

HUNT EXECUTIVE SEARCH
 PROCTER & GAMBLE KAON NESTLE AVON PRODUCTS
 UNILEVER ECOLAB L'OREAL ALCON LABORATORIES CHANEL
 COTY GILGON HENKEL MCBRIDE ZEP JARRA
 BOLTON BLYTH
 P&G may be scaling back its push into emerging markets, but the company is going full speed ahead with its aggressive campaign for Tide Pods
 OBAQI SUNSTAR MCBRIDE ZEP JARRA
 MANDOM

2013 TOP 100 GLOBAL

Consumer Packaged Goods Companies

NON-FOOD/BEVERAGE

NUSPECTRUM BRANDS
 SHISEIDO LIMITED BRANDS MURAD
 STATE INDUSTRIAL
 COSMETICS
 HERBALIFE JOHN PAUL COMBE
 HIGH RIDGE BRANDS HYDROXATONE
 2013 TOP GLOBAL CONSUMER PACKAGED GOODS COMPANIES SALES, MAJOR PRODUCTS, NEW PRODUCTS, COMMENTS, ANNUAL REPORTS, ... household, personal care and oral care products
 SPARTAN CHEMICAL
 GUTHY-RENKER HELEN OF TROY
 PARLUX TUPPERWARE
 SEVENTH GENERATION CHURCH
 WAX TURTLE & DWIGHT DIVERSEY

Cosmetics giant L'Oreal booked a 12.4% rise in revenue in China last year, down from 18% in 2011... LATEST NEWS



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

All figures in millions, U.S. dollars.

CURRENT RANKING	PREVIOUS RANKING	COMPANY NAME	HEADQUARTER	CPG SALES
1	1	Procter & Gamble	Cincinnati, OH	\$83,680
2	3	Unilever	London, UK	\$44,870
3	2	L'Oréal	Clichy Cedex, France	\$29,090
4	N/A	LVMH	Paris, France	\$21,000
5	5	Kimberly-Clark	Irving, TX	\$17,725
6	N/A	Colgate-Palmolive	New York, NY	\$16,734
7	7	Johnson & Johnson	New Brunswick, NJ	\$14,447
8	6	Reckitt Benckiser	Berkshire, UK	\$12,100
9	16	Nestle HealthCare Nutrition	Florham Park, NJ	\$11,300
10	8	Avon	New York, NY	\$11,292
11	N/A	Amway	Ada, MI	\$10,900
12	N/A	Kao	Tokyo, Japan	\$10,652
13	9	Henkel	Düsseldorf, Germany	\$10,392
14	28	Limited Brands	Columbus, OH	\$10,364
15	12	Estee Lauder	New York, NY	\$9,714
16	11	SC Johnson	Racine, WI	\$9,000*
17	14	Shiseido	Tokyo, Japan	\$8,600
18	N/A	Beiersdorf	Hamburg, Germany	\$7,817



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

CURRENT RANKING	PREVIOUS RANKING	COMPANY NAME	HEADQUARTER	SALES
19	N/A	Sealed Air	Elmwood Park, NJ	\$7,600
20	13	GlaxoSmithKline	London, UK	\$7,720
21	15	Ecolab	St. Paul, MN	\$6,469
22	17	Allergan	Irvine, CA	\$5,347
23	19	Coty	New York, NY	\$4,600
24	18	Clorox	Oakland, CA	\$4,593
25	20	Mead Johnson Nutrition	Glenview, IL.	\$3,900
26	N/A	Sanofi Aventis	Paris, France	\$3,860
27	N/A	Novartis	Parsippany, NJ	\$3,735
28	21	Lion	Tokyo, Japan	\$3,514
29	22	Spectrum Brands	Madison, WI	\$3,250
30	23	Natura	Sao Paulo, Brazil	\$3,220
31	N/A	Pfizer	New York, NY	\$3,212
32	N/A	Vorwerk	Wuppertal, Germany	\$3,080
33	26	Bausch & Lomb	Rochester, NY	\$3,000*
34	31	Mary Kay	Addison, TX	\$3,000
35	29	Church & Dwight	Princeton, NJ	\$2,922
36	27	Scotts Miracle-Gro	Marysville, OH	\$2,836
37	53	Tupperware	Orlando, FL	\$2,583



2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

CURRENT RANKING	PREVIOUS RANKING	COMPANY NAME	HEADQUARTER	SALES
38	36	AmorePacific	Seoul, South Korea	\$2,300
39	43	Bolton Group	Amsterdam, Netherlands	\$2,300
40	25	LG	Seoul, South Korea	\$2,100*
41	N/A	Merck	Whitehouse Station, NJ	\$2,000
42	33	Sun Products	Wilton, Ct.	\$2,000*
43	74	American International Industries	Los Angeles, CA	\$2,000*
44	32	Kosé	Tokyo, Japan	\$2,000
45	34	Oriflame	Fribourg, Switzerland	\$1,928
46	50	Pola Orbis	Tokyo, Japan	\$1,890
47	39	Chanel	Paris, France	\$1,800
48	37	Central Garden & Pet Company	Walnut Creek, CA	\$1,700
49	47	Puig	Barcelona, Spain	\$1,700
50	40	Yves Rocher	Brittany, France	\$1,700*
51	38	Clarins	Neuilly-sur -Sein, France	\$1,600*
52	N/A	Belcorp	Lima, Peru	\$1,500
53	42	Revlon	New York, NY	\$1,426
54	52	Sunstar	Etoy, Switzerland	\$1,394
55	N/A	PZ Cussons	Manchester, UK	\$1,300
56	44	Pierre Fabre	Rhône-Alpes, France	\$1,300



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CONSUMER PACKAGED GOODS COMPANIES

CURRENT RANKING	PREVIOUS RANKING	COMPANY NAME	HEADQUARTER	SALES
57	30	Perrigo	Allegan, MI	\$1,275*
58	45	Elizabeth Arden	New York, NY	\$1,238
59	N/A	Helen of Troy	El Paso, TX	\$1,182
60	N/A	McBride	London, UK	\$1,045
61	N/A	L'Occitane	Paris, France	\$1,029
62	49	Guthy-Renker	Palm Desert, CA	\$1,100*
63	35	Nu Skin	Provo, UT	\$964
64	51	Blyth	Greenwich, CT	\$888
65	48	Fanc!l	Yokohama, Japan	\$874
66	54	Yankee Candle	Deerfield, MA	\$844.2
67	55	Lornamead	Surrey, UK	\$793
68	58	Sisley	Paris, France	\$768.7
69	N/A	Yanbal International	Lima, Peru	\$720
70	59	Zep	Atlanta, GA	\$653.5
71	N/A	USANA	Salt Lake City, UT	\$648.7
72	57	Mandom	Osaka, Japan	\$633.9
73	60	Inter Parfums	New York, NY	\$615.2
74	N/A	Scentsy	Meridian, ID	\$583
75	N/A	New Era	Beijing, China	\$555



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

CURRENT RANKING	PREVIOUS RANKING	COMPANY NAME	HEADQUARTER	SALES
76	68	Shaklee	Pleasanton, CA	\$515
77	67	Colomer Group	Barcelona, Spain	\$509
78	66	Markwins International	City of Industry, CA	\$482
79	N/A	Thirty-One Gifts	Columbus, OH	\$482
80	61	John Paul Mitchell Systems	Beverly Hills, CA	\$480
81	N/A	Market America	Greensboro, NC	\$462
82	56	Menard Cosmetics	Nagoya, Japan	\$434
83	N/A	Energizer	St. Louis, MO	\$420*
84	N/A	DXN Holdings Berhad	Kedah, Malaysia	\$420
85	69	Prestige Brands	Irvington, NY	\$344*
86	70	WD-40	San Diego, CA	\$342.8
87	N/A	Perfumania Holdings	Bellport, NY	\$290.3
88	72	Combe	White Plains, NY	\$250
89	N/A	High Ridge Brands	Stanford, CT	\$200
90	77	Seventh Generation	Burlington, VT	\$165*
91	84	Spartan Chemical	Maumee, OH	\$164*
92	78	Turtle Wax	Chicago, IL	\$158*
93	N/A	ACMG	Jersey City, NJ	\$156
94	N/A	Herbalife	Los Angeles, CA	\$147



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CONSUMER PACKAGED GOODS COMPANIES

CURRENT RANKING	PREVIOUS RANKING	COMPANY NAME	HEADQUARTER	SALES
95	81	Gojo Industries	Akron, OH	\$133*
96	82	Dermalogica	Carson, CA	\$130*
97	98	Blistex	Oak Brook, IL	\$125*
98	87	Obagi Medical Products	Long Beach, CA	\$120.678
99	90	State Industrial	Mayfield Heights, OH	\$115*
100	88	Method	San Francisco, CA	\$112*

DISCLOSURE

The sources of data range from key company executives, annual reports, SEC and other financial filings, as well as other published and non-published information. The data is reported to the best of our research, but is not guaranteed and should not be used for investment or business decisions.

*Denotes our estimated sales revenue.

ABOUT HUNT EXECUTIVE SEARCH

BOUTIQUE EXECUTIVE SEARCH SERVICES WITH BEST IN CLASS GLOBAL NETWORK, CONTACTS AND MARKET MASTERY.

Since 1988, our dedicated practice groups in Consumer Goods and Services, Life Sciences, and Diversified Industrial markets ensure our deep market mastery and provide our clients access to the most qualified candidates for every position.

With deep global relationships in Americas, EMEA and Asia Pacific we stand ready to serve our clients in virtually any global market with consistent world class levels of service and results.

[Contact Information](#)



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

ALLERGAN

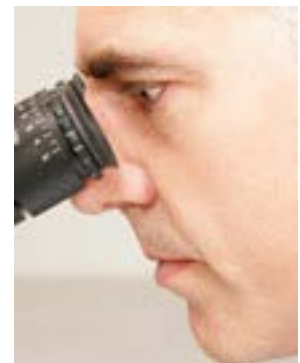
Allergan, Inc
P.O. Box 19534
Irvine, CA 92623 USA
Phone: (714) 246-4500
Fax: (714) 246-4971

[website](#)
[Financial Reports](#)

Net Sales
\$5, 347

ALLERGAN, INC. is a multi-specialty health care company focused on discovering, developing and commercializing innovative pharmaceuticals, biologics, medical devices and over-the-counter consumer products that enable people to live life to its greatest potential — to see more clearly, move more freely, **EXPRESS THEMSELVES** more fully.

MAJOR PRODUCTS: Eye Care -RESTASIS® ophthalmic emulsion, Lumigan® ophthalmic solution, OPTIVE™ lubricant Eye Drops, REFRESH® Brand Line of artificial tears, ALPHAGAN®P, COMBIGAN®, LUMIGAN®, ACULAR LS®, ACUVAIL™, ALOCRILO®, BOTOX®, ELESTAT®, OZURDEX™, PRED FROTE®, TRIVARIS™, ZYMAR®; Obesity - LAP BAND®



About BOTOX® Cosmetic

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

American International Industries

2220 Gaspar Avenue
Los Angeles, CA 90040
323-728-2999

[website](#)

Net Sales
\$ 2,000*
[private]

AMERICAN INTERNATIONAL INDUSTRIES is the leading manufacturer and distributor of innovative, quality beauty and skin care products for men and women. With thirty years of industry experience, we understand what it takes to be successful in the competitive and ever-changing **WORLD OF BEAUTY**.

Major Products:

Ardell EyeLashes, GiGi Hair Removal and China Glaze Nail Polish. Other product lines include 5 Second Nail, Andrea Eyelashes, Body Drench Skin Care and Tanning, clean +easy Hair Removal, DUO Adhesive, EzFlow Nail Systems, IBD Nail, Poshé Nail Care, Seche Nail Care, Surgi-Care Hair Removal and Woody's Men's Grooming

New Products:

China Glaze Crackle polishes and seasonal collections including Anchors Away, Island Escape and Metals, Seche Perfect Nail system, GiGi Super Fruit Waxes, ibd Just Gel, EzFlow Pure Gel.

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CONSUMER PACKAGED GOODS COMPANIES

AmorePacific

181 Hangangno 2-Ga,
Yongsan-gu, Seoul
South Korea
82 02 709 5114
82.2.709.5399/5360

[website](#)

[Financial Reports](#)



Net Sales
\$2,300

Major Products: Cosmetics—Amorepacific, Hera, Sulwhasoo, Lirikos, Verite, Laneige, Iope, Mamonde, TeenClear, Primera, InnisFree, Lolita Lempicka, Odyssey, Etude, Espoir. Personal Care—Mise-en-Scene, Ryoe, Happy Bath, Dantrol, Median, Songyeum; Health Care (including tea, beauty foods/supplements and drugs).

New Products: Happy Bath line extensions.

Holding over **140 GLOBAL PATENTS** in green tea and skin related technology AmorePacific fuses cutting edge formulations with age old tradition of Asian botanicals to bring customers their **SUPREME BENEFITS**.

Taepyeongyang Corp - is a chemical and cosmetics company. Established in 1940, the company's cosmetic unit is called **AMORE PACIFIC**.

According to AmorePacific, sales rose more than 15% within its Aritaum store channel (1,300 stores in Korea) and the online and home shopping sales channel, driven by customer communication via social media and increased marketing activities. Premium brands such as Laneige and Iope posted good gains.

Mass market sales (which include the Sulloc tea business) surged 18%, driven by AmorePacific's top hair care brands, Ryoe and Mise-en-Scene, which expanded its line of functional products to cater to more customized individual needs. In addition, the company's top cleansing line, Happy Bath, expanded its market share with the addition of a **BODY CLEANSING LINE** as well as moisturizing products.

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CONSUMER PACKAGED GOODS COMPANIES

AmorePacific

Korea accounts for more than 80% of company sales, but the company has operations throughout Asia, France and the US. Last year, international sales rose 30% to more than \$350 million. China accounted for 46% of international sales last year. This year, AmorePacific is expanding its duty-free business in Hong Kong and Singapore, and is entering Indonesia, Malaysia and Vietnam.

Meanwhile, **AMOREPACIFIC'S R&D PROGRAM** is for the beans—literally. The company created a beauty bean garden (2,803 meters square) in Paju City to identify beans that would make good candidates for beauty ingredients.

According to its Vision 2015, **AMOREPACIFIC'S GOAL IS** to become a “global total care provider of beauty and health.” The company’s strategy is to grow into one of the world’s top 10 cosmetics companies by developing 10 megabrands. Company executives say that they will build a foundation for sustainable growth by continuously searching for new growth drivers. Based on its core competency in Asian beauty, AmorePacific is developing products that satisfy the demands of the global market. At the same time, company executives insist they are determined to make AmorePacific of the most respected beauty companies that represents social contribution, environmental responsibility and positive stakeholder **ENGAGEMENT.**

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CONSUMER PACKAGED GOODS COMPANIES

Amway

7575 FULTON STREET EAST
ADA, MI 49355-0001
800-253-6500

[website](#)
[Financial Reports](#)

Net Sales
\$10,900



luscious

Slip on the creamy, luminous and lasting lipcolor that conditions — for silkier, smoother lips. In a full wardrobe of shades and finishes.



ALTICOR-PARENT COMPANY

Major Products: Artistry skin care and cosmetics, Nutrilite vitamin minerals and supplements, home care products include Legacy of Clean products, eSpring Water Purifier, Atmosphere Air Purifier and the Amway Home line of products.

New Products: Artistry Intensive Skincare Renewing Peel, Crème L/X Eye, Artistry Intensive Skincare Anti-Wrinkle Firming Serum and **ARTISTRY MEN SKIN CARE.**

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Atlantic Coast Media Group

499, Washington Blvd
Jersey City, NJ 07310
800.672.2259

[website](#)

Net Sales
\$156*



World Leader in
Integrated Marketing & Media Solutions

Atlantic Coast Media Group ("ACMG") was founded in 2005 by Andrew Surwilo and Thomas Shipley, two direct response marketing professionals with over 30 years of combined experience in product development, direct marketing and managing innovative and successful on-line and off-line marketing and media campaigns.

Today, ACMG is among the leading national, multi-channel personal care marketers focused on meeting the personal and lifestyle improvement needs of Baby Boomers. ACMG has created some of the most innovative, high quality nutraceutical and cosmeceutical products available in the health and beauty marketplace today and works with personal care and supplement industry leaders to continue to innovate and bring to market those products which meet our consumers' high standards for success and lifestyle improvement. New product ideas via the form below are always welcome.

Atlantic Coast Media Group has created some of the most innovative, high quality nutraceutical and cosmeceutical products available in the health and beauty marketplace today. Its brands are carefully chosen to help consumers meet their most important personal and lifestyle improvement needs, and they have a higher-than-average loyal customer following.

MAJOR PRODUCTS: Hydroxatone AM/PM Anti-Wrinkle Complex, Hydrolyze Advanced Under-Eye Formula, 90 Second Wrinkle Reducer, Intensive Anti-Wrinkle Complex.

NEW PRODUCTS: Anti-Aging BB Cream SPF 40 and Hydrolyze Intensive Under Eye Treatment, Intensive Overnight Repair. To be launched: Instant Face-Lift.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

AVON

1345 AVENUE OF THE AMERICAS,
NEW YORK, NY 10105
212-282-5000

[website](#)

[Financial Reports](#)



Revenue
\$11,292

AVON is a global manufacturer and marketer of beauty and related products.

Product categories **BEAUTY, FASHION AND HOME.**

BEAUTY consists of cosmetics, fragrances, skin care and toiletries (“CFT”). **FASHION** consists of fashion jewelry, watches, apparel, footwear and accessories. **HOME** consists of gift and decorative products, housewares, entertainment and leisure, children’s and nutritional products.

Geographic operations in **SIX REGIONS:** Latin America; North America; Central & Eastern Europe; Western Europe, Middle East & Africa; Asia Pacific; and China.

