## TOP 100 GLOBAL CONSUMER PACKAGED GOODS COMPANIES
### (NON FOOD/BEVERAGE**)

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Headquarters</th>
<th>2008 Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Procter &amp; Gamble</td>
<td>Cincinnati, OH</td>
<td>$65 Billion</td>
</tr>
<tr>
<td>2. Unilever</td>
<td>United Kingdom</td>
<td>$27.3 Billion</td>
</tr>
<tr>
<td>3. L'Oréal</td>
<td>Clichy, France</td>
<td>$25.8 Billion</td>
</tr>
<tr>
<td>4. Kimberly-Clark Corp.</td>
<td>Dallas, TX</td>
<td>$19.4 Billion</td>
</tr>
<tr>
<td>5. Colgate-Palmolive</td>
<td>New York, NY</td>
<td>$15.33 Billion</td>
</tr>
<tr>
<td>6. Reckitt Benckiser</td>
<td>Berkshire, United Kingdom</td>
<td>$11.2 Billion</td>
</tr>
<tr>
<td>7. Avon Products, Inc.</td>
<td>New York, NY</td>
<td>$10.69 Billion</td>
</tr>
<tr>
<td>8. Henkel</td>
<td>Düsseldorf, Germany</td>
<td>$10.5 Billion</td>
</tr>
<tr>
<td>9. Kao</td>
<td>Tokyo, Japan</td>
<td>$10.5 Billion</td>
</tr>
<tr>
<td>10. S.C. Johnson</td>
<td>Racine, WI</td>
<td>$8 Billion</td>
</tr>
<tr>
<td>11. Estee Lauder</td>
<td>New York, NY</td>
<td>$7.91 Billion</td>
</tr>
<tr>
<td>12. Beiersdorf</td>
<td>Hamburg, Germany</td>
<td>$7.5 Billion</td>
</tr>
<tr>
<td>14. Shiseido</td>
<td>Tokyo, Japan</td>
<td>$6.9 Billion</td>
</tr>
<tr>
<td>15. Amway</td>
<td>Ada, MI</td>
<td>$6.5 Billion</td>
</tr>
<tr>
<td>16. Alcon Laboratories, Inc.</td>
<td>Huneberg, Switzerland</td>
<td>$6.29 Billion</td>
</tr>
<tr>
<td>18. Allergan</td>
<td>Irvine, CA</td>
<td>$4.33 Billion</td>
</tr>
<tr>
<td>19. LVMH</td>
<td>Paris, France</td>
<td>$4.2 Billion</td>
</tr>
<tr>
<td>20. Coty</td>
<td>New York, NY</td>
<td>$4 Billion</td>
</tr>
<tr>
<td>21. Liz Claiborne</td>
<td>New York, NY</td>
<td>$4* Billion</td>
</tr>
<tr>
<td>22. Wyeth Consumer Healthcare</td>
<td>Madison, NJ</td>
<td>$4* Billion</td>
</tr>
<tr>
<td>23. Bayer Consumer Health</td>
<td>Morristown, NJ</td>
<td>$3.95 Billion</td>
</tr>
<tr>
<td>24. Nestle Health Care Nutrition</td>
<td>Glendale, CA</td>
<td>$3.9 Billion</td>
</tr>
<tr>
<td>25. Chanel</td>
<td>Neuilly sur Seine, France</td>
<td>$3.3 Billion</td>
</tr>
<tr>
<td>26. Johnson Diverse</td>
<td>Sturtevant, WI</td>
<td>$3.3 Billion</td>
</tr>
<tr>
<td>27. Novartis Consumer Healthcare-OTC</td>
<td>Parsippany, NJ</td>
<td>$3 Billion</td>
</tr>
<tr>
<td>28. Scotts Miracle-Gro Co.</td>
<td>Marysville, OH</td>
<td>$2.98 Billion</td>
</tr>
<tr>
<td>29. Bausch &amp; Lomb</td>
<td>Rochester, NY</td>
<td>$2.92 Billion</td>
</tr>
</tbody>
</table>
# Top 100 Global Consumer Packaged Goods Companies

**Non Food/Beverage**

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Headquarters</th>
<th>2008 Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>30. Lion</td>
<td>Tokyo, Japan</td>
<td>$2.9 Billion</td>
</tr>
<tr>
<td>31. Mead Johnson Nutritionals</td>
<td>Evansville, IN</td>
<td>$2.9 Billion</td>
</tr>
<tr>
<td>32. Limited Brands</td>
<td>Columbus, OH</td>
<td>$2.7 Billion</td>
</tr>
<tr>
<td>33. Natura</td>
<td>Brazil</td>
<td>$2.7 Billion</td>
</tr>
<tr>
<td>34. Spectrum Brands</td>
<td>Atlanta, GA</td>
<td>$2.7 Billion</td>
</tr>
<tr>
<td>35. Mary Kay</td>
<td>Dallas, TX</td>
<td>$2.6 Billion</td>
</tr>
<tr>
<td>36. Clorox</td>
<td>Oakland, CA</td>
<td>$2.5 Billion</td>
</tr>
<tr>
<td>37. Yves Rocher</td>
<td>France</td>
<td>$2.5 Billion</td>
</tr>
<tr>
<td>38. Sara Lee</td>
<td>Chicago, IL</td>
<td>$2.3 Billion</td>
</tr>
<tr>
<td>39. GlaxoSmithKline</td>
<td>Brentford, United Kingdom</td>
<td>$2.2 Billion</td>
</tr>
<tr>
<td>40. Sun Products</td>
<td>Wilton, CT</td>
<td>$2.1 Billion</td>
</tr>
<tr>
<td>41. Church &amp; Dwight</td>
<td>Princeton, NJ</td>
<td>$1.9 Billion</td>
</tr>
<tr>
<td>42. Kose</td>
<td>Tokyo, Japan</td>
<td>$1.8 Billion</td>
</tr>
<tr>
<td>43. Central Garden &amp; Pet Co.</td>
<td>Walnut Creek, CA</td>
<td>$1.7 Billion</td>
</tr>
<tr>
<td>44. Oriflame</td>
<td>Sweden</td>
<td>$1.7 Billion</td>
</tr>
<tr>
<td>45. Clarins</td>
<td>Neuilly sur Seine, France</td>
<td>$1.5 Billion</td>
</tr>
<tr>
<td>46. Puig</td>
<td>Barcelona, Spain</td>
<td>$1.43 Billion</td>
</tr>
<tr>
<td>47. Amore Pacific</td>
<td>Seoul, South Korea</td>
<td>$1.42 Billion</td>
</tr>
<tr>
<td>48. Alberto-Culver Co.</td>
<td>Melrose Park, IL</td>
<td>$1.4 Billion</td>
</tr>
<tr>
<td>49. Perrigo</td>
<td>Allegan, MI</td>
<td>$1.4 Billion</td>
</tr>
<tr>
<td>50. Guthy-Renker</td>
<td>Palm Desert, CA</td>
<td>$1.3 Billion</td>
</tr>
<tr>
<td>51. Revlon</td>
<td>New York, NY</td>
<td>$1.3 Billion</td>
</tr>
<tr>
<td>52. LG</td>
<td>Seoul, South Korea</td>
<td>$1.26 Billion</td>
</tr>
<tr>
<td>53. Pierre Fabre</td>
<td>Paris, France</td>
<td>$1.2 Billion</td>
</tr>
<tr>
<td>54. Elizabeth Arden</td>
<td>Miramar, FL</td>
<td>$1.14 Billion</td>
</tr>
<tr>
<td>55. Bolton Group</td>
<td>Amsterdam, The Netherlands</td>
<td>$1.1 Billion</td>
</tr>
<tr>
<td>56. Blyth</td>
<td>Greenwich, CT</td>
<td>$1.05 Billion</td>
</tr>
<tr>
<td>57. Ciba Vision Corporation</td>
<td>Duluth, GA</td>
<td>$1.04 Billion</td>
</tr>
<tr>
<td>58. Pola</td>
<td>Tokyo, Japan</td>
<td>$986 Million</td>
</tr>
</tbody>
</table>
## Top 100 Global Consumer Packaged Goods Companies (Non Food/Beverage**)

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Headquarters</th>
<th>2008 Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>59. PZ Cussons</td>
<td>Stockport, United Kingdom</td>
<td>$975 Million</td>
</tr>
<tr>
<td>60. Lornamead Group</td>
<td>Surrey, United Kingdom</td>
<td>$762 Million</td>
</tr>
<tr>
<td>61. Tupperware</td>
<td>Orlando, FL</td>
<td>$719 Million</td>
</tr>
<tr>
<td>62. Yankee Candle</td>
<td>South Deerfield, MA</td>
<td>$713 Million</td>
</tr>
<tr>
<td>63. Sisley</td>
<td>Paris, France</td>
<td>$662 Million</td>
</tr>
<tr>
<td>64. Sunstar</td>
<td>Osaka, Japan</td>
<td>$643 Million</td>
</tr>
<tr>
<td>65. Nu Skin</td>
<td>Provo, UT</td>
<td>$633 Million</td>
</tr>
<tr>
<td>66. John Paul Mitchell Systems</td>
<td>Beverly Hills, CA</td>
<td>$600 Million</td>
</tr>
<tr>
<td>67. Schering-Plough</td>
<td>Kenilworth, NJ</td>
<td>$596 Million</td>
</tr>
<tr>
<td>68. Menard</td>
<td>Japan</td>
<td>$582 Million</td>
</tr>
<tr>
<td>69. Zep</td>
<td>Atlanta, GA</td>
<td>$574 Million</td>
</tr>
<tr>
<td>70. Colomer Group</td>
<td>Barcelona, Spain</td>
<td>$571 Million</td>
</tr>
<tr>
<td>71. Bare Escentuals</td>
<td>San Francisco, CA</td>
<td>$556 Million</td>
</tr>
<tr>
<td>72. Mandom Corp.</td>
<td>Osaka, Japan</td>
<td>$552 Million</td>
</tr>
<tr>
<td>73. Markwins</td>
<td>City of Industry, CA</td>
<td>$550 Million</td>
</tr>
<tr>
<td>74. YSL</td>
<td>The Netherlands</td>
<td>$536 Million</td>
</tr>
<tr>
<td>75. Jafra</td>
<td>Westlake Village, CA</td>
<td>$520 Million</td>
</tr>
<tr>
<td>76. Fancl Corp.</td>
<td>Yokohama, Japan</td>
<td>$501 Million</td>
</tr>
<tr>
<td>77. Inter Parfums, Inc.</td>
<td>New York, NY</td>
<td>$446 Million</td>
</tr>
<tr>
<td>78. OPI</td>
<td>North Hollywood, CA</td>
<td>$410 Million</td>
</tr>
<tr>
<td>79. Hartz Mountain Corp.</td>
<td>Secaucus, NJ</td>
<td>$408* Million</td>
</tr>
<tr>
<td>80. Chattem</td>
<td>Chattanooga, TN</td>
<td>$355 Million</td>
</tr>
<tr>
<td>81. Combe Inc.</td>
<td>White Plains, NY</td>
<td>$350 Million</td>
</tr>
<tr>
<td>82. Energizer Holdings Inc.</td>
<td>St. Louis, MO</td>
<td>$329 Million</td>
</tr>
<tr>
<td>83. WD-40</td>
<td>San Diego, CA</td>
<td>$317 Million</td>
</tr>
<tr>
<td>84. Prestige Brands</td>
<td>Irvington, NY</td>
<td>$312 Million</td>
</tr>
<tr>
<td>85. Marietta Corp.</td>
<td>Cortland, NY</td>
<td>$300* Million</td>
</tr>
<tr>
<td>86. Phoenix Brands</td>
<td>Stamford, CT</td>
<td>$275 Million</td>
</tr>
<tr>
<td>87. Tigi</td>
<td>Lewisville, TX</td>
<td>$250 Million</td>
</tr>
</tbody>
</table>

[Return to List](#)
# TOP 100 GLOBAL CONSUMER PACKAGED GOODS COMPANIES (NON FOOD/BEVERAGE**)

