20 Harrison Poultry Inc.

Bethlehem, GA

◀ David Bleth

**RTC '18** ..... **5.29** ▲0.76%  
 (mil lbs. weekly)

▶ In 2018, Harrison Poultry added \$1 million worth of new scalders and a \$1.5 million automated breast deboner with X-ray capabilities. It also completed a \$2 million cafeteria renovation. In 2019, it plans on adding a new feed mill and truck shop.

In December 2018, it broke ground on a \$72 million facility including a new feed mill and hatchery in Crawfordsville, Georgia. The new operations are expected to open in 2020.

<http://bit.ly/2ROUu6s>



## 21 Farmers Pride Inc.

Fredericksburg, PA

◀ Scott I. Sechler

**RTC '18** ..... **3.50**  
 (mil lbs. weekly)

▶ In 2017, Farmers Pride announced plans to transition all of its birds to slower growing genetics. Also in 2017, it opened a new, \$40 million hatchery facility and it broke ground on a new processing plant in Pennsylvania that should be operating by 2020 and processing 2.6 million birds per week at full capacity.

In March 2018, the company announced it was seeking breeders and growers to support its new plant. In May 2018, it marked 20 years of raising poultry without antibiotics. In October 2018, the company launched a series of videos on its website giving consumers virtual tours inside its breeder houses, hatchery and chicken houses.

<http://bit.ly/2sw2lrc>

## 22 Golden-Rod Broilers Inc.

Cullman, AL

**RTC '18** ..... **3.49**  
 (mil lbs. weekly)

▶ Golden-Rod Broilers is a chicken producer based in Cullman, Alabama.

<http://bit.ly/2svrq5t>

## 23 Holmes Foods

Nixon, TX

**RTC '18** ..... **2.75** ▲7.00%  
 (mil lbs. weekly)

▶ Holmes Foods Inc. is a family-owned chicken company. It was founded in 1925 as an ice plant. It employs 500.

<http://bit.ly/2Coie7y>



## 23 Miller Poultry

Orlando, IN

◀ Galen Miller

**RTC '18** ..... **2.75** ▲1.85%  
 (mil lbs. weekly)

▶ In 2018, Miller Poultry said it carried out water treatment improvements and live production upgrades for broiler houses. In 2019, it's planning sustainable improvements for live production, expansion of its offices and breakroom and expansion of its crusting tunnel.

In January 2018, Miller announced it was renovating its broiler hatchery in Goshen, Indiana. When complete, the hatchery will have the capacity to set 1.1 million eggs on a weekly basis. In November 2018, the company began the process of converting specific operations and offices to using solar energy.

<http://bit.ly/2AQsv8j>

## 25 Hain Pure Protein Corp.

Fredericksburg, PA

**RTC '18** ..... **1.85** ▲50.41%  
 (mil lbs. weekly)



Learn more about the top U.S. broiler producers: [www.WATTAgNet.com/directories/80](http://www.WATTAgNet.com/directories/80)

▶ According to Hain Pure Protein, in 2018 the company added automated breast deboning and automated leg deboning. In 2019, it plans on making improvements to its chiller and automated leg deboner systems.

In January 2018, news emerged that Hain Celestial had been for sale for about a year and that divestiture of its poultry operations could make a sale of the diversified company more feasible. Along with protein, Hain Celestial is involved in manufacture, marketing, distribution and sale of organic and natural products such as food, beverages and personal care items. In May 2018, Hain Celestial's then-chief executive officer Irwin Simon said the company was looking to sell Hain Pure Protein in a number of months. In October 2018, Simon, Hain Celestial's founder, stepped down as CEO and the company named Mark Schiller as the new CEO. Schiller previously worked at Pinnacle Foods, PepsiCo and other companies. As of November 2018, Hain Pure Protein was still for sale and a transaction was expected to close at some point in 2019.

<http://bit.ly/2DeRbNH>

## 26 Gerber's Poultry

Kidron, OH

**RTC '18** ..... **1.77** ▲0.57%  
 (mil lbs. weekly)

▶ Gerber's Poultry is a family-owned poultry company founded in 1952. Its chickens are raised on Amish family

farms. The birds are raised on a vegetarian diet and are antibiotic free. It employs 525.

<http://bit.ly/2RLPKyr>

## 27 Gentry's Poultry Co. Inc.

Ward, SC

**RTC '18** ..... **1.00** (mil lbs. weekly)

► Gentry's Poultry Co. Inc. is a family-owned and operated poultry processing company founded in the 1950s. It specializes in selling fresh chicken products to restaurants, institutions, grocers and brokers. It employs 165.

<http://bit.ly/2TJSsd0>

## 28 Murray's Chicken

South Fallsburg, NY

**RTC '18** ..... **0.83** (mil lbs. weekly)

► Murray's Chicken is a chicken company founded by Murray Bresky in 1992. He wanted to produce a different product than the dominant industry players. All Murray's Chicken products are raised on a vegetarian diet. Its operations are certified by Humane Farm Animal Care. Along with chicken products, the company sells turkeys seasonally as well as value-added products such as sausage and meatballs.

<http://bit.ly/2AL9R60>

## 29 Agri Star Meat & Poultry

Postville, IA

**RTC '18** ..... **0.27**  
(mil lbs. weekly)

► Agri Star Meat & Poultry LLC is a kosher meat processing and packing company. The company was renamed when meat packing executive Hershey Friedman purchased its bankrupt predecessor, Agriprocessors, in 2009. It employs 325.

<http://bit.ly/2VUK7Nr>

## WATT PoultryUSA TOP COMPANIES SURVEY, 2019 BROILER COMPANIES, SALES

Company	Revenue (million \$)
Agri Star Meat & Poultry	—
Allen Harim Foods	365
Amick Farms LLC (OSI Group)	—
Case Foods Inc.	789
Claxton Poultry Farms	385
Farmers Pride Inc.	350
Fieldale Farms	950
Foster Farms	1,848
Gentry's Poultry Co. Inc.	40
George's Inc. <sup>1</sup>	—
Gerber's Poultry	128
Golden-Rod Broilers Inc.	—
Hain Pure Protein Corp.	—
Harrison Poultry Inc.	200
Holmes Foods	160
House of Raeford Farms Inc.	—
Koch Foods Inc.	3,300
Mar-Jac Poultry Inc. <sup>2</sup>	325
Mar-Jac Poultry LLC <sup>2</sup>	381
Miller Poultry	177
Mountaire Farms Inc.	2,122
Murray's Chicken	—
OK Foods Inc.	—
Peco Foods	1,565
Perdue Foods	3,835
Pilgrim's Pride Corp.	11,039
Sanderson Farms Inc.	3,236
Simmons Foods Inc.	940
Tyson Foods <sup>3</sup>	13,786
Wayne Farms LLC	2,157

1. George's Inc. includes OMP Foods/Ozark Mountain Poultry, which George's acquired in 2018.

2. Mar-Jac Poultry includes two broiler companies: Mar-Jac Poultry Inc. (Georgia operations) and Mar-Jac Poultry LLC (Alabama and Mississippi operations).