MAJOR PRODUCTS: Color Cosmetics—Avon Color, Jillian Dempsey Professional, Smooth Minerals and Anew Beauty; Skin Care—Anew; Fragrance—In Bloom by Reese Witherspoon, Outspoken by Fergie and Patrick Dempsey Unscripted; as well as fragrances through special partnerships with designers Christian Lacroix, Herve Leger and Ungaro; Personal Care—Avon Skin-So-Soft; Avon Naturals; Hair Care—Advance Techniques; Mark; Liz Earle. New Products: Skin Care—Anew Platinum, Serum, Anew Luminosity-Pro Serum, Advance Technique Lotus Shield; Sun Care—Anew Solar Advance with RepairShield Technology; Color Cosmetics—UCR Mega Impact Lipstick, Super Extend Mascara, Sonic Boost Vibrating Mascara, Pro Color & Gloss Lip Duo, Healthy Makeup, Matte Nail Enamel;Fragrance—Outspoken and Outspoken Intense by Fergie. To be launched: New skin care range.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Bausch + Lomb

1 BAUSCH AND LOMB PL
ROCHESTER, NY 14604
(585) 338-6000
(585) 338-5757

[website](#)
[Financial Reports](#)



Net Sales
\$3B*
[private]

Bausch + Lomb began in 1853 in Rochester, New York, as a small optical shop that grew to become a multi-billion dollar corporation with approximately 12,000 employees worldwide, and with products available in more than 100 countries. In October 2007, Warburg Pincus led the acquisition of Bausch + Lomb, which had previously been a publicly traded NYSE company. Warburg Pincus bought Bausch & Lomb in 2007 for about \$3.67 billion, in a bid to help lift the company's fortunes. This company could be sold in 2013.

Bausch + Lomb is solely dedicated to protecting and enhancing the gift of sight for millions of people around the world – from the moment of birth through every phase of life.

The company is offering the widest and finest range of eye health products including contact lenses and lens care products, pharmaceuticals, intraocular lenses and other **eye surgery products**.

THREE BROAD CATEGORIES OF PRODUCTS:

VISION CARE: contact lens offerings span the entire spectrum of wearing modalities and include such well-known brand names as PureVision, SofLens, Boston and Optima. Lens care products include Biotrue and renu brand of chemical disinfectants for soft contact lenses as well as the Boston line of products for cleaning GP contact lenses.

PHARMACEUTICALS: products treat a wide range of eye conditions including glaucoma, eye allergies, conjunctivitis, dry eye and retinal diseases. Bausch + Lomb offers proprietary and generic medicines available by prescription, over-the-counter eye drops and other medications. Line of proprietary Rx products includes the antibacterial eye drops Besivance, the steroid eye drops Lotemax, Alrex, and Zylet, and, Retisert and Vitrasert to treat retinal diseases. Outside the U.S., the non-selective beta blocker, Carteol; Minims, preservative-free, single-dose drops; and Liposic ointment for dry eye. Leading OTC products include the OcuVite and PreserVision brands of ocular vitamins, Soothe dry eye drops, and Alaway allergy drops.

CATARACT AND VITREORETINAL SURGERY: a full suite of products including intraocular lenses and delivery systems featuring the Crystalens, SofPort and Akreos brands of IOLs, the Stellaris and Millennium lines of phacoemulsification equipment, and other surgical instruments and devices, including the Storz line of instruments.

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CONSUMER PACKAGED GOODS COMPANIES

Beiersdorf

UNNASTRASSE 48
D-20245 HAMBURG, GERMANY
TELEPHONE: +49 (40) 4909-0
FAX: +49 (40) 4909-3434

[website](#)
[Financial Reports](#)

Net Sales
\$ 7,817
EUR 6,040



‘Beiersdorf is, within the different segments in which we are represented, a leading international branded consumer goods company, with more than 150 affiliates and around 18,000 employees. Our Company is divided into two areas: The Consumer business segment – which is the focus of our business – concentrates on the international skin care market. Strong brands and a comprehensive consumer focus are the key factors for our strategy here. The tesa business segment adds self-adhesive product and system solutions for industry, craft businesses, and consumers to our **corporate activities.**”

With more than 150 affiliates Beiersdorf is globally present.



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CONSUMER PACKAGED GOODS COMPANIES

Belcorp

AV. CANAVAL Y MOREYRA 480
SAN ISIDRO, LIMA 27 PERU
PHONE: +(511) 211 3300
+(511) 211 3400

[website](#)

Net Sales
\$1,500



“**DIRECT SALES** of our products provide thousands of women with an opportunity to achieve their goals, and so transform their **LIVES AND ENVIRONMENT.**”

Brands cover four categories of cosmetics: fragrances, facial and body treatment, makeup and personal care.

MAJOR PRODUCTS: Skin care, makeup, fragrances, body care and health care. Brands include L'Bel, é Sika, Gloss Lava, Libertage, Resurgie, Collagenesse, Supremacie Teint, Esika 5 en 1, Renovance, Désafiance, Cellviance.

NEW PRODUCTS: Neuvive Si, Dermo Clarité SOS, UV Défense 365 Total, Cysoluxion Anti-Acne, Effet Parfait eyelash treatment, Mineral Line, Iridilips, Spektacular mascara, Full Mousse, Perlips.

COMMENTS: Belcorp is on the move. The direct-sales beauty company, one of the largest in Latin America, has 8,000 employees, more than 950,000 beauty consultants and 300-plus suppliers throughout the world. The company proudly notes that 74% of employees are women and 80% of top-level managers are female.

As a result of a major global expansion strategy, the company has established operations and sales in 16 countries in the Americas.

Belcorp's production centers are located in Colombia, Peru, Mexico, Brazil and France, and its production plant in Tocancipá, Colombia is considered one of the most modern in Latin America, turning out more than 450,000 products every day.

To keep close to the consumer, every year Belcorp holds approximately 1,000 studies involving 100,000 women within the countries it operates.

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CONSUMER PACKAGED GOODS COMPANIES

Blistex

1800 SWIFT DRIVE
OAK BROOK, IL 60523-1574
(800) 837-1800

[website](#)

Net Sales
\$125*
[private]



BLISTEX was founded in 1947 as a small, family-run company in the business of developing and marketing lip care products, primarily in the United States.

Over the years, consistent growth was fueled by constant innovation in the Blistex product line. New products were added and existing products improved as Blistex moved into worldwide lip and health care markets.



Today, the **BLISTEX TRADITION** is carried on by the second generation of its founding family.

Blistex manufactures, tests and distributes a full line of quality lip care products.

MAJOR PRODUCTS: HBA brands include Blistex, Stridex, Glysoled and Odor-Eaters; OTC products include Ivarest (poison ivy), Kank-A (oral care) and Foille (medicated first aid ointment).



NEW PRODUCTS: Blistex Intensive Hand Cream, Blistex Revive & Restore.

COMMENTS: Its well-known lip care brand is sold in more than 75 countries, but there's much more to Blistex than its flagship product. Via a number of acquisitions, this family-owned operation has broadened its personal care stable. Now under the Blistex umbrella are Stridex skin care, Kank-A oral pain relief, poison ivy treatment Ivarest and most recently, Odor-Eaters, which it acquired from Combe, Inc. in early 2011. Blistex also markets on a top-selling mouthwash brand in the UK and a line of moisturizers in Canada.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Blyth

BLYTH INC
EAST WEAVER STREET
GREENWICH CT 06831-5118
TEL 203 661-1926
FAX 203 661-1 969

[website](#)
[Financial Reports](#)

Net Sales
\$888

In 1976, a young entrepreneur partnered with three colleagues to purchase Valley Candle in Brooklyn, New York. Less than a year later, they acquired Candle Corporation of America, based in Chicago, IL. And the rest is history...

Almost 30 years later, Bob Goergen's vision is still going strong. Blyth, Inc., headquartered in Greenwich, CT, is currently one of the leading marketers of candles, home fragrance and home décor products with locations spanning the globe.

Blyth's business strategy is unique in the global home expressions market in which it competes. As a leading designer and marketer of home decorative and fragranced products, Blyth seek to reach consumers across each distribution channel in which they make their purchases, offer a wide variety of products to **satisfy multiple needs** and help people express themselves in their homes.

Blyth is an entrepreneurial and an innovative company. As we continue to grow internally by developing new fragrance technologies and leading the way in style trends, as well as externally via acquisition, the Blyth family of companies is recognized around the world as a leader in home expressions, with brands for the way we live.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Bolton

STADHOUDERSKADE 14H
1054 ES AMSTERDAM
THE NETHERLANDS
TEL: +31-20-6168989
FAX: +31-20-6163797
MAIL@BOLTONGROUP.NL

[website](#)

Net Sales
\$2,300*



The Bolton Group is a fast-growing international company manufacturing and marketing a wide range of high quality branded consumer goods worldwide. The Group brand portfolio is rich of more than 50 product lines ranging from Food and **Household Care** products through Adhesives & Glues to Personal & Health Care and **Beauty Care** products.

Major Products: Household care—Omino Bianco laundry care, WC Net bathroom cleaners, Carolin floor cleaners, SMAC metal and all-purpose cleaners, Overlay floor and surface cleaners, Merito ironing aids, Fornet oven cleaners, Last dishwashing liquid, Vetril glass cleaners, Argentil silver cleaner, Ouragan and Crofty drain pipe cleaners, WC Eend toilet cleaners (licensed brand), Cyclon heavy duty hand soap, Dubro kitchen care products, Solivaisselle dishwashing products, Nibro ironing aids and starch, D'Or natural soap for surfaces and textiles. Personal care—Borotalco soaps, shower gels, talcum powder; Neutro Roberts body care; Rogé Cavallés body care; Sanogyl oral care; Somatoline cosmetic and slimming products; Roberts Fragrance personal care; Acqua Alle Rose facial cleanser; Citrosil disinfectant solutions, sprays and wipes; Botot mouthwashes; Wetties wipes; Soapy liquid hand soaps; Silx depilatories. Beauty—Collistar cosmetics, body treatments, facial treatments, tanning products, self-tanners, hair care, men's grooming and fragrance.

New Products: Collistar Capri Spring/Summer makeup collection, Sun Makeup Double Game, Magic Face Drops for Men, Magic BB.



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CONSUMER PACKAGED GOODS COMPANIES

Central Garden & Pet Company

1340 OAK TREAT CT
WALNUT CREEK, CA 94597
(925) 948-4000

[website](#)

[Financial Reports](#)

Net Sales
\$1.7B

CENTRAL GARDEN & PET COMPANY is a leading innovator, marketer and producer of quality branded products for consumer and professional use in the lawn and garden and pet supplies markets.

Pet products include pet bird and small animal food, aquarium products, flea, tick, mosquito and other pest control products, edible bones, cages, carriers, pet books, and other dog, cat, reptile and small animal products. These products are sold under a number of brand names, including Kaytee, All-Glass Aquarium, Oceanic, Kent Marine, Zodiac, Pre-Strike, Altosid, Nylabone, TFH and Four Paws.

LAWN AND GARDEN PRODUCTS include grass seed, wild bird food, weed and insect control products, decorative outdoor patio products and ant control products. These products are sold under a number of brand names, including Pennington, Norcal Pottery, New England Pottery, GKI/Bethlehem Lighting, Lilly Miller, Matthews Four Seasons, AMDRO and Grant's.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Chanel

31, RUE CAMBON, PARIS
Paris, France
135 Avenue Charles de Gaulle
92521 Neuilly-sur-Seine Cedex
tel 33 01 46 43 4000

[website](#)

Net Sales
\$1,800*

9 W 57th St Fl 44.
New York, NY 10019-2701.
Phone: +1.212.688.5055

MAJOR PRODUCTS: Fragrance—Chanel No.5, Allure, Allure Homme, Coco, Coco Mademoiselle, Chance, No.19, Cristalle, Pour Monsieur, Antaeus, Egoïste, Les Exclusifs, Bleu de Chanel. Skin care—Sublimage, Ultra Correction Lift and Line Repair, Hydramax + Active, White Essentiel, Le Blanc, Hydra-Beauty. Color cosmetics—Rouge Allure, Rouge Coco, Le Vernis, Inimitable, Inimitable Intense, Les 4 Ombres, Vitalumière, Joues Contrastes.

NEW PRODUCTS: Fragrance—Chanel No. 5 Sheer Moisture Mist; Cosmetics—Les Essentiels de Chanel (Fall color collection) and Bombay Express de Chanel; (makeup); Skin care—Sublimage La Crème, Le Blanc clarifying serum, Hydra Beauté serum.

FOLLOWING THE ACQUISITION of a building at 19 Rue Cambon on the corner of Rue Saint-Honoré, French luxury maison CHANEL is expanding its historical headquarters, which include the showroom, offices and the couture atelier. Construction is estimated to begin in early 2014 with completion of the final project **TARGETED FOR 2016.**



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Church & Dwight

PRINCETON SOUTH CORPORATE PARK,
500 CHARLES EWING BOULEVARD
EWING, NJ 08628
1-800-524-1328

[website](#)
[Financial Reports](#)



Net Sales
\$2,922

Church & Dwight Co., Inc., founded in 1846, is the leading U.S. producer of sodium bicarbonate, popularly known as baking soda, a natural product that cleans, deodorizes, leavens and buffers. The Company's ARM & HAMMER brand is one of the nation's most trusted trademarks for a broad range of consumer and specialty products developed from the base of bicarbonate and related technologies.

The Company's consumer products business is organized into two segments: Consumer Domestic, which encompasses both household and personal care products, and Consumer International, which primarily consists of personal care products. The Company has eight key brands representing approximately 80% of its consumer sales. These so-called "Power Brands" include ARM & HAMMER, TROJAN, OXICLEAN, SPINBRUSH, FIRST RESPONSE, NAIR, ORAJEL and XTRA. About 35% of the Company's domestic consumer products are sold under the ARM & HAMMER brand name and derivative trademarks, such as ARM & HAMMER Liquid and Powder Laundry Detergent, ARM & HAMMER DENTAL CARE Toothpaste and ARM & HAMMER SUPER SCOOP Clumping Cat Litter. The remaining seven Power Brands have all been added to the Company's portfolio since 2001 through several acquisitions.

The combination of the core **ARM & HAMMER** brands and the other seven **Power Brands** makes the Company one of the leading consumer packaged goods companies in the United States. The Company's third business segment is Specialty Products. This business includes specialty inorganic chemicals, animal nutrition, and specialty cleaners.

Feb. 5, 2013-Church & Dwight Co., Inc. announced that full year 2012 reported earnings per share increased 15.6% to \$2.45 per share compared to \$2.12 per share in the prior year. Excluding a deferred tax valuation allowance charge of \$0.09 per share incurred in the fourth quarter of 2011, 2012 earnings per share increased 10.9%. Full year 2012 net sales increased **6.3% to \$2,922 million** from \$2,749 million in 2011. Organic sales growth for 2012 was 5.2%, driven by volume growth of 6.3% and partially offset by the 1.1% negative effect of price.

[Continue Reading](#) [Return to List](#)

2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Church & Dwight

James R. Craigie, Chairman and Chief Executive Officer, commented, “We are proud of the business results we accomplished in 2012. Despite continuing weak category consumption in the U.S., we delivered 5.2% **organic sales growth** and 10.9% adjusted EPS growth; we increased market share on six of our eight power brands and we significantly increased our dividend to return value to shareholders. In October 2012, we also acquired Avid Health, Inc., the leader in gummy form vitamins and supplements. The acquisition of Avid’s gummy vitamins business represents a great addition to our existing portfolio and brings to our Company a **new growth platform** in one of the fastest-growing segments of the attractive vitamin / mineral / supplement category.”



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Clarins

HEAD OFFICE:

4, RUE BERTEAUX DUMAS
NEUILLY-SUR -SEINE 92203
FRANCE
PHONE: 33 1 47 38 1212

USA HQ

PARK AVENUE
NEW YORK, NY 10022-1304
PHONE: (212) 980-1800
1-866-325-2746

[website](#)

Net Sales
\$1,600*

CLARINS is a French family-run business whose international activity began in the early 70's. Today, the Clarins Group is made up of 16 subsidiaries across 150 countries with more than 4000 employees and an annual turnover of 4 billion French francs.

In the... early nineties the Group became the European leader in skin care products and expanded into 2 other cosmetics segments: make-up and perfume, through prestige brands: Clarins, Thierry Mugler, Azzaro, David Yurman, and Swarovski.

Today the Group has well-established worldwide reputation supported by: an expanding international network of 20 distribution subsidiaries, a presence in 150 countries, a gross workforce of 6,100 employees, 19,000 points of sale and net sales approaching the \$1 billion milestone.

SPECIALTIES: Skin Care, Makeup, Body, Fragrance, Spa, Sun Products, Men's Skin Care, Self Tanner, Beauty, Luxury Cosmetics, Artistry, Sustainable Development, Designer Fragrances, **PRESTIGE COSMETICS**

MAJOR PRODUCTS:

Skin care sold under the Clarins and Kibio label as well as fragrances sold under a variety of brands, licenses and distribution partnerships (including Thierry Mugler, Azzaro, Swarovski, David Yurman, Porsche Design).



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Clorox

1221 Broadway
Oakland, CA 94612
(510) 271-7000

[website](#)

[Financial Reports](#)

Net Sales: \$5,468

CPG Sales: \$4,593



The Clorox Company was founded in Oakland, California, in 1913 and is incorporated in Delaware. A manufacturer and marketer of consumer products, it has two operating segments: North America and International. The North America segment includes all products marketed in the United States and **Canada**, while the International segment includes all products marketed outside this region.

As of August 2008, the company owned and operated **26 manufacturing facilities** in North America, which primarily serve the company's North America segment. The company owned and operated 20 manufacturing facilities outside North America, which primarily served its International segment. Its general offices are located in Oakland, California, and it conducts research and development primarily at its Technical Center in Pleasanton, California, and its research and development facilities in Kennesaw, Georgia; Cincinnati; Willowbrook, Illinois; and Buenos Aires.

Major Products: Cleaning—Clorox disinfecting wipes, Pine-Sol dilutable cleaners, Clorox Clean-Up cleaner and Clorox bathroom cleaners; Personal Care—Burt's Bees natural personal care products.



