



by Hunt Executive Search

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"A" Player Human Capital LeaderShift Insights

FEATURES

LeaderShift Articles

People on the Move

Sweating the P&L: Success in the PE World



Mark Schiller appointed CEO of **Hain Celestial**. Mark was with **Pinnacle Foods** and **PepsiCo**.

Diamond Foods appoints **Craig Hope** to CEO. He was with **Country Fresh**, **Earthbound**, **Nabisco/Kraft** and **Gallo**.

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When I conduct c-suite executive searches for private equity portfolio companies, my first qualifying hurdle is demonstrated experience and accomplishment "sweating the P&L". Most don't pass the test.

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Industry News

LeaderShift Courage: Overcome Your Fears



Leadership is a tough job that requires extreme courage. Even though most executives don't admit it, everyone from sitting CEO's to middle managers have doubts, insecurities and fears that make organizational challenges more difficult and, in extreme cases, insurmountable.

VC's are on track to invest >\$1B in the US this year and the first half of 2018 had 16% more middle market deals.

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Next Generation Supply & Commercial Collaboration

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**Hunt Executive Search
Video Introduction**

The new world order requires collaboration between trading partners to enable mutually profitable growth by transforming the multi-channel supply chain to enhance consumer experience. **Listen in on our FMI/GMA Supply Chain Conference session** to hear ideas on how future state supply and commercial leadership deliver consumer-centered, end-to-end value chain. You will learn from **Pam Erb**, vice president, supply chain, **Wegmans Food Markets**; **Rob Ferguson**, senior vice president supply chain, **The J.M. Smucker Company**; **Joe Hunt**, managing partner, **Hunt Executive Search**; and **Joe Hurley**, senior vice president, supply chain, **Giant Eagle**.

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People on the Move

Mark Schiller appointed CEO of **Hain Celestial**. He was with **Pinnacle Foods** and **PepsiCo**. **Paul Sukalich** joins **Gehl Foods/ California Natural Products** as SVP Operation & General Manager. He was with **Island Oasis** and **Country Pure Foods**. **Heather Wallace** appointed SVP/GM Beauty Care NA at **Henkel**. Heather was previously with **Novartis Consumer Health**. **Robert Mortati** joined **Harvest Hill Beverages** as CEO. He was with **Apple & Eve** and **Kraft** and succeeds **John LeBoutillier** who is joining PE firm **Brynwood Partners**. **Lora Van Velsor** is joining **Morgan Stanley Capitals** pet products company **Manna Pro** as CMO. She was at **Sun Products, Pinnacle Foods, Wrigley, and Kraft**. **Coty** appointed **Pierre Laubies** to CEO post, replacing **Camillo Pane**. Pierre was with **Jacobs Douwe Egberts** and **Mars**. **Nutkao** appointed **Matt Cooper** CEO of the US business. Was at **Cemoi, Heinz** and **Nabisco**. **Welch's** appoints **Trevor Carlos Altschul** joins

Bynum as CEO. He was with **Schwan's, White Wave** and **General Mills**.

Scott Almquist joins Tesla technology company **Finally Light Bulb** as CEO. Scott was with **Sun Products, Evenflo** and **P&G**.

Milind Pant joins **Amway** as CEO from **Yum Brands**.

Diamond Foods appointed **Craig Hope** as CEO. He was with **Country Fresh, JTM Foods, Earthbound Farm, Nabisco/ Kraft,** and **Gallo**.

Grocery Manufacturers Assn. (GMA) hires **Betsy Booren, PhD**. SVP Science and Technology; **Brandon Partridge** as SVP of Member Engagement; **Katie McBreen** as VP of Communications and Research, and **Katie Denis** as Sr. Director of Industry Narrative.

Katherine Lugar joins **American Beverage Assn.** as CEO. She was CEO of **American Hotel & Lodging Association**.

Rebecca Messina is joining **Uber** as first CMO. She was with **BeamSuntory** and **Coke**.

Tyson Foods named **Noel White** CEO after **Tom Hayes** unexpectedly resigned.

Scott Kirk joined **Yellow Wood Partners** as operating

Evelyn Wang joined **Milani Cosmetics** as CMO. She was at **Wet N Wild** and **L'Oreal**.

IRI named **Jeff Ansell** as chairman. He was CEO at **Sun Products** and **Pinnacle Foods** and a **P&G** alum.

Matt Kahn joined beverage company **Celsius Holdings** as CMO. He was with **Heineken, Glaceau,** and **Coca-Cola**.

Borden Dairy hired **Craig Musgrove** as Chief Sales Officer from Frito Lay; **Barry Card** from PepsiCo as VP Go-to-Market; **Patrick George** as VP Engineering from Dr. Pepper Snapple; **Joe DePetrillo** as CMO from Earthbound Farms/ WhiteWave Foods from Nestle, J&J and Best Foods; **Nick Suffredin** joins as VP R&D from **Post Holdings** and **PepsiCo** and **Brent Fowler** was appointed VP Operation from **Frito-Lay**.

Lowes Home Improvement appoints **Seemantini Godbole** as CIO. He was with **Target**.

Marcel Nahm joined **Auntie Ann's** as CMO. He was at **Hershey, Cadbury,** and **Anheuser-Busch**.

Beth Ford replaces **Chris Policinski** as CEO of **Land O'Lakes**.

Mike Forbes joined natural chocolate maker **Alter Eco** as

Siggi's as CEO. He was at **Stonyfield Farm** and **Danone**.

Mark Smith joins **C&S Wholesale Grocers** as Chief Supply Chain Officer. He was with **McKesson** and **Home Depot**.

DeDe Priest joined the **Freshpet** board. She was most recently at **Walmart** as the GMM of fresh food.