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Headquarters</th>
<th>2008 Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>88. American International</td>
<td>Los Angeles, CA</td>
<td>$200 Million</td>
</tr>
<tr>
<td>89. Turtle Wax</td>
<td>Willowbrook, IL</td>
<td>$200 Million</td>
</tr>
<tr>
<td>90. H2O Plus</td>
<td>Chicago, IL</td>
<td>$186 Million</td>
</tr>
<tr>
<td>91. Philosophy, Inc.</td>
<td>Phoenix, AZ</td>
<td>$170 Million</td>
</tr>
<tr>
<td>92. Parlux</td>
<td>Fort Lauderdale, FL</td>
<td>$151 Million</td>
</tr>
<tr>
<td>93. Betco</td>
<td>Toledo, OH</td>
<td>$150* Million</td>
</tr>
<tr>
<td>94. Seventh Generation</td>
<td>Burlington, VT</td>
<td>$150 Million</td>
</tr>
<tr>
<td>95. Nice Pak Products Inc.</td>
<td>Orangeburg, NY</td>
<td>$147* Million</td>
</tr>
<tr>
<td>96. Herbalife</td>
<td>Los Angeles, CA</td>
<td>$146 Million</td>
</tr>
<tr>
<td>97. Dermalogica</td>
<td>Carson, CA</td>
<td>$140 Million</td>
</tr>
<tr>
<td>98. Gojo</td>
<td>Akron, OH</td>
<td>$130 Million</td>
</tr>
<tr>
<td>99. State Industrial Products</td>
<td>Cleveland, OH</td>
<td>$125 Million</td>
</tr>
<tr>
<td>100. Bonne Bell</td>
<td>Lakewood, OH</td>
<td>$120 Million</td>
</tr>
<tr>
<td>101. Spartan Chemical Co.</td>
<td>Maumee, OH</td>
<td>$120 Million</td>
</tr>
<tr>
<td>102. Hain Celestial</td>
<td>Melville, NY</td>
<td>$117 Million</td>
</tr>
<tr>
<td>103. Physician's Formula</td>
<td>Azusa, CA</td>
<td>$114 Million</td>
</tr>
<tr>
<td>104. Sebastian International</td>
<td>Woodland Hills, CA</td>
<td>$105* Million</td>
</tr>
<tr>
<td>105. Obagi</td>
<td>Long Beach, CA</td>
<td>$104 Million</td>
</tr>
<tr>
<td>106. Method Home Products</td>
<td>San Francisco, CA</td>
<td>$100 Million</td>
</tr>
<tr>
<td>107. Merle Norman</td>
<td>Los Angeles, CA</td>
<td>$95* Million</td>
</tr>
<tr>
<td>108. Perricone MD Cosmeceuticals</td>
<td>Meriden, CT</td>
<td>$87* Million</td>
</tr>
<tr>
<td>109. Rochester Midland Corp.</td>
<td>Rochester, NY</td>
<td>$84.8 Million</td>
</tr>
<tr>
<td>110. Murad</td>
<td>El Segundo, CA</td>
<td>$60* Million</td>
</tr>
<tr>
<td>111. CCA Industries</td>
<td>East Rutherford, NJ</td>
<td>$56.7 Million</td>
</tr>
<tr>
<td>112. Borba</td>
<td>Woodland Hills, CA</td>
<td>$25* Million</td>
</tr>
<tr>
<td>113. Blistex</td>
<td>Oak Brook, IL</td>
<td>$24.8 Million</td>
</tr>
</tbody>
</table>

The sources of data range from key company executives, annual reports, SEC and other financial filings, as well as other published information. The data is reported to the best of our research. It is not intended for investment decisions and is not guaranteed.

* Denotes our estimated sales revenue.

** See The Hunt Group Top 100 Food/Beverage Companies publication.
1. Procter & Gamble
Cincinnati, OH
(513) 983-1100
www.pg.com

Sales: $65 billion

The Procter & Gamble Company is focused on providing branded consumer goods products of superior quality and value to improve the lives of the world’s consumers. The Company was incorporated in Ohio in 1905, having been built from a business founded in 1837 by William Procter and James Gamble. Today, we market our products in more than 180 countries.

**Major Products:** Beauty care—cosmetics, fragrances, hair care, antiperspirants and skin/beauty care marketed under such brands as Gillette, Pantene, Olay, DDF, Head & Shoulders, Hugo Boss, Secret, SK-II, Zest, Safeguard, Rejoice, Clairol, Herbal Essences, Max Factor, Cover Girl, Old Spice, Wellal, Aussie and Ivory. Fabric and Home care—dish care, household cleaners and laundry care including brands such as Tide, Ariel, Downy, Lenor, Gain, Cascade, Ace, Cheer, Bold, Swiffer, Bounce, Dash, Dawn, Fairy, Joy, Febreze, Era, Dreft, Daz, Vizir, Salvo, Mr. Proper, Mr. Clean, Flash, Viakal, Alomatik, Ivory, Maestro Limpio and Rindex. Health care—toothpaste and brushes, mouthwash, teeth whitening products, feminine care including brands such as Scope mouthwash, Crest toothpaste and Vicks.

2. Unilever
London, United Kingdom
44 44 20 7822 5252
www.unilever.com
Sales:  $27.3 billion

Our mission is to add Vitality to life. We meet everyday needs for nutrition, hygiene and personal care with brands that help people feel good, look good, and get more out of life.

Major Brands/Products: Food - Becel, Flora, Bertolli, Knorr, Blue Band, Rama, Heartbrand, Lipton, Slim-Fast, Hellmann's, Amora; Personal Care - Axe, Dove, Lifebuoy, Lux, Pond's, Rexona, Signal, Close Up, Sunsilk, Vaseline; Home Care - Cif, Comfort, Domestos, Sunlight, Omo, Radiant, Surf

3. L'Oréal
Clichy, France
0147564024
www.loreal.com
Sales:  $25.8 billion

At L'Oréal, we have made cosmetics the focus of all our energy and know-how for nearly a century. We are fully committed to putting our expertise and research resources to work for the well-being of men and women, in all their diversity, around the world.


4. Kimberly-Clark Corporation
Dallas, TX
(972) 281-1200
www.kimberly-clark.com
Sales:  $19.4 billion

Kimberly-Clark Corporation was incorporated in Delaware in 1928. The Corporation is a global health and hygiene company focused on product innovation and building its personal care, consumer tissue, K-C Professional & Other health care brands. The Corporation is principally engaged in the manufacturing and marketing of a wide range of health and hygiene products around the world. Most of these products are made from natural or synthetic fibers using advanced technologies in fibers, nonwovens and absorbency.
Top 100 Global Consumer Packaged Goods Companies (Non Food/ Beverage**)

Major Brands: Cottenlle®, Depend®, GoodNites®, Huggies, Kleenex®, Kotex®, Little Swimmers, Poise®, Pull-Ups®, Scott®, Viva®; Kimberley-Clark Health Care and Professional products.

5. Colgate-Palmolive
New York, NY
(212) 310-2000
www.colgate.com
Sales: $15.33 billion

Colgate-Palmolive Co. is a leading consumer products company that was founded in 1806, incorporated in Delaware in 1923, and went public in March 1930. William Colgate started the company as a starch, soap and candle business. The company operates in two product segments: oral, personal and home care; and pet nutrition. The oral, personal and home care segment is the main line of business. The company operates in 200 countries around the world.

Major Products: Oral care—Colgate, Elmex, Kolynos, Meridol, Sorriso, Tom’s of Maine and Ultra Brite toothpastes; Colgate, Elmex and Meridol toothbrushes; Colgate Total and Tom’s of Maine dental floss. Personal care—Irish Spring, Palmolive, Protex, Softsoap and Tom’s of Maine body wash and shower gel; Palmolive shampoos and conditioners; Afta and Skin Bracer; and Colgate, Palmolive and Tom’s of Maine shave cream. Home care—Ajax, Axion and Palmolive dishwashing; Ajax, Fabuloso, La Croix and Murphy Oil Soap cleaners and cleansers; Cold Power, Dynamo, Softlan, Soupline and Suavitel fabric care.

6. Reckitt Benckiser
Berkshire, United Kingdom
1 753217800
www.reckittbenckiser.com
Sales: $11.2 billion

Reckitt Benckiser is a global force in household, health & personal care, delivering ever better solutions to consumers.

Major Brands/Products: Health & Personal Care - Veet, Dettol, Clearasil, Nurofen, Strepsils and Gaviscon; Fabric Care - Calgon, Vanish, Spray’n Wash, Woolite; Surface Care, Cillit Bang, Lysol. Dettol, Harpic; Dishwashing, Calgonit, Finish, Electrasol; Home Care - Airwick, Mortein; Food - Frenches' Mustard, Potato Sticks, Fried Onions, RedHot, Worcestershire Sauce, Cattlemen’s
7. Avon Products, Inc.
New York, N.Y.
(212) 282-5000
www.avon.com
Sales: $10.69 billion

Avon commenced operations in 1886 and was incorporated in the State of New York on January 27, 1916. We are a global manufacturer and marketer of beauty and related products. We conduct our business in the highly competitive beauty industry and compete against other consumer packaged goods ("CPG") and direct-selling companies to create, manufacture and market beauty and beauty-related products. Unlike most of our CPG competitors our business is conducted worldwide primarily in one channel, direct selling.

**Major Products:** Color cosmetics—Avon Color and Beyond Color; Skin care—Anew; Bath and body—Naturals and Skin-So-Soft; Hair care—Advance Techniques; Avon Wellness; Fragrances; Mark.


8. Henkel
Düsseldorf, Germany;
49 490 2117970
www.henkel.com
Sales: $10.5 billion

Henkel, headquartered in Düsseldorf, Germany, has about 52,000 employees worldwide and counts among the most internationally aligned German-based companies in the global marketplace. People in approximately 125 countries around the world trust in brands and technologies from Henkel.

Henkel has three globally operating business sectors: Laundry & Home Care, Cosmetics/Toiletries & Adhesive Technologies.

**Major Products:** Adhesin, Aok, Bac, Bonderite, Bref, Ceresit, Diadermine, Dial, Fa, Hysol, la Toja, Licor del Polo, Liofol, Lictite, Metylan, Mir, P3, Pattex, Persil, Perwoll, Ponal, Pril, Purex, Rubson, Schwarzkopf, Soft Scrub, Somat, Sista, Spee, Technomelt, Teroson, Theramed, UniBond, Vernel & subsidiary Dial Corp. products.
9. Kao
Tokyo, Japan
3307111
www.kao.com

Sales: $10.5 billion
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 food and beverage products approved as Foods for Specific Health Uses (FOSHU), and feminine and baby care products; and the Fabric and Home Care Business, which includes laundry detergents and household cleaners. Also, in the Chemical Business we develop chemical products that meet the various needs of industry.

Major Brands: Beauty - Sofina, Kanebo, Molton Brown, Biore, Asience, Jergens, John Frieda, Goldwell; Human Healthcare - Econa, Merries, Laurier; Fabric & Home Care - Attack, Haiter, Magiclean; Chemicals - KALCOL, EMAL, MIGHTY, TUFTONE

10. S.C. Johnson
Racine, WI
800-494-4855
www.scjohnson.com

Sales: $8 billion
S.C. Johnson, a privately held family co. "Every day millions of people in over 100 countries trust our products to keep their homes cleaner and healthier."


11. Estée Lauder
New York, NY
(800) 308-2334
www.esteelauder.com

Sales: $7.91 billion

One of the world's leading manufacturers and marketers of quality skin care, makeup, fragrance and
hair care products. The Company's products are sold in over 140 countries and territories.

**Major Products:** Skin care, makeup, fragrance and hair care products marketed under such brand
names as Estée Lauder, Aramis, Clinique, Prescriptives, Lab Series Skin care for Men, Origins, Tommy
Hilfiger, MAC, Kiton, Bobbi Brown, La Mer, Donna Karan, Aveda, Jo Malone, Bumble and Bumble,
Michael Kors, Darphin, American Beauty, Flirt!, Good Skin, Grassroots, Sean John Fragrances, Missoni,
Daisy Fuentes, Tom Ford, Mustang, Coach, Ojon, Eyes by Design.

**New Products:** American Beauty—Ultimate Diamond Restorative Anti-Aging Cream and Beloved
Moments Perfume; Aveda—Dry Remedy, Men’s Line Extensions, Firm Hold Gel and Aroma,
Enbrightenment, Sun Hair Care and Smooth Infusion Glossing Straightener; Bobbi Brown—Skin
Foundation SPF 15, Perfectly Defined Mascara, Metallic Eye Shadow, Metallic Lip Color; Bumble and
Bumble—Curl Conscious and Bb. Gels; Clinique—Youth Surge SPF 15 Age Decelerating Moisturizer,
Comfort On Call Allergy Tested Relief Cream, Redness Solutions Instant Relief Mineral Powder, Even
Instant Facial, Turnaround Radiance Peel Once-A-Week System, Clinique Turnaround Body Smoothing
Cream; Coach—Legacy fragrance and Legacy lipsticks; Daisy Fuentes—Dianoche Love Fragrance;
DKNY—DKNYMen; Estée Lauder—Sensuous, Turbo- Lash All Effects Motion Mascara, Time Zone Line
and Wrinkle Reducing Moisturizers, Advanced Night Repair Synchronized Recovery Complex, Private
Collection Jasmine White Moss; Eyes by Design—Full Collection; Flirt—Flowerific perfume spray and
Lash-a-delic fast defining mascara; Good Skin Labs—Sculptinex Instant Resculpting Face Treatment;
Grassroots Research Labs—Blue Algae Enriched Firming Cream and Vitamin C Power Brightening
Cream with SPF 25; Jo Malone—Sweet Lime & Cedar cologne, Sweet Lime & Cedar collection, Kohdo
Wood Collection; Lab Series—Lab Series Active Body (hand cream and body wash); MAC—Hello Kitty,
Viva Glam VI Special Edition, Emanuel Ungaro, Dame Edna, Cult of Cherry and Mineralize Permanent
Display collections; Mineralize Blush, Mineralize SPF 15 Foundation/Loose, Studio Sculpt SPF 15
Foundation, Studio Sculpt Concealer, Prep + Prime Line Filler, Cremesheen Lipstick, Dazzlelash,
Dazzleglass; Ojon—Tribal Indulgences Batana shower gel and body cream, Restorative Pre-Cleansing
Treatment; Origins—A Perfect World Deep cleanser with White Tea, Dr. Andrew Weil for Origins
Plantidote Mega-Mushroom Skin-Calming Face Mask and Night Health Collection, Youhtopia Age-
correcting serum with Rhodiola, Make A Difference Skin rejuvenating treatment lotion and Ultra-Rich
Rejuvenating Cream; Tom Ford—White Patchoulii. To be launched: Jo Malone—Vanilla & Anise
(September).
12. Beiersdorf AG,
Hamburg, Germany
+49 (40) 4909-0
www.beiersdorf.com

Sales: $7.5 billion

We focus on innovative skin and beauty care with our leading international brands. We systematically align our business with the wishes and needs of our consumers. At the same time, we provide our consumers with compelling, innovative products and excellent product quality. This is the basis for our global competitive success and worldwide growth.