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Hunt Executive Search

2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Colgate-Palmolive

300 Park Ave
New York, NY 10022
(212) 310-2000



[website](#)

[Financial Reports](#)

Net Sales
\$16,734

Major Products: Oral Care—Total Advanced, Optic White, ProClinical White toothpastes; 360°, Max White, Professional toothbrushes; Dora the Explorer, SpongeBob SquarePants, 2-in-1 children's toothpastes; Orabase mouth pain relief, Phos-Flur rinse, Peroxyl oral cleanser; dental professional products. Personal Care—Speed Stick, Lady Speed Stick, Irish Spring deodorants; Softsoap and Irish Spring body washes, Softsoap hand soap; Irish Spring and Softsoap bar soaps; Afta men's toiletries. Home Care—Palmolive, Ajax and Dermassage dishwashing liquids; **Murphy Oil Soap**, Fabuloso and Ajax household cleaners; Suavitel fabric conditioner.

New Products: Colgate Optic White and Colgate Sensitive Pro Relief toothpastes, **Sanex Zero.**



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Colomer Group

C\ Tirso de Molina, 40
Ed. 4
Cornella del Llobregat
Barcelona, 08940
Spain
Phone: 34 93 400 93 00
Fax: 34 93 400 97 87

[website](#)

Net Sales
\$508.72



COLOMER BEAUTY AND PROFESSIONAL PRODUCTS, S.L., along with its subsidiaries, manufactures, sells, and distributes licensed products to beauty professionals and consumers. It offers hair color and care products, color rinses, root touch-up sticks, setting and styling products, and color stain removers; body oils, shower/bath gels, make up removers, sun creams, nail polish removers, facial and body treatments, color cosmetics, manicure and pedicure products, nail treatment products, and hand and body lotions; and relaxers, shampoos, conditioners, and masks. The company also provides **GROOMING PRODUCTS FOR MEN**, such as shaving, after-shave, perfumes, and hair products. It offers its products through distributors in the Far East, the Mediterranean basin, Latin America, etc. Colomer Beauty and Professional Products, S.L. was formerly known as Colomer Ltda and changed its name to Colomer Beauty and Professional Products, S.L. in March 2000. The company **WAS FOUNDED IN 1933** and is headquartered in Barcelona, Spain with research and development centers in Barcelona, Spain; Bologna, Italy; Jacksonville, Florida; and Vista, California. It has production centers in Mexico, Florida, Spain, and Italy. Colomer Beauty and Professional Products, S.L. has subsidiary operations in Canada, the United States, Peru, Portugal, Spain, France, Italy, Germany, the Netherlands, the Russian Federation, the United Kingdom, Ireland, Mexico, Denmark, and Sweden. It has training centers in Spain and Mexico. Colomer Beauty and Professional Products, S.L. operates as a subsidiary of **THE COLOMER GROUP SPAIN SL**.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Combe

1101 Westchester Avenue
White Plains, New York 10604
U.S.A.
Phone: 800-431-2610

[website](#)

Net Sales
\$250



When **IVAN B. COMBE** founded the company in 1949 his mission was to create products that meet real consumer needs that no other company was paying attention to or knew how to fix. He was an innovator, not an imitator, and it's still the same today at **COMBE**. Current brands are category leaders in feminine health and intimate skin care, men's hair color and grooming, and alternative denture care.

MAJOR PRODUCTS: Men's Grooming— Just for Men, Touch of Gray, Grecian 5, Grecian formula, Restoria Express, Restoria Discreet, Silver Check, Aqua Velva, Lectric Shave, Brylcreem, Williams Mug Soap, Just 5 (for women); Femine Care—Vagisil, Benzal, Vionnell; Foot Care—Johnson's Foot Soap; **DENTURE CARE**—Sea Bond.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Coty

1 Park Avenue Floor 4
New York, NY 10016-5809
(212) 389-7000
(212) 479-4300

[website](#)

Net Sales
\$4,600
[private]

Coty was founded in Paris in 1904 by François Coty, a visionary in the perfume industry. With about 12,000 employees and corporate headquarters in New York, Coty still honors François Coty's mission to "offer a product of rich appearance that is affordable at a variety of price points," by offering products from ultra-premium luxury to entertainment/lifestyle and accessible price points to match the lifestyle of our consumers.

Major Products: Fragrances, skin care, color cosmetics marketed under such names as Adidas, Astor, Balenciaga, Beyoncé, Bottega Veneta, Calvin Klein, Celine Dion, Cerruti, Chloé, Chopard, CK One Color, David Beckham, Davidoff, Elite Models, Esprit, Faith Hill, Guess, Halle Berry, Heidi Klum, Jennifer Lopez, Jil Sander, Joop!, Jovan, Karl Lagerfeld, Kate Moss, Kylie Minogue, Lancaster, Madonna, **Manhattan**, Marc Jacobs, Miss Sporty, Nautica, Nikos, NYC New York Color, Nicole by OPI, OPI, Philosophy, Pierre Cardin, Playboy, Rimmel, Roberto Cavalli, Sally Hansen, Sarah Jessica Parker, Stetson, Tim McGraw, Tjoy, Tonino Lamborghini, Vera Wang, Vivienne Westwood.



New Products: Truth or Dare fragrance, OPI Holland nail enamel, Rimmel Scandaleyes mascara, Calvin Klein Color Cosmetics. To be launched: Monster, Lady Gaga's new fragrance (Fall 2012).

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Dermalogica

Dominguez Hills Technology
Park at 1535 Beachey Place
Carson, CA
310.900.4000

[website](#)

Net Sales
\$130*
[private]

MAJOR PRODUCTS: Professional skin care and treatments.

NEW PRODUCTS: Age Smart Skin Perfect Primer SPF 30, Solar Defense Booster SPF 50.

COMMENTS: For more than 25 years, Dermalogica has been dedicated to supporting and promoting “Skin Health, through the expertise of a Professional Skin Therapist,” used by more than 75,000 skin therapists in over 80 countries around the world. This professional skin care brand offers consumers a complimentary “Face Mapping” skin analysis for customized results.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

DXN Holdings Berhad

DAXEN INC. USA
565 Brea Canyon Road, Suite B
Walnut, CA 91789
Phone: 909-348-0188
Fax: 909-348-0189

CORPORATE OFFICE
Wisma DXN, 213 Lebuhraya
Sultan Abdul Halim; Alor Setar
Kedah Darul Aman
Malaysia 05400
Tel: (604) 7723388

[website](#)

Net Sales
\$420



DXN cultivates, manufactures and markets health food supplements. **BASED IN MALAYSIA** with worldwide operation, the company is well-known for its Ganoderma business. Its product lines include dietary supplements, food and beverages, personal-care products, skin care and cosmetics, household products and water treatment systems.

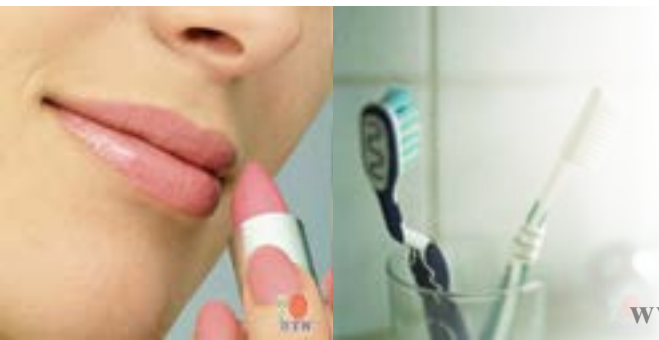
PRODUCTS: Food and beverage, home décor, kitchenware, home care

MARKETS: 157

SALESPEOPLE: 5 million

EMPLOYEES: 1,150

YEAR FOUNDED: 1995



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Hunt Executive Search

2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Ecolab

370 Wabasha Street North
St. Paul, MN 55102
(651) 293-1963

[website](#)

[Financial Reports](#)

CPG Net Sales: \$6,469
EUR 5,048

Ecolab is the global leader in water, hygiene and energy technologies and services. Around the world, businesses in the foodservice, food processing, hospitality, healthcare, industrial, and oil and gas markets choose Ecolab products and services to keep their environments clean and safe, operate efficiently and achieve sustainability goals.

Ecolab ranked 28 among the top 40 global companies that “seek to develop leadership talent beyond the CEO and his or her direct reports,” according to a survey conducted by Chief Executive magazine and reported in its January/February 2013 issue.

Ecolab ranked 19th of February 2013 on The Bloomberg Businessweek 50 list which recognizes companies in the S&P 500 with the best recent performance and outlook for the future. Companies included in the list have been evaluated on four factors: one-year and five-year risk-adjusted returns, consensus analyst recommendations and projected earnings growth.

Major Products: Institutional—warewashing, laundry, housekeeping, water filtration and conditioning and pool and spa management products. Food and beverage—cleaning and sanitizing products, equipment, systems and services. Pest elimination—commercial elimination and prevention services and grease elimination programs. Kay—cleaning and sanitizing products and services for restaurant and food industries. Professional—floor care, carpet care and personal care products for the commercial, industrial and health care markets.

New Products: Apex2 warewashing, Stealth Fly Station, Exelerate ZTF cleaning solution, Mip cleaning formulations.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Elizabeth Arden NEW YORK

New York
200 Park Avenue South
7th Floor
New York, NY 10003
United States

Miami
2400 S.W. 145th Avenue
2nd Floor
Miramar, FL 33027
United States

[website](#)

[Financial Reports](#)

Net Sales
\$1,238

Elizabeth Arden, Inc. is a global prestige beauty products company with an extensive portfolio of prestige fragrance, skin care and cosmetics brands.

Extensive product portfolio includes the following:

ELIZABETH ARDEN BRAND: The Elizabeth Arden **skin care** brands: *Visible Difference, Ceramide, Prevage, and Eight Hour Cream*, Elizabeth Arden branded lipstick, foundation and other color cosmetics products, and the Elizabeth Arden fragrances: *Red Door, Elizabeth Arden 5th Avenue, and Elizabeth Arden green tea*

CELEBRITY FRAGRANCES: The fragrance brands of Britney Spears, Elizabeth Taylor, Mariah Carey, Taylor Swift, Justin Bieber, Nicki Minaj and Usher

Lifestyle Fragrances *Curve, Giorgio Beverly Hills, PS Fine Cologne and White Shoulders*

DESIGNER FRAGRANCES: *Juicy Couture, Alfred Sung, BCBGMAXAZRIA, Ed Hardy, Geoffrey Beene, Halston, John Varvatos, Kate Spade New York, Lucky, Rocawear and True Religion*

In addition to fragrance brands, Elizabeth Arden distributes approximately 250 additional prestige fragrance brands, primarily in the US, through distribution agreements and other purchasing arrangements.

At June 30, 2012, the operations were organized into the following two operating segments, which also comprise reportable segments:

[Continue Reading](#)

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Elizabeth Arden

NEW YORK

- **North America** — Our **North America** segment sells our portfolio of owned, licensed and distributed brands, including our Elizabeth Arden products, to department stores, mass retailers and distributors in the United States, Canada and Puerto Rico, and also includes our direct to consumer business, which is composed of our Elizabeth Arden branded retail outlet stores and global e-commerce business. This segment also sells our Elizabeth Arden products through the Red Door beauty salons, which are owned and operated by an unrelated third party that licenses the Elizabeth Arden and Red Door trademarks from us for use in its salons.
- **International** — Our International segment sells our portfolio of owned and licensed brands, including our Elizabeth Arden products, in approximately 120 countries outside of North America to perfumeries, boutiques, department stores, travel retail outlets and distributors.

“From a financial performance perspective,

- We grew consolidated net sales by 5.3%, with international net sales growing by 9.8%;
- We increased gross margins (adjusted) and EBITDA (adjusted) margins by 230 basis points and by 180 basis points, respectively;
- We grew diluted EPS (adjusted) by 32.7% to a record \$2.07 per share; and
- We increased return on invested capital (adjusted) by 130 basis points.”

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Energizer

Energizer Headquarters
533 Maryville University Drive
St. Louis, MO 63141
Tel: 800-383-7323

[website](#)

[Financial Reports](#)

Net Sales: \$4,567
Sales for sun care, skin care and shaving products: \$419ME

Energizer® Holdings, Inc (ENR) is a consumer goods company operating globally in the broad categories of household and personal care products.

Major Products: Hawaiian Tropic and Banana Boat sun care products; Edge, Schick, Skintimate and Wilkinson Sword shaving products; Wet Ones and Playtex Sport wipes.

New Products: Banana Boat Sport Performance Coolzone, Banana Boat Natural Reflect, Hawaiian Tropic Silk Hydration Lotion Sunscreen SPF 12, 30 and 50; Schick Hydro shave preparations, American Safety Razor/Personna (acquisition).

Comments: Energizer is known for its batteries, but the company is the leading player in the US sun care market via its Hawaiian Tropic and Banana Boat brands. Last year, skin care net sales increased 9% (7% organic and 2% currencies) due to the favorable impact of lower prior year sun care returns and higher shipments for the current sun care season.

For the six months ended March 31, 2012, corporate sales rose nearly 4% to almost \$2.3 billion and net income rose nearly 50% to \$221 million. Personal care sales rose more than 5% to \$191 million on the strength of sun care sales.





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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Estee Lauder

Corporate Headquarters
767 Fifth Avenue
New York, NY 10153
212-572-4200

[website](#)

Net Sales
\$9,714

[Financial Reports](#)

Major Products: Skin care, makeup, fragrances and hair care products marketed under brands including Estée Lauder, Aramis, Clinique, Prescriptives, Lab Series Skincare for Men, Origins, Tommy Hilfiger, MAC, Kiton, La Mer, Bobbi Brown, Donna Karan, Aveda, Jo Malone, Bumble and Bumble, Michael Kors, Darphin, American Beauty, Flirt!, Goodskin Labs, Grassroots Research Labs, Sean John, Missoni, Tom Ford Beauty, Coach, Ojon, Smashbox.

New Products: Skin care—Estée Lauder Re-Nutriv Ultimate Lift Age-Correcting and Hydrationist Collections, Idealist Even Skintone Illuminator and Idealist Cooling Eye Illuminator; Clinique Repairwear Laser Focus Wrinkle & UV Damage Corrector, Lid Smoothie Antioxidant 8-Hour Eye Colour and Turnaround Overnight Radiance Moisturizer; Origin Planscription La Mer The Eye Balm Intense and The Radiant Serum. Makeup—Estée Lauder Pure Color eyeshadow and long lasting lipstick; Clinique Redness Solutions; Fragrance—Estée Lauder Pleasures Bloom, Sensuous Nude; DKNY Golden Delicious and Hilfiger Loud for Her.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Fancl

89-1 Yamashita-cho,
Naka-ku, Yokohama
Japan
+81(45)226-1200

[website](#)

[Financial Reports](#)

Net Sales
\$874M

IN 1980, skin trouble caused by cosmetics was a serious social concern in Japan. The strong desire to serve customers with cosmetics that contains no potentially harmful additives but only beauty agents to enhance skin's natural beauty, gave birth to FANCL Mutenka Cosmetics. For Health supplements, FANCL is successful to provide affordable but high-quality products including kale powder and germinated brown rice, contrary to the expensive image of "Nutritional supplements" in the market.

Our entire business is built on the philosophy of eliminating negative issues that reduce the quality of life. With this philosophy, the development to eliminate "negative issues" is continuing on cosmetics, supplements, germinated brown rice, and kale products. To maximize customer satisfaction, we never satisfy with the present situation and continue the challenge **TO ACHIEVE MORE.**



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

GlaxoSmithKline

980 Great West Road
Brentford
Middlesex
TW8 9GS
Tel: +44 (0)20 8047

[website](#)
[Financial Reports](#)

Total Sales: \$39.87B
£ 26.4B
Consumer Healthcare Sales: £ 5.1B
\$7.72B

GlaxoSmithKline is a science-led global healthcare company that researches and develops a broad range of innovative medicines and brands. GlaxoSmithKline has three primary areas of business in pharmaceuticals, vaccines and consumer healthcare.

“**With our headquarters** in the UK, we have a wide geographical reach. We have offices in more than 115 countries, major research centres in the UK, USA, Spain, Belgium and China and an extensive manufacturing network with 87 sites globally.

The shape of our business is shifting to capitalise on markets with high-growth potential including those in Asia Pacific, Latin America and Japan. Territories outside the USA and Europe now account for 40% of our total sales. We have a significant global manufacturing and R&D presence with a network of 87

manufacturing sites and large R&D centres in the **UK, USA, Spain, Belgium and China.**”



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Gojo Industries

One GOJO Plaza
Suite 500
Akron, Ohio 44311
Phone
1-800-321-9647
1-330-255-6000

[website](#)

Net Sales
\$133*

GOJO Industries, Inc. is the leading global producer and marketer of skin health and hygiene solutions for away-from-home settings. Our broad portfolio includes hand cleaning, handwashing, hand sanitizing and skin care formulas under the GOJO®, PURELL® and PROVON® brand names. GOJO formulas use the latest advances in the science of skin care. GOJO is known for state-of-the-art dispensing technology, engineered with attention to design and functionality. Our complete programs promote healthy behaviors for hand hygiene, skin care and, in critical environments, compliance.



In business since 1946, GOJO has a history of innovation in the field of **skin care**. Notable are the inventions of GOJO Original Formula waterless heavy duty hand cleaner and PURELL, America's #1 instant hand sanitizer. GOJO conducts scientific outcome studies with its products in real world settings. Our track record of leadership is supported with proven results.

GOJO is a privately-held company headquartered in Akron, Ohio, with facilities in North America, South America, Europe and Asia.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Guthy - Renker

3340 Ocean Park Blvd.
Santa Monica, CA 90405
Phone: 310-581-6250
Fax: 310-581-3232

[website](#)

Net Sales
\$1,100*
[private]

Guthy|Renker is one of the largest and most respected direct marketing companies in the world, with distribution in 68 countries. Since 1988, Guthy|Renker has discovered and developed dozens of well-loved, high quality consumer products in the beauty, skincare, entertainment and wellness categories. Known for moving, award-winning productions and marketing campaigns featuring some of today's biggest stars, Guthy|Renker has been credited with transforming the broadcast direct marketing industry.