3. Tyson Foods includes production figures from Keystone Foods LLC and MBA Poultry LLC (Tecumseh Poultry), which Tyson acquired in 2018.

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**WATT PoultryUSA TOP COMPANIES SURVEY, 2019**
**TOP COMPANIES BROILER FACILITIES**

Company	Hatcheries	Feed mills	Slaughter facilities	Further processing facilities	Cook plants
Agri Star Meat & Poultry	—	—	1	—	1
Allen Harim Foods	2	2	1	2	—
Amick Farms LLC (OSI Group)	2	2	2	—	—
Case Foods Inc.	4	3	4	1	1
Claxton Poultry Farms	2	1	1	—	—
Farmers Pride Inc.	1	—	1	—	1
Fieldale Farms	3	2	2	1	1
Foster Farms	6	5	5	5	2
Gentry's Poultry Co. Inc.	—	—	1	1	—
George's Inc. <sup>1</sup>	7	5	5	4	1
Gerber's Poultry	1	—	1	1	—
Golden-Rod Broilers Inc.	3	1	1	—	—
Hain Pure Protein Corp.	1	1	2	1	1
Harrison Poultry Inc.	1	1	1	—	—
Holmes Foods	1	2	1	1	—
House of Raeford Farms Inc.	4	4	5	3	1
Koch Foods Inc.	7	5	8	4	1
Mar-Jac Poultry Inc. <sup>2</sup>	1	1	1	1	—
Mar-Jac Poultry LLC <sup>2</sup>	2	2	2	2	—
Miller Poultry	1	1	1	—	—
Mountaire Farms Inc.	4	5	3	—	—
Murray's Chicken	—	—	1	1	—
OK Foods Inc.	2	2	2	2	4
Peco Foods	6	6	6	1	2
Perdue Foods	15	11	11	3	4
Pilgrim's Pride Corp.	32	25	25	—	4
Sanderson Farms Inc.	10	8	11	1	—
Simmons Foods Inc.	3	2	2	3	1
Tyson Foods <sup>3</sup>	37	32	36	16	21
Wayne Farms LLC	10	8	9	1	2

1. George's Inc. includes OMP Foods/Ozark Mountain Poultry, which George's acquired in 2018.

2. Mar-Jac Poultry includes two broiler companies: Mar-Jac Poultry Inc. (Georgia operations) and Mar-Jac Poultry LLC (Alabama and Mississippi operations).

3. Tyson Foods includes production figures from Keystone Foods LLC and MBA Poultry LLC (Tecumseh Poultry), which Tyson acquired in 2018.

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# Top US chicken producers **grow production, plan expansion**

The top integrated poultry companies executed on their existing improvement plans and launched new investments in 2018.

AUSTIN ALONZO

**T**he top broiler companies in the U.S. continued to invest in growth in 2018, but concerns for the state of the market may create a different picture in 2019.



smarnad | BigStock.com

According to WATT Global Media's annual Top Broiler Companies survey, 27 of the top 29 producers either increased their production or maintained the same level of production as in 2017.

Maintaining the positive momentum of 2017, the majority of the top broiler companies made capital improvements at their facilities or acquired another producer in 2018. According to survey responses and industry research, 19 of the surveyed companies either announced new investments to grow the business or continued work on, or completed, improvements announced in 2017.

However, 2018 closed on a sour note with boneless breast meat prices sagging to a record low. A number of factors like challenging global markets, ever-changing consumer preferences and increased domestic production of competing proteins contributed to this situation. With the wheels already in motion for the industry's largest players to further increase their output in the near future, 2019 may be a challenging year for the chicken industry.

## Industry performance at a glance

In total, the top broiler companies produced 904.14 million pounds of ready-to-cook chicken (RTC) on a weekly basis in 2018, 5.27 million pounds — or about 0.6 percent — more than the 898.87 million pounds produced on a weekly basis in 2017.

Sixteen of the 29 companies saw production rise year over year and 11 experienced no change.

## WATT PoultryUSA TOP COMPANIES SURVEY, 2019

### WATT POULTRYUSA'S 2019 TOP BROILER COMPANIES, MILLION LBS. RTC

Production numbers based on average weekly slaughter in continental U.S. plants during 2018

Rank	Company	Company profile	Million lbs. RTC	Million head	Average lbs. liveweight	Million lbs. total liveweight
1	Tyson Foods <sup>1</sup>	<a href="http://bit.ly/2MFmjLL">http://bit.ly/2MFmjLL</a>	192.33	39.03	6.60	235.32
2	Pilgrim's Pride Corp.	<a href="http://bit.ly/2MJBLGY">http://bit.ly/2MJBLGY</a>	156.02	28.71	5.86	168.33
3	Sanderson Farms Inc.	<a href="http://bit.ly/2vZh3sL">http://bit.ly/2vZh3sL</a>	86.60	11.62	8.06	93.72
4	Perdue Foods	<a href="http://bit.ly/2MxGVWr">http://bit.ly/2MxGVWr</a>	64.42	13.12	6.14	80.53
5	Koch Foods Inc.	<a href="http://bit.ly/2MGnQ48">http://bit.ly/2MGnQ48</a>	50.00	12.00	5.30	63.60
6	Mountaire Farms Inc.	<a href="http://bit.ly/2vYfnzG">http://bit.ly/2vYfnzG</a>	48.97	6.64	8.24	54.76
7	Wayne Farms LLC	<a href="http://bit.ly/2MCC7PA">http://bit.ly/2MCC7PA</a>	47.80	7.20	7.40	52.80
8	Peco Foods	<a href="http://bit.ly/2MC9stP">http://bit.ly/2MC9stP</a>	35.92	5.25	8.71	45.76
9	George's Inc. <sup>2</sup>	<a href="http://bit.ly/2w0Bzcz">http://bit.ly/2w0Bzcz</a>	29.32	6.70	5.08	34.08
10	House of Raeford Farms Inc.	<a href="http://bit.ly/2nTv3jz">http://bit.ly/2nTv3jz</a>	27.14	3.45	9.15	31.57
11	Foster Farms	<a href="http://bit.ly/2MpHGBt">http://bit.ly/2MpHGBt</a>	24.57	5.62	6.32	30.30
12	Amick Farms LLC (OSI Group)	<a href="http://bit.ly/2vZX4KM">http://bit.ly/2vZX4KM</a>	21.90	2.80	8.80	24.70
13	Case Foods Inc.	<a href="http://bit.ly/2nYFOBa">http://bit.ly/2nYFOBa</a>	19.60	3.19	7.05	22.52
14	Fieldale Farms	<a href="http://bit.ly/2N7eo6V">http://bit.ly/2N7eo6V</a>	16.00	3.00	6.55	20.00
15	Mar-Jac Poultry <sup>3</sup>	<a href="http://bit.ly/2Mml6d3">http://bit.ly/2Mml6d3</a>	15.88	4.50	8.39	19.12
16	OK Foods Inc.	<a href="http://bit.ly/2z0oPUR">http://bit.ly/2z0oPUR</a>	13.88	3.07	5.70	17.35
17	Simmons Foods Inc.	<a href="http://bit.ly/2MxMwvV">http://bit.ly/2MxMwvV</a>	13.62	3.90	5.00	19.40
18	Claxton Poultry Farms	<a href="http://bit.ly/2Psj0ek">http://bit.ly/2Psj0ek</a>	9.04	2.30	4.84	11.20
19	Allen Harim Foods	<a href="http://bit.ly/2PtrexM">http://bit.ly/2PtrexM</a>	7.63	1.55	6.10	9.46
20	Harrison Poultry Inc.	<a href="http://bit.ly/2ROUu6s">http://bit.ly/2ROUu6s</a>	5.29	0.84	7.00	5.90
21	Farmers Pride Inc.	<a href="http://bit.ly/2sw2lrc">http://bit.ly/2sw2lrc</a>	3.50	1.00	5.50	5.50
22	Golden-Rod Broilers Inc.	<a href="http://bit.ly/2svrq5t">http://bit.ly/2svrq5t</a>	3.49	1.10	4.10	4.51
23	Holmes Foods	<a href="http://bit.ly/2Coie7y">http://bit.ly/2Coie7y</a>	2.75	0.82	4.10	3.40
23	Miller Poultry	<a href="http://bit.ly/2AQsy8j">http://bit.ly/2AQsy8j</a>	2.75	0.67	5.09	3.42
25	Hain Pure Protein Corp.	<a href="http://bit.ly/2DeRbNH">http://bit.ly/2DeRbNH</a>	1.85	0.66	5.60	3.70
26	Gerber's Poultry	<a href="http://bit.ly/2RLPKyr">http://bit.ly/2RLPKyr</a>	1.77	0.50	5.19	2.70
27	Gentry's Poultry Co. Inc.	<a href="http://bit.ly/2TSJsd0">http://bit.ly/2TSJsd0</a>	1.00	0.25	4.35	1.09
28	Murray's Chicken	<a href="http://bit.ly/2AL9R60">http://bit.ly/2AL9R60</a>	0.83	0.26	5.00	1.30
29	Agri Star Meat & Poultry	<a href="http://bit.ly/2VUK7Nr">http://bit.ly/2VUK7Nr</a>	0.27	0.19	5.40	0.97