Major Brands: Hansaplast, SBT, LaPrairie, Eucerin, Nivea for Men, Labello, Florena, 8x4, SLEK, Nivea, and tesa

New Products: Nivea—Lip Care (U.S.), Double Effect deodorant; Eucerin—DermoDensifyer. La Prairie—Advanced Marine Biology day cream with SPF 20 and Cellular Serum Platinum Rare.

13. Johnson & Johnson
New Brunswick, NJ
(800) 328-9033,
www.jnj.com

Sales: $7.2 billion

Johnson & Johnson and its subsidiaries have approximately 118,700 employees worldwide engaged in the research and development, manufacture and sale of a broad range of products in the health care field. Johnson & Johnson is a holding company, which has more than 250 operating companies conducting business in virtually all countries of the world. Johnson & Johnson’s primary focus has been on products related to human health and wellbeing. Johnson & Johnson was incorporated in the State of New Jersey in 1887. Johnson & Johnson’s operating companies are organized into three business segments: Consumer, Pharmaceutical and Medical Devices and Diagnostics.

Major Products: Aveeno and Neutrogena skin care and sun care products, Clean & Clear teen skin care products, Johnson’s and Balmex baby care products, Johnson’s skin and hair care products, Penatan and Natusan baby care products, Piz Buin and Sundown sun care products, Reach toothbrushes, RoC skin care products, Shower to Shower personal care products.

14. Shiseido
Tokyo, Japan
81-3-3572-5111
www.shiseido.com
Sales: $6.9 billion

Shiseido commenced operations as Japan’s first Western-style pharmacy in Tokyo’s Ginza district in 1872. The name Shiseido derives from a Chinese expression meaning “praise the virtues of the great Earth, which nurtures new life and brings forth new values.” In line with this expression, our founding spirit of “serving our customers and contributing to society by integrating all things on Earth to create new value” lives on in our corporate mission of “We seek to identify new, richer sources of value and use them to create a beautiful lifestyle.” This policy has led to high-value products and services in the cosmetics and other businesses promoting people’s beauty and well-being. Shiseido will advance reforms and continue to “improve quality of activities across the board” under the Three-Year Plan to “become a global player representing Asia with its origins in Japan.” By successfully implementing these reforms, we aim to assist society, customers and all people in experiencing “This moment. This life. Beautifully.”

**Major Brands/Products:** Skincare - Elixir Superieur, Aqua Label, cle de Peau Beaute, Benefique, Pureness, The Skincare, Benefiance, Bio-Performance, Suncare, White Lucent; Makeup, Fragrance, Body Care, Suncare and Men's - Uno, Shesiedo Men Products.

15. Amway
Ada, MI
(616) 787-1000
www.amway.com
Sales: $6.5 billion

Amway Company Description - Selling makeup and vitamins to friends and family is a way of life at Amway. One of the world’s largest direct-Sales 2008 -businesses, Amway boasts more than 3 million independent business owners (IBOs) who sell as many as 450 personal care, home care, nutrition, and commercial products. Amway also markets products and services of other companies in more than 80 countries. Founder Richard DeVos and the Van Andel family own Amway and its parent company, Alticor (created in 2000).
16. Alcon Laboratories, Inc.
Hünenberg, Switzerland
www.alconinc.com

Alcon, Inc.
Fort Worth, TX
(817) 293-0450

Sales: $6.29 billion

Alcon, Inc. engages in the development, manufacture, and marketing of pharmaceuticals, surgical equipment and devices, and consumer eye care products to treat primarily diseases and disorders of the eye in the United States and internationally. The company offers various prescription ophthalmic pharmaceutical products for glaucoma treatments; anti-infectives, anti-inflammatories, and combination therapies to treat bacterial, viral, and fungal infections of the eye and to control ocular inflammation; products to treat ocular allergies; combination anti-infective/anti-inflammatory products for ear infections; and generic ophthalmic and otic pharmaceutical products. The company was formerly known as Alcon Universal S.A. and changed its name to Alcon, Inc. in December 2001. The company was founded in 1945 and is based in Hunenberg, Switzerland. Alcon, Inc. is a subsidiary of Nestle S.A.

Major Products: contact lens care products, such as disinfecting solutions, cleaners, and lens rewetting drops; vision care products, including artificial tears to treat dry eye syndrome and ocular vitamins, as well as dietary supplements, such as Age Related Eye Disease Study Formula, Lutein, and Zeaxanthin formula.

17. Ecolab
St. Paul, MN
(800) 352-5326
www.ecolab.com

Sales: $6.14 billion

Ecolab is the global leader in cleaning, sanitizing, food safety and infection prevention products and services. We deliver comprehensive programs and services to foodservice, food and beverage processing, healthcare, and hospitality markets in more than 160 countries.

Major Products: Institutional—ware washing, 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 pest 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: SolidSense detergent, Formula Foam cleaning system, Quik-Care hand sanitizer, Exterior Fly Bait Station.

18. Allergan
Irvine, CA
(714) 246-4500
www.allergan.com
Sales: $4.33 billion

We are a multi-specialty health care company focused on developing and commercializing innovative pharmaceuticals, biologics and medical devices that enable people to see more clearly, move more freely and express themselves more fully. Our diversified approach enables us to follow our research and development into new specialty areas where unmet needs are significant. We discover, develop and commercialize specialty pharmaceutical, medical device and over-the-counter products for the ophthalmic, neurological, medical aesthetics, medical dermatology, breast aesthetics, obesity intervention, urological and other specialty markets in more than 100 countries around the world. We are a pioneer in specialty pharmaceutical research, targeting products and technologies related to specific disease areas such as chronic dry eye, glaucoma, retinal disease, psoriasis, acne, movement disorders, neuropathic pain and genitourinary diseases.

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™, ALOCIRIL®, BOTOX®, ELESTAT®, OZURDEX™, PRED FROTE®, TRIVARIS™, ZYMAR®.; Obesity - LAP BAND®; Medical Asthetics - BOTOX® Cosmetic, LATISSE™, COSMODERM®/COSMOPLAST®, JUVEDERM®, ZYDERM®/ZYPLAST®, CLINIQUE MEDICAL, M.D. FORTE®, VIVITE®; Natrell® Collection, TISSUE EXPANDERS; Medical Dermatology - ACZONE®, AZELEX®, TAZORAC®, FLUOROPLEX®, AVAGE®; Urologics - SANCTURA XR®

19. LVMH
Paris, France
(33)144132222
New York, NY
(212) 251-8200
www.lvmh.com
Sales: $4.2 billion

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(NON FOOD/BEVERAGE**)


20. Coty
New York, NY
(212) 479-4300
www.coty.com

Sales: $4 billion

Coty is a truly global beauty company, active in fragrance, color cosmetics, toiletries, skin care, sun care and personal care.

Major Products: Coty Prestige—Fragrances, toiletries, color cosmetics, skin care, sun care and personal care products marketed under a variety of brand names. Prestige brands include Baby Phat, Balenciaga, Calvin Klein, Cerruti, Chloé, Chopard, Davidoff, Jennifer Lopez, Jette Joop, Jil Sander, Joop!, Karl Lagerfeld, Kenneth Cole, L.A.M.B. fragrance Gwen Stefani, Lancaster, Marc Jacobs, Nautica, Nikos, Phat Farm, Sarah Jessica Parker, Vera Wang, Vivienne Westwood. Beauty brands include Adidas, Aspen, Astor, Celine Dion, Chupa Chups, David & Victoria Beckham, Desperate Housewives, Esprit, Ex’clama’tion, Halle Berry, Isabella Rosselini, Jovan, Kate Moss, Kylie Minogue, Miss Sixty, Miss Sporty, Pierre Cardin, Playboy, Rimmel, Shania Twain, Stetson, Vanilla Fields.

21. Liz Claiborne
New York, NY
(866) 549-7467
www.lizclaiborneinc.com

Sales: $4* billion

Liz Claiborne Inc. designs and markets a global portfolio of retail-based premium brands including Juicy Couture, Kate Spade, Lucky Brand Jeans and Mexx. The company also has a group of department store-based brands with consumer franchises including the Liz Claiborne and Monet families of brands, Mac & Jac, Kensie and Dana Buchman and the licensed DKNY ® Jeans, DKNY ® Active and DKNY ® Mens brands.
Major Brands: Juicy Couture, Kate Spade, Lucky Brand, MEXX, ACESS, CLAIBORNE (men's), CONCEPTS by CLAIBORNE, DANA BUCHMAN, KENSIE, LIZ & CO., LIZ CLAIBORNE, MAC & JAC, MARVELLA, MONET, TRIFARI, DKNY® JEANS, DKNY®ACTIVE & DKNY® MEN'S

22. Wyeth Consumer Healthcare

Madison, NJ
(877) 552-4744
www.wyeth.com

Sales: $4* billion

Wyeth Consumer Healthcare is built on strong global brands, including some of the world’s most trusted and best-known consumer health care products.

Major Brands: Advil® Brands, Alavert®, Anbesol®, BeneFIX®, Caltrate®, Centrum® Brands, ChapStick®, Dimetapp®, Dristan®, FiberCon®Preparation H®, Primatene®, Robitussin® Brands, Thermacare®

23. Bayer Consumer Health

Morristown, NJ
www.bayercare.com

Sales: $3.95 billion

Bayer Consumer Care operates in North America, Europe, Latin America and Asia Pacific. European headquarters are located in Basel, Switzerland where employees support the Nutritionals, Dermatologicals and Gastrointestinal business units.

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(NON FOOD/BEVERAGE**)

24. Nestle Health Care Nutrition
Glendale, CA
(800) 225-2270
www.nestlenutrition.com

Sales: $3.9 billion

Through science-based nutrition products and services, Nestlé Nutrition is helping enhance the quality of people's life by supporting healthy living and providing care for those with special needs - at every stage of life.


25. Chanel
Neuilly sur Seine, France
33 01 46 43 40 00

New York, NY
(212) 688-5055
http://www.chanel.com

Sales: $3.3 billion

CHANEL, the international luxury goods company, is one of the world's preeminent fashion, fragrance and beauty houses. The company strictly controls all design, manufacturing, distribution and advertising to ensure the highest level of quality. CHANEL offers a broad range of luxury products including fragrance, makeup, skin care, ready-to-wear, leather goods, fine jewelry and accessories through a U.S. network of CHANEL boutiques as well as select department and specialty stores.

Major Products: Skin care, cosmetics and fine fragrances.

New Products: Lumiéres Célestes Collection lipgloss, London Madness Collection (limited edition)
26. Johnson Diversey
Sturtevant, WI  
(262) 631-4001  
www.johnsondiversey.com

Sales: $3.3 billion

Johnson Diversey is one of the four separate companies controlled by the Johnson Family, all of which are headquartered in Racine, Wisconsin. Johnson Diversey serves the following industries: Food & Beverage Service, lodging, Building Service Contracts Retail, Health Care with expertise in Food Safety, Building care, green cleaning and infection control.

Major Products: Complete, ShowPlace, SnapBack, Virex, Alpha HP, G-Force, Crew, Soft Care, Good Sense, Endbac, Signature, J-Fill, Taski, Jonmaster, Suma, DuBois, Dify and Divermite. In addition, the company owns other well-known brands such as Butchers, Johnson Wax Professional, U.S. Chemical, Drackett Professional, Teepol Prism and PurEco Certified Green Products (Europe), as well as the Greenguard-Certified Healthy High Performance Cleaning program (includes products, tools and procedures).

New Products: Norovirus Infection Control Kit, Daylight Cleaning program, ProSpeed floor finishing system.