Guthy|Renker is headquartered in Santa Monica, CA with offices in Palm Desert, CA; San Francisco, CA; London, England; Malmo, Sweden; Wiesbaden, Germany; Helsinki, Finland; Shanghai, China; Tokyo, Japan; Sydney, Australia; and New Delhi, India.

Major Products: Cosmetics and personal care brands including Proactiv, Principal Secret, Youthful Essence, Sheer Cover, Meaningful Beauty, Natural Advantage, In An Instant, Wen by Chaz Dean, Scalp Med, Dr. Evans Cosmeceuticals, X-Out acne treatment, Wen Summer Mango Coconut Cleansing **Treatment.**

Comments: Privately-held Guthy-Renker is the leader in direct response television. The company markets a wide array of personal care products, led by Proactiv, the skin care line for teens, which is said to have annual sales in the neighborhood of \$800 million.





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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Helen of Troy

One Helen Troy Plaza
El Paso, Tx
Phone: (915) 225-8004

[website](#)
[Financial Reports](#)

Net Sales
\$1,182

Helen of Troy Limited (NASDAQ:HELE) has established a leadership position in the personal care products market through new product innovation, superior product quality and competitive pricing. Helen of Troy designs, produces, and markets brand-name personal care electrical products, which include hair dryers, straighteners, curling irons, hairsetters, women's shavers, mirrors, hot air brushes, home hair clippers and paraffin baths, as well as comfort products such as massage cushions footbaths and body massagers. The Company also produces and markets non-electrical products, including: brushes, combs hair accessories, mirrors, hair care styling products, body powder, and skin care products. The Company's household products include consumer product tools in the kitchen, cleaning, barbecue, barware, storage, organization, garden and automotive categories. The Company's products are sold primarily through mass merchandisers, drug store chains, warehouse clubs and grocery stores.

Helen of Troy is licensed to sell products under the Vidal Sassoon, Revlon®, Dr. Scholl's®, Sunbeam®, Sunbeam, Health at Home®, Health o meter®, Sea Breeze®, Vitapointe®, TONI&GUY®, BED HEAD® and TIGI® trademarks and trade names. Helen of Troy's owned brands include OXO®, Good Grips®, SoftWorks®, Candela®, Brut®, Brut Revolution®, Vitalis®, Final Net®, Ammens®, Condition® 3-in-1, SkinMilk®, TimeBlock®, Epil-Stop®, Dazey®, Caruso®, Karina®, DCNL®, and Nandi®. The Company markets hair and beauty care products under additional owned brands Helen of Troy®, Hot Tools®, HotSpa®, Salon Edition®, Gallery Series®, Wigo®, Fusion Tools™, Belson®, Belson Pro®, Gold 'N Hot®, Curlmaster®, Premiere®, Profiles®, Comare®, Mega Hot®, and Shear Technology® to the professional beauty salon industry.

Helen of Troy's U.S. operations are headquartered in El Paso, Texas, with offices and warehouse facilities around the world.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Henkel

Henkelstraße 67
40191 Düsseldorf
Germany
Phone: +49-211-797-0
Fax: +49-211-798-4008

[website](#)

[Financial Reports](#)

Total Sales: \$21.37

EUR 16.5B

Laundry & Home Care, Beauty Care Sales:

EUR 8,098

\$10,392

Henkel operates worldwide with leading brands and technologies in three business areas: **Laundry & Home Care, Beauty Care and Adhesive Technologies.**

Founded in 1876, **Henkel** holds globally leading market positions both in the consumer and industrial businesses with well-known brands such as Persil, Schwarzkopf and Loctite.

Henkel, headquartered in Düsseldorf / Germany, has some 47,000 employees worldwide and counts among the most internationally aligned German-based companies in the global marketplace.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Herbalife

800 West Olympic Blvd.
Suite 406
Los Angeles, CA 90015
info@highridgebrands.com
310.410.9600

[website](#)

[Financial Reports](#)

Net Sales
\$4.1B
\$147E million for personal care

Herbalife is a global nutrition company that has helped people pursue healthy, active lives since 1980. The products are available exclusively through approximately 2.5 million independent Distributors in more than 80 countries.

Major Products: Personal care products marketed under brand names such as Skin Activator, Herbal Aloe, Radiant C and NouriFusion.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

High Ridge Brands

High Ridge Brands Co.
5 High Ridge Park
Stamford, CT 06905
(888) 289-4111

[website](#)

Net Sales
\$200*

MAJOR PRODUCTS: Soap, personal cleansers and hair care products sold under the Zest, Coast, VO5 and Rave banners.

COMMENTS: The “Coast” was clear for High Ridge Brands in 2012. In April the Stamford, CT-based company—which is part of Brynwood Partners VI L.P.—acquired the global rights to the iconic Coast personal cleansing brand from **THE DIAL CORPORATION**.

Originally launched in 1975, Coast was known as the “The Eye Opener” thanks to its invigorating scent. The Coast range now includes both bar soaps (Pacific Force and Arctic Boost) and body washes (Pacific Force and Urban Fuel).

According to **JAMES DANIELS**, president and CEO of High Ridge Brands, “Coast brand has a very loyal consumer following.” He said that High Ridge was looking forward to bringing “renewed attention and energy to Coast.”

THE COAST purchase came less than a year after High Ridge signed a deal with Unilever to acquire the Alberto VO5 brand and marketing rights in the **US AND PUERTO RICO** as well as the rights to the Rave brand and marketing rights worldwide. (Unilever retained the rights to the Alberto VO5 brand outside the US and Puerto Rico).



High Ridge
Brands



Hunt Executive Search

2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Inter Parfums

551 Fifth Avenue
New York, New York 10176
telephone: 212.983.2640

[website](#)

[Financial Reports](#)

Net Sales
\$615,220



Inter ParfumS, Inc. operates in the fragrance business, and manufacture, market and distribute a wide array of fragrances and fragrance related products. Organized under the laws of the State of Delaware in may 1985 as Jean Philippe Fragrances, Inc., we changed our name to Inter Parfums, Inc. in July 1999. We have also retained our brand name, Jean Philipper Fragrances, for some of our mass market products.

MAJOR PRODUCTS: Prestige—Boucheron, Burberry, Jimmy Choo, Lanvin, Mont Blanc, Nickel, Paul Smith ST Dupont, Van Cleef & Arpels; Specialty retail—Banana Republic, Bebe, Betsey Johnson, Brooks Brothers, Gap, Lane Bryant, Nine West.

BURBERRY
BODY

www.huntsearch.com

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

John Paul Mitchell Systems

PO Box 10597
90213-3597
Beverly Hills, CA
310.248.3888

[website](#)

Net Sales
\$480

John Paul Mitchell Systems is the company known for Paul Mitchell hair care products and styling tools. It was founded by John Paul DeJoria and Paul Mitchell in 1980 and is headquartered in Beverly Hills, California. Paul Mitchell also has beauty schools in multiple locations. The company sponsors a martial arts demonstration team known as Team Paul Mitchell Karate.

In 1980, two friends were inspired to create a company that would support the success of hairdressers and provide luxury hair care at an affordable price. With just **\$700**, they launched a revolutionary hair care system with three products: Shampoo One®, Shampoo Two® and The Conditioner™.

Major Products: Professional hair care products including Paul Mitchell, Awapuhi Wild Ginger, Tea Tree, Modern Elixirs, Paul Mitchell Professional Hair Color, Paul Mitchell Pro Tools.

New Products: SolarVeil Complex, Mitch men's grooming products, Express Ion Curls. Today, their dream is a reality. Paul Mitchell® currently produces over 100 products—from award-winning styling and care products to cutting-edge heat styling tools and professional hair color—and is available in over 80 countries worldwide.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Johnson & Johnson

One Johnson & Johnson Plaza
New Brunswick, New Jersey 08933
(732) 524-0400

[website](#)

Net Sales
\$14,447

[Financial Reports](#)

Major Products: Baby Care—Johnson's Baby; Skin Care—Aveeno, Clean & Clear, Johnson's Adult, Neutrogena, RoC, Lubriderm, Dabao and Vendôme; Oral Care—Listerine and Reach.

New Products: Neosporin Essentials, Neutrogena All-in-One Acne Control, Wet Skin sunblock spray and Neutrogena Naturals face and lip products, Aveeno Smart Essentials, Listerine Zero.



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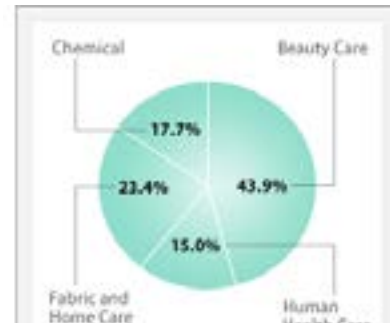
CONSUMER PACKAGED GOODS COMPANIES

K A O

1-14-10 Nihonbashi Kayabacho,
Chuo-ku, Tokyo 103-8210
Tel: 03-3660-7111

[website](#)

[Financial Reports](#)

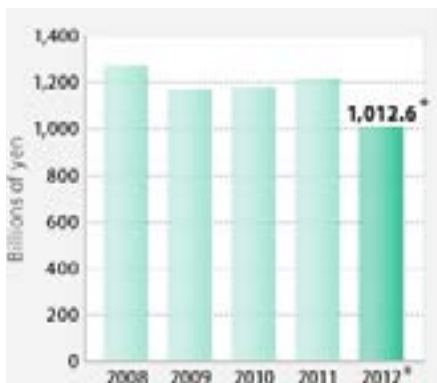


Net Sales
\$10,652



The Kao Group develops consumer product business that targets general consumers. Kao Group business segments that cater to the consumer include: the **Beauty Care** Business in which we offer prestige cosmetics, and premium skin care and hair care products; the Human **Health Care** Business with products that include functional health beverages and feminine and baby care products; and the **Fabric and Home Care Business**, which includes laundry detergents and household cleaners.

MAJOR PRODUCTS: Beauty Care—Sofina, Kanebo, Molton Brown, Bioré, Jergens, Asience, John Frieda, Goldwell; Fabric and Home Care—Attack, Haiter, Magiclean; Human Health Care—Pyoura and Clear Clean oral care, Bub bath additives.



Net Sales

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Kimberly-Clark

351 Phelps Dr
Irving, TX 75038
(972) 281-1200
(972) 541-0641

World HQ
P.O. Box 619100
Dallas, Texas 75261-9100

[website](#)

[Financial Reports](#)

Total Sales: \$21,063

CPG Sales: \$17,725



Corporation was incorporated in **DELAWARE IN 1928**.

We are a global company focused on leading the world in essentials for a better life through product innovation and building our personal care, consumer tissue, professional and health care brands.

We are principally engaged in the manufacturing and marketing of a wide range of products mostly made from natural or synthetic fibers using **ADVANCED TECHNOLOGIES IN FIBERS**, nonwovens and absorbency.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Kosé

3-6-2 Nihonbashi, Chuo-ku
Tokyo 103-8251, Japan
Tel: +81-3-3273-1511

[website](#)

Net Sales
\$2B

A leading cosmetic company in **JAPAN** and the creator of the **AWAKE AND SEKKISEI BRANDS**. Since its inception in **1946**, Kosé's pioneering research and development has contributed to the 3rd largest share in Japan's competitive cosmetic market.

MAJOR PRODUCTS: Skin care, cosmetics and toiletries sold under several brand names including Cosme Decorte AQ, Awake, Cosme Decorte, Beauté de Kose, Jill Stuart, Infinity, Grandaine, Crie, Predia, Visée, Phil Naturnt, Esprique, Sekkisei, Formule, Precious, Fasio, Nature & Co, Stephen Knoll, Happy Bath Day.

NEW PRODUCTS: Cosme Decorte de la Vie (hair care), Cosme Decorte Lacouture (makeup), Paul Stuart (men's skin care), Grandaine Luxage Astamax (skin care) and Softymo mineral wash (cleanser).



KOSÉ JAPAN

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

LG

LG Twin Towers, 20 Yeouido-dong,
Yeongdeungpo-gu
Seoul 150-721, KOREA
Tel: +82 (0)2 3777 1114

[website](#)

[Financial Reports](#)

Net Sales

\$48,970

KRW 54,257

Sales in Household & Healthcare - \$2.1B

LG Electronics, Inc. is a global leader and technology innovator in consumer electronics, mobile communications and home appliances.

With 117 operations around the world, LG achieved global sales of KRW 54.26 trillion (USD 49 billion) in 2011. LG is comprised of four business units – Home Entertainment, Mobile Communications, Home Appliance, and Air Conditioning & Energy Solutions – and is one of the world's leading producers of flat panel TVs, mobile devices, air conditioners, washing machines and refrigerators.

LG Household& Healthcare:

Major Products: Household—laundry and dishwashing detergents, fabric softener and kitchen cleaners. Personal care—toothpaste, shampoo, soap, baby care, skin care, color cosmetics and toiletries.

New Products:

VOV color cosmetics (acquisition), LacVert Volcanic Ash heating mask, O Hui Original Energy 100 Bluetox and Belif skin care.



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Hunt Executive Search

2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Limited Brands

Three Limited Parkway
Columbus, OH 43230
Phone: 614-415-7000

[website](#)

Net Sales
\$10,364

More than stores, more than products, **Limited Brands** is a family of brands. Our brands are world-renowned; they are household names — Victoria's Secret, Victoria's Secret PINK, Bath and Body Works, La Senza and Henri Bendel.

Major Products: Bath & Body Works—Signature Collection, antibacterial and home fragrance product lines; Victoria's Secret—Secret Garden, Beauty Rush, Dream Angels, Incredible by Victoria's Secret, VS Attractions, Sexy Little Things, Very Sexy, Bombshell and Pink fragrances and VS Makeup.

With the sights set on the global marketplace, the international business is a healthy addition to U.S. business and a source for long-term growth.

The operating principles that guide Limited Brands' **international strategy**:

Store operations around the world are a mix of company-owned and franchised locations -- both upholding highest brand standards with no visible difference to the customer.

Limited Brands work with a small number of world-class partners that deliver brand-right experiences through their refined lenses of local practices and customs.

Limited Brands' leaders are in-market to support the international operators through training, coaching, inspecting and coordination.

Limited Brands' number one priority is to keep domestic businesses healthy.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Lion

3-7, Honjo 1-chome
Sumida-ku, Tokyo
130-8644, Japan

[website](#)

[Financial Reports](#)

Net Sales

\$ 3,514

Consolidated: ¥335,171 M

Non-Consolidated: ¥254,399 M
(FY 2012)

The manufacture and sale of toothpastes, toothbrushes, soaps, cleansers, hair- and skin-care products, cooking-related products, pharmaceuticals, and chemicals. Also, exports to overseas affiliates.

Business Segment:

- Oral Care Products
- Beauty Care Products
- Pharmaceutical Products
- Fabric Care Products
- Living Care Products
- Gift and Channel-Specific Products
- Pet Supplies (Lion Trading Co., Ltd.)
- Dental Products (Lion Trading Co., Ltd.)
- Chemical Products
- Commercial Detergent Business (Lion Hygiene Co., Ltd.)
- International



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

L'Occitane

108 rue Richelieu Paris
75002 France
phone: 020 7907 0301

[website](#)

[Financial Reports](#)

Net Sales: \$1,029
EUR 801.3

The international headquarters are split between Paris, France and Manosque, France. Manosque is located in Provence, in the south of France, just a few miles from where L'OCCITANE was founded.

L'Occitane International S.A. (the "Group"), is a global, natural and organic ingredient-based cosmetics and well-being products manufacturer and retailer with strong regional roots in Provence, France.

The Group has four brands (L'Occitane, Melvita, Le Couvent des Minimes and Erborian) in its portfolio and is committed to developing and retailing high quality products that are rich in natural and organic ingredients of traceable origins and respect for the environment.

Our core brand, **L'Occitane** is a worldwide brand rooted in **Provence**, with unique and immediately identifiable products and shops and has been instrumental to the growth and success of our business. L'Occitane was founded in 1976 by Olivier Baussan and the first L'Occitane store was opened in 1978.

L'Occitane currently represents the core of the Group's business and is sold in over **90 countries** through about 1,900 retail locations through a variety of wholesale and our own retail distribution channels.

Melvita is a leading organic and personal care brand with its own retail network and Le Couvent des Minimes is a natural ingredient-based brand, mainly distributed through wholesale.

Erborian is a French-Korean skincare brand based on Korean medicinal herbs and science.





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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

L'Oréal

L'Oréal USA

575 Fifth Avenue
New York, NY 10017, USA
1-212-818-1500

L'Oréal International

41, Rue Martre
92217 Clichy Cedex France
33 14756 7000

[website](#)

[Financial Reports](#)

Net Sales

\$29.09B

EUR 22.46B

Commenting on the annual results, Mr Jean-Paul Agon, Chairman and Chief Executive Officer of L'Oréal, said:

“2012 WAS A GOOD YEAR for L'Oréal on many fronts. The Group achieved strong sales growth, and once again demonstrated its ability to outperform the beauty market, and to gain market share, even in the more difficult markets of Western Europe and the United States. 2012 was also a very good vintage in terms of innovations – amongst the most remarkable in the industry – in each of our Divisions and major business segments. 2012 also marked a milestone in the acceleration of the Group's internationalisation, as the “New Markets” became the number one geographic zone. Lastly, the profits and cash flow have grown very strongly, reaching record levels, and confirming the power of our business model.

In view of these successes and improvements, we are facing the future with optimism and confidence. Confidence in the positive dynamics of our market. Confidence in the strength of our “Beauty for all” mission, in our “universalisation” strategy, and in our ambition to conquer one billion new consumers. And finally, confidence in the fundamentals of L'Oréal: its research, its ability to innovate and create high quality products, its outstanding portfolio of brands, its business model, which creates both value and cash flow, and lastly the unique strength of its teams.