1. Tyson Foods includes production figures from Keystone Foods LLC and MBA Poultry LLC (Tecumseh Poultry), which Tyson acquired in 2018.

2. George's Inc. includes OMP Foods/Ozark Mountain Poultry, which George's acquired in 2018.

3. Mar-Jac Poultry includes two broiler companies: Mar-Jac Poultry Inc. (Georgia operations) and Mar-Jac Poultry LLC (Alabama and Mississippi operations).

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**WATT PoultryUSA TOP COMPANIES SURVEY, 2019**
**AVERAGE WEEKLY BROILER LIVEWEIGHT SLAUGHTER, MILLION LBS.**

Company	2011	2012	2013	2014	2015	2016	2017	2018	2017-18 change	2017-18 % change
Agri Star Meat & Poultry	0.38	0.38	0.38	0.38	0.38	0.38	0.97	<b>0.97</b>	0.00	0.00
Allen Harim Foods	4.46	5.75	6.28	7.29	8.74	10.52	10.26	<b>9.46</b>	-0.80	-7.80
Amick Farms LLC (OSI Group)	17.75	18.00	18.25	19.50	22.80	24.60	24.20	<b>24.70</b>	0.50	2.07
Case Foods Inc.	15.53	18.30	19.47	20.64	21.23	21.98	22.44	<b>22.52</b>	0.08	0.36
Claxton Poultry Farms	8.74	9.20	9.67	9.92	10.15	10.54	10.82	<b>11.20</b>	0.38	3.51
Farmers Pride Inc.	4.41	4.40	4.40	4.40	5.30	5.50	5.50	<b>5.50</b>	0.00	0.00
Fieldale Farms	18.70	17.70	17.10	18.00	19.10	20.00	20.00	<b>20.00</b>	0.00	0.00
Foster Farms	34.52	35.46	35.65	34.12	35.18	33.47	33.49	<b>30.30</b>	-3.19	-9.53
Gentry's Poultry Co. Inc.	1.09	1.09	1.09	1.09	1.09	1.09	1.09	<b>1.09</b>	0.00	0.00
George's Inc. <sup>1</sup>	21.10	23.79	23.65	24.32	24.22	25.33	26.24	<b>34.08</b>	7.84	29.88
Gerber's Poultry	1.59	1.93	2.08	2.10	2.27	2.23	2.62	<b>2.70</b>	0.08	3.05
Golden-Rod Broilers Inc.	4.44	4.44	4.44	5.06	4.51	4.51	4.51	<b>4.51</b>	0.00	0.00
Hain Pure Protein Corp.	1.25	1.25	1.25	1.30	1.30	2.40	3.50	<b>3.70</b>	0.20	5.71
Harrison Poultry Inc.	6.29	6.47	6.90	6.90	6.82	6.00	5.80	<b>5.90</b>	0.10	1.72
Holmes Foods	2.70	2.90	2.90	3.22	3.08	3.08	3.20	<b>3.40</b>	0.20	6.25
House of Raeford Farms Inc.	26.10	27.52	28.84	30.45	31.86	31.47	32.13	<b>31.57</b>	-0.56	-1.74
Koch Foods Inc.	47.50	61.20	61.20	61.20	61.20	63.60	63.60	<b>63.60</b>	0.00	0.00
Mar-Jac Poultry Inc. <sup>2</sup>	8.75	8.75	8.75	8.75	8.82	8.82	8.82	<b>8.82</b>	0.00	0.00
Mar-Jac Poultry LLC <sup>2</sup>	9.69	9.03	8.40	10.04	10.27	10.54	10.30	<b>10.30</b>	0.00	0.00
Miller Poultry	2.06	2.06	2.36	2.49	1.40	1.67	3.36	<b>3.42</b>	0.06	1.79
Mountaire Farms Inc.	42.02	44.93	46.71	49.59	52.06	52.73	54.45	<b>54.76</b>	0.31	0.57
Murray's Chicken	1.25	1.30	1.30	1.30	1.30	1.30	1.30	<b>1.30</b>	0.00	0.00
OK Foods Inc.	16.30	18.50	18.50	18.50	18.50	16.98	17.35	<b>17.35</b>	0.00	0.00
Peco Foods	28.94	30.46	31.62	31.47	33.74	37.20	44.30	<b>45.76</b>	1.46	3.30
Perdue Foods	68.17	68.16	69.79	70.42	77.17	78.00	78.70	<b>80.53</b>	1.83	2.33
Pilgrim's Pride Corp.	167.72	165.47	163.90	161.60	164.80	165.13	173.27	<b>168.33</b>	-4.94	-2.85
Sanderson Farms Inc.	62.22	64.91	66.19	66.32	72.66	79.20	88.20	<b>93.72</b>	5.52	6.26
Simmons Foods Inc.	17.00	16.80	17.00	17.00	18.40	18.90	19.40	<b>19.40</b>	0.00	0.00
Tyson Foods <sup>3</sup>	204.95	196.23	201.48	200.11	202.30	202.32	204.12	<b>235.32</b>	31.20	15.29
Wayne Farms LLC	42.74	41.88	48.54	51.11	53.13	52.12	52.20	<b>52.80</b>	0.60	1.15

1. George's Inc. includes OMP Foods/Ozark Mountain Poultry, which George's acquired in 2018.

2. Mar-Jac Poultry includes two broiler companies: Mar-Jac Poultry Inc. (Georgia operations) and Mar-Jac Poultry LLC (Alabama and Mississippi operations).