27. Novartis Consumer Healthcare
Parsippany, NJ  
(973) 503-8000  
www.novartis.com

Sales: $3 billion

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 Lamisilik, Mineral Ice, Myoflex, No-Doz, Tavist, Vagistat, Delsym, Lac-Hydrin, Lipactin
28. Scotts Miracle-Gro Co.
Marysville, OH
(888) 270-3714
www.scotts.com
Sales: $2.98 billion
Scotts Miracle-Gro is dedicated to a beautiful world with industry-leading lawn, garden and outdoor living products and services. Through our innovation focus, strong retailer relationships and drive to improve the consumer experience, we have been instrumental in growing the $8 billion global consumer lawn and garden market and enhancing our leadership position.

**Major Brands/Products:** Scotts®, Fertiligene, Miracle-Gro®, EverGreen, Substral, Ortho®, Roundup®, Scotts Lawn Service, Smith & Hawken®

29. Bausch & Lomb Inc.
Rochester, NY
(585) 338-6000
www.bausch.com
Sales: $2.92 billion
Bausch & Lomb is the eye health company, dedicated to perfecting vision and enhancing life for consumers around the world.

**Major Products:** soft and rigid gas permeable contact lenses, lens care products, and ophthalmic surgical and pharmaceutical products.

30. Lion
Tokyo, Japan
81 03 3621 6211
www.lion.co.jp/en
Sales: $2.9 billion
Established in 1891, **LION** Corporation Japan produces and markets innovative products that offer maximum value to both consumer and industrial users. Lion's wide-range of consumer products, household cleaners, pharmaceutical and food products enjoy high brand awareness and major shares in their respective markets. In the industrial sector, Lion has built an enviable reputation as a producer of high-performance chemicals, used daily in a diverse array of industries.

**Major Product:** Lion Corp offers Health Care, Household, Chemical and International products - Oral Care (toothpastes, toothbrushes, mouthwashes and breath fresheners, interdental products & food), Beauty Care (Shampoos, conditioners and treatments, hair-styling products, hair-nourishment

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treatments, men's hair care, Beauty soaps, liquid hand soaps and others, Body washes, In-Bath skincare series, Antiperspirants), Pharmaceutical (Analgesics, Cold syrup, Tonics and nutrients, internal medicine for joint pain and neuralgia, Anti-diarrheic drugs, medicine for intestinal disorders, Gastrointestinal medicine, Allergy-care products, medicine for prevention of drowsiness, Eyedrops, Gum-disease treatments, Analgesics and anti-inflammatory poultices, medicinal skin-care products, Insecticides, Health Drinks, Semi-adhesive, cooling pads, Antiplatelet drugs, Analgesics), Fabric Care (Laundry detergents, Pre-care products, bleaches, Fabric Softeners, Guard Series), Living Care (Dishwashing detergents, Disinfectants, Household Cleaners, Kitchen-related products, cooking-aid products) Products and a Chemical Products Division and International Products line-up.

31. Mead Johnson Nutritionals
Evansville, IN
(812) 429-5000
www.mjn.com
Sales: $2.9 billion

Mead Johnson manufactures milk and vitamin products for infants and children. A world leader in pediatric nutrition, we conduct business in four regions, namely North America, Europe, Latin America and the Asia-Pacific.

Major Brands/Products: Enfamil, Lactum, Enfakid, Sustagen Kid and School, Alactagrow, Sustagen Premium, Product Lines: Formulas for routine feeding, Formulas for babies with common feeding problems, Formulas for Babis with special needs, Products for People with Inborn Errors of metabolism, Supplements for pregnant and nursing moms and babies, Products for older babies & toddlers, Products for children.

32. Limited Brands
Columbus, OH
(614) 415-7000
www.limited.com
Sales: $2.7 billion

We operate in the highly competitive specialty retail business. We are a specialty retailer of women’s intimate and other apparel, beauty and personal care products and accessories under various trade names. We sell our merchandise through our retail stores in the US and Canada, which are primarily mall-based, and through our websites & catalogues.

Major Brands: Victoria’s Secret Beauty fragrances, skin care and cosmetics, including Secret Garden Collection, Naturally Victoria’s Secret, Parfums Intimes, Beauty Rush, Dream Angels, Sexy Little Things, Very Sexy, Vertical and Victoria’s Secret Pink. Bath & Body Works personal care, beauty and

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home fragrance products marketed under the Bath & Body Works, C.O. Bigelow and The White Barn Candle Company.

**New Products:** Naturally Victoria’s Secret Violet & Jasmine collection, Secret Garden Sexy-Bac sanitizing hand gel, Beauty Rush Limited Edition Pool Party; Sexy Little Things Noir; Parfums Intimes Collection (Cashmere, Lace, Satin and Silk); Dream Angels Heavenly Bloom; Pink Body natural body care products.

33. Natura
Brazil
511 4446 2000
www.natura.com.br

**Sales:** $2.7 billion

Natura is one of the Brazilian leading manufacturers and marketers of skin care, solar filters, cosmetics, perfume and hair care products. Natura focuses on its image as an eco-friendly, sustainable company (using natural products, working toward sustainable environment and social support etc). The company also prides itself on strong research and development activity.

**Major Brands/Products:** Chronos, natura Ekos, Mamae e Bebe, Fragrancias e Perfumes, Natura Unica, natura Diversa, Faces de natura, Tododia

34. Spectrum Brands
Atlanta, GA
(800) 237-7000
www.spectrumbrands.com

**Sales:** $2.7 billion

SPECTRUM BRANDS is a global consumer products company and a leading supplier of batteries, lawn and garden care products, specialty pet supplies and shaving and grooming products.

**Major Brands/Products:** 8 in1, Cutter, Dingo, Garden Safe, Hot Shot, Jungle Labs, Marineland, Nature's Miracle, Rayovac, Remington, Repel, Schultz, Spectracide, Tetra, Varta

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35. Mary Kay
Dallas, TX
(800)627-9529
www.marykay.com
Sales: $2.6 billion

Mary Kay®, a trusted global name in captivating color and powerhouse skin care for over 45 years, is available through Mary Kay Independent Beauty Consultants. From super-effective skin care formulated with ingredients that deliver age-fighting benefits to on-trend makeup to body care that pampers and protects, you get customized beauty routines that fit your needs. And you can get the ultimate in customer service from your very own Mary Kay Independent Beauty Consultant. Or become a Mary Kay Beauty Consultant yourself and earn extra money selling Mary Kay® products.

Major Products: Skin care, color, body care, sun care and fragrance marketed under the Mary Kay and TimeWise brand names. Best selling products include: Mary Kay Compact, Mary Kay Oil-Free Eye Makeup Remover, Mary Kay TimeWise Age-Fighting Moisturizer (normal/dry and combo/oily), Mary Kay TimeWise 3-in-1 Cleanser (normal/dry and combo/oily), Mary Kay Ultimate Mascara in Black, and Mary Kay Satin Hands Pampering Set.

New Products: Mary Kay Compact Pro, Mary Kay Eau de Toilette Fragrances and Body Lotions (Warm Amber, Sparkling Honeysuckle, Simply Cotton and Exotic Passionfruit), MKMen Body Spray, Mary Kay Concealer, and Mary Kay Tinted Lip Balm in Sunscreen SPF 15. To be launched: Mary Kay Eau de Toilette Shower Gels and Sugar Scrubs (Warm Amber, Sparkling Honeysuckle, Simply Cotton and Exotic Passionfruit), Mary Kay TimeWise Replenishing Serum +C and TimeWise Trial Miracle Set.

36. Clorox
Oakland, CA
(510) 271-7000
www.clorox.com
Sales: $2.5 billion

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.

Major Products: Home care—Clorox bleaches, wipes, cleaners and cleaning systems; Formula 409 cleaners; Green Works natural cleaning products; Handi-Wipes cloths; Lestoil cleaner; Liquid-Plumr clog removers and treatments; Pine-Sol cleaners; S.O.S pads and sponges; Tilex cleaners and removers; Wash’n Dri towelettes. Laundry additives—Clorox bleaches, gels and stain removers; Clorox 2 color safe bleach. Auto care—Armor All protectants, cleaners and wipes; STP protectants, additives and functional fluids. Personal care—Burt’s Bees cosmetics, skin and personal care; Fresh Step, Scoop Away, Kingsford, Hidden Valley, K C Masterpiece, Brita, Glad. International brands: Blanquita, Limpido, Yuhanrox, Astra and OSO.
New Products: GreenWorks Natural biodegradable wipes, laundry detergent and stain remover; Burt’s Bees Radiance Serum, Fabulously Fresh Peppermint & Rosemary Body Bar, Re-Q Lip Balm SPF 15.

37. Yves Rocher
France
www.yves-rocher.com
Sales: $2.5 billion
Founder Yves Rocher's will: To make beauty through plants accessible to all women. His inspiration originated in the village of La Gacilly, France, his birthplace, where he discovered his passion for the botanical world. Yves Rocher brand is now a global total body care and cosmetics company, rooted in organic formulas.

Major Products/Brands: Yves Rocher Brand products include Skin Care - organic Skin Care, masks & Exfoliators, Sun Kissed Skin, Men’s Skin Care, Care by Skin Types, Anti-Aging Skin Care; Make-Up - Body Make-up, Accessories, Face, Eyes, Lips & Nail products; Fragrance - Candles & Incense, Kid’s Fragrances, Fresh Fragrances, Women’s Fragrances, Men’s Fragrances & Fruity Fragrances; Body & Sun Care - Slimming Care, Exfoliating Care, Hair Removal & Accessories; Hair Care - Shampoo’s & Conditioners, Color, Cures & Treatment products; Bath & Shower - Bath Soaps, Baby Soft, Bath Oils & Soaks, Bath Shower & Antiperspirants; Men’s - After Shave, Face Cleansers, Face Skin Care, Anti-Perspirants and Fragrance products.

38. Sara Lee
Chicago, IL
(800) 654-7272
www.saralee.com
Sales: $2.3 billion
Based in Downers Grove, Ill., Sara Lee Corporation is a global manufacturer and marketer of high-quality, brand-name products for consumers throughout the world. Our businesses are: Fresh Bakery, North American Retail, Foodservice, International Beverage, International Bakery, International Household and Body Care. Sara Lee Corporation's leading brands are household names known around the globe. Our preeminent brands are built on consumer needs and expectations, offering exceptional quality and value.

Major Products: Body care—Badedas, Block & White, Brylcreem, Duschdas, Eskinol, Fissan (Germany), Fissan (Italy), Gabi, Glysolid, Jovan, Monsavon, Neutral (Denmark), Neutral (Netherlands), Prodent, Proderm, Radox, S3, Sanex, She, Status, Williams, Zendium (Den- mark), Zendium (Netherlands), Zwitsal. Air care—Ambi Pur, Endust, Ty-D-Bol. Detergents—Biotex. Insecticides—Bloom, Catch, Cruz+Verde, Cucal, Good Knight, Hit, Jet, Poili, Pyrel, Ridsect and Vapona. Shoe care—Bama, Kiwi, Tana.
**New Products:** Duschdas Alaun deodorant spray, Radox antibacterial hand wash, Sanex Dermo Protector shower gel; Ambi Pur Wild White Flower fragrance; Ambi Pur Car; Endust Free Dusting & Cleaning Spray; Kiwi Fresh Force shoe freshener.

**39. GlaxoSmithKline**
Brentford, United Kingdom
(44)2080475000
[www.gsk.com](http://www.gsk.com)

**Sales:** $2.2 billion

GlaxoSmithKline is a world leader of Pharmaceutical products, Consumer health care products, Vaccines, Manufacturing and R&D headquartered in the UK


**40. Sun Products**
Wilton, CT
(203) 254-6700
[www.sunproductscorp.com](http://www.sunproductscorp.com)

**Sales:** $2.1 billion

Sun Products is a company new in name but with a strong legacy of brands, products and leadership. Sun Products was created in 2008 from the merger of Huish Detergents, originally acquired by Vestar in April 2007, and Unilever’s North American Fabric Care business. We are focused on innovation, developing new brands as well as improve our current products. We plan to invest our resources in developing and promoting our brand and product lines and to invest in technology to enable us to grow Sun Products into the best private label and consumer brand company in North America.

**Major Products:** Laundry detergents including All, Wisk, Sunlight, Surf, Snuggle, Sun and White Rain and private label products.
41. Church & Dwight
Princeton, NJ
(609) 683-5900
www.churchdwight.com
Sales: $1.9 billion

The combination of the core ARM & HAMMER brands and the acquired businesses makes Church & Dwight one of the leading consumer packaged goods companies in the United States.


**New Products:** Orajel (acquisition), Arm & Hammer Essentials cleaners and powder detergent, Spinbrush Sonic Nair Exfoliator with Microbeads, Baby Orajel Cooling Cucumber teething gel and Baby Orajel Tooth and Gum Cleanser; Arm & Hammer Wet Dryer Cloths, Arm & Hammer with OxiClean HE detergent.

42. Kose
Tokyo, Japan;
81 03 3273 1511
www.kose-usa.com
Sales: $1.8 billion

Kose is a leading cosmetic company in Japan and the creator of the AWAKE and SEKKISEI brands. Since its inception in 1946, Kose’s pioneering research and development has contributed to the 3rd largest share in Japan’s competitive cosmetic market.