The Group is thus well prepared to outperform the market in 2013, and to achieve another year of **SALES AND PROFIT GROWTH.”**

MAJOR PRODUCTS: Hair care, skin care, sun care, color cosmetics, toiletries and fragrances sold under many brand names in different channels. Consumer—Garnier, L'Oréal Paris, Le Club des Créateurs, Maybelline, SoftSheen-Carson. Professional—L'Oréal Professional, Kerastase, Redken, Matrix, Mizano, Shu Uemura Art of Hair, Keraskin Esthetics. Luxury—Lancôme, Biotherm, Helena Rubenstein, Kiehl's, Shu Uemura, Giorgio Armani, Ralph Lauren, Cacharel, Viktor & Rolf, Diesel, YSL Beauté. Active Cosmetics—Vichy, LaRoche-Posay, Innerve, SkinCeuticals, Sanoflore. Personal care—The Body Shop.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

L o r n a m e a d

Lornamead Group
377-399
London Road
Camberley
Surrey, UK
GU15 3HL
T: + 44 (0) 1276 674000
F: + 44 (0) 1276 674099
E: enquiries@lornamead.co.uk

[website](#)



Net Sales
\$793

LORNAMEAD is a leading privately held global marketer of personal care brands. Our business focuses on acquiring and investing in heritage brands in order to maximise their growth potential.

“Since our establishment in 1978, we have grown into an international company with three well established international platforms, with others developing as **NEW MARKETS GROW.**”

Our specialist teams across the world are dedicated to supporting and growing our brands so that we can continue to satisfy consumer needs for quality hair care products, efficacious cosmetics and skin care, indulgent yet sophisticated fragrances and bath luxuries as well as the latest innovation **IN HOME TOOTH WHITENING”.**



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

LVMH

LVMH Moët Hennessy Louis Vuitton
22, avenue Montaigne
75008 PARIS, FRANCE
Tél. : 33 (0)1 44 13 22 22
Fax : 33 (0)1 44 13 22 23

[website](#)

[Financial Reports](#)

Total Sales: \$36,371

EUR 28,103

CPG Sales: EUR 16,375

\$21,000

MAJOR PRODUCTS: Perfume, makeup and skin care. Brands include Christian Dior, Guerlain, Givenchy, Kenzo, Benefit, Fresh, Acqua di Parma, Parfums Loewe, Fendi and Pucci.

LVMH Moët Hennessy Louis Vuitton SA is poised to pursue a takeover as revenue growth, led by sales of its eponymous handbags, slows the most in four years. The \$87 billion company could go after Burberry Group Plc, the U.K.'s biggest luxury-goods producer, as a way to increase revenue while it works on repositioning the Louis Vuitton brand, Berenberg Bank said. After LVMH purchased Italian jewelry maker Bulgari SpA in 2011, it also could pursue Tiffany & Co., the New York-based jeweler with a market capitalisation of \$8.1 billion, according to Cantor Fitzgerald.

Chief Executive Officer Bernard Arnault, who helped to build LVMH into the world's largest luxury-goods maker through acquisitions, "is going to need to buy growth," John Guy, a London-based analyst at Berenberg, said in a telephone interview. "He's going to need to buy time in order to sort Vuitton out."

Purchasing another blockbuster brand would allow LVMH to reduce its reliance on smaller labels such as Fendi and Celine, while buying it time to burnish Louis Vuitton and develop its other fashion lines, about half of which Guy estimates aren't profitable. LVMH's sales are projected to increase 7.3 percent this year, the worst annual rate since 2009, according to data compiled by Bloomberg, as the Paris-based company slows expansion of its flagship brand to enhance Lou Vuitton's **image and exclusivity.**

2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

M a n d o m

5-12, Juniken-cho, Chuo-ku
Osaka 540-8530, Japan
Phone: 06-6767-5001

[website](#)

[Financial Reports](#)

Net Sales
\$633,890



IN THE FISCAL YEAR ended March 31, 2012, Mandom recorded net sales of ¥59,801 million, a record for the Company. This growth was driven by the men's grooming business, which leverages the Gatsby brand. The scale of this business constitutes 70% of consolidated net sales, making it the Company's core business. For many years, Mandom has developed its business centered on men's cosmetics and has continued to provide products that reflect men's awareness of personal style, which changes with each era. Today, Mandom has firmly established its position as a men's cosmetics manufacturer representative of Asia, not just Japan. This feature will introduce the process leading up to the Company establishing its position together with plans for future development in the men's cosmetics market, for which **FURTHER GROWTH IS EXPECTED.**

Major Products: Men's toiletries—Gatsby, GB and Lucido; Women's toiletries—Fraiche, Treatia, Lucido-L, Produce, Pixy, Baby Veil, Cleansing Express, Aroma Breeze and Simplicity.

For a Unique Company Focusing on Asia

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Market America

1302 Pleasant Ridge Rd
Greensboro, NC 27409
(336) 605-0040
Fax: (336) 605-0041

[website](#)

Net Sales
\$462

MARKET AMERICA is a product brokerage and Internet marketing company that specializes in one-to-one marketing. The company has generated over \$3.8 billion in accumulated retail sales through its international operations in the United States, Canada, Taiwan, Hong Kong, Australia and the Philippines.

SALES METHOD: Person-to-person

Products: Health and nutrition, anti-aging, cosmetics, personal care, weight management, financial services, home and garden, pet care, telecommunications, Internet, auto care

MARKETS: 6

SALESPEOPLE: 180,000

EMPLOYEES: 650

HEADQUARTERS: Greensboro, N.C.

YEAR FOUNDED: 1992



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Markwins International

22067 FERRERO
City of Industry, CA 91789-5214
(866) 429-2474
800.626.8878



[website](#)

Net Sales
\$482
[private]

MAJOR PRODUCTS: Cosmetics brands including Wet n Wild, Black Radiance, Tropez, The Color Institute, The Color Workshop, The Spa Workshop, Disney Princess/Fairies/ Minnie, Barbie, Monster High.

NEW PRODUCTS:

Wet n Wild Color Icon Eyeshadow Collection (eight-pan), Color Icon Shimmer Single, MegaShield Lip Color SPF 15, Juicy Lip Balm SPF 15, MegaLast Salon Nail Color. To be launched: Fergie Nail Color.

Markwins International is poised to follow-up an unprecedented 2011 with an even more successful 2012, led by leading brands Wet n Wild, Black Radiance, Fantasy Makers, The Color Institute and The Color Workshop, according to the company. Wet n Wild continues to grow at anastounding rate, with double-digit unit and dollar growth for **18 CONSECUTIVE MONTHS.**



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Mary Kay

Mary Kay® Inc.
P.O.Box 799045
Dallas, Texas 75379-9045
1-800-MARY KAY
1-800-627-9529

Global Headquarters
16251 Dallas Parkway
Addison, Texas 75001

[website](#)

Net Sales
\$3,000
[private]

Mary Kay Ash was an original. As an entrepreneur and a philanthropist, she started her business from a tiny store in Dallas, Texas, with five products and one big dream. That dream was to inspire women to transform their lives, and in doing so, help other women transform their lives – because One Woman Can™.

Today, with more than 2.5 million Independent Beauty Consultants, Mary Kay offers more than 200 premium products in more than 35 countries around the world. Through all the milestones, one constant has remained: innovation. For 50 years, Mary Kay has led the way in giving women what they crave: advanced skin care that delivers results; modern makeup in on-trend colors and advanced formulations; and fresh, unforgettable fragrances. Believing in the power and importance of social responsibility, Mary Kay has led the way in showing that beauty can enrich women's lives – one woman at a time.

Major Products: Skin care, color, body care, sun care and fragrance marketed under the Mary Kay and TimeWise brand names.

New Products: Botanical Effects skin care; The Art of Nature color cosmetics collection; **Mary Kay nail lacquer.**



2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

McBride

28th Floor
Centre Point
103 New Oxford Street
London WC1A 1DD
United Kingdom
Telephone: +44 (0)20 7539
Fax: +44 (0)20 7539 7855

[website](#)
[Financial Reports](#)

Net Sales
\$1,045

McBride is Europe's leading provider of Private Label Household and Personal care products developing, producing and selling our products to leading retailers throughout **Europe and beyond.**

MAJOR PRODUCTS: Household care (dishwash, laundry care, household cleaners, air care) and personal care (hair care, baby care, body products, shaving products, oral care and skin care). Brands include Surcare, Clean 'n Fresh, Oven Pride, Lime Lite, Clean Right, Actiff, Cobra, Bonaria, Isabel Yplon, Avea.

NEW PRODUCTS: Private Label household cleaning products using Byotrol technology, private label laundry sachets in France and Italy.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Mead Johnson Nutrition

Mead Johnson Global Headquarters
2701 Patriot Blvd., Fourth Floor
Glenview, IL 60026 USA
+1.847.832.2420

[website](#)

[Financial Reports](#)

Net Sales
\$3.9B



MEAD JOHNSON NUTRITION is a global leader in pediatric nutrition with more than 70 products in over 50 countries. Our Enfa family of brands, including Enfamil® infant formula, is the world's leading brand franchise in **PEDIATRIC NUTRITION**.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

MENARD

Nippon Menard Cosmetic Co.,Ltd.
3-18-15 Marunouchi
Naka-ku Nagoya
460-8567 JAPAN
PHONE: + 81-052-961-3181

[website](#)

Net Sales
\$434
[PRIVATE]

FROM JAPAN, TO ASIA, TO THE WORLD. MENARD now has local branch offices or stores in 23 countries and counting, and the number of devotees **IS GROWING DAILY.**

PRODUCTS:

AUTHENT/EMBELLIR /ILLNEIGE /SARANARI/TSUKIKA/BEAUNESS/JUPIER



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

MERCK

One Merck Drive
P.O. Box 100
Whitehouse Station, NJ
08889-0100 USA
Phone: 908-423-1000
908.298.4000

[website](#)
[Financial Reports](#)

Net Sales
\$48,047
Consumer Care Sales: \$2B



MERCK & CO., INC. is one of the largest pharmaceutical companies in the world. Merck was established in 1891 as the US subsidiary of the German company now known as Merck KGaA. Merck & Co. was confiscated by the US government during World War I and subsequently established as an independent American company. It is currently one of the world's seven largest pharmaceutical companies by market capitalization and revenue.

The company describes itself as “a global research-driven pharmaceutical company” that “discovers, develops, manufactures and markets a broad range of innovative products to improve human and animal health, directly and through its joint ventures”.

Products Area: Vaccines, Prescription Products and Prescription Information, Consumer Products, Animal Health

MAJOR PRODUCTS: Sun care—Coppertone and Bain de Soleil sun care products; Skin care—A+D Ointment; Foot care—Lotrimin, Tinactin and Dr. Scholl's.

NEW PRODUCTS: Coppertone Continuous Spray Sport Pro, Coppertone Sport Pro Series with DuraFlex, Coppertone Wet 'n Clear Kids.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

MERCK

COMMENTS: While corporate sales advanced 4% in 2011, consumer product sales, which includes sun care, foot care and baby care products, rose just 1% last year. Merck blamed the lackluster results, in part, to a decline in Coppertone sales.

While **COPPERTONE'S SALES** may have been down, it wasn't for lack of trying. During the year, the brand rolled out several new products that boasted new technology. For example, Coppertone Sport Pro Series now includes sunscreen on the skin as it allows the skin to breathe, according to Coppertone researchers. **NEW POLYMER TECHNOLOGY** is also driving expansion of Coppertone's "wet skin" application products. Wet 'n Clear Kids SPF45+ has a new polymer system that addresses certain skin issues such as feelings DuraFlex, a dual-polymer system that is said to offer more flexibility and holds of dryness or tightness, according to Dr. Patricia Agin, scientific affairs leader, Coppertone Solar Research Center.

For the first quarter of 2012, corporate **SALES ROSE 1% to \$11.7 BILLION.** Consumer care sales were up 7% to \$554 million, due to strong sales of Coppertone and Dr. Scholl's products.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Method

972 MISSION STREET SECOND
FLOOR SAN FRANCISCO, CA 94103
415.901.6300

[website](#)

Net Sales
\$112*
[private]

MAJOR PRODUCTS: Laundry detergent; home cleaning products including all-purpose cleaning sprays, dish soap, bathroom cleaners, floor cleaners and antibacterial cleaners; and personal care, mainly in form of gel and foaming hand washes.



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Hunt Executive Search

2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Natura

Rodovia Regis Bittencourt,
km 293 ed. I - N/a - Potuvera; Itapecerica
da Serra; Sao Paulo; 06850-000

Tel: +55 11 4147-8300
+55 11 4147-8300
+55 11 4196-1421

[website](#)



Net Sales
\$3,220

6.35B Brazilian Reals

MAJOR PRODUCTS: Cosmetics, fragrances and personal care. Brands include Ekos soap, hair care and oils; Natura Faces, Aquarela and Una makeup; Chronos skin care, Natura Naturé baby care, Vitaplant hair care; Natura fotoequilibrio sunscreens; Amó fragrances.

HOW IS NATURA GROWING SO QUICKLY? One reason is consumer loyalty. Natura is the preferred brand by 47% of Brazilians. What's more, Natura is among the three most preferred brands in Argentina and Peru.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Nestle HealthCare Nutrition

Nestle HealthCare Nutrition, Inc.
12 Vreeland Road
2nd Floor
PO Box 697
Florham Park, NJ 07932
1-800-422-ASK2 (2752)

[Website](#)

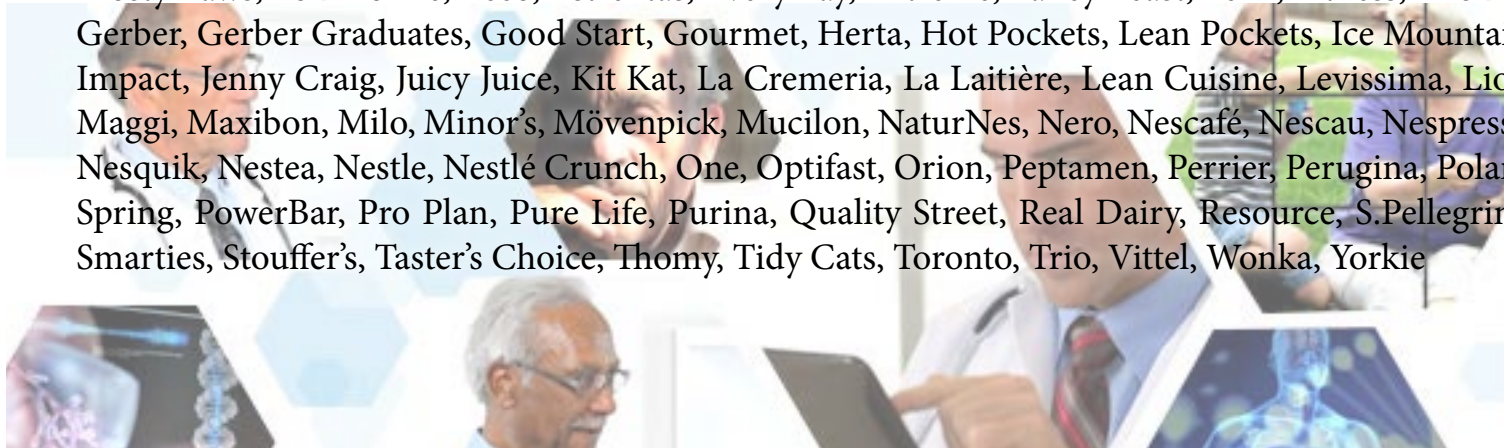
[Financial Reports](#)

Net Sales: \$11,300
10, 729 CNF
Total Nestle Sales: \$94,340

SUBSIDIARIES, DIVISIONS: Worldwide--Food & Beverages-Europe, -Americas, -Asia, Oceania, Africa and Middle East; Nestlé Waters, Nestlé Nutrition, Nestlé Professional, Nestlé Purina PetCare Co., Nestlé Waters North America.

MAJOR PRODUCT AREAS: Beverages, baby foods, cereal, confections, frozen foods, ice cream, nutrition products, pet foods, water

BRANDS: Acqua Panna, Aero, After Eight, Alpo, Antica Gelateria del Corso, Aquarel, Arrowhead, Baby Ruth, Baci, Baeren Marke, Beggins Strips, Beltè, Beneful, Boost, Buitoni, Butterfinger, Buxton, Cailler, Calistoga, Carnation, Cat Chow, Cerelac, Cerevita, Chamyto, Cheerios (Europe-license), Chef, Chef-Mate, Chocapic, Cini Minis, Clinutren, Coffee-Mate, Contrex, Cookie Crisp, Dar Natury, Davigel, Davifrais, Deer Park, Delissio, Dibs, Dog Chow, Dreyer's, Edy's Slow Churned, Dibs, Häagen-Dazs, Drumstick, Skinny Cow, Nestlé Toll House, Nestlé Carnation, Nestlé Push-Up, Frosty Paws, Eskimo Pie, Ecco, Estrelitas, EveryDay, Extrême, Fancy Feast, Felix, Fitness, Friskies, Gerber, Gerber Graduates, Good Start, Gourmet, Herta, Hot Pockets, Lean Pockets, Ice Mountain, Impact, Jenny Craig, Juicy Juice, Kit Kat, La Cremeria, La Laitière, Lean Cuisine, Levissima, Lion, Maggi, Maxibon, Milo, Minor's, Mövenpick, Mucilon, NaturNes, Nero, Nescafé, Nescau, Nespresso, Nesquik, Nestea, Nestle, Nestlé Crunch, One, Optifast, Orion, Peptamen, Perrier, Perugina, Poland Spring, PowerBar, Pro Plan, Pure Life, Purina, Quality Street, Real Dairy, Resource, S.Pellegrino, Smarties, Stouffer's, Taster's Choice, Thomy, Tidy Cats, Toronto, Trio, Vittel, Wonka, Yorkie





Hunt Executive Search

2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

New Era Health Industry Group

Address: 9F, 18F and 19F, Tower B, Beijing
Venture Plaza, No.11 (A)AnxiangBeili,
Chaoyang District, Beijing, China
Zip code: 100101
Tel. (Head Office): 010-64850599

[website](#)

Net Sales
\$555

FOUNDED IN 1995, New Era Health Industry Group is a state certified hi-tech enterprise committed to the research and development of health foods, nutrition foods, cosmetics and chemical commodities. By virtue of our advanced technology, capital advantage as a large-scale group and elite specialists, we have teamed up with many research institutions at home and abroad, and gained a great advantage in the industry.