3. Tyson Foods includes production figures from Keystone Foods LLC and MBA Poultry LLC (Tecumseh Poultry), which Tyson acquired in 2018.

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Comparatively, only two companies decreased output during the year. The decrease was relatively slight, as well. As a whole, those two companies accounted for a decline of only 1.12 million pounds RTC on a weekly basis.

## The big five invest in the future

The five largest chicken companies in the U.S. — Tyson Foods Inc., Pilgrim's Pride Corp., Sanderson Farms Inc., Perdue Foods and Koch Foods Inc. — retained their leading positions in 2018. With the exception of Koch, all increased year-over-year production.

**Tyson Foods, the top chicken company**, produced 192.34 million pounds of RTC chicken on a weekly basis in 2018, an increase of 17.53 million pounds — or about 10 percent — from 2017.

Tyson significantly widened the gap between its closest competitors in 2018 with a series of moves designed to refocus the animal protein company on its core businesses.

Its largest move was the \$2.16 billion acquisition of Keystone Foods LLC from Marfrig Global Foods in August 2018. In 2017, Keystone was ranked as the 10th largest producer in the country with 23.8 million pounds RTC produced on a weekly basis. In addition, it picked up Tecumseh Poultry LLC, also known as MBA Poultry, for an undisclosed amount in June 2018.

Tyson also purchased the poultry rendering and blending assets of American Proteins, and AMPRO Products for \$850 million in May 2018. The deal allowed Tyson Foods to recycle more animal products for feed, pet food and aquaculture as well as expand its presence in the growing animal feed ingredient business.

**Pilgrim's Pride, the second-largest company**, produced 156.02 million pounds of RTC chicken on a weekly basis in 2018, an increase of 1.82 million pounds — or about 1.2 percent — from 2017.

In February 2018, CEO Bill Lovette said the company had completed its previously announced capital improvements, including projects in Sanford, North Carolina, and in Moorefield, West Virginia. He said the Sanford conversion from commodity to organic tray-pack, and the acquisition of

GNP Co. in 2017, brought the company leadership in premium-branded and no-antibiotics-ever (NAE) chickens.

**Sanderson Farms, the third-largest company**, produced 86.6 million pounds of RTC chicken on a weekly basis in 2018, an increase of 4.1 million pounds — or about 5 percent — from 2017.

In 2018, Sanderson continued construction of a new complex near Tyler, Texas. The \$225 million project will include a new feed mill, hatchery, poultry processing plant and wastewater treatment facility. Operations are expected to begin in the first quarter of 2019. The company said its new complex will be able to process approximately 375 million pounds of dressed poultry meat annually.

In December 2018, the company's CEO Joe Sanderson Jr. said he is not expecting Sanderson to begin working on another new plant in 2019. The company opened new processing facilities in 2015 and in 2017.



Learn more about the top U.S. broiler producers: [www.WATTAgNet.com/directories/80](http://www.WATTAgNet.com/directories/80)

**Perdue Foods, the fourth-largest company**, produced an estimated 64.42 million pounds of RTC chicken on a weekly basis in 2018, an increase of 1.56 million pounds — or about 2.5 percent — from 2017.

In February 2018, Perdue installed a controlled atmosphere stunning (CAS) system at its plant in Milford, Delaware. The company's plans call for a gradual conversion of the rest of its plants to CAS, with the next installation planned for 2019. The CAS system was the first phase of a more than \$15 million project to change live bird handling at the Milford facility.

In April 2018, it announced plans to invest \$42 million in expanding its cooking operation in Perry, Georgia. In September 2018, it opened a new \$5 million distribution center in Rincon, Georgia, to support its NAE and organic poultry products.

**Koch Foods, the fifth-largest company**, produced 50 million pounds of RTC chicken on a weekly basis in 2018, the same amount as 2017.

In January 2018, the company announced the renovation of its hatchery in Henagar, Alabama. In August 2018, it was reported that the company was making \$80 million worth of improvements at its poultry processing plant in Gadsden, Alabama.

In 2017, Koch announced a pair of expansion plans for its operations in Alabama. It planned on building a \$40.5 million feed mill in Roanoke, Alabama, and expanding its hatchery in Crossville, Alabama. The hatchery expansion was expected to be completed by June 2018.

### Other producers making facility improvements

**Mountaire Farms Inc.:** In 2018, the company planned on building a new \$44 million feed mill in Scotland County, North Carolina. In April 2018, Mountaire announced it was working on a more than \$35 million, new wastewater treatment facility.

**Wayne Farms LLC:** In December 2017, the company announced a \$105 million expansion of its plant in Enterprise, Alabama. Work was expected to be completed in early 2019. In March 2018, Wayne Farms opened a new \$4.5 million facility in Decatur, Alabama, it calls the Customer Innovation Center. The operation's mission is product creation, design and testing. In June 2018, it was reported that Wayne was planning a company-wide overhaul of its 10 hatcheries. The first hatchery of the renovation campaign in Decatur, Alabama, was expected to complete its improvements by September 2018.

**Peco Foods Inc.:** Peco Foods acquired a cold storage facility in West Point, Mississippi, formerly owned by AmeriCold. It is reportedly investing \$40 million in the project.

**House of Raeford Farms Inc.:** In 2018, House of Raeford rebuilt a plant in Teachey, North Carolina, that was previously totally destroyed by a fire.

**George's Inc.:** In October 2018, George's acquired Ozark Mountain Poultry Inc. (OMP). OMP was ranked by WATT Global Media as the 21st largest broiler company in 2018.

**Case Foods Inc.:** It was reported that Case Farms was planning a \$49 million expansion project in Dudley, North Carolina, that will include a new wastewater treatment facility and an expansion of a cold storage facility.

**Fieldale Farms:** In December 2017, it was reported

that Fieldale was planning on expanding its Murrayville, Georgia, poultry processing plant. According to the company, Fieldale completed installation of automatic deboning equipment at both of its slaughter plants in 2018.

**Simmons Foods Inc.:** In 2017, Simmons announced plans to build a new chicken facility in Benton County, Arkansas. The planned \$300 million plant will produce as much as 850 million pounds of poultry meat annually. It is projected to open in 2019.

**Claxton Poultry Farms:** In 2018, the company installed two new mechanical deboners for a total of four. In 2019, it plans on building a new \$14 million deboning facility in Sylvania, Georgia.