**Major Brands:** AWAKE (skin care & cosmetics), SEKKISEI [SEIKISHO, JUNKISUI] (skin care, bath & shower products)
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(NON FOOD/BEVERAGE**)

43. Central Garden & Pet Co.
Walnut Creek, CA
(925) 948-4000
www.central.com
Sales: $1.7 billion

The heart of our business is our brands. Our branded product portfolio, both in Lawn & Garden and in Pet, is comprised of leading premium and private label brands, most of which are either #1 or #2 in their respective categories.

**Major Products:** Garde Brands: Pennington Seed, Pennington, Rebel, Sevin, Lilly Miller, IMAGE, ANDRO, Over’nOut, Grant's AMDRO, SureStop & Ro-PEL; Pet Brands: Oceanic Aquarium, Kent Marine, Zilla, Coralife, Aqueon, Kaytee, Super Pet, Nylabone, four paws, Breeder’s Choice, tfh, Pet Select, Interpet, Wellmark, Pre-Strike, Zodiac, Farnam, BioSpot & Adams.

44. Oriflame
Sweden
423 226 203 232
www.oriflame.com
Sales: $1.7 billion

Oriflame is today one of the fastest growing beauty companies selling direct. We are present in 61 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, fragrances, color cosmetics, toiletries and accessories.

**New Products:** Hair X hair care, Discover bath and shower collection, Optimals Oxygen Boost, Perfect Body Advanced Anti-Cellulite and Slimming Gel, Sol sun protection and after sun care, North for Men skin care.
45. Clarins
Neuilly sur Seine, France
33 01 47 38 12 12

Clarins USA, Inc.
New York, NY
(212) 980-1800
www.us.clarins.com

Sales: $1.5 billion

The Clarins Group, also known as Groupe Clarins, is a French, family-run cosmetic and fragrance company, founded in 1954. The group attained an international presence and signed its first contracts for exclusive distribution in foreign markets in the early 1970s. The Clarins Group's first subsidiaries were formed in the early 1980's, beginning with the United States in 1981. Today, Groupe Clarins, which includes the Thierry Mugler and Azzaro brands, is composed of 19 subsidiaries in 150 countries, with more than 6,000 employees. Clarins has made sun care a top priority. As the premiere skin care authority, the cosmetic company considers it essential to safeguard skin's beauty because the sun is both a pleasure and a risk. Clarins offers a complete range of protective tanning treatments in a variety of SPF's and textures for every skin type and sun intensity.

Major Products: Skin care, fine fragrance, color cosmetics and sun care products.


46. Puig
Barcelona, Spain
34 93 400 70 00
www.puig.com

Sales: $1.43 billion

Puig is an international fragrance, cosmetics and fashion company founded in 1914 in Barcelona, Spain that is still 100% family owned. Puig is a Brand Builder and throughout our history we have developed expertise in translating 'fashion brand' images into the world of perfume. What sets Puig apart is the combination of deep implication and commitment from each member of our team. Shareholder stability is both a particularly significant asset and a proof of our success.

Major Brands/Products: Fragrance - Paco Rabanne, Carolina herrera, prada, Comme des Garcons, Nina Ricci, Adolfo Dominguez, Mango, Victorio & Lucchino, Agatha Ruiz de la Prada, Massimo Dutti, Zara, Antonio Banderas, Agua Brava, Pacha, Sportman, Brummel, Quorum; Cosmetics - Vitesse, payot, Skinlab; Skin Care - Denenes, Lactovit, Heno de Pravia, Maja; Fashion -Carolina Herrera, Nina Ricci, Paco Rabanne
TOP 100 GLOBAL CONSUMER PACKAGED GOODS COMPANIES (NON FOOD/BEVERAGE**)

47. Amore Pacific
Seoul, South Korea
82 02 709 5114
www.amorepacific.co.kr
Sales: $1.42 billion

Taepyeongyang Corp - is a chemical and cosmetics company. It is headquartered in Yongsan-gu Seoul, South Korea. Established in 1940, the company’s cosmetic unit is called Amore Pacific. Amore Pacific – Our heartfelt commitment to caring for the beauty and health of our customers.


**New Products:** Ryoe premium hair care.

48. Alberto-Culver Co.
Melrose Park, Il
(708) 450-3000
www.alberto.com
Sales: $1.4 billion

Alberto Culver Company develops, manufactures, distributes and markets beauty care products as well as food and household products in the United States and more than 100 other countries.

**Major Products:** Alberto VO5, Tresemmé, Nexxus, Consort, Soft & Beautiful, Just for Me, Comb-Thru, Motions and TCB hair care products; St. Ives skin care products; FDS feminine deodorant sprays.

**New Products:** Noxzema skin care (acquisition).

49. Perrigo
Allegan, MI
(800) 719-9260
www.perrigo.com
Sales: $1.4 billion

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. The Company is the world’s largest manufacturer of OTC pharmaceutical products for the store brand market. The Company’s primary markets and locations of manufacturing facilities are the United States, Israel, Mexico and the United Kingdom.
Major Products/Brands: Perrigo CHC store brand line supplies more than 15 categories and 500 formulas and offers analgesics, cough and cold remedies, and gastrointestinal and feminine hygiene products, as well as vitamins, dietary supplements and nutritional drinks.

50. Guthy-Renker
Palm Desert, CA
(800) 274-4910
www.guthy-renker.com
Sales: $1.3 billion

Established in 1988, Guthy-Renker is today one of the world’s largest direct response television companies.


51. Revlon
New York, NY
(800) 473-8566
www.revon.com
Sales: $1.3 billion

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. Today Revlon is a maker of hair color and care, makeup, fragrances, nail products and beauty tools.

Major Products: Cosmetics, women’s hair color, beauty tools, fragrances, skin care, antiperspirants/deodorants and personal care products, marketed under such brand names as Revlon, Revlon ColorStay, Revlon Super Lustrous, Revlon Age Defying, Almay Intense i-Color, Almay Smart Shade, Revlon ColorSilk, Charlie and Jean Naté fragrances, Ultima II and Gatineau skin care and Mitchum personal care products.

Top 100 Global Consumer Packaged Goods Companies

(non food/beverage**)

52. LG
Seoul, South Korea
(82)237731114
www.lg.com
Sales: $1.26 billion

The LG Group is South Korea's third largest conglomerate that produces electronics, chemicals, and telecommunications products and operates subsidiaries like LG Electronics, LG Telecom, Zenith Electronics and LG Chem in over 80 countries.

Major Chemical Products:  NCC/Polyolefin (synthetic rubbers, styrene monomer & ethylene glycol); Rubbers/Specialty Polymers (styrene-butadiene rubber & butadiene rubber products, high-impact polystyrene & acrylonitrile butadiene rubber, styrene-butadiene-styrene and styrene-butadiene latex); PVC (polyvinyl chloride, vinyl chloride monomer & ethylene dichloride); Acrylates/Plasticizers (isopropyl alcohol, neopenty glycol, pressure sensitive adhesives & superabsorbent polymer)

53. Pierre Fabre
Paris, France
33 01 53 53 20 50
www.pierre-fabre.com
Sales: $1.2 billion

Pierre Fabre Cosmetics and Dermatology:  In Dermo-Cosmetics, we imagine, design, develop, and manufacture our products with a constant concern for innovation, safety, and performance. From the treatment of dermatological disorders to skincare, our offer is broad and the responses are accurate, combining health with beauty. As a pioneer in a market that we largely helped to create, our Dermo-Cosmetic activity remains at the forefront of the trends that affect Dermo-Cosmetics today. Accuracy in development ethics of our brands, and the partnership with the pharmacist and dermatologist are historic fundamentals which lastingly establish our legitimacy and stimulate our commercial strength. Pierre Fabre also has a large pharmaceutical division, concentrating in medicines for oncology, psychiatry, cardiology/vascular, gynecology, pneumology and rheumatology, supplying international markets.

Major Brands/Products:  A-Derma, Avene, Ducray, Galenic, Klorane, pierre Fabre Dermatologie, Rene Furterer, Navelbine®
54. Elizabeth Arden
Miramar, FL
(800) 227-2445
http://shop.elizabetharden.com/home

Sales: $1.14 billion

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

Major Products: Fragrances, skin care and color cosmetics sold under such brand names as Elizabeth Arden, Red Door, 5th Avenue, Britney Spears, Hilary Duff, Danielle Steel, Giorgio, Daytona 500, Hummer, PS, Alfred Sung, Badgley Mischka, Bob Mackie, Gant, Halston, Geoffrey Beene, Ceramide, Intervene, Eight Hour Cream and Prevage.


55. Bolton Group
Amsterdam, Netherlands
31 020 616 89 89
www.boltongroup.net

Sales: $1.1 billion

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 and Glues to Personal Care and Beauty Care products.

Major Products/Brands: Food - Rio mare, Saupiquet, palmera, Alco, PrimA, manzotin; Household Care - Omnicco Bianco, WC net, Carolin, SMAC, Softex, Overlay, Merito, Fornet, Last, Vetril, Argentil, Ouragan, WC EEND, cyclon, Dubro, Solivaisselle, nibro, Crofty Care, D’Or; Pet Care - Petreet; Adhesives & Glues - UHU, Bison, Griffon, Imedio, BOSTIK, Airmax, V’chtvreter, Velpon, Karlsons Universalklister, Duosan; Personal Care - Borotalco, Neutro Roberts, Roge Cavailles, Chilly, Sanogyl, SomatolineCosmetic™, Somatoline®, Effervescence Brioschi, Galeffi Effervescente, Intima Roberts, Roberts Fragrance, Acqua Alle Rose Roberts®, Citrosil, BOTOT, Wetties, Soapy, Silx; Beauty Care - Collistar products include - Face treatments, Body treatments, men's line, perfect tan & self-tan, make-up & hair treatments.
TOP 100 GLOBAL CONSUMER PACKAGED GOODS COMPANIES

(NON FOOD/BEVERAGE**)

56. Blyth
Greenwich, CT
(203) 661-1926
www.blythinc.com
Sales: $1.05 billion

Blyth, Inc., together with its subsidiaries, is a multi-channel company competing primarily in the home fragrance and decorative accessories industry. We design, market and distribute an extensive array of decorative and functional household products including candles, accessories, seasonal decorations, household convenience items and personalized gifts. We also market chafing fuel and other products for the foodservice trade, nutritional supplements and weight management products. Our distribution channels include direct sales, catalog & Internet and wholesale. Sales 2008-and operations take place primarily in the United States, Canada and Europe, with additional activity in Mexico, Australia and the Far East.


57. Ciba Vision Corporation
Duluth, GA
(800) 241-5999
www.cibavision.com
Sales: $1.04 billion

CIBA VISION was created to help people enjoy one of life’s most precious gifts: healthy vision. It is the eye care unit of Novartis AG (NYSE: NVS), one of the world’s leading providers of healthcare solutions.

With worldwide headquarters since 1980 in Atlanta, Georgia, USA, CIBA VISION develops and manufactures contact lenses and lens care products to meet the evolving eye care needs of Eye Care Professionals and their patients/consumers. With CIBA VISION locations in more than 30 countries, and partnerships with local distributors, CIBA VISION's products and services are available in more than 70 countries and serve an estimated 125 million contact lens wearers around the world.

58. Pola
Tokyo, Japan
334947111
www.pola.com
Sales: $986 million

At POLA, our mission is to assist each and every customer by monitoring her beauty and maintaining a superior relationship. We hope to deliver satisfied customer service and products through professional counseling and cosmetology skills that can only be performed by our qualified beauty consultants. As a long-term commitment, POLA is focused in beautifying you for life.

**Major Brands/Products:** Skin Care Products - Alvita, Sakura Veil, Whitissimo, Day + Day Vitax, 1/f, Polissima, Creatage Excellent, BA, Signs Solution, Wrinkle Shot, Evangile, Perfect Shield; Makeup - Whitissimo, Silfique, Vivate, Aniak, Maquifard, Super Sun Care; Body Care - Feel & Heal; Hair Care - Idea Style, SimFree, Marie Soap; Men's Care - Galantom, GR Shot S; Health Foods - Reishi; Fragrance - Adeline, Eau de Fleur.

59. PZ Cussons
Stockport, United Kingdom
44 0161 491 8000
www.pzcussons.com
Sales: $975 million

PZ Cussons develops leading brands in selected mature and emerging markets that have potential for future growth. First class distribution networks in Africa, Asia and Europe, enable us to deliver our brands quickly and efficiently to local consumers.

**Major Products:** Imperial Leather, Soaps, Shampoos, Gels, Milk, Olive Oil, Detergents, Healthcare & Electrical Products.