Craig Bahner appointed CEO of **Sara Lee Frozen Bakery**, a new company born from **KKR's** acquisition of **Tyson's** frozen business merged with **Sara Lee, Van's Bistro Collection** and **Chef Pierre**. Craig was with **Kellogg**.

Mike Ferry joined **CAVU Ventures** as operating partner. He was at **WhiteWave, Abbott Nutrition, Campbell Soup,** and **P&G**.

Murray Kessler joins **Perrigo** as CEO. He was with **Altria** and **Lorillard**.

Linda Lee joined **Chef's Cut Jerky** as CMO. She was at **Stonyfield Farm, Mondelez,** and **Cadbury**.

Mathew McCarthy replaces **Jostein Solheim** as CEO of **Ben & Jerry's**.

Brynwood Partners appointed **Brian Demos** CEO of their contract

partner. He was with **High Ridge Brands, Utrecht Art Supplies, and Lincoln Snacks.** CEO. He was at **California Olive Ranch and General Mills.** packer **Carolina Beverage Group.** He was at **TreeHouse Foods, Little Lady Foods, and Conagra.**

John Cowles joined **TruGreen** as CEO. He was at **FXI, Kraft, Campbell Soup, and George Weston.** **Coty** appointed **Pierre Laubies** as CEO. He was at **Jacobs Douwe Egberts, Mars, and Campbell Soup.** **Bart Adlam** joined **Chef's Cut** as CEO. He was at **Siggi's, Post Holdings, and Dannon.**

Brian Schiegg joined **Ocean Spray** as chief commercial officer. He was at **Mars.** **Honest Company** appoints **Shannon Pruitt** as CMO. She has an agency background. **Jean Spence** joined the board of **TreeHouse Foods.** She led R&D at **Mondelez.**

Igloo Products appointed **Dave Allen** as CEO. He was at **Vista Outdoor, Coleman, Alberto-Culver, and Unilever.** **Steve Van Tassel** joined **YumEarth** as CEO. He was with **Weetabix, Post Holdings, and Kraft/Nabisco.** **Scott McNair** joined **TNT Crust** as CEO. He was with **MaMa Rosa's Pizza, Schwan, Tyson, and Conagra.**

Constellation Brands appoints **Jennifer Daniels** to the board. She is the chief legal officer at **Colgate-Palmolive.** **Cheryl Bachelder** joins board of **US Foods.** She was CEO of **Popeyes Louisiana Chicken** and previously with **KFC, Domino's, Nabisco and P&G.** **Callaway Golf** appoints **Laura Flanagan** to board. She is the CEO of **Foster Farms.**

Rich Krause joined NutriBullet maker **Capital Brands** as CEO. He was most recently at **Confluence Watersports.** **Todd Putnam** joins **Bumble Bee Foods** as Chief Growth Officer. Todd was with **Campbells Soup, Coca-Cola, Disney and P&G.**



Industry News

Wind Point Partners acquired **Cosmetic Innovations** (CEI) to combine with its **Vee Pak** platform and **Sabra's** salsa business to combine with **Stir-Pacifica Foods.** **Constellation Brands** invested \$4 billion in cannabis company **Canopy Growth.** **Peak Rock Capital** bought pizza crust maker **TNT Crust** from **Tyson**, then added seasoning company **Louisiana Fish Fry** and **Pretzels, Inc.** **Coca-Cola** to acquire London based coffee platform **Costa** for ~\$5.1B.

Tyson Foods to buy **Keystone Foods** for \$2.16B. **Coca-Cola** acquired soda brand **Moxie** and kombucha maker **Organic & Raw.** **J&J** paid \$2.1 billion for Japanese skin care company **Ci:z Holdings.**

Post Holdings spun off private brands business into newly formed **8th Avenue Food & Beverage.** In addition to buying **SodaStream** for \$3.2 billion **PepsiCo** bought nutrition bar **Appalachian Mountain** **Craft Brew Alliance** buys **Cisco Brewers** of Nantucket, **Appalachian Mountain**

Provisions, partnering with PE firm **Thomas H. Lee Partners** in the deal. company **Health Warrior** from **Brewery** of North Carolina, and PE firm **VMG Partners**. **Wynwood Brewing** of Miami.

Mars sells drinks business to **Italy's Lavazza** for \$650M. **Parmalat** buys **Kraft Heinz** Canadian cheese business for \$1.2B. **Hershey** buys **Pirate's Booty** from **B&G Foods** for \$420M.

Kainos Capital sold **SlimFast** to **Glanbia** for \$350M. **Palladium Equity** bought **Sanders Chocolate** to combine it with **Kar's Nuts**. **JW Childs** bought **Planet Dog** to merge it with **Outward Hound**.

Swander Pace Capital bought **Fine Choice Foods** to combine with portfolio company **Passport Food Group**. They also bought artisan baker **Bäckerhaus Veit**. **AUA PE Partners** bought dairy distributor **Desi Natural Dahi** as a bolt on to **Raymundos Food Group** and **Joey's Fine Foods** as a bolt on to **Indulge Desserts**. **Newell Brands** carved out **Jostens** to **Platinum Equity** and **Pure Fishing** to **Sycamore Partner**, each for \$1.3 billion.

Swander Pace Capital sold copacker **Recochem** to **HIG Capital**. **Kraft Heinz** launched a \$100M VC fund called **Evolv Ventures** for food industry deals. **Berkshire Partners** bought **RockTape** as a bolt on to fitness portfolio **Implus**.

Yellow Wood Partners bought **Paris Presents** from **EagleTree Capital** to bolt on to **Freeman Beauty**. **PepsiCo** launched a North American incubator called **Nutrition Greenhouse**. Plant based dairy alternative **Kite Hill** raised \$40 million from **General Mills** VC fund **301 Inc.** and **CAVU Venture Partners**.



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