

Table 6: Murray, Barbara. (2006b). Pepsi Co. Hoovers. Retrieved February 13, 2006,
From <http://premium.hoovers.com/subscribe/co/profile.xhtml?ID=11166>

	\$ mil.	% of total
Pepsi Co. 2004 Sales		
PepsiCo International	9,862	34
Frito-Lay North America	9,560	33
PepsiCo Beverages North America	8,313	28
Quaker Foods North America	1,526	5
Total	29,261	100

Table 7: Murray, Barbara. (2006d). Cadbury Schweppes Inc. Hoovers. Retrieved February 13, 2006, from <http://premium.hoovers.com/subscribe/co/profile.xhtml?ID=41767>

	% of total
Cadbury Schweppes 2004 Sales	
Americas Beverages	33
Europe, Middle East, Africa	25
Americas Confectionery	16
Asia/Pacific	16
Europe Beverages	10
Total	100

Table 8: Walker, Tim (2006). Cott Corporation. Hoovers. Retrieved February 13, 2006, from <http://premium.hoovers.com/subscribe/co/profile.xhtml?ID=42846>

	\$ mil.	% of total
Cott Corporation 2004 Sales		
US	1,221.8	74
Canada	189.5	12
UK & Europe	186.9	11
International	48.1	3
Total	1,646.3	100

Table 9: Select Financial Data from 2004 Income Statements. *2004 Annual Reports.*
(in millions)

	2004		
	Coca-Cola	Pepsi	Cadbury Schweppes*
Sales	21,962	18,175	5,861
Cost of Goods Sold	7,638		5,161
Operating Income	5,698	3,234	700
Interest	916		197
Net Income	4,847		153

*only 50% of total sales included, the part attributed to beverage sales