60. Lornamead Group
Surrey, United Kingdom;
+44 (0) 1276 674000
www.lornamead.com
Sales: $762 million

At Lornamead, personal care has been the heart of our business for nearly three decades. We are fully committed to adding value to all our brands and with our expertise and resources, we continually work towards meeting the needs of our consumers, customers and partners wherever they are around the world.
TOP 100 GLOBAL CONSUMER PACKAGED GOODS COMPANIES

(NON FOOD/BEVERAGE**)

**Major Products and Brands:** Cosmetics & Skin Care (Aqua Net, Brisk, Bristows, Crisan, Finesse, Harmony, Herbal Essences*, lasting Color*, Once, precision, Silvikrin*, Vosene) [*Licensed from Procter & Gamble for distribution on the Republic of Ireland*], Bath Luxuries & Fragrance (Woods of Windsor, Yardley), Oral Care (Brilliant, Goldspot, Natural White, Rapid White), & Home Care (Stergene).

61. Tupperware
Orlando, FL
(407) 826-5050
www.tupperware.com

**Sales:** $719 million

Tupperware is one of the most trusted names in house wares. 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.

**Major Products:** Beauty and personal care brands including Avroy Shlain, BeautiControl, Fuller Cosmetics, NaturCare, Nutrimetics, Nuvo and Swissgarde.

**New Products:** Fuller—Thalia Sodi and Alegrissima women’s fragrance colognes. BeautiControl—Regeneration Tight Firm and Fill, Regeneration Tight Firm and Fill Eye Firming Serum, Regeneration Platinum Plus Face Serum and Eye Cream. Armand Dupree (new line).

62. Yankee Candle
South Deerfield, MA
(800) 243-1776
www.yankeecandle.com

**Sales:** $713 million

Along with the regular introduction of new Yankee Candle® products and fragrances, we’ve also grown by adding other brands to our portfolio, including Aroma Naturals® brand of pure, natural aromatherapy candles and related products and Illuminations, which designs and markets premium scented candles, candle accessories, and other home decor products.

**Major Products:** Candles and related products marketed under such brand names as Housewarmer, Home Classics, YC, Stripes and Country Kitchen.

**New Products:** Fall 2009 home fragrance collection.
63. Sisley
Paris, France
33 01 49 52 35 00
www.sisley-cosmetics.com

Sales: $662 million

Sisley is a French company that creates and distributes skin care and make-up products, along with very fine perfumes. Sisley 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 or part of its distribution through a network of around thirty subsidiaries, with over 80 percent of its revenues generated from exports. Sisley owes its success largely to the quality of its products.

**Major Products:** Skin care, cosmetics and fragrances.

**New Products:** Eau de Sisley 1, 2 and 3 fragrances, Fluid Body Sun Cream SPF 30, Phyto-Lip Shine.

64. Sunstar
Osaka, Japan
(817) 26828162
www.sunstar.com

Sales: $643 million

Sunstar offers products and services to customers in more than 90 countries around the world. In all of our business fields, we strive to create unique, useful, and attractive products and services that help people around the world attain the key social values of Health, Beauty, Comfort and Safety. All of our corporate activities are aimed at helping people fulfill their aspirations to lead healthier and happier lives.

**Major Brands/Products:** Mouth & Body Care - G-U-M, ORA2, Butler; Health & Beauty Care - Equitance, Kenko Dojo Health Foods and Beverages, Sunstar Tonic; Environment & Amenity - Building construction materials and Power-assist Units for bicycles.
65. Nu Skin
Provo, UT
(888) 468-7546
www.nuskin.com
Sales: $633 million

Nu Skin Enterprises is a leading, global direct selling company with operations in 48 markets worldwide. We develop and distribute innovative, premium-quality personal care products and nutritional supplements that are sold under the Nu Skin and Pharmanex brands. We conduct business using a direct selling model in all of our markets with the exception of Mainland China, where we operate through a modified business model.

**Major Products:** Nu Skin 180° anti-aging skin therapy system, Galvanic Spa System II, Nu Colour, Epoch.

**New Products:** Galvanic Spa gels with Ageloc.

66. John Paul Mitchell Systems
Beverly Hills, CA
(800) 321-5767
www.paulmitchell.com
Sales: $600 million

More than 28 years ago, two friends had a vision to found a company for hairdressers—one that would provide tools of success for stylists, their salons and the entire beauty industry. Today, their vision has become a reality with John Paul Mitchell Systems® growing into the largest privately held beauty company in the world. Our commitment to creating quality professional products has never wavered.


**New Products:** Super Strong Liquid Treatment, Express Ion Curl, Express Ion Dry.
67. Schering-Plough
Kenilworth, NJ
(908) 298-4000
www.schering-plough.com
Sales: $596 million

Products are the lifeblood of our company. With a steady focus on innovation and sound science, Schering-Plough delivers medicines, health care products and services that help people worldwide live longer, healthier lives. We focus our efforts on a wide range of conditions and helping caregivers improve the quality of their patients' lives.

Major Products: Sun care—Coppertone and Bain de Soleil; Skin care—A+D Ointment; Foot care—Lotrimin and Dr. Scholl’s.

New Products: Coppertone NutraShield with Dual Defense

68. Menard
Japan
(052)961-3181
www.menard-cosmetic.com
Sales: $582 million

Menard cosmetics enjoys a highly respected status in Japanese society as a leader in the cosmetics industry with a proven reputation for excellent beauty and safe effects.

Major Products/Brands: Skin Care Products - Embellir, Saranari, LS, Tsukika, Fairlucent, Colax ex, Beauness, Herb Mask; Makeup - Jupier, Paradeal, Fairlucent, Stream, Embellir, Autostep; Fragrance - L'eau de Ryokuei, L'eau de Kasaneka; Men - Menard for Men (Foam Wash, Shaving Gel, Skin Lotion, Facial Essence, Eau de Toilette, Cream); Body Care Products - Kasaneka, Ryokuei.

69. Zep
Atlanta, GA
(404) 355-3120
www.zepinc.com
Sales: $574 million
Zep is a leading producer, marketer, and service provider of a wide range of cleaning and maintenance solutions for commercial, industrial, institutional, and consumer end-markets and includes brands such as Zep®, Zep Commercial®, Zep Professional, Enforcer®, and Selig™. The

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70. Colomer Group
Barcelona, Spain
(34)933442000

Colomer USA
Jacksonville, FL
(904) 693-1200
www.thecolomergroup.com

Sales: $571 million

The Colomer Group provides beauty and hair care products. Its products include perfumes, skin treatments, make-up, eaux de toilette, and manicure products; hair coloring, styling, hair care, cosmetics, make-up, and pedicure products; and hair treatments, skin care, fragrances, and sun protection products. The company was formerly known as Henry Colomer and Colomer Ltda. The Colomer Group was founded in 1943 and is headquartered in Barcelona.


71. Bare Escentuals
San Francisco, CA
(415) 489-5000
www.bareescentuals.com

Sales: $556 million
Bare Escentuals is one of the fastest growing premium cosmetic companies in the United States and a leader in the mineral-based cosmetic market. The Company develops, markets and sells cosmetics, skin care, and body care products under its bareMinerals, bareVitamins, RareMinerals, i.d. and
namesake Bare Escentuals brands, and professional skin care products under its md formulations brand. The Company's bareMinerals cosmetics offer a highly differentiated, healthy and lightweight alternative to conventional liquid or cream-based cosmetics while providing light to maximum coverage for all skin types resulting in broad-based appeal to women of all ages. Bare Escentuals utilizes a distinctive marketing strategy and multi-channel distribution model consisting of infomercials, home shopping television, specialty beauty retailers, department stores, company-owned boutiques, spas and salons and online shopping.

**Major Products:** Cosmetics—Bare Minerals, Buxom and Bare Vitamins; Skin care—Rare Minerals, MD Formulations.

**New Products:** Prime Time Foundation Primer and Prime Time Eyelid Primer.

**72. Mandom Corp.**
Osaka, Japan
06-6767-5001
[www.mandom.co.jp](http://www.mandom.co.jp)

**Sales:** $552 million

*Mandom Corp.* (株式会社マンダム?) was created in 1927 under the name Kintsuru Perfume Corporation and is a manufacturer and distributor of hair care, skin care, perfumes, and deodorants. The company changed its name to Mandom Corporation in 1971 and is now based in Osaka, Japan.

**Major Products and Brands:** Gatsby, Lucido, Tancho, Produce, LUCIDO-L, SIMPLITY+, Simplity mandom, Baby Veil, Fraiche, Treatia, cleansing express, Barrier Repair, Foundation Express, vanity freak, Dr. Renaud Paris, GUINOT

**73. Markwins**
City of Industry, CA
(800) 626-8878
[www.markwins.com](http://www.markwins.com)

**Sales:** $550 million

Markwins International Corporation launched in March 1984 and has pioneered the cosmetic compact in the US and transformed the "cosmetic blockbuster" into a holiday gift staple. Having established the concept of uncompromised quality and unparalleled value in beauty collections, Markwins gained traction in the 1980's and 1990's as its product lines exploded into virtually every leading retailer in North America.

**Major Products:** Cosmetics brands including The Color Institute, The Color Workshop, The Spa Workshop, Wet 'n' Wild, Black Radiance, Tropez, Disney's Princess, High School Musical, ck Calvin Klein beauty.

74. YSL
The Netherlands
www.ysl.com
Sales: $536 million
YSL Beaute products, offer prestige men's and women's fragrances and a full line of cosmetic and skin care products.

75. Jafra
Westlake Village, CA
(800) 551-2345
www.jafra.com
Sales: $520 million
For over fifty years JAFRA Cosmetics has been transforming women’s lives with innovative, quality skin care products and exceptional career opportunities. JAFRA is a party plan company with a multilevel compensation plan. JAFRA was founded in the Malibu, California home of Jan and Frank Day with the goal of improving women's lives financially, professionally and personally – by offering quality skin care products for women to sell. Our direct selling format gives women the freedom and flexibility they need to earn financial independence on their own terms. The effectiveness and quality of our products give women products they love to use and are proud to sell.

Major Products: Royal Jelly—Milk Balm and Cellspan Complex, Lift Concentrate, Body Complex and Milk Bath; Jafra Dynamics—Hydration Dynamics, Balance Dynamics, Control Dynamics and Calming Dynamics; Royal Almond body care collection; Time Protector Daily Defense Cream; Eau d’Aromes revitalizing fragrance spray for women; Adorisse Eau de Parfum.

New Products: Personal Microdermabrasion Kit, includes facial treatment and cream; Makeup Primers; High Definition Waterproof Mascara; Mineral Makeup; Royal Jelly reformulation and packaging, skin care line; Neuquen, men’s fragrance and Adorisse Pure Gold, women’s fragrance. To be launched: Spa Therapy Hand Treatment, Harmony Dynamics Cooling Spritzer, Lifting Eye Cream, Split-end Repair hair capsules, Royal Jelly Nutritional Powder Drink with Antiox Phytonutrient blend and Tender Moments Belly Therapy Cream for pregnant women.
76. Fancl Corp.
Yokohama, Japan
81 045 226 1200
www.fancl.co.jp

Sales: $501 million

Development and sales of reasonably priced, high-quality cosmetics. Based on the concept of "customer participation", product planning is carried out with female staff members in response to customer feedback regarding cosmetics.

Major Products: Fancl brands of Skin Care, Body & Hair Care, Make-up & Supplement products.

77. Inter Parfums, Inc.
New York, NY
(212) 983-2640
www.interparfumsinc.com

Sales: $446 million

Welcome to Inter Parfums, Inc. Inter Parfums develops, manufactures and distributes prestige perfumes and cosmetics as the exclusive worldwide licensee for Burberry, Paul Smith, S.T. Dupont, Christian Lacroix, Quiksilver/Roxy, and Van Cleef & Arpels. The Company also owns Lanvin Perfumes and Nickel S.A., a men's skin care company. It also produces personal care products for specialty retailers under exclusive agreements with Gap Inc. and New York & Company. In addition, Inter Parfums produces and supplies mass market fragrances and fragrance related products. The Company's products are sold in over 120 countries worldwide.

Major Products: Prestige fragrance and related products under the Burberry, Van Cleef & Arpels, Lanvin, Paul Smith, S.T. Dupont, Christian Lacroix and Quiksilver/Roxy brands; Nickel, men's skin care products; specialty retail fragrance and personal care products under brand names such as Gap, Banana Republic, New York & Company, Brooks Brothers and Bebe; Mass market fragrances and personal care products.

78. OPI
North Hollywood, CA
(818) 759-2400
www opi.com
Sales: $410 million
A family-owned company committed to the highest quality products and to our customers’ well-being, OPI has long been a leader in the community and within the Professional Beauty Industry. Quite simply, we are dedicated to excellence.

Major Products: Nail lacquers.

New Products: 90210 by OPI, La Collection de France, Designer Series by OPI, OPI Nail Envy, Avojuice skin quenchers, Mod About Brights, Beyond Chic, Fairytale Bride Softshades by OPI, Manicure/Pedicure Cucumber & Tropical Citrus, OPI matte.

