HEADQUARTERS
800 North Brand Blvd.
Glendale, Calif. 91203
(818) 549-6000
Nestleusa.com

DESCRIPTION
With more than a century of experience in food and beverages, Nestlé consistently delivers products that live up to today’s high standards for taste, quality, nutrition and enjoyment. The Nestlé Sales Division drives successful sales of the company’s many products to a wide variety of grocery and alternate channel customers.

The Nestlé Sales Division is structured to optimize business opportunities with our customers. Comprehensive account teams include Nestlé employees with a wide range of expertise including logistics, finance, category management and shelf technology. This allows Nestlé to better align the company’s strengths with customers’ needs.

The Nestlé Sales Division operates predominantly as a direct sales organization at customer headquarters level. Retail coverage is achieved via Nestlé Retail Operations Center (NROC).

PRODUCTS SOLD
Nestlé products sold by the Nestlé Sales Division include the following:

Coffee