Production base in Yantai, a beautiful coastal city in **CHINA**, covers an area of 25,850 square kilometers with certifications of GMP, ISO9001, and HACCP, and hygiene registration certificate for exported food production enterprises. The annual production capacity exceeds **RMB 4 BILLION OR US\$500 MILLION**.

ZHONG JIAN INTERNATIONAL COMPANY LIMITED is the overseas marketing and sales center set up by New Era Health Industry Group in Hong Kong, poised to promote the “Guozhen Special” marketing system to the global market. By franchising the qualified partners, our products and sales network get continuous extension and development. Our aim is to build up a global sales network, to localize the marketing system and to territorize management of the market, through which we pursue to bring distinguished high quality products to the international market and help more people live an **AFFLUENT AND HEALTHY LIFE**.

PRODUCTS: Cosmetics, healthcare, cleaning



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Novartis

200 KIMBALL DR
PARSIPPANY, NJ 07054-0622
PH: (973) 503-8000

[website](#)
[Financial Reports](#)

Net Sales
Total Sales: \$56,673
Consumer Health Sales: \$3,735

A GLOBAL PHARMACEUTICAL COMPANY and market leader of OTC products; Novartis Consumer Health/OTC categories are analgesics, cough, cold, allergy, gastrointestinal, skin care and smoking-cessation treatments, as well as mineral supplements.

MAJOR BRANDS: Benefiber, Buckley's Cogh/cold, Bufferin, Calcium Sandoz, Denavir/Vectavir, Desenex, Excedrin, Ex-Lax, Fenistil, Gas-X, Keri, Lamisil AT, Maalox, Nicotinell/Thrive, Habitrol, Otrivin, Perdiem/Prodiem, Slow Fe, Theraflu/Neocitran, Triaminic, Transderm Scop (Rx Only), Venoruton, Voltaren Emulgel, 4-Way, Ascriptin, Comtrex, Doan's Lamislik, Mineral Ice, Myoflex, No-Doz, Tavist, Vagistat, Delsym, Lac-Hydrin, Lipactin



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Nu Skin

75 WEST CENTER
PROVO, UT 84601
Telephone: 801-345-6100

[website](#)
[Financial Reports](#)

Net Sales
\$964

- Founded in 1984, Nu Skin Enterprises, Inc. (NYSE:NUS), is a direct selling company that distributes more than 200 premium-quality anti-aging products in both the personal care and nutritional supplements categories.
- Nu Skin operates in 53 international markets across the Americas, Asia Pacific, Europe, Africa and the Middle East with more than 946,000 active distributors preferred customers worldwide.
- The company's global operations generated more than \$2.17 billion in revenue during 2012.
- The Nu Skin Force for Good Foundation, established in 1996, has contributed more than \$41 million to improve the lives of children throughout the world.
- Since 2002, Nu Skin distributors and employees have donated more than 298 million meals through its Nourish the Children® initiative to hungry and malnourished children around the world.

Nu Skin's Record Earnings Featured in WWD

2/7/13 10:08 AM

A Women's Wear Daily article featured Nu Skin's 2012 record earnings. The article said that Nu Skin has been able to achieve record revenues during the past year.

For the first time, Nu Skin has surpassed \$2 billion in annual revenue. The company's global operations generated more than \$2.17 billion in revenue during 2012.

Truman Hunt, Nu Skin's president and chief executive officer is quoted in the article saying, "We continue to see tremendous results from our latest ageLOC products. We expect the upcoming launch of our ageLOC weight-management system to drive significant growth in the back-half of the year."

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Obagi Medical Products

3760 KILROY AIRPORT WAY, SUITE 500
LONG BEACH, CA 90806
PHONE: 562-628-1007
FAX: 562-628-1008
800-636-7546

[website](#)

[Financial Reports](#)

Net Sales
\$120,678

Headquartered in Long Beach, California, **Obagi Medical Products, Inc.**, is a global, specialty pharmaceutical company that develops, markets, and sells proprietary skin care systems in the physician-dispensed **skin care** market.

Obagi systems and products are designed to prevent and improve the most common and visible skin disorders in adult skin, including premature aging, photodamage, hyperpigmentation (irregular or patchy discoloration of the skin), acne, sun damage, facial redness, and soft tissue deficits, such as fine lines and wrinkles. Products are sold through a direct sales force in the US and internationally through distribution partners in more than **43 countries** across North America, Central America, Europe, the Middle East and Asia.

Major Products: Dermatologist-based skin care systems including Nu-Derm, Professional-C, Elastiderm, Obagi-C Rx, Clenziderm and Rosaclear.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Oriflame

À LUXEMBOURG SUCCURSALE DE FRIBOURG
ROUTE DES ARSENAUX 41 CH-1705
FRIBOURG, SWITZERLAND
TEL +41 26 425 87 14
FAX +41 26 425 87 20

[website](#)

[Financial Reports](#)

Net Sales
\$1,929
EUR 1,489



Oriflame is today one of the fastest growing beauty companies selling direct. **“WE ARE** present in more than 60 countries, of which we are the market leader in more than half. We offer a wide range of high-quality beauty products as well as a unique opportunity to join our sales force and start **YOUR OWN BUSINESS.”**

MAJOR PRODUCTS: Skin care, color cosmetics, fragrances, personal and hair care products, wellness and accessories.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Perfumania Holdings

35 SAWGRASS DRIVE, SUITE #2
BELLPORT, NY 11713
631-866-4100

[website](#)
[Financial Reports](#)

Net Sales
\$290,300

Perfumania Holdings, Inc is a large, independent, national, vertically integrated wholesale distributor and specialty retailer of perfumes and fragrances. We are a publicly-traded corporation whose common stock is traded on the NASDAQ Capital Market under the symbol "PERF". We operate five primary operating subsidiaries. They are: Perfumania, Perfumania.Com, Quality Fragrance Group, Scents of Worth, and Five Star Fragrances.

Perfumania is a leading specialty retailer offering a wide range of brand name and designer fragrances. Our chain of more than 350 retail stores selling fragrances at discounted prices are generally located in regional malls, manufacturers' outlet malls, lifestyle centers, airports and suburban strip shopping centers.

Perfumania.Com offers a selection of more popular products for sale over the Internet and serves as an alternative shopping experience for Perfumania retail customers.

Parlux has been acquired by Perfumania Holdings, Inc., a vertically integrated wholesale distributor and specialty retailer of fragrances and related products. The outstanding shares of Parlux common stock were converted into the right to receive cash and Perfumania common stock with an aggregate value of approximately \$118 million and Parlux became a wholly owned subsidiary of Perfumania. Parlux's common stock ceased trading on April 18, 2012.

Upon completion of the merger, Parlux directors Frederick E. Purches, Anthony D'Agostino, Esther Egozi Choukroun, Glenn Gopman and Robert Mitzman were elected to Perfumania's board of directors.

Mike Katz, Perfumania's president and chief executive officer, said, "We are pleased with the strong support that both Perfumania and Parlux shareholders gave this transaction and are excited about the opportunity to create additional value for our shareholders, vendors, customers and employees. The combination of Perfumania and Parlux is a major step toward building a more significant and financially stronger designer fragrance and beauty products company. Parlux brings a wealth of products and expertise as a licensee, manufacturer and international distributor."

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Perrigo

PERRIGO COMPANY CORPORATE OFFICE
515 EASTERN AVENUE
ALLEGAN, MICHIGAN 49010
TELEPHONE: (269) 673-8451

[website](#)
[Financial Reports](#)

Net Sales: \$3,173
CHC Sales: 1,275*

Perrigo Company is a leading global healthcare supplier that develops, manufactures and distributes over-the-counter (OTC) and prescription pharmaceuticals, nutritional products, active pharmaceutical ingredients (API) and consumer products. Perrigo is the world's largest manufacturer of OTC pharmaceutical products for the store brand market. Perrigo's primary markets and locations of manufacturing facilities are the United States, Israel, Mexico and the United Kingdom.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Pfizer

CORPORATE OFFICE:

1-212-733-2323

235 EAST 42ND STREET

NEW YORK, NY 10017

[website](#)

[Financial Reports](#)

Net Sales: \$58,986

CHC: \$3,212



WE HAVE A LEADING portfolio of products and medicines that support wellness and prevention, as well as treatment and cures for diseases across a broad range of therapeutic areas; and we have an industry-leading pipeline of promising new products that have the potential to challenge some of the most feared diseases of our time, like Alzheimer's **DISEASE AND CANCER.**

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Pierre Fabre

USA OFFICE:

9 CAMPUS DRIVE
PARSIPPANY, NJ 07054
USA
TEL: 973-647-1600
FAX: 973-898-6573
INFO@PFPHARMAUSA.COM

Corporate Headquarters:
36 rue du Docteur Schmitt
Saint Apollinaire, Rhône-Alpes
21850
France
Phone: 33 1 41 32 73 15
Fax: 33 1 47 53 38 64

[website](#)

Net Sales
\$1.3B

PIERRE FABRE GROUP, The third largest French pharmaceutical company, has made its Research & Development a key element for its differentiation and a driving force for its growth in the **MEDICAL FIELD**.

MAJOR PRODUCTS: Consumer and professional skin care and hair care products sold under brand names that include Avène, Ducray, A-Derma, Pierre Fabre Dermatology, Klorane, René Furterer, Elancyl and Galénic.

NEW PRODUCTS: Avène—Men's Care Shaving Essentials, High Protection Tinted Compact SPF 50. Galenic—Pur makeup removers, Milaya anti-aging skin care for mature skin; René Furterer—Tonucia anti-age hair treatment. Elancyl— Cellu Slim.

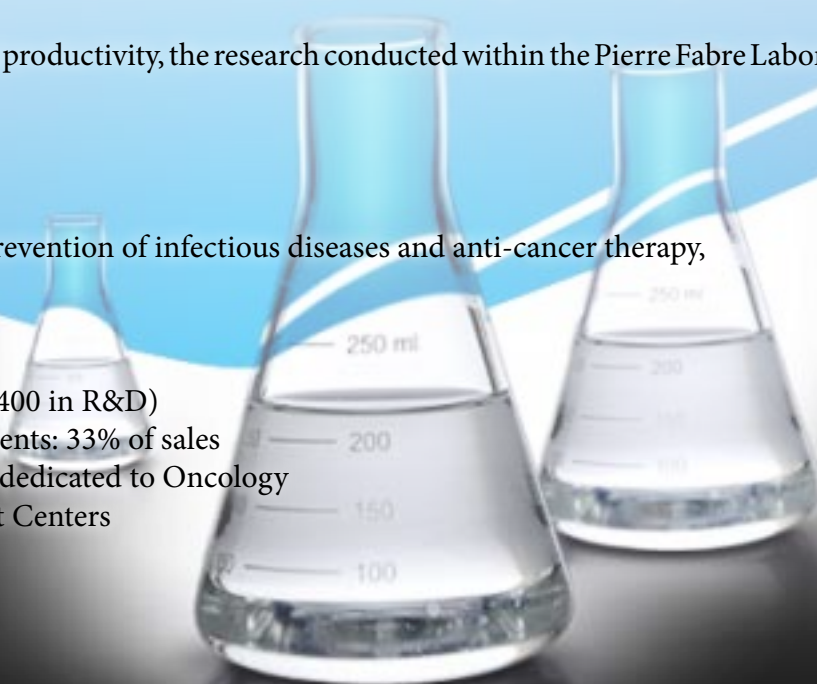
Based on a very active partnership policy, the Pierre Fabre Group concentrates its resources on research and development of original molecules, whether natural, chemical or biological for therapeutic uses.

With the focus on efficiency and productivity, the research conducted within the Pierre Fabre Laboratories concentrates on 5 strategic areas:

- oncology,
- central nervous system,
- cardio-vascular diseases,
- immunology applied to the prevention of infectious diseases and anti-cancer therapy,
- dermatology.

Pierre Fabre key figures:

- 9800 employees worldwide (1400 in R&D)
- Pharmaceutical R&D Investments: 33% of sales
- 50 % of R&D investments are dedicated to Oncology
- 12 Research and Development Centers
- 22 products in R&D
- 34 marketed drugs.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Pola Orbis

POLA GINZA BUILDING 1-7-7 GINZA
CHUO-KU
TOKYO 104-0061 JAPAN
TEL +81-3-3563-5517

[website](#)

[Financial Reports](#)

Net Sales
\$1.89B
180.87 billion yen



MAJOR PRODUCTS: Beauty and skin care products. Brands include Pola, Orbis, H2O Plus, Jurlique (acquisition), Three, PDC and Decencia.

NEW PRODUCTS: Pola—B.A. The Mask, White Shot SX; Orbis—Excellent Enrich; Jurlique—Vitabright KX, Rose Moisture Plus, Purely Sun-Defying Moisturizer.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Prestige Brands

PRESTIGE BRANDS HOLDINGS, INC.

90 NORTH BROADWAY

IRVINGTON, NY 10533

(914) 524-6800

[website](#)

[Financial Reports](#)

Net Sales: \$441.1M

CPG Sales: \$344*



PRESTIGE BRANDS, INC. MARKETS, SELLS AND DISTRIBUTES OVER-THE-COUNTER HEALTHCARE, HOUSEHOLD CLEANING PRODUCTS AND PERSONAL CARE PRODUCTS TO RETAIL OUTLETS IN THE US, CANADA, AND CERTAIN INTERNATIONAL MARKETS. PRESTIGE BRANDS OFFICES ARE LOCATED IN IRVINGTON, NY AND JACKSON, WY.

MAJOR PRODUCTS: Personal care, skin care, oral and OTC healthcare products including Chap-et Lip Balm, Cloverine, Debrox earwax remover, Dermoplast, Efferdent Denture Cleanser, Effergrip Denture Adhesive, Ezo denture, Gly-Oxide Oral Rinse, Kerodex, Kwellada-PLice Treatment, Remedies, New-Skin Liquid Bandage, New-Skin Scar Fade, Outgro, Oxipor Psoriasis Lotion, The Doctor's Night Guard. Household care products include Comet, Cinch and Spic and Span cleaners and Chore Boy scrubbing pads. The company also sells a number of GI-related medications and pain relievers for oral ingestion.

NEW PRODUCTS: Efferdent Power Clean Crystals, Comet Stainless Steel Cleaners, New-Skin Anti-Chafing Spray.

2012 ACQUISITIONS

In 2012, we acquired 17 brands, which we believe are key to our growth strategy in the OTC Healthcare category and complementary to our existing OTC Healthcare brands. On January 31, 2012, we completed the acquisition of 15 North American OTC Healthcare brands, including the related contracts, trademarks and inventory from GlaxoSmithKline plc ("GSK") and its affiliates (the "GSK Brands I") for \$615.0 million in cash, subject to a post-closing inventory and apportionment adjustment. The GSK Brands I include BC[®], Goody's[®] and Ecotrin[®] brands of pain relievers; Beano[®], Gaviscon[®], Phazyme[®], Tagamet[®] and Fiber Choice[®] gastrointestinal brands; and the Sominex[®] sleep aid brand. On March 30, 2012, we completed the acquisition of the Debrox[®] and Gly-Oxide[®] brands in the United States from GSK (the "GSK Brands II"), including the related contracts, trademarks and inventory, for \$45.0 million in cash, subject to a post-closing inventory adjustment.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Procter & Gamble

1 PROCTER & GAMBLE PLAZA
CINCINNATI, OH 45202
(513) 983-1100

[website](#)
[Financial Reports](#)

Net Sales
\$83,680

PRODUCTS AREAS: Beauty & Grooming, Household Care

MAJOR PRODUCTS: Beauty & Grooming: AP/Deo—Gillette, Old Spice and Secret; Bodywash & Soap—Camay, Gillette, Ivory, Olay, Old Spice and Safeguard; Colognes—Old Spice; Cosmetics—Cover Girl, Dolce & Gabbana, Max Factor; Hair Care—Aussie, Fekkai, Gillette, Head & Shoulders, Herbal Essences; Nioxin, Pantene, Pert, Rejoice, Sebastian, Vidal Sassoon and Wella; Hair Color—Clairol Professional, Fekkai, Natural Instincts, Nice 'n Easy, Wella; Oral Care—Crest, Oral-B, Scope; Prestige Fragrances—Anna Sui, Christina Aguilera, Dolce & Gabbana, Dunhill, Escada, Gucci, Hugo Boss, Lacoste, Naomi Campbell, Puma; Shaving—Braun, Fusion, Gillette, Mach3, Prestobarba/Blue, Venus; Skin Care—Braun, DDF, Gillette, Olay, Prestobarba/Blue, SK-II. Household: Air Freshener—Febreze; Dishwashing—Ariel, Cascade, Dawn, Joy; Cleaners—Bounty, Comet, Mr. Clean, Swiffer; Laundry—Ace, Bold, Bounce, Cheer, Downy, Dreft, Era, Febreze, Gain and Tide.

NEW PRODUCTS: Beauty & Grooming—Gillette Venus & Olay Razor, Oral-B Pro Expert; DDF Skin Evaluation System, Crest & Oral-B Pro-Health Clinical, SK-II Men Facial Treatment Essence, Crest Glamorous White, Head & Shoulders Fresh & Clean, Gillette Fusion ProGlide Styler, Gillette Fusion ProGlide & ProGlide Power, Olay Professional Pro-X Clear, Olay Hair Removal Duo. Household—Febreze Car Vent Clip, Cascade Complete Pacs, Ultra Dawn, Ariel with Micro Boosters, Tide Pods, Downy Unstopables, Ariel Touch of Lenor Fresh, Ultra Era.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

P u i g

Travessera de Gracia, 9
Barcelona 08021
Spain
Phone: 34 93 400 70 00

[website](#)

Net Sales
\$1.7B

MAJOR PRODUCTS:

Fragrances —Paco Rabanne, Comme De Garçons, Carolina Herrera, Nina Ricci, Prada, Antonio Banderas, Shakira, Agua Brava, Brummel, Pacha, Quorum, Sportman. Cosmetics—Vitesse, Payot. Toiletries—Heno De Pravia.