**Allen Harim Foods:** In 2017, Allen Harim broke ground on a new, \$22 million hatchery in Dagsboro, Delaware. That project is expected to be completed in 2019. In August 2018, the company opened a new corporate headquarters near Millsboro, Delaware. It plans on adding a deboning operation to the same building.

**Harrison Poultry Inc.:** In 2018, Harrison Poultry added \$1 million worth of new scalders; completed a \$2 million cafeteria renovation; and added a \$1.5 million automated breast deboner with X-ray capabilities. In 2019, it plans on adding a new feed mill and truck shop. In December 2018, it broke ground on a \$72 million facility including a new feed mill and hatchery in Crawfordsville, Georgia. The new operations are expected to open in 2020.

**Farmers Pride Inc.:** In 2017, Farmers Pride broke ground on a new processing plant in Pennsylvania that should be operating in 2020.

**Miller Poultry:** In 2018, the company said it carried out water treatment improvements and live production upgrades for broiler houses. In 2019, it said it's planning sustainable improvements for live production, expansion of its offices and breakroom and expansion of its crusting tunnel. In January 2018, Miller announced it was renovating its broiler hatchery in Goshen, Indiana.

**Hain Pure Protein Corp.:** In 2018, the company added automated breast deboning and automated leg deboning. In 2019, it plans on making improvements to its chiller and automated leg deboner systems. ■

# Top US Turkey Companies: 2019 profiles

WATT PoultryUSA top US turkey producer rankings are based on annual slaughter volume pounds in 2018.



## 1 Butterball

Garner, NC

◀ Jay Jandrain

**RTC '18** ..... **1,331.00** ▼1.77%  
(mil lbs. weekly)

▶ In December 2017, Butterball announced plans to expand its operations in Raeford, North Carolina. The about \$20 million investment will add a new production line for its turkey bacon products. Butterball took over the plant from House of Raeford in 2015.

In March 2019, local media in

Huntsville, Arkansas, reported Butterball planned to expand its operations in the area with a \$14 million expansion of a frozen storage facility. The company already maintains slaughter, deboning and cooking operations in the city.

In August 2018, Butterball launched what it called the biggest refresh of its brands in 60 years. The company launched new products with more consumer-friendly labels and less ingredients, new product packaging and new consumer campaigns. Butterball introduced a brand new "All Natural" product line with no artificial ingredients and expanded its "Farm to Family by Butterball" brand with both no antibiotics ever and organic products. The company also revealed new designs on every product across the brand.

In December 2018, Butterball President and CEO Kerry Doughy stepped down due to health reasons. Doughy was named CEO in 2014 and oversaw the company's launch of its first no antibiotics ever and organic product lines, among other changes at the turkey company. Doughy was succeeded in his role by new President and CEO Jay Jandrain, who previously served as the company's chief operating officer.

In January 2019, Butterball announced construction of a new feed mill in Yellville, Arkansas, was underway and is expected to be operating by the end of 2019.

<http://bit.ly/2FDyCEu>



## 2 Jennie-O Turkey Store

Willmar, MN

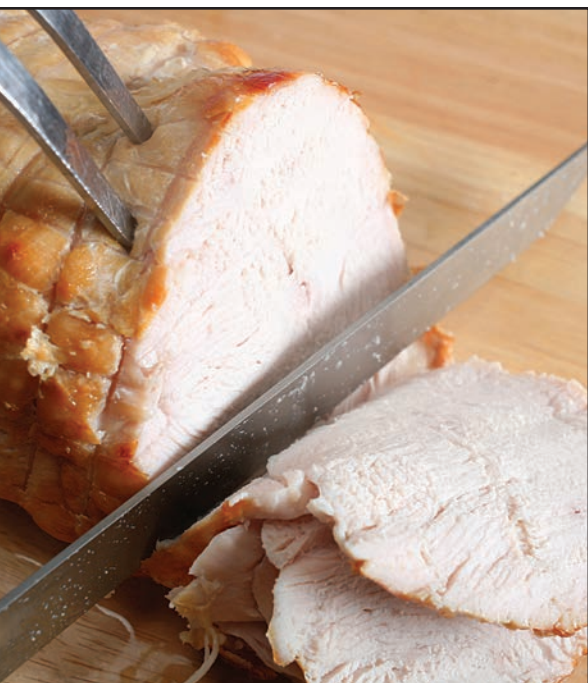
◀ Steve Lykken

**RTC '18** ..... **1,230.00** ▲1.23%  
(mil lbs. weekly)

▶ In 2017, Jennie-O announced plans to build a \$137 million processing plant in Melrose, Minnesota. It said the state-of-the-art whole bird processing facility will bring significant advancements in automation and animal welfare. The plant is expected to begin operations in 2019 and partially replace an existing plant in the city.

In February 2018, Hormel Foods created a new deli business division, led by Group Vice President Jeff Baker, to oversee all of the company's deli offerings including Jennie-O Turkey Store's deli division. In November 2018, Jennie-O launched what it called the turkey tracker, an online resource for consumers to track their whole bird back to its originating farm. The resource also provides information about the farmers who grew the bird. In December 2018, about 164,210 pounds of the company's raw ground products were involved in a recall due to concerns of *Salmonella* contamination.

During Hormel's third quarter earnings report in August 2018, Hormel CEO Jim Snee and Chief Financial Officer Jim Sheehan said the turkey market was continuing to weather difficulty in 2018 — with above-average stocks of breast meat and whole birds in cold storage



PaulCowan | BigStock.com



# WATT AgNet

## TOP COMPANIES

and declining poult placements indicating lower harvests in the near future – but it was showing signs of improvement heading into the future.

<http://bit.ly/2Ry8Lji>

### 3 Cargill Protein

◀ Wichita, KS

**RTC '18** ..... **950.00** ▼5.00%  
(mil lbs. weekly)

▶ In February 2018, Cargill Protein announced it was conducting a \$32 million expansion of its feed mill in Temple, Texas. The improvement was expected to be completed in early 2019. In April 2018, Cargill

donated \$150,000 toward the development of a new research facility focused on finding alternatives to antibiotics. The facility, called the Cargill Poultry Research Center, will be built at the University of Arkansas System Division of Agriculture farm north of the university's Fayetteville campus.

In November 2018, Cargill announced its Honeysuckle White brand was expanding its traceable turkey program to include 200,000 turkeys raised on 70 farms for the 2018 holiday season. The program expanded on a promotion launched the previous year featuring four farms and 60,000 turkeys.

Also in November 2018, Cargill named

Brian Sikes as the leader of its global protein and salt business. He follows Todd Hall. In December 2018, Cargill Protein opened a new, \$70 million headquarters building in Wichita, Kansas. In January 2019, Cargill named Jon Nash the leader of the company's North American protein business.