79. Hartz Mountain Corp.
Seacaucus, NJ
1-800-275-1414
www.hartz.com
Sales: 408* million
From an unlikely beginning, Hartz Mountain Corporation has flourished into a company that offers more than 1,500 pet products. We understand how important your pet is to you and your family. That's why we've dedicated more than 80 years to providing products that keep pets happy, healthy and thriving. Hartz Mountain Corp. is a Subsidiary of the Sumitomo of America Corp, acquired in 2004.

Major Brands/Products: Hartz brand products include Groomin, Health & Wellness, Parasite Protection, Toys, Training Aids, Treats & Chews, Bedding, Food & Diet, Accessories, Supplements for Dogs, Cats, Small Animals, Birds, Reptiles and Fish.

80. Chattem
Chattanooga, TN
(423) 821-4571
www.chattem.com
Sales: $355 million
Chattem, Inc. is a leading marketer and manufacturer of a broad portfolio of branded OTC healthcare products, toiletries and dietary supplements. The Company's products target niche market segments and are among the market leaders in their respective categories across food, drug and mass...
merchandisers. Chattem conducts a portion of its global business through subsidiaries in the United Kingdom, Ireland and Canada.

**Major Products:** Medicated skin care—Gold Bond and Cortizone 10; Topical pain care—Icy Hot and Aspercreme; Oral care—Act; Shampoo—Selsun; Sun Care—Bullfrog.

**New Products:** Act Total Care, Selsun Blue Itchy Dry Scalp, Gold Bond Ultimate Restoring Lotion, Gold Bond Ultimate Foot Cream, Gold Bond Ultimate Soothing Lotion, Icy Hot PM Lotion, Icy Hot PM Patch, Aspercreme Heat Pain Relieving Gel, Aspercreme Nighttime Lotion, BullFrog SuperBlock SPF 50.

**81. Combe Inc**
White Plains, NY
(800) 873-7400
[www.combe.com](http://www.combe.com)

**Sales:** $350 million

Combe is a family company that treats its employees and customers like family, too. And that philosophy just naturally extends itself to the kind of products we make. High-quality brands that relieve the problems of everyday life – from the tops of their heads to the soles of their feet. It’s a simple idea that has made our brands household words in 64 countries for over 50 years.

**Major Products:** Hair care and personal grooming products. Brands include Odor Eaters, Just Five, Aqua Velva, Lanane, Grecian 5, PowerHold, Cepacol, Scalpicin, LiceMD, Johnson’s Foot Soap, Sea-Bond, Just for Men, Grecian Formula, Vagisil, Lectric Shave, Lanacort, Brylcreem, Williams.

**New Products:** Aqua Velva Ice Balm, Odor-Eaters Cat Litter Naturalizer, Scalpicin Anti-Itch Wipes, Vagisil Satin.

**82. Energizer Holdings Inc.**
St. Louis, MO
(800) 383-7323
[www.energizer.com](http://www.energizer.com)

**Sales:** $329 million

Energizer Holdings, Inc. (ENR) is a consumer goods company operating globally in the broad categories of household and personal care products. We currently offer solutions in portable power, lighting, wet shave and personal grooming, skin care, feminine care and infant care.

**Major Products:** Sun care—Banana Boat and Hawaiian Tropic; Towelettes—Playtex and Wet Ones.

**New Products:** Banana Boat—Sport Performance Sunscreen SPF 85 and Ultra Defense Sunscreen SPF 85; Hawaiian Tropic—Gold Tanning Dry Oil SPF 6, Deep Tanning Crème Lotion SPF 2, Island Radiance Self Tanner. Edge (acquisition).
83. WD-40
San Diego, CA
(619) 275-1400
www.wd40.com
Sales: $317 million

WD-40 Company, headquartered in San Diego, CA, is a global consumer product company dedicated to delivering unique, high value and easy-to-use solutions for a wide variety of maintenance needs of "doer" and "on-the-job" users by leveraging and building the brand fortress of the Company. The Company markets two multi-purpose maintenance product brands, WD-40®, and 3-IN-ONE® and eight homecare and cleaning product.


New Products: WD-40 Trigger Pro and 3-in-One No-Rust Shield.

84. Prestige Brands
Irvington, NY
(800) 291-9234
www.prestigebrands.com
Sales: $312 million

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. We have grown our company by acquiring strong and well-recognized brands from larger consumer products and pharmaceutical companies. Our management has provided each brand with the marketing support and senior level attention necessary to enhance the brand’s market position, expand its distribution and successfully launch line extensions and new products, with the goal of maintaining and enhancing consumer satisfaction.

Major Products: Household Care—Chore Boy, Cinch, Comet and Spic and Span; Personal Care—Cloverine, Cutex, Denorex, Ezo, Kerodex, Prell, Zincon, New Skin.

New Products: Comet Spray Gel Mildew Stain Remover.
85. Marietta Corp.
Cortland, NY
(800) 431-3023,
www.mariettacorp.com
Sales: $300* million

Marietta is more than a leader in the world of hotel amenities, custom guest amenities, contract
manufacturing and unit-to-use samples—we're a partner. We partner with international hotel chains
and independent properties seeking to build their respective brands, and with consumer packaged
goods companies that require a supplier with the capability to uphold the most precise brand
standards. At Marietta, we'll do more for your business.

Major Products: unit-to-use samples of soaps, shampoos, conditioners and lotions.

86. Phoenix Brands
Stamford, CT
(203) 975-0351
www.phoenixbrands.com
Sales: $275 million

Phoenix markets great brands by enhancing product performance, shelf impact and brand appeal. Our
brands enjoy wide consumer recognition, and we continue to invest in building on that equity. In
addition, our highly flexible business model enables Phoenix to bring customized solutions to its retail
partners. We are committed to providing our customers with innovative solutions—from product
formulas and packaging to merchandising and customized sales solutions. Phoenix Brands is
headquartered in Stamford, CT. Our products are sold in the United States and Canada and in more than
40 countries through export agreements.

Major Products: Detergents—Fab, Dynamo, Ajax and ABC, Arctic Power (Canada); Laundry aids—Rit
Dye, Niagara spray starch, Final Touch fabric softener, Sunguard, Sunlight dishwashing detergent
(Canada)
87. Tigi
Lewisville, TX
(800) 256-9391
www.tigihaircare.com

Sales: $250 million

At TIGI, we work with hairdressers across the Globe ensuring the latest styles and products are in
salons - for the use of the professional hairdresser and their clients. But TIGI isn't just about products,
it's about sharing ideas and inspiration. TIGI - it's a way of life!

Major Products: Cosmetics brands including Tigi, Bed Head, Hardcore and S Factor.

88. American International Industries
Los Angeles, CA;
(323) 728-2999
www.aiibeauty.com

Sales: $200 million

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.


New Products: 5 Second Cosmetics—stain pens and nail pens; Andrea Naturals—hair removal system; Body Drench—Oxygen fortified product line; Bye Bye Blemish—Healing Minerals; China Glaze—Romantique color collection; Clean + Easy—Acai Berry full body hard wax; Aromatherapy Assorted 3 Pack; Correctionist—balancing toner, gentle gel cleanser, daily light moisturizer; GiGi—Blueberry, Crushed Grape and Pomegranate-Cranberry paraffins; Organic’s—Skin care system, Milk & Honee Wax, Mimosa Film Wax; IBD—Oalescence nail shades; Surgi Care—Surgi Wax.
89. Turtle Wax
Willowbrook, IL
(630) 455-3700
www.turtlewax.com
Sales: $200 million

Turtle Wax® is the number one selling brand of car care products in the world with sales in 90 countries. Founded more than 60 years ago in Chicago, the company is recognized for manufacturing appearance and performance car care products for the retail consumer market and the commercial car care and professional detailing industries.


New Products: Turtle Wax Black Box, Headlight Lens Restorer, Ice Wheel & Tire Cleaner, Ice Tire Shine, Ice Total Interior Care Spray, Wet 'n Black Tire Gel, Premium Chrome & Metal Polish.

90. H2O Plus
Chicago, IL
(800) 242-2284
www.h2oplus.com
Sales: $186 million

In 1989, Cindy Melk launched H2O Plus and transformed the beauty industry with her unique sea-science approach to skincare by combining water-based formulas with marine-rich ingredients and advanced technology. At the time, the market was saturated with pore-clogging, chemically concentrated products. When H2O Plus emerged, it established a refreshing new category of skincare.

Major Products: H2O brands of Face Care, Body Care, Hair Care and Bath & Shower products. Collections include Oasis™, Sea Results, Aualibrium™, Suncare, Green Tea, Waterwhite™ & Sea Clear.
TOP 100 GLOBAL CONSUMER PACKAGED GOODS COMPANIES (NON FOOD/BEVERAGE**)

91. Philosophy, Inc.
Phoenix, AZ
(602) 794-8500
www.philosophy.com
Sales: $170 million

philosophy is a lifestyle brand that celebrates feeling well and living joyously. Endorsed by doctors, celebrities, and most importantly our customers, philosophy wants to inspire you to live a better life by being better to yourself. We offer you a lifestyle makeover that celebrates the idea that there is only one of you in this world and that you must honor your existence.

Major Products: Skin care, hair care, makeup, fragrance and bath and body products. Lines include Hope in a Jar, Purity Made Simple, Amazing Grace fragrance and ancillary items.

New Products: On a Clear Day skin care, Unconditional Love fragrance.

92. Parlux
Fort Lauderdale, FL
(954) 316-9008
www.parlux.com
Sales: $151 million

Our company, Parlux Fragrances, Inc. is a well established and internationally recognized company that specializes in the design, manufacturing, marketing and distribution of prestige fragrances and related products. We have been in the fragrance business for over twenty years and, as a public company, Parlux Fragrances, Inc. is ranked among the Top 100 cosmetic and fragrance companies in the world and our brands have global awareness and market penetration. In the United States, the distribution of our brands is carefully targeted to department and specialty stores. In International markets, our products are sold through established prestige distribution channels, primarily in perfumeries and department stores, in over 90 countries.


New Products: Paris Hilton Siren (July), Jessica Simpson Fancy Love (July), Nicole Miller Frenzy (July), Queen Latifah (July). To be launched: Josie Natori (August), Marc Ecko (Sept.), Rianna (summer 2010), Shawn “Jay-Z” Carter (summer 2011).
**Top 100 Global Consumer Packaged Goods Companies**

**(Non Food/Beverage**)**

**93. Betco**
Toledo, OH  
(419) 241-2156  
www.betco.com

**Sales:** $150* million

Since 1950, Betco has been an industry leader in supporting facilities maintenance professionals. Our journey has taken us through a resource evolution, from chemical cleaning compounds to equipment and from programs to processes for success. Today, our focus is on your needs for tomorrow, where resource integration and application to individual facilities for improving facility maintenance quality, efficiency and effectiveness is the future. Our vision is to help you improve all aspects of facility maintenance: quality, productivity, operational efficiency and cost-effectiveness, while making Betco the leader in complete facility maintenance management.

**Major Products:** Blistex®, Stridex®, Kand-A®, Foille®, Ivarest®, Glysomed®

**94. Seventh Generation**
Burlington, VT  
(800) 456-1191  
www.seventhgeneration.com

**Sales:** $150 million

Seventh Generation is committed to becoming the world's most trusted brand of authentic, safe, and environmentally-responsible products for a healthy home. For 20 years, the closely held Burlington, Vermont-based company has been at the forefront of a cultural change in consumer behavior and business ethics.

**Major Products:** Non-chlorine bleached, 100% recycled paper towels, bathroom and facial tissues, and napkins; non-toxic, phosphate-free cleaning, dish and laundry products; plastic trash bags made from recycled plastic; chlorine-free baby diapers, training pants, and baby wipes; and chlorine-free feminine care products, including organic cotton tampons.

**New Products:** Natural Fabric Softener Sheets, Auto Dish Pacs, Rinse Aid. To be launched: Natural Multi-Surface Concentrated Cleaner.
95. Nice Pak Products Inc.
Orangeburg, NY;
(845) 365-1700
www.nicepak.com

Sales: $147* million

Nice Pak makes and markets private-label wet wipes, as well as baby wipes, industrial wipes, surface wipes, antibacterial towelettes, and cloths for cleaning lenses and removing makeup and nail polish. Nice-Pak uses a patented process to manufacture its baby wipes without using chemicals or latex to bind the fibers of the cloth.

Major Brands: Hygea, nice’n CLEAN, PDI, Sani-Surface & Sani-System, wet-nap, Sani-Hands, Sani-Cloth, Tar off Towelettes, Chlorascrub™, EZ Ones (private label)

96. Herbalife
Los Angeles, CA
(310) 410-9600
www.herbalife.com

Sales: $146 million

Herbalife is a premier nutrition and weight-management company. We offer life-changing products and an unparalleled business opportunity. What started with founder Mark Hughes’ dream over 28 years ago has become a world-class company with over 1.9 million Distributors.

Major Products: Personal care products marketed under brand names such as NouriFusion Skin Essentials, Skin Revitalizers, Body Essentials, Hair Essentials and Skin Activator. Fragrances include Heart, Soul, Woman and Man.