NEW PRODUCTS:

CH Men Sport, Valentina eau de parfum by Valentino with ancillaries (body oil, shower gel, lotion), Prada Infusion d'Iris Eau de Parfum Absolue.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

PZ Cussons

Manchester Business Park
3500 Aviator Way
Manchester
M22 5TG
Phone: 0161 435 1000

[website](#)

[Financial Reports](#)

Net Sales
\$1.309



PZ Cussons operates in Africa, Asia and Europe with its strategy built on four core principles.

Major Products: Personal care, toiletries beauty and hair care—Imperial Leather, Joy, Cussons Baby, Robb, Cussons Pure, Premier, Carex, Venus, Luksja, Original Source, Sanctuary Spa, Charles Worthington, St. Tropez, Fudge (acquisition). Household products—Morning Fresh, E, Radiant, Robb and Duck.

PZ Cussons Plc, a leading consumer products group in Europe, Asia and Africa, announces the exchange of contracts for the sale of its local Polish Home Care brands to Henkel. The Polish **Home Care** brands are being sold for a consideration of **£46.6m** in cash. Completion is subject to merger control clearances in Poland and Ukraine, processes that are anticipated to take approximately six months.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Reckitt Benckiser

Reckitt Benckiser plc
Turner House
103-105 Bath Road
Slough
Berkshire
SL1 3UH
UK
T +44 (0)1753 217800
F +44 (0)1753 217899

[website](#)

[Financial Reports](#)

Net Sales
\$12.1B



RB is a global force in household, health and personal care. Its 19 Powerbrands, in high growth categories, take a disproportionate share of RB's top end marketing investment. Powerbrands drive over 70% of growth. Innovations launched in the last 3 years generate around 30% net revenue.

Since 2004, RB has outperformed its peers in top and bottom line growth. With sales doubled in 10 years and market capitalisation quadrupled, RB's performance has proved to be a highly successful investment story.

2012

Reckitt Benckiser acquires nutritional supplement and vitamin company Schiff Nutrition.

MAJOR PRODUCTS: Household and personal care products. Brands include Vanish, Calgon, Woolite, Lysol, Dettol, Cillit Bang, Harpic, Air Wick, Mortein, Dettol, Veet, Clearasil.





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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Revlon

1525 Howe St.
Racine, WI 53403-5011
tel: 262-260-2000

[website](#)

[Financial Reports](#)

Net Sales
\$1,426

Revlon was founded in 1932, by Charles Revson and his brother Joseph, along with a chemist, Charles Lachman, who contributed the "L" in the REVLON name. Starting with a single product - a nail enamel unlike any before it - the three founders pooled their meager resources and developed a unique manufacturing process.

Revlon is a **global color cosmetics**, hair color, beauty tools, fragrances, skincare, anti-perspirant deodorants and beauty care products company whose vision is Glamour, Excitement and Innovation through high-quality products at affordable prices. Revlon® is one of the strongest consumer brand

franchises in the world. Revlon's **global brand portfolio** includes Revlon® color cosmetics, Almay® color cosmetics, SinfulColors® color cosmetics, Pure Ice™ color cosmetics, Revlon ColorSilk® hair color, Revlon® beauty tools, Charlie® fragrances, Mitchum® anti-perspirant deodorants, and Ultima II® and Gatineau® skincare.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Sanofi Aventis

US HEADQUARTER

55 CORPORATE DRIVE
BRIDGEWATER, NJ 08807
800-981-2491
Phone: +1 908 981 5560
Fax: +1 908 981 7870

Based in France:

54, rue La Boétie
75008 Paris, France
Phone: +33 (0)1 53 77 45 45
Fax: +33 (0)1 53 77 42 96

[website](#)

[Financial Reports](#)

Net Sales

\$45,566

EUR 34,947

Consumer Health Care: EUR 3,008

\$3,860

Sanofi, a diversified global healthcare leader, discovers, develops, and distributes therapeutic solutions to improve the lives of everyone. We work to prevent and treat the diseases that we know of today, as well as those we may face tomorrow. With nearly 100,000 dedicated professionals in more than **100 countries**, Sanofi is devoted to advancing healthcare around the world. Sanofi US, with headquarters in Bridgewater, New Jersey, along with our vaccines division, Sanofi Pasteur, employs more than **11,400 professionals** throughout the country.

SUBSIDIARIES

Sanofi Pasteur / Genzyme / Chattem / Merial / Zentiva



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Hunt Executive Search

2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Scentsy

3698 E. Lanark
Meridian, ID 83642
208 855 0617 PHONE
877 855 0617 TOLL FREE
208 888 4306 FAX

[website](#)

Net Sales
\$535
[private]

Scentsy Inc. is a candle warmer company founded in 2004, and based in Meridian, Idaho. The company offers various types of candle warmers, or wick-less candles. By eliminating the flame, Scentsy claims that they are safer than regular candles. The intent of these candle warmers is to release highly-scented fragrances that are mixed into bars of wax, without creating the obvious fire risk associated with the use of normal candles. Scentsy markets over 80 of its own brand of scented waxes for use in its warmers. It also markets scented room sprays, “scent circles” for use in passenger vehicles, travel tins, scented hand sanitizers, and a line of stuffed animals called Scentsy Buddies, which can be scented by inserting a “Scent Pak”.

In March 2012, alongside the release of the new Scentsy Spring/Summer 2012 Catalog, Scentsy launched a new product line: Layers by Scentsy, a personal and laundry care line that would allow Consultants and Customers to extend the Scentsy fragrance experience from their skin to their clothes.

In September 2012, Scentsy launched Sincerely Scent, a line of scented greeting cards that are completely customizable — even down to the Scentsy Favorites fragrance inside!



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Hunt Executive Search

2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

SC Johnson

1525 Howe St.
Racine, WI 53403-5011
tel: 262-260-2000

[website](#)

Net Sales
\$9,000*



Started in 1886 as a parquet flooring company, SC Johnson is one of the world's leading makers of household products like Pledge®, OFF®, Mr. Muscle® and Glade®

In 2011, SCJ reached some **key milestones:**

Achieved the 2011 goal to source 40% of the company's electricity from renewable sources. Using its patented Greenlist process, SC Johnson has continued to improve its products. Since 2001, the percent of "better" or "best" ingredients used in the company's products increased by 33 percentage points.

SC Johnson advocated for better chemical regulation and the need to modernize the 35-year-old chemical statute the Toxic Substances Control Act (TSCA) in the US.

Major Products: Household Care—Drano, Duck, Fantastik, Glade, Grab-it, Mr. Muscle, Nature's Source, Oust, Pledge, Scrubbing Bubbles, Shout, Vanish, Windex, Bayfresh, Caldrea, Mrs. Meyer's. Pest Control—Autan, Baygon, Off!, Raid. Floor Care—Armstrong, Brite, Future, SC Johnson Floor Wax; Auto Care—Grand Prix.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Scotts Miracle-Gro

14111 Scottslawn Road
Marysville, Ohio 43041
937-644-0011

[website](#)

[Financial Data](#)

Net Sales
\$2, 836

SCOTSMIRACLE-GRO is the world's leading provider of lawn products and services, with approximately \$3 billion in worldwide sales, we are the world's largest marketer of branded consumer products for lawn and garden care. As of September 30, 2011, we employed approximately 6,300 associates. During peak sales and production periods, this number increases as a result of seasonal and temporary labor.

IN THE U.S., Scotts®, Miracle-Gro® and Ortho® brands are market-leading in their categories, as is the consumer Roundup® brand, which is marketed in North America and most of Europe exclusively by Scotts and owned by Monsanto. **IN EUROPE**, brands include Weedol®, Pathclear®, Evergreen®, Levington®, Miracle-Gro®, KB®, Fertiligene® and Substral®. ScottsMiracle-Gro brands are sold through the world's leading home improvement retail companies and mass merchandisers. Other key channels include large hardware chain stores, independent hardware stores, garden centers, nurseries, greenhouses and food and drug stores. Additionally, we operate **SCOTTS LAWN SERVICE** in the United States, which provides professional lawn and landscape care to consumers in markets across the U.S.

The Scotts Company traces its roots to its founding by O.M. Scott in Marysville, Ohio, in 1868. In 1995, Scotts and Stern's Miracle-Gro Products, Inc., which was formed on Long Island, New York, by Horace Hagedorn and Otto Stern in 1951, merged to create The Scotts Miracle-Gro Company, which is an **OHIO CORPORATION**.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Sealed Air

Corporate Headquarters

Sealed Air Corporation
200 Riverfront Boulevard
Elmwood Park
New Jersey 07407 USA
1-201-791-7600

[website](#)

Net Sales
\$7.6B

[Financial Reports](#)



Today, **Sealed Air** is the global leader in food safety and security, facilities hygiene, and product protection. “Customers all over the world look to us for global infrastructure, expertise, inventive culture and sustainable practices.”

Diversey is a leading brand of sustainable cleaning, sanitation and hygiene solutions.

Net sales for 2012 totaled **\$7.6 billion**. Net sales increased 37.8% over 2011, including a 38.2% increase from the Diversey acquisition, a 2.3% increase in organic sales, offset by 2.7% unfavorable currency translation. Compared to pro forma 2011, net sales declined 1.7% from 3.6% unfavorable currency translation, offset by 1.8% organic growth, including a 0.8% volume increase from expansion in Developing Regions, partially offset by ongoing weakness in Europe.

Sealed Air is a global leader in food safety and security, facility hygiene and product protection. With widely recognized and inventive brands such as Bubble Wrap® brand cushioning, Cryovac® brand food packaging solutions and Diversey™ brand cleaning and hygiene solutions, Sealed Air offers efficient and sustainable solutions that create business value for customers, enhance the quality of life for consumers and provide a cleaner and healthier environment for future generations. Sealed Air generated revenue of approximately \$7.6

billion in 2012, and has approximately 25,000 employees who serve customers in **175 countries**.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Seventh Generation

Seventh Generation
60 Lake Street
Burlington, VT 05401
Phone
1-800-456-1191 | toll free
1-802-658-3773 | local
Fax
1-802-658-1771

[website](#)



Net Sales
\$165*
[private]



Seventh Generation is the nation's leading brand of household and personal care products that help protect human health and the environment. Established in 1988, the Burlington, Vermont based company remains an independent, privately-held company distributing products to natural food stores, supermarkets, mass merchants, and online retailers across the United States and Canada.

Major Products: Natural 4X Laundry Detergent, Natural Dish Liquid, Free & Clear Baby Diapers & Wipes.

New Products: Natural Oxy Stain Remover, Natural Laundry Stain Remover, Wee Generation Baby Personal Care Line, Free & Clear Overnights and Training Pants. To be launched: Natural Personal Care line, Natural Monodose laundry, Natural Hand Care Dish Liquid and Natural Specialty Spray cleaners.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Shaklee

4747 Willow Rd
Pleasanton, CA 94588
(925) 924-2000

[website](#)

Net Sales
\$515

Shaklee manufactures its products and distributes them through its website and more than **750,000 representatives** in North America and Asia. The company is known for its green products and social responsibility efforts.

Divisions: healthy nutrition, healthy weight, healthy home, healthy beauty



NATURALLY SAFE,
PROVEN EFFECTIVE



ALWAYS GREEN



ALWAYS WORKS



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ALWAYS SAFE



Hunt Executive Search

2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Shiseido

Head Office
5-5, Ginza 7-chome, Chuo-ku
Tokyo 104-0061, Japan
Tel: +81-3-3572-5111

[website](#)

Net Sales
\$8.6B



Since Shiseido was founded as Japan's first Western-style pharmacy in Tokyo's Ginza district in 1872, Shiseido Group has expanded its business not only in the cosmetics but also in various domains and has led the Japanese cosmetics and culture for over **140 years.**

With the creation of beauty and wellness as a mission, Shiseido Group is a multi-brand company which operates its businesses over the world including Europe, United States and Asia.

Major Products: Skin care, color cosmetics, sun care, fragrances and toiletries. Brand names include Shiseido, Clé de Peau Beauté, Za, Tsubaki, Senka, Jean Paul Gaultier, Elixir Superieur, Maquillage and Bare Escentuals.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Sisley

16, avenue George V
F-75008 Paris, France
Tel: +33 01 49 52 35 00

Sisley USA
7 Renaissance Square
Third Floor
White Plains NY 10601, USA
Tel: +1 914 251-0032

[website](#)

Net Sales
\$768.7
[family-owned]

SISLEY is a French company that creates and distributes skincare and make-up products, along with very fine perfumes.

The d'Ornano family has been specialised in the creation of cosmetics for three generations and has created several world-renowned brands.

Sisley, **A FRENCH BRAND**, is one of the world leaders in luxury cosmetics and boasts one of the strongest growth rates in the industry. Sisley products are marketed in over 80 countries on all five continents. Sisley controls the major part of its distribution through a network of around thirty subsidiaries, with over 80 percent of its revenues generated from exports.



The majority of Sisley's products are manufactured in France, mainly in its Blois plant, while its Research and Development laboratories are located just **OUTSIDE PARIS**.

SISLEY has always insisted on its products being available from outlets that provide their clients with advice and best-of-kind service. The brand is present in the world's finest department stores, perfumeries and beauty institutes. It maintains a strong relationship with its retailers and trains its sales staff to the highest standards in order to ensure satisfaction for the men and women who use or wish **TO DISCOVER THE PRODUCTS**.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Spartan Chemical

1110 Spartan Drive
Maumee, OH 43537-0110
Phone: (419) 531-5551
Fax: (419) 536-8423

[website](#)

Net Sales
\$164*
[private]



Spartan Chemical Company, Inc., with corporate headquarters, manufacturing and distribution facilities in Maumee, Ohio, is an international manufacturer of chemical specialty maintenance products.

MAJOR PRODUCTS: Chemical specialty maintenance products including a complete line of environmentally preferable products; bio-based products; products for disinfecting and sanitizing, hard floor care, carpet care, restroom care; hand cleaners; deodorants. Brands include Green Solutions, Clean by Peroxy, Biorenewables, Consume and Clothesline Fresh.

Building Service Contractors

Strategic and Sustainable Solutions for BSCs.



Laundry Programs

Check out our Clothesline Fresh Laundry Products!



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Spectrum Brands

601 Rayovac Dr
Madison, WI 53711
(608) 275-3340

[website](#)
[Financial Reports](#)

Net Sales
\$3,25B

SPECTRUM BRANDS HOLDINGS, a member of the Russell 2000 Index, is a global and diversified consumer products company and a leading supplier of consumer batteries, residential locksets, residential builders' hardware and faucets, shaving and grooming products, personal care products, small household appliances, specialty pet supplies, lawn and garden and home pest control products, and personal insect repellents. Helping to meet the needs of consumers worldwide, our Company offers a broad portfolio of market-leading, well-known and widely trusted brands including Rayovac®, Kwikset®, Weiser®, Baldwin®, National Hardware®, Pfister®, Remington®, Varta®, George Foreman®, Black & Decker®, Toastmaster®, Farberware®, Tetra®, Marineland®, Nature's Miracle®, Dingo®, 8-in-1®, FURminator®, Littermaid®, Spectracide®, Cutter®, Repel®, Hot Shot® and Black Flag®. Spectrum Brands' products are sold by the world's top 25 retailers and are available in more than one million stores in approximately 140 countries. Spectrum Brands Holdings generated net sales of approximately \$3.25 billion in fiscal 2012. On a pro forma basis following our Company's December 2012 acquisition of the Hardware & Home Improvement Group (HHI) from Stanley Black & Decker, Spectrum Brands had net sales of more than \$4 billion for fiscal 2012. Headquartered in Madison, Wisconsin, our Company has approximately 12,000 employees in **55 COUNTRIES**.

DIVISIONS: Global Batteries & Appliances / Hardware & Home Improvement / United Industries / United Pet Group



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

State Industrial

5915 Landerbrook Drive
Suite 300
Mayfield Heights, OH 44124
1.877.747.6986

[website](#)

Net Sales
\$115*
[private]

Since 1911, **State Industrial Products** has helped customers "Care for Work Environments"®. Everyone at State Industrial is focused on helping customers enhance building environments and improve equipment productivity. All around North America, State Industrial's products are hard at work for in every industry imaginable. With market leading drain maintenance and air care programs combined with innovative cleaning systems, maintenance supplies and auxiliary programs, **State Industrial Products' customers** of all sizes benefit from the best facility management products.

Major Products: Drain care, air enhancement, water treatment and water management, personal care, floor care, cleaning and disinfection, grounds care, and the Ecolution line of environmentally-preferred Green Seal and Ecologo certified products. Major dispensing systems include the Fragrance Factory Air Enhancement System, the Soap Factory Hand Care System, the 24/7 Automatic Drain Care System, the SuperCool Cooling Water Treatment System and the 1-Solution Dilution System.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Sun Products

Sun Products Corporate Office
60 Danbury Road
Wilton, CT 06897
203-254-6700

[website](#)



Net Sales
\$2,000*
[private]



Major Products: Fabric and dish care products including All, Wisk, Snuggle, Sunlight and Sun brands. Also, a small number of personal care brands sold under the White Rain label.

Headquartered in Wilton, Connecticut, Sun Products is a leading North American provider of laundry detergent, fabric softeners, dish care and other household products, with annual net sales of \$2 billion. Sun Products was formed in September 2008 from the combination of Unilever's North American fabric care business and Huish Detergents, Inc., a leading manufacturer of retailer brand laundry and dish products. The Company's portfolio of products are sold under well-known national brands that include Wisk®, all®, Snuggle®, Surf®, Sun, Cuddlesoft®, and Sunlight®. The Company also serves as a manufacturer and marketing partner to many of North America's leading mass merchandisers, warehouse clubs, and food, drug and dollar retailers, with a store brand portfolio that includes liquid and powder laundry detergent, liquid fabric softener, dryer sheets, and hand- and auto-dish products. Though a relatively new company, Sun Products enjoys a strong legacy and a history rich in innovation.

Sun Products' Wisk, all, Surf, Sunlight and Snuggle brands were acquired from Unilever when it divested its North American laundry detergents unit in 2008. Each of these brands has made its own mark on the history of laundry - from Wisk which introduced both the first liquid laundry detergent and the first high-efficiency detergent - to 'all which introduced the first nationally-distributed condensed liquid detergent with its 3x formula.