<http://bit.ly/2FyhUac>



### 4 Farbest Foods

▶ Huntingburg, IN

◀ Ted J. Seger

**RTC '18** ..... **635.00** ▲5.83%  
(mil lbs. weekly)

▶ In 2018, Farbest carried out a \$21 million renovation of its Huntingburg, Indiana, processing plant which included upgrades to its scalding and picking areas and the installation of a new controlled atmosphere stunning system. In 2019, it expects to install a new automated evisceration room and a new automated dark meat cut-up process in Huntingburg at a total cost of \$10 million.

<http://bit.ly/2McmqvP>



### 5 Tyson Foods

▶ Springdale, AR

◀ Noel White

**RTC '18** ..... **368.00** ▲5.44%  
(mil lbs. weekly)

▶ Tyson Foods Inc.'s 2018 included sales, acquisitions, investments in new ventures and alternative protein companies and a transition at the top.

In February 2018, Tyson Foods announced it had sold Kettle, a maker of sauces, dips, soups and side dishes for \$125 million. The sale was part of the company's push to remove non-core businesses during the year. Other non-protein businesses Sara Lee and Van's were also sold, to private equity firm Kohlberg & Co., in 2018. In March 2019, it entered an agreement to sell Circle Foods, a pro-

## WATT PoultryUSA TOP COMPANIES SURVEY, 2019

### TURKEY COMPANIES, NUMBER OF EMPLOYEES

Company	Employees
Butterball	7,146
Cargill Protein	5,500
Cooper Farms	2,100
Dakota Provisions	1,031
Farbest Foods	1,400
Foster Farms	11,878
Hain Pure Protein Corp.	1,522
Jaindl Turkey Sales Inc.	120
Jennie-O Turkey Store	6,500
Koch's Turkey Farm	150
Kraft Heinz Company	—
Michigan Turkey Producers	750
Northern Pride Inc.	200
Perdue Foods	18,922
Pitman Family Farms <sup>1</sup>	545
Prestage Farms	350
Turkey Valley Farms	450
Tyson Foods	655
Virginia Poultry Growers Cooperative Inc.	460
West Liberty Foods LLC	2,600
White Water Processing Co.	110
Zacky & Sons Poultry (dba Zacky Farms) <sup>2</sup>	900

1. Pitman Family Farms reflects production figures for Norbest LLC, which Pitman acquired in 2018.

2. Zacky & Sons Poultry ceased operations in January 2019.

This table reports information provided by each company in response to a voluntary survey. Missing data reflects information withheld or unavailable from the corresponding company.

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ducer of frozen and refrigerated handheld Mexican foods, uncooked tortillas and Indian flatbreads, to Ajinomoto Windsor, a Japanese manufacturer of Asian and ethnic foods and appetizers. Tyson acquired Circle Foods in 2013. In August 2018, it announced an agreement to sell its pizza crust business to Peak Rock Capital.

In May 2018, the company announced an agreement to buy the poultry rendering and blending assets of American Proteins, and AMPRO Products for \$850 million.

The deal was designed to enable Tyson Foods to recycle more animal products for feed, pet food and aquaculture, among other things, and expand its presence in the growing animal feed ingredient business. In June 2018, it acquired Tecumseh Poultry LLC, also known as MBA Poultry, for an undisclosed amount. Tecumseh was a leading producer of organic branded chicken and produced the air-chilled Smart Chicken brand. In August 2018, it reached a definitive agreement to acquire

Keystone Foods from Marfrig Global Foods for \$2.16 billion. In 2018, WATT Global Media ranked Keystone Foods LLC as the 10th largest broiler company in the U.S. The deal closed in November 2018.

In April 2018, Tyson completed its acquisition of three grain elevators in Tennessee from The Andersons Inc. The elevators will support the company's operations in the state. In May 2018, the company broke ground on a new, \$300 million chicken processing plant in Humboldt, Tennessee. The facility is expected to open by the end of 2019. The plant will produce pre-packaged trays of fresh chicken for retail grocery stores nationwide. It is expected to process 1.25 million birds per week, increasing Tyson Foods' overall production capacity by the same amount. In December 2018, Tyson announced its plans to build a new, \$30.6 million distribution center in Denton, Texas.

In January 2018, Tyson's venture capital arm Tyson Ventures invested in Memphis Meats, a startup cultured meat company aiming to produce meat from animal cells. In February 2018, Tyson Ventures invested in Tovola, a Chicago-based food startup that makes smart countertop steam ovens with fresh ready-to-cook meals. In May 2018, Tyson Ventures made a further investment in cell-cultured meats with a stake in Future Meat Technologies, a Jerusalem-based biotechnology company advancing a distributive manufacturing platform for cell-cultured meats.

In May 2018, the company's Tyson Innovation Lab launched the ¡Yappah! brand of products made from food that might otherwise be wasted. Its premier product, Protein Crisps, are made from vegetable and grain-based ingredients as well as chicken breast trim.

In September 2018, Noel White — formerly Tyson's group president of its beef, pork and international segments — was named president and CEO. He replaced Tom Hayes, president and CEO since the end of 2016, who stepped down for personal reasons, according to the company.

<http://bit.ly/2AQDTp8>

## WATT PoultryUSA TOP COMPANIES SURVEY, 2019

### TURKEY COMPANIES, SALES

Company	Revenue (million \$)
Butterball	1,600
Cargill Protein	—
Cooper Farms	—
Dakota Provisions	265
Farbest Foods	500
Foster Farms	293
Hain Pure Protein Corp.	313
Jaindl Turkey Sales Inc.	16
Jennie-O Turkey Store	1,274
Koch's Turkey Farm	—
Kraft Heinz Company	—
Michigan Turkey Producers	235
Northern Pride Inc.	—
Perdue Foods	341
Pitman Family Farms <sup>1</sup>	120
Prestage Farms	140
Turkey Valley Farms	122
Tyson Foods	—
Virginia Poultry Growers Cooperative Inc.	—
West Liberty Foods LLC	1,020
White Water Processing Co.	—
Zacky & Sons Poultry (dba Zacky Farms) <sup>2</sup>	—

1. Pitman Family Farms reflects production figures for Norbest LLC, which Pitman acquired in 2018.

2. Zacky & Sons Poultry ceased operations in January 2019.

This table reports information provided by each company in response to a voluntary survey. Missing data reflects information withheld or unavailable from the corresponding company.

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**WATT AgNet**  
**TOP COMPANIES**

## 6 Kraft Heinz Company

Madison, WI

**RTC '18** ..... **332.00** ▼9.04%  
 (mil lbs. weekly)

► In October 2018, Kraft Heinz announced the launch of Evolv Ventures, a venture fund that will invest in emerging tech companies transforming the food industry. Kraft Heinz committed up to \$100 million to Evolv Ventures and brought on venture investor Bill Pescatello to lead the fund.

In January 2019, Kraft Heinz announced it acquired Primal Nutrition LLC, makers of Primal Kitchen branded products. Primal Kitchen is a better-for-you brand primarily focused on condiments, sauces and dressings with growing product lines in healthy snacks and other categories.

