



**FOR IMMEDIATE RELEASE**

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**Prairie Farms Dairy Named St. Louis' 8<sup>th</sup> Largest Privately Held Company**

Edwardsville, Ill. (May 10, 2018) - On Monday, the St. Louis Business Journal released its Top 150+ Privately Held Companies list. Prairie Farms Dairy holds the No. 8 spot for the second year on this exclusive list, which has been expanded to 200 companies. The list profiles and ranks the top privately held companies in the region with revenue, employment totals, leadership, as well as M&A deals and management changes.

"We're proud to retain the No. 8 position on the list of St. Louis' top privately held companies. Earning this top-spot is particularly meaningful because we are celebrating our 80<sup>th</sup> anniversary this year," said Ed Mullins, Prairie Farms CEO. "The recognition reflects our farmer-owners' principles, values and commitment to being good neighbors in their communities."

When asked what's ahead for 2018, "Renovate and innovate is the Prairie Farms mantra for 2018. The facility expansions and Texas acquisitions put into motion during 2017 have set Prairie Farms up for abundant growth opportunities in the coming year, including the introduction of numerous value-added products in new categories. Local sourcing is top of mind for consumers and b2b customers. Prairie Farms will continue to be the partner of choice for both," said Mullins.

Several notable achievements from 2017 helped Prairie Farms land within the top 10 spots on the list:

- Relocation to new Edwardsville headquarters in the business park along Interstate 55 and Illinois Route 143. Corporate employees from five locations moved into the new offices which significantly improved coordination and communications among related departments.
- Recipient of dozens of awards from the 2017 World Dairy Championship Dairy Product Contest. The awards included 14 first place trophies, 11 second place medallions, and 15 third place medallions. The big win included six perfect scores in the milk category – including Sea Salt Caramel Milk produced at the Granite City, Ill. facility. This contest is the only judging contest of its kind in North America that includes all dairy product categories and affords Prairie Farms the opportunity to promote its products as "the best of the best" in North America.
- Product line addition of America's first Milk Snack. The product is unique because it is the first refrigerated snack cake bar to combine chocolate cake with a real whole milk crème filling. This new take on chocolate cake was a game changer for the snacking category and was named the Best New Dairy Product of 2017 by Dairy Foods magazine.
- Two significant plant expansions in Battle Creek, Mich., and Fort Wayne, Indiana. Each multimillion-dollar project will expand manufacturing capabilities and open up new coast-to-coast distribution opportunities.



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- Installation of new production and packaging lines at the butter plant in St. Louis. The facility upgrade became fully operational in November. Butter is a growth category, and the infrastructure investment will open new doors for private label co-packing and foodservice volume.
- Acquisition of three manufacturing facilities from Brookshire Grocery Company in Tyler, Texas. The facilities consist of a fluid milk plant, a drink/water plant and an ice cream/culture plant. The acquisitions will secure a leading position for Prairie Farms in the Texas market.

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**Prairie Farms Dairy, Inc.** *is one of the largest and most successful dairy cooperatives in the Midwest, with over 900 farm families, 5700 employees, 44 manufacturing plants, over 100 distribution facilities and annual sales of over \$3 billion. Prairie Farms is a nationally recognized leader in the dairy industry and is known for setting the standard for milk flavor innovations and producing award-winning milk, cheese, and cultured dairy products. With headquarters in Edwardsville, Ill., the Prairie Farms distribution footprint covers over 30 percent of the United States; products are available in grocery chains, mass merchandiser stores, club stores, convenience stores, dollar stores, drug stores, schools, food service outlets and warehouse distribution centers. Prairie Farms charitable giving program, [Our Caps, Your Cause](#), supports a variety of non-profit organizations. [Prairiefarms.com](http://Prairiefarms.com)*



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