97. Dermalogica
Carson, CA
(310) 632-3712
www.dermalogica.com

Sales: $140 million

When Dermalogica meets skin, skin health is redefined. Dermalogica is the number one choice of skin care professionals and consumers worldwide. Why? Because for over 25 years, we’ve been dedicated to delivering skin health results through education, innovation, and professional recommendation, not through advertising, frilly packaging, promises of miracle cures, or overblown hype.
TOP 100 GLOBAL CONSUMER PACKAGED GOODS COMPANIES

(NON FOOD/BEVERAGE**)

**Major Products:** Skin care products including cleansers, toners, exfoliants, moisturizers, masks, boosters, shave products, sun and body care and targeted treatments marketed under the Dermalogica brand name.

98. Gojo
Akron, OH
(330) 255-6000
www.gojo.com

**Sales:** $130 million

At GOJO, our sole focus is hand hygiene and healthy skin. As a result, we lead the industry in developing skin care solutions for a variety of markets, including healthcare, manufacturing, automotive, foodservice, education and government. Each market provides us with a more in-depth understanding of the science of skin care, and we apply that knowledge to every market we serve. We combine progressive product formulations, carefully engineered dispensing technology and scientifically based education and training programs that encourage healthy skin care behavior. The resulting skin care programs are the most extensive and comprehensive in the industry.

**Major Products:** Skin care products and services marketed under the Purell, Gojo and Provon brand names.

**New Products:** Gojo Eco Soy hand cleaner, Gojo and Purell TFX touch free dispensers, Gojo Cherry Gel pumice hand cleaner, Gojo FMX-12 Clean Gene dispenser.

99. State Industrial Products
Cleveland, OH
(216) 861-7114
www.stateindustrial.com

**Sales:** $125 million

State Industrial Products has an established reputation in the maintenance and cleaning, repair and operations markets. The company is committed to enhancing building environments and improving equipment productivity. All around North America, State Industrial's products are hard at work...in manufacturing plants, universities and schools, hotels, restaurants, health care facilities, government, industrial, and commercial facilities. The company boasts thousands of products, ranging from air fresheners to welding supplies, from cleaners and lubricants to nuts and bolts. Its customer base ranges from the local school to Fortune 500 companies.

**Major Products:** Green Seal-certified cleaners, drain maintenance, hand care, restroom care, water treatment and related products for the building, government, education, health care and industrial
TOP 100 GLOBAL CONSUMER PACKAGED GOODS COMPANIES

(NON FOOD/BEVERAGE**)

markets. Fragrance Factory odor control, State 24/7 Drain Maintenance System, One Solution concentrated cleaners and dilution systems.

**New Products:** Ecolution Lift Station Maintainer, Ecolution Neutral Floor Cleaner, Ecolution Carpet Cleaner, Fruit & Veggie Wash, Earth Savors Wipes & Mist, Sta-Glo SC, State PO2WER, Pit Raider.

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100. Bonne Bell  
Lakewood, OH  
(800) 321-1006  
www.thebonnebellcompany.com  
**Sales:** $120 million

The Bonne Bell Company is in its third generation of family leadership and is continuing to move toward the goal of being the preferred cosmetic brand for the world’s teen and preteen market.

**Major Products:** Color cosmetics including Bonne Bell and Lip Smackers.

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101. Spartan Chemical Co.  
Maumee, OH  
(800) 537-8990  
www.spartanchemical.com  
**Sales:** $120 million

**Spartan Chemical Company, Inc.** is a manufacturer of Chemical Specialty Maintenance Products and Industrial Degreasers committed to enhancing its strong leadership position in the industry through substantial investment of time, money and resources. We have advanced I.T. capabilities teamed with aggressive marketing programs reinforce Spartan's ultimate goal: to lead the industry as one who not only listens and responds to current customer needs, but anticipates and formulates Environment and User friendly programs, systems and products that assist customers in handling the ever changing paradigms of environmental sanitation.

**Major Products:** Chemical specialty maintenance products, which include 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.

**New Products:** Clothesline Fresh spotter, Lite’n Foamy dispenser, Chlorinted Plus degreaser, TB-Cide Plus II disinfectant and PearLux, Cranberry Ice and Citrus Airlift fragrances.
102. Hain Celestial
Melville, NY
(631) 730-2200
www.hain-celestial.com
Sales: $117 million

The Hain Celestial Group (Nasdaq: HAIN), headquartered in Melville, NY, is a leading natural and organic food and personal care products company in North America and Europe. Hain Celestial participates in almost all natural food categories with well-known brands.

**Major Products:** Natural personal care products sold under such brand names as Alba Bontanica, Avalon Organics, Jason Natural Products, Orjene, Shaman Earthly Organics, Heather’s, Queen Helene, Batherapy, Shower Therapy, Foototherapy, Tushies, TenderCare and Zia Natural Skin Care.

**New Products:** Jason Natural Products—Body Scrubs, PowerSmile flavors toothpaste, Kids Only! daily detangling shampoo, Jason fragrance-free facial cleanser; Zia Natural Microdermabrasion System.

103. Physician's Formula
Azusa, CA
(626) 334-3395
www.physiciansformula.com
Sales: $114 million

From its inception in 1937, Physicians Formula remains steadfast in its pledge to create and manufacture high-quality, hypoallergenic cosmetic and skin care products. It is committed to creating innovative products that meet your specific needs while meeting the more rigorous standards of the cosmetic industry. In fact, many Physicians Formula products are so gentle that they are recommended by allergists, dermatologists and plastic surgeons.

**Major Products:** Skin care and color cosmetics marketed under such brand names as Physician’s Formula, Magic Mosaic, Organic Wear, Mineral Wear, Bronze Booster, Line Erase Rx, Plump Potion, Conceal Rx.

**New Products:** Organic Wear mascara.
104. Sebastian International
Woodland Hills, CA  
(800) 829-7322  
www.sebastian-intl.com
Sales: $105* million
Sebastian International Professional hair care products go Heroic. Hair fashion gets beyond what's new with Sebastian International products.

Major Products/Brands: Sebastian Professional line of hair care and styling products; Cosmetics line Trucco

105. Obagi
Long Beach, CA  
(562) 628-1007  
www.obagi.com
Sales: $104 million
Obagi Medical products Inc., is one of the world’s most recognized names in skin health care and the preferred choice of physicians for prescription-strength product lines that transform skin. Discover more about our unique company.

Major Products: Skin care brands sold under the Obagi brand name. Products include Nu-Derm, C Rx, Professional-C, Nu-Derm Condition and Enhance, Elastiderm eye treatment, Clenziderm M.D. acne therapeutic systems, Clenziderm M.D. Systems for normal to dry skin, Elastiderm Decolletage System, Soluclenz Rx Gel.

New Products: Rosaclear System.

106. Method Home Products
San Francisco, CA  
(866) 963-8463  
www.methodhome.com
Sales: $100 million
Meet Adam Lowry and Eric Ryan, proud brain parents of method and the very first people against dirty™. Despite founding one of the fastest-growing private companies in America, and single-handedly turning the consumer-packaged-goods industry on its head, these two former roommates are quick to tell you that they’re no heroes. They’re SUPER-heroes.* And like every great superhero,
they gained their powers after being exposed to toxic material. Cleaning supplies, to be precise. But rather than turning them green or granting them the ability to talk to fish, Eric and Adam's toxic exposure gave them something even better. An idea.

**Major Products:** Home fragrances, household cleaners and personal care products.

**107. Merle Norman**

Los Angeles, CA  
(310) 641-3000  
www.merlenorman.com

**Sales:** $95* million

Headquartered in Los Angeles, CA, Merle Norman Cosmetics develops, manufactures and distributes its own full line of skin care and color cosmetic products. These cosmetics are sold through approximately 2,000 independently owned and operated Merle Norman Cosmetic Studios in the United States, Canada and Mexico.

**Major Products/Brands:** LUXIVA®, TOTAL FINISH®, POWDER BASE™, REMARKABLE FINISH™, MERLE NORMAN SHIMMERSTICK®, Creamy Flo-Matic®, DEFINITIVE™, ONLY NATURAL®, DUSKGLO™, FRESH’N FAIR®, SUPER-LUBE®, AQUA-LUBE®, MIRACOL®, MN for Men®, Inspirations™, HEX®, REGENCY™, DECOLLETE® and MERLE NORMAN Dual Spectrum™

**New Products:** LUXIVA® Aqua Balance makeup, Ultra Lip Shine, Oil Blotters, LUXIVA® Flawless Effect Oil Control pressed Powder, LUXIVA®, Creamy Lipcolor, LUXIVA® Sheer Defense, MERLE NORMAN Dual Spectrum™

**108. Perricone MD Cosmeceuticals**

Meriden, CT  
www.perriconemd.com

**Sales:** $87* million

NV Perricone MD, Ltd, is a leading manufacturer and retailer of skin care products and supplements founded by Dr. Nicholas Perricone, MD, FACN. After years of research and arriving at the conclusion that cellular inflammation may be the underlying cause of wrinkles, Dr. Perricone's holistic approach to developing skin care lines, supplements and diet recipes lead the line-up of Perricone MD products.

**Major Brands/Products:** Perricone MD brand products include a line of skin care products, cosmeceutical and nutriceutical products.
109. Rochester Midland Corp
Rochester NY
(585) 336-2200.
www.rochestermidland.com
Sales: $84.8 million

Rochester Midland Corporation has been a leader in the specialty chemical manufacturing industry since 1888. Our Integrated Solutions make RMC a valuable partner that can help customers solve problems and reach their strategic business objectives. RMC services education and government to enhance human health, industrial productivity and the business workplace with Integrated Solutions and products.

Major Products/Brands: Products servicing Commercial, Education, Government, Health Care, Hospitality and Retail Facilities include - Housekeeping, Carpet Care, Floor Care, Infectious Control, Food Service, Restroom/Locker Room Care, Diaper Changing, Feminine Care, Hand & Body soap, HandsFree® Fixtures, Odor Control, Toilet Seat Covers and Restoration Cleaning.

110. Murad
El Segundo, CA
(800) 242-1103
www.murad.com
Sales: $60* million

Murad is a leading professional skin care marketer. Founded by Howard Murad, M.D., associate Clinical Professor at UCLA, he has led the company and established it as a bestselling clinical skin care brand. The Murad brand, best known for its high performance topical and internal skin care lines, now boasts 88 consumer products and 45 professional products sold in 45 countries. Always with an eye toward effective innovation in skincare, Dr. Murad has achieved 18 patents for breakthrough products, all addressing total body wellness.

Major Brands/Products: Murad brand products include Acne, Anti-Aging, Cellulite, Cleanser, Treatments, Moistuizers, Supplements, Eye Care and Toners. Brands include: Acne Complex® and RESURGENCE®.

New Products: Active Radiance™ Serum, Essential-C Day Moisture SPF 30, Oil-Control Mattifier SPF 15, Sleep Reform™ Serum, Sleep Reform™ Dietary Supplement, Summer Skin Essentials
111. CCA Industries
East Rutherford, NJ
(201) 330-1400
www.ccaindustries.com
Sales: $56.7 million

The Company operates in one industry segment, in what may be generally described as the health- and-beauty aids business, selling numerous products in several health-and-beauty aids and cosmeceutical categories. All of the Company’s products are manufactured by contract manufacturers, pursuant to the Company’s specifications and formulations. The Company owns registered trademarks, or exclusive licenses to use registered trademarks, that identify its products by brand-name. All Company products are marketed and sold to major drug and food chains, mass merchandisers, and wholesale beauty aids distributors throughout the United States. In addition, certain of the Company’s products are sold internationally, through distributors or directly.


112. Borba
Los Angeles, CA
(310) 854-8170
www.borba.com
Sales: $25* million

Based in Woodland Hills, Calif., BORBA revolutionized the U.S. beverage and beauty industries by introducing the concept of drinkable skin care. The company now markets a full range of nutraceutical products, which includes Skin Balance Waters, Skin Balance Aqua-Less Crystallines and Skin Balance Confections. Additionally, BORBA markets a full range of cosmeceutical topical facial care and body care products incorporating naturally-sourced antioxidants and fiber-knit technology. BORBA's products, both topical and edible, are designed to provide the body with nutrients that support the creation of healthy, beautiful skin, while providing the body support to maintain itself.

Major Products: Nutraceuticals and cosmeceuticals
113. Blistex
Oak Brook, IL
(800) 837-1800
www.blistex.com
Sales: $24.8 million

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. Our objectives in those days were to create quality products, achieve consistent growth and become an innovative leader in lip care. The pursuit of quality and customer service led us in 1967 to create our research and development facilities, as well as build our own manufacturing and corporate headquarters complex in Oak Brook, Illinois. This move enabled us to have pinpoint control of every phase of our business from product formulation and testing to manufacturing and marketing. 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 our founding family. And we still believe in our original goals.

Major Products: Blistex®, Stridex®, Kand-A®, Foille®, Ivarest®, Glysomed®