<http://bit.ly/2ssxq7L>


## 7 Perdue Foods

Salisbury, MD

◀ Randall M. Day

**RTC '18** ..... **291.00** ▲2.46%  
 (mil lbs. weekly)

► Perdue's 2018 featured new investments, welfare and sustainability pledges and changes in its executive staff.

In February 2018, the company installed a higher-welfare, controlled atmosphere stunning (CAS) system at its chicken harvesting plant in Milford, Delaware, which it calls the largest organic poultry plant in the U.S. The company's plans call for a gradual conversion of the rest of its harvest plants to CAS, with the next installation planned for 2019. The controlled atmosphere stunning was the first phase of a more than \$15-million-project to change live bird handling at the Milford facility.

In April 2018, the company announced plans to invest \$42 million in expanding its cooking operation in Perry, Georgia. In August 2018, Perdue

AgriBusiness announced it would purchase and reopen the former Cargill grain elevator in Vincennes, Indiana. The elevator was previously closed in July 2017. In September 2018, Perdue Foods opened a new distribution center in Rincon, Georgia, to support its no-antibiotics-ever and organic poultry products. The Perdue Southeast Distribution Center receives fresh packaged chicken products from Perdue plants which are weighed, priced and labeled, and shipped to customers. Perdue invested \$5 million in the project. In November 2018, Perdue AgriBusiness said it made a \$30 million investment to open an organic grain receiving and storage facility in eastern Baltimore County, Maryland, to meet the rising demand for organic feed ingredients for Perdue Foods and other companies in the region.

In April 2018, the company pledged to follow its "2022 Goals" to reduce greenhouse gasses, water use and solid waste. The commitment calls for reducing Scope and Scope Two greenhouse gasses by 30 percent and potable water use by 25 percent. It will divert 90 percent of solid waste from landfills and achieve zero solid-waste certification for at least five facilities. In July 2018, it released its 2018 Commitments to Animal Care report, which updated its 2016 Commitments to Animal Care program. The 2018 report called for: adding windows to 100 percent of chicken houses; identifying alternative breeds that meet the demand for customers who want higher welfare chickens; renewing commitments to better relationships with the farmers who raise Perdue's chickens; moving to higher-welfare, controlled atmosphere stunning and a system to reduce stress and improve bird comfort during catching, transport and at the harvest plant and increasing transparency by publishing audit results and reporting on animal care incidents.

In June 2018, Perdue Farms named Brenda Galgano as its senior vice president and chief financial officer. Galgano

was previously executive vice president and CFO of The Vitamin Shoppe, a publicly traded retailer and manufacturer of vitamins, minerals and supplements. In September 2018, the company's chairman Jim Perdue said Perdue Farms is considering diversifying into the non-meat protein business. He said Perdue is looking at smaller startup companies, pure vegan options and those that combine meat, plant-based proteins and vegetables.

<http://bit.ly/2RPhoDv>

## 8 Virginia Poultry Growers Cooperative Inc.

Hinton, VA

**RTC '18** ..... **268.00** ▼2.55%  
 (mil lbs. weekly)

► Virginia Poultry Growers Cooperative Inc. is a vertically integrated turkey company. It was formed in 2004 by the 170 turkey farmers affected by Pilgrim's Prides' closure of the Hinton Processing Facility. The farmers banded together and purchased the facility and a feed mill in Broadway, Virginia. It employs 460.

<http://bit.ly/2AMAHuJ>


## 9 Cooper Farms

Oakwood, OH

◀ James R. Cooper

**RTC '18** ..... **265.00** ▼2.21%  
 (mil lbs. weekly)

► Cooper Farms is a family owned, vertically integrated turkey company. It was founded in 1938 as a 500 bird turkey farm. All of its operations are based in Ohio.

In 2017, the company completed the addition of a cold storage distribution center at its turkey processing plant in St. Henry, Ohio, as well as the completion of other projects throughout Ohio including the expansion of its cooked meats plant in Van Wert, Ohio.

<http://bit.ly/2SBqylx>



## WATT AgNet TOP COMPANIES



### 10 West Liberty Foods LLC

West Liberty, IA

◀ Ed Garrett

**RTC '18** ..... **223.77** ▼5.01%  
(mil lbs. weekly)

► In 2017, West Liberty announced its plans to convert Crystal Lake Farms and Free Ranger, which it acquired, into a Liberty Free Range Poultry LLC, a division focusing on the free-range, slower-growing broiler market.

In March 2019, the U.S. Department of Justice signed a settlement agreement with West Liberty Foods to resolve an investigation into whether the company discriminated against immigrants when verifying their immigration status and employment authorization. West Liberty Foods was asked to pay a civil penalty of \$52,100 to the United States, along with making changes to its human resources and training policies.

In August 2018, Crystal Lake Farms announced it was closing its processing plant in Jay, Oklahoma, and ceasing its operations in September 2018 due to economic reasons. Also in August 2018, West Liberty Foods sued meal kit company Blue Apron Holdings Inc. over a \$26 million dispute related to the \$13 million acquisition of Crystal Lake Farms in February 2017. West Liberty Foods is suing Blue Apron for breach of contract, fraud, breach of fiduciary duty and unjust enrichment. The suit alleges that Blue Apron and West Liberty agreed to share a portion of the profits and would equally share in the losses arising from the transaction. West Liberty sustained \$26 million in losses related to the purchase and operation of Crystal Lake Farms and Blue Apron, allegedly, has refused to pay for its 50 percent of the losses.

<http://bit.ly/2AQdwiU>



### 11 Foster Farms

Livingston, CA

◀ Dan Huber

**RTC '18** ..... **216.30** ▼1.10%  
(mil lbs. weekly)

► In March 2019, Foster Farms was ordered by an Arizona federal court to pay \$1.95 million in damages for a child who suffered a brain injury as a result of a *Salmonella* infection from consuming chicken traced back to Foster Farms. In what is believed to be the first verdict of its kind, the jury concluded that Foster Farms was negligent in producing *Salmonella* Heidelberg-contaminated chicken. The case, according to the plaintiff's law firm, established that chicken processors can be held responsible for *Salmonella* contamination on raw chicken product even though the USDA does not consider *Salmonella* an adulterant in raw chicken.

In October 2018, Foster Farms launched an interactive on-package QR code, called DORI, that is designed to make shopping for chicken easier. The smartphone accessible resource connects consumers to exclusive savings, more than 500 fresh chicken recipes, a guide to poultry labeling terms and more. DORI is accessible via smartphones wherever Foster Farms fresh chicken is sold. The company expects to expand DORI to all its product lines by 2019.

<http://bit.ly/2RY15vv>



### 12 Michigan Turkey Producers

Grand Rapids, MI

◀ Dan Lennon

**RTC '18** ..... **212.00** ▲0.95%  
(mil lbs. weekly)

► According to the company, in 2018 Michigan Turkey Producers installed automation to provide labor assistance. In 2019, it plans on adding more automation technology.

In July 2018, Michigan Turkey announced the promotion of Brian Boerigter, previously

the chief financial officer, to the position of chief executive officer and Beth Riffe, previously vice president of technical services, to the position of chief operating officer.

<http://bit.ly/2RusFRn>



### 13 Dakota Provisions

Huron, SD

◀ Ken Rutledge

**RTC '18** ..... **210.00** ▲5.00%  
(mil lbs. weekly)

► In 2018, Dakota Provisions completed a \$45 million, 70,000 square-foot ready-to-eat (RTE) facility. This was done to increase production of raw and RTE products for customers. In 2019, the company expects to install \$10 million worth of equipment in the new RTE plant.

<http://bit.ly/2VRVrdn>

### 14 Hain Pure Protein Corp.

New Oxford, PA

**RTC '18** ..... **198.00** ▼17.84%  
(mil lbs. weekly)

► According to Hain Pure Protein, in 2018 the company improved its refrigeration and ground turkey operations. In 2019, it plans on making improvements to its ground turkey, refrigeration and packaging facilities.

In January 2018, news emerged that Hain Celestial had been for sale for about a year and that divestiture of its poultry operations could make a sale of the diversified company more feasible. Along with protein, Hain Celestial is involved in manufacture, marketing, distribution and sale of organic and natural products such as food, beverages and personal care items. In May 2018, Hain Celestial's then-chief executive officer Irwin Simon said the company was looking to sell Hain Pure Protein in a number of months. In October 2018, Simon, Hain Celestial's founder, stepped down as CEO and the company named Mark Schiller as the new CEO. Schiller previously worked

at Pinnacle Foods, PepsiCo and other companies. As of November 2018, Hain Pure Protein was still for sale and a transaction was expected to close at some point in 2019.

<http://bit.ly/2RPFhSw>



## 15 Turkey Valley Farms

Marshall, MN

◀ Rick VanderSpek

**RTC '18**..... **169.00** ▼5.06%  
(mil lbs. weekly)

▶ Turkey Valley Farms is a grower-owned

turkey company founded in 1973. Its products include bone-in breasts, tray pack frozen turkey parts, whole birds, roasts and ground turkey products. It employs 450.

<http://bit.ly/2Mfbl05>

## 16 Prestage Farms

Clinton, NC

**RTC '18**..... **140.00**  
(mil lbs. weekly)

▶ In 2018, Prestage Farms planned on upgrading X-Ray scanners at its processing plant at the cost of \$200,000.

<http://bit.ly/2RuTC7y>

## 17 Pitman Family Farms

Sanger, CA

**RTC '18**..... **138.00** ▼4.17%  
(mil lbs. weekly)

▶ In 2018, Pitman acquired Norbest LLC, formerly known as Moroni Feed Co., a vertically integrated turkey company based in Moroni, Utah. In 2018, WATT Global Media ranked Norbest as the 16th largest turkey company in the United States in terms of total live pounds processed.

<http://bit.ly/2DwVYKw>

### WATT PoultryUSA TOP COMPANIES SURVEY, 2019 TOP COMPANIES TURKEY FACILITIES

Company	Hatcheries	Feed mills	Slaughter facilities	Processing facilities	Cook plants
Butterball	3	6	4	6	4
Cargill Protein	3	4	4	4	4
Cooper Farms	2	4	1	2	1
Dakota Provisions	0	43	1	2	2
Farbest Foods	—	2	2	2	—
Foster Farms	1	2	1	1	1
Hain Pure Protein Corp.	—	—	2	2	1
Jaindl Turkey Sales Inc.	1	1	1	1	3
Jennie-O Turkey Store	3	8	4	7	—
Koch's Turkey Farm	1	1	1	1	10
Kraft Heinz Company	—	—	1	1	1
Michigan Turkey Producers	—	—	1	—	1
Northern Pride Inc.	0	0	1	—	—
Perdue Foods	1	1	1	—	2
Pitman Family Farms <sup>1</sup>	—	1	1	2	1
Prestage Farms	1	1	1	1	—
Turkey Valley Farms	—	—	1	1	—
Tyson Foods	0	1	1	1	8
Virginia Poultry Growers Cooperative Inc.	—	1	1	—	—
West Liberty Foods LLC	0	0	1	4	3
White Water Processing Co.	—	—	1	1	—
Zacky & Sons Poultry (dba Zacky Farms) <sup>2</sup>	1	0	1	1	1

1. Pitman Family Farms reflects production figures for Norbest LLC, which Pitman acquired in 2018.

2. Zacky & Sons Poultry ceased operations in January 2019.

This table reports information provided by each company in response to a voluntary survey. Missing data reflects information withheld or unavailable from the corresponding company.

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**WATT AgNet**  
**TOP COMPANIES**

## 18 Zacky & Sons Poultry (dba Zacky Farms)

Fresno, CA

**RTC '18** ..... **82.96**  
 (mil lbs. weekly)

► In October 2018, Zacky Farms announced it would be winding down its operations, and that it expected for all operations to completely cease on Jan. 19, 2019, due to an inability to continue doing business profitably under the current market conditions. The news came five months after the Zacky Farms obtained a \$25 million secured term loan from Great Rock Capital. The company previously filed for Chapter 11 bankruptcy in October 2012.

<http://bit.ly/2SSRL9m>

## 19 Northern Pride Inc.

Thief River Falls, MN

**RTC '18** ..... **42.00** ▼6.67%  
 (mil lbs. weekly)

► Northern Pride slaughtered 42 million pounds of live turkeys in 2018, a decrease of 3 million pounds — or about 6.6 percent — from 2017. The company projects it will produce 42 million pounds of live turkeys in 2019.

Northern Pride Turkey sales break out 90 percent retail and 10 percent export. Product forms are 85 percent frozen and 15 percent fresh, 88 percent whole birds and 12 percent raw. The company's turkey products are marketed under the Northern Pride, Snowland, Harvest Gold and Farmers Choice brands.

<http://bit.ly/2VWm5lf>

## 20 White Water Processing Co.

Harrison, OH

**RTC '18** ..... **30.00**  
 (mil lbs. weekly)

► White Water Processing Co. is a turkey company that employs 110.

<http://bit.ly/2swmUno>


## 21 Koch's Turkey Farm

Tamaqua, PA

◀ Brock Stein

**RTC '18** ..... **21.30** ▲9.68%  
 (mil lbs. weekly)

► In 2018, Koch's Turkey Farm made significant investments in increased organic production, slaughter processing efficiencies and conducted an overhaul to the infrastructure in the company's primary processing plant. In 2019, it will complete work on its tray pack lines and additional slaughter and cut lines. It also plans on launching several new convenience items and undergoing a rebranding.

<http://bit.ly/2VZM63k>

## 22 Jaindl Turkey Sales Inc.

Orefield, PA

**RTC '18** ..... **11.00**  
 (mil lbs. weekly)

► Jaindl Farms is a fully integrated turkey producer founded in 1935 as a family turkey farm and expanded into a major turkey operation processing more than 750,000 turkeys annually and farming more than 12,000 acres of land in the Lehigh Valley of Pennsylvania. It employs 80.

<http://bit.ly/2VUIzdURe>