Huish Detergents was founded in 1975 by Dan Huish after he researched possible detergent formulations and made his first batch of laundry detergent in a cement mixer. He quickly grew his business from small grocery stores and private businesses to developing strong relationships with major retailers. Huish Detergents went on to become the largest manufacturer of retailer-branded dish soaps, laundry detergents and fabric softeners in North America.

In addition to its vast line of retail brands, the business also introduced national laundry brands Sun® and Cuddlesoft®, and dish detergent Sun®. All of these brands remain part of the Sun Products family of products today.

In an effort to reunite the trademark and consolidate the laundry and dish care businesses under single ownership across North America, Sun Products acquired the U.S. and Canadian Sunlight®-branded hand and machine dish care business in early 2010.



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Sunstar

Route de Pallatex 15
1163 Etoy, Switzerland
Phone: 0041-21-821-0500

BDU UNIT

(For distributors, inquires about sales etc.)

Phone: 0041-21-821-0632

email: <mailto:bdu@ch.sunstar.com>

[website](#)

Net Sales

\$1,394



SUNSTAR is a leading global company in the Mouth & Body Care field, a major presence in the Health & Beauty Care and the Environment & Amenity business fields, and a world-leader in the Safety Support & High Technology field.

During the past eight decades, Sunstar and its Group companies have grown to become a global enterprise with annual sales of over **CHF 1,258 MILLION.**

MAJOR PRODUCTS: Oral care products sold under the Gum and Butler brand names, and personal care products including hair care and skin care (Equitence).



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Thirty-One Gifts

3425 Morse Crossing
Columbus, OH 43219
1-866-GIFTS31

[website](#)

Net Sales
\$482

Founded upon the principles of **PROVERBS 31**, Thirty-One Gifts offers handbags, fashion accessories, totes and organization solutions. The company celebrates, encourages and rewards women by offering quality products and an outstanding opportunity to become **SUCCESSFUL BUSINESS OWNERS**.



PRODUCTS: Clothing and accessories, home care

MARKETS: 1

SALESPEOPLE: 71,400

EMPLOYEES: 1,891





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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Tupperware

14901 S. Orange Blossom Trail
Orlando, FL, 32837
407.826.5050

[website](#)

[Financial Reports](#)

Net Sales: \$2,583

\$676M for cosmetics



TUPPERWARE BRANDS Corporation is a global direct seller of innovative, premium products across multiple brands and categories through an independent sales force of over **2 MILLION**. Product brands and categories include design-centric preparation, storage and serving solutions for the kitchen and home through the **TUPPERWARE** brand and beauty and personal care products through its Avroy Shlain, BeautiControl, Fuller, NaturCare, Nutrimetics, and Nuvo.

MAJOR PRODUCTS: Beauty and personal care products including Armand Dupree, Avroy Shlain, BeautiControl, Fuller, NaturCare, Nutrimetics, Nuvo, Swissgarde.





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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Turtle Wax

Turtle Wax, Inc.
P.O. Box 247
Westmont, Il 60559-0247
Toll Free: 1-800-Turtle Wax

[website](#)

Net Sales
\$158*

Eastern Canada
(Ontario, Quebec)
905-470-6665

Western Canada
(Manitoba, Alberta, British Columbia)
204-334-6797



MAJOR PRODUCTS: Automotive care products such as waxes, polishes and washes.

NEW PRODUCTS: Improved ICE Car Wash, Liquid Wax and ICE Spray Wax.

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Unilever

Unilever House
100 Victoria Embankment
London EC4Y 0DY
United Kingdom
T +44 (0)20 7822 5252
F +44 (0)20 7822 5951

[website](#)
[Financial Reports](#)

Net Sales
\$65.9B
EUR 51.3B
Personal Care EUR 18.1B
\$23.25B
Home Care EUR 9.1B
\$11.69B
Total Non-Food Sales: \$44.87

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MAJOR PRODUCTS: Personal Care—Axe/Lynx, Dove, Lifebuoy, Pond's, Rexona, Signal, Close-Up, Sunsilk, Lux, Vaseline, Tigi. Household Care—Persil/Omo, Cif, Comfort, Domestos, Sunlight, Omo, Radiant, Surf, Snuggle.

“OUR PREDICTION that 2012 would be another challenging year for the global economy turned out to be accurate. We saw continued volatility in the world's markets resulting in commodity cost rises significantly in excess of expectations. The threat of the world's largest economy going over a 'fiscal cliff' and the euro crisis added uncertainty and undermined fragile **CONSUMER CONFIDENCE”**

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

USANA Health Sciences

3838 West Parkway Boulevard
Salt Lake City, UT 84120
Phone 801-954-7100

[website](#)
[Financial Reports](#)

Net Sales
\$648,726

USANA HEALTH SCIENCES develops and provides the highest-quality, science-based health products, distributed internationally through network marketing, creating a rewarding, financial opportunity for independent Associates, shareholders and employees.

USANA develops and manufactures high-quality nutritional, personal care, and weight-management products that are sold directly to **ASSOCIATES AND PREFERRED CUSTOMERS** throughout the United States, Canada, Australia, New Zealand, Hong Kong, Japan, Taiwan, South Korea, Singapore, Mexico, Malaysia, the Philippines, the Netherlands, the United Kingdom, Thailand, France and Belgium. Additionally, USANA's wholly-owned subsidiary, BabyCare, Ltd., operates a direct selling business in **CHINA**.

Creating
Quality

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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Vorwerk

Publication: Vorwerk & Co. KG,
Mühlenweg 17 – 37
42270 Wuppertal Germany
+49 202 564-1247

[website](#)

[Financial Reports](#)

Net Sales

\$3,080*

EUR 2,367

Vorwerk – as one of the leading direct selling companies worldwide – offers high-quality products, recognized sales systems and a fair approach towards self-employed advisers and customers.

In 1883, the brothers Carl and Adolf Vorwerk founded the carpet factory Barmer Teppichfabrik Vorwerk & Co. in Wuppertal. Since then, Vorwerk has developed into a highly diversified, international corporate group.

The Vorwerk Group now operates in 76 countries around the globe; ten more than in the previous year.

THE VORWERK GROUP COMPRISED THE FOLLOWING BUSINESS SEGMENTS IN THE YEAR 2011:

Direct Sales, Kobold / Direct Sales, Thermomix / Direct Sales, JAFRA Cosmetics / Direct Sales, Lux Asia Pacific / Vorwerk Engineering / akf group / Vorwerk Carpets / HECTAS*





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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

WD - 40

P.O. Box 80607
San Diego, CA 92138-0607
USA
Phone: +1-888-324-7596

[website](#)

[Financial Reports](#)

Net Sales
\$342.8

WD-40 Company is a global consumer products company with brands that deliver above expectation performance at extremely good value to end users who buy in a variety of trade channels.

WD-40 Company produces **the lubricants** WD-40®, BLUE WORKS® and 3-IN-ONE® Oil, the Lava® and Solvol® brands of heavy-duty hand cleaners, X-14® and 2000 Flushes® toilet bowl cleaners, X-14® bathroom cleaners, Carpet Fresh® and no vac® carpet and room odor eliminators, Spot Shot® instant carpet stain remover, and 1001® specialty carpet care products.

WD-40 Company Locations Worldwide

Canada
Latin America
Europe
Middle East
Africa
Asia Pacific



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Yanbal International

Calle Los Sauces 374 Edificio
Torre Roja San Isidro, Lima
Lima 27 Peru
Phone: 51-1-513-4000

[website](#)

Net Sales
\$720
[private]

YANBAL INTERNATIONAL was founded in Peru and sells skin care, cosmetics, personal-care products, fragrances and custom jewelry through its catalogs and beauty consultants.

Yanbal is a privately held company which claims to have provided over 350,000 women with business opportunities. The company's founder, J. Fernando Belmont, created Yanbal with the vision of providing Latin American women with the opportunity to improve themselves and their situation. Yanbal was founded in Peru in 1967, and now boasts offices in Bolivia, Colombia, Ecuador, Spain, Guatemala, Mexico, and Venezuela. The Peru operation is now called **UNIQUE**.

Although the company has a design facility in New York and a research and development center in Fort Lauderdale-Miami, it has no marketing presence in the **UNITED STATES**.

YANBAL PRODUCTS

Yanbal carries five types of products: Jewelry, Fragrance, Makeup, Personal Care, and Facial Care. Although the majority of the products and business is centered around women, they also carry a few items for men, children, and babies.

JEWELRY

Categories include Sophisticated, Modern, Youthful, and Bridal.

FRAGRANCE

Women's Categories: Sensual, Romantic, Elegant, Casual. For Men: Adventurous, Elegant, Sensual, Executive, and Sporty. Youthful Categories: Romantic, Casual, Sporty.

MAKEUP

Yanbal offers makeup for Eyes and Brows, Face, Lips, and Nails.

PERSONAL CARE

Sun Protection, Lotions and Scrubs, Scents, Deodorants, For Children and For Babies

FACIAL CARE

Basic Care (Cleansers, Toners, Moisturizers), Complementary Care (Makeup Removers, Exfoliants, Facial Masks), Anti-aging, and Problem-Solution (for wrinkles, under eye circles, skin firming, etc.)

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CONSUMER PACKAGED GOODS COMPANIES

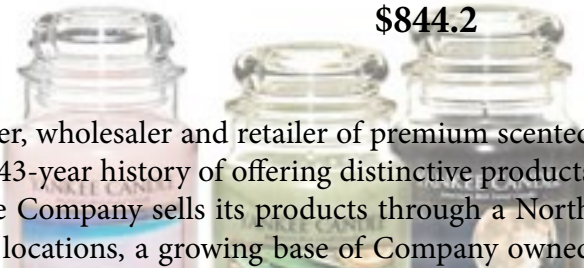
Yankee Candle

16 Yankee Candle Way
(S Deerfield Bypass)
South Deerfield, MA 01373
413.665.8306

[website](#)

[Financial Reports](#)

Net Sales
\$844.2



The Yankee Candle Company, Inc. is the leading designer, manufacturer, wholesaler and retailer of premium scented candles, based on sales, in the giftware industry. Yankee Candle has a 43-year history of offering distinctive products and marketing them as affordable luxuries and consumable gifts. The Company sells its products through a North American wholesale customer network of approximately 27,800 store locations, a growing base of Company owned and operated retail stores (568 Yankee Candle Stores located in 46 states and 1 province in Canada as of December 29, 2012), direct mail catalogs, and its Internet website. Outside of North America, the Company sells its products primarily through its subsidiary, Yankee Candle Company (Europe), Ltd., which has an international wholesale customer network of approximately 5,900 store locations and distributors covering a combined 55 countries.

MAJOR PRODUCTS: Yankee Candle fragrance brands—Housewarmer, Home Classics, Simply Home and Aroma Therapy Spa which all include an assortment of candles, home fragrance and small space solutions; Yankee Candle needs-based brands—Good Air and Conceal; candle accessories; candle care products.

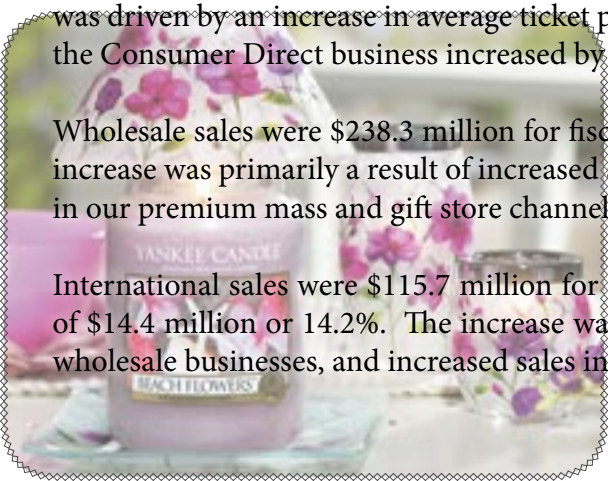
FISCAL 2012 SEGMENT HIGHLIGHTS:

Retail sales were \$490.2 million for fiscal year 2012, an increase of \$41.1 million or 9.1% over the prior year, driven primarily by increased sales in our Consumer Direct business, increased comparable store sales, sales from new store openings that have not entered the comparative store base and increased sales of 8.6% in our Fundraising division.

Total Retail comparable sales, including the Consumer Direct business, increased by 5.9% compared to the prior fiscal year. Comparable store sales in the 542 Yankee Candle retail stores, including the South Deerfield and Williamsburg flagship stores that have been open for more than one year increased by 2.5%. The increase in comparable store sales was driven by an increase in average ticket price of 6.1% offset by decreased transactions of 3.6%. Comparable sales in the Consumer Direct business increased by 38.1% over the prior year.

Wholesale sales were \$238.3 million for fiscal year 2012, an increase of \$3.0 million or 1.3% from the prior year. The increase was primarily a result of increased sales to our "All Other" channel, and was partially offset by decreased sales in our premium mass and gift store channels.

International sales were \$115.7 million for fiscal year 2012 compared to \$101.3 million in the prior year, an increase of \$14.4 million or 14.2%. The increase was driven primarily by sales growth in our United Kingdom and European wholesale businesses, and increased sales in our retail concession business.





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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Yves Rocher

La Croix des Archers
La Gacilly, Brittany 56201
France

[website](#)

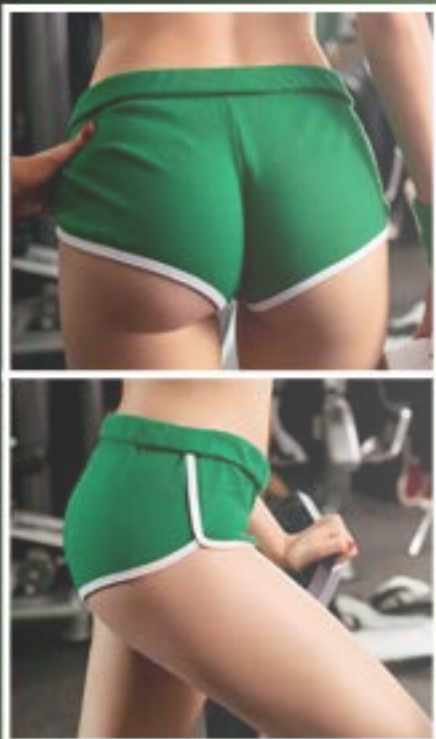
Net Sales
\$1,700*

Phone: 33 2 99 08 29 29
Fax: 33 2 99 08 28 28

Yves Rocher founded Yves Rocher SA in 1958. Mr. Rocher has harnessed his knowledge of plants to create powerful beauty products.

MAJOR PRODUCTS: Skin care and cosmetics. Brands include Yves Rocher, Petit Bateau, Stanhome, Dr Pierre Ricaud, Daniel Jouvance, Kiotis and ID Parfums.

NEW PRODUCTS: Deep Wrinkle Expert Care Day-Night, On-Target Filler Eye Wrinkle Solution, Face & Body Comfort Cream, Pure System (daily exfoliating cleanser, clarifying toner, stop blemish lotion, pore clearing mask, blemish corrector, pure system cleansing duo and pore clearing mask), Restorative Lip Balm with shea butter, Moisturizing Lip Balm with grape extract.



Body
Prog
FOR A SM
TONED LO

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Hunt Executive Search

2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

Zep

1310 Seaboard Industrial Blvd.
NW, Atlanta, GA 30318
404-352-1680
1-877-I BUY ZEP (customer service)
404-603-7958 (fax)
email: webmaster@zep.com

[website](#)

[Financial Reports](#)

Net Sales
\$653,500



Zep Inc. is a leading producer and marketer of a wide range of high-efficacy maintenance and cleaning solutions for commercial, industrial, institutional, and consumer end-markets. The breadth of the Zep product portfolio provides customized, superior cleaning and maintenance solutions to a broad customer base – more than 200,000 worldwide – including manufacturers, food processors and preparers, restaurants, hospitals, schools, municipalities, government organizations, hotels and car washes. Zep deploys these industry-leading products and services through a variety of methods tailored to fulfill the unique business objectives of our customers.

MAJOR PRODUCTS: I&I cleaners. Brands include Zep, Zep Commercial, Zep Professional, Enforcer, National Chemical and Selig; Misty, i-Chem, Next Dimension (acquisition), TimeMist, TimeWick, MicrobeMax, CountryVet, Niagara National.

ENVIROEDGE



BIKE SPIRITS



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2013 TOP 100

CONSUMER PACKAGED GOODS COMPANIES

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Background text collage including: STEE LADE, LAB, MENKEL, KOE, CHATTEN, SPECTRUM BRANDS, LORNAMEAD, L'Occitane, SHISEIDO, MURAD, STATE INDUSTRIAL, SPARTAN CHEMICAL, GUTHY-RENKER, HELEN OF TROY, ENERGIZER, SEVENTH GENERATION, CHURCH & DWIGHT, DIVERSEY.

Background text collage including: ALCON LABORATORIES, NOVARTIS CHANEL, NATURA CLARINS, ORIFLAMME, PZ CUSSENS, MCBRIDE ZEP, LORNAMEAD, TUPPERWARE, MANDOM, AVON PRODUCTS, POLA, JAPRA.

Background text collage including: SHISEIDO, MURAD, STATE INDUSTRIAL, SPARTAN CHEMICAL, GUTHY-RENKER, HELEN OF TROY, ENERGIZER, SEVENTH GENERATION, CHURCH & DWIGHT, DIVERSEY, L'Occitane, SHISEIDO, MURAD, STATE INDUSTRIAL, SPARTAN CHEMICAL, GUTHY-RENKER, HELEN OF TROY, ENERGIZER, SEVENTH GENERATION, CHURCH & DWIGHT, DIVERSEY.

Cosmetics giant L'Oreal booked a 12.4% rise in revenue in China last year, down from 18% in 2011... LATEST NEWS

2013 TOP GLOBAL CONSUMER PACKAGED GOODS COMPANIES SALES, MAJOR PRODUCTS, NEW PRODUCTS, COMMENTS, ANNUAL REPORTS... household, personal care and oral care products