

Terence E. “Terry” Block 1966 DISTINGUISHED

The definition of “A Captain of Industry” could very well include a photo of Terry Block.

From his standout days at LHS where he was a member of the L Club, National Honor Society and an All-Lake Erie League (LEL) defensive back for the LHS football team, Terry exhibited the drive and leadership qualities that would take him from Lakewood, first to Earlham College for a B.S. in Biology and then to Olin Business School at Washington University in St. Louis where he earned his M.B.A. His journey ultimately brought him to the pinnacle of business success in the C-Suites of two of America’s best-known corporations.

Upon graduation from business school in 1973, Terry landed at Procter & Gamble and then Pet, Inc. However, after a few short years, he made the move to Ralston Purina in 1977. It was a prophetic choice. Terry found Purina to be a company whose culture fit his personality ‘wonderfully.’ His distinguished career spanned 34 years with the company.

Terry’s first position with Ralston Purina was Assistant Product Manager in Marketing. He subsequently ascended the corporate ranks, holding several increasingly important marketing positions, including Project Manager and Group Director. From 1986 to 1992, Terry held the position of Vice President and Director of Marketing in the Grocery Products Division and was promoted to Vice President and Director of Human Resources, Grocery Products Division, which he held until 1993. At that time, he was again promoted, to Vice President of Customer Development at Pet Products Group and served until 1996, when he was promoted to Executive Vice President, Ralston Purina Pet Products. Terry was named President and Chief Operating Officer, North America, in 1998.

Under Terry’s tenure, Ralston Purina secured significant gains in market share, becoming the leading U.S. pet food company with leadership brands across every key pet care market sub-segment. He personally led the development of two global billion-dollar brands – Purina One and Purina Pro Plan - as well as the Purina Veterinary Diets Line of pet foods.

In 2001, Ralston Purina was acquired by Nestle and Terry’s successes continued. He was named President, North American Pet Food for Nestle Purina PetCare in 2002. Pursuant to his leadership, sales nearly doubled while significantly enhancing the profitability of the pet care business, in which Purina was consistently rated one of the top five consumer packaged goods companies as well as one of Nestle’s flagship business units. The momentum set by Terry continues to this day, with Nestle Purina PetCare remaining a top player in the global pet care industry and the largest contributor to Nestle’s organic growth, accounting for 19% of Nestle’s global sales of 94.4 billion in 2022.

Terry served on the Pet Food Institute’s (PFI) Board of Directors as Chairman from 2007-2009, during which time he helped navigate the pet food industry through difficult product-related issues and assisted all PFI member companies in enhancing their quality practices. In 2010, Purina was the recipient of the Malcolm Baldrige Quality Award, the same year that Terry was honored as a Distinguished Alumna of the Washington University Olin School of Business.

Terry retired from Nestle Purina PetCare in 2011 and was named CEO of the Post Cereal business and President and COO of Post Holdings, Inc., becoming a member of the Post Holdings Board of Directors, serving on both the executive committee and long-term strategy committees. Through his leadership, nine acquisitions were made, ultimately resulting in a two hundred thirty percent stock price enhancement. Terry retired from Post Holdings in 2014.

Terry and his wife, Susan, met at Washington University and married in 1976. They have two grown children and one grandson. They have resided in St. Louis for fifty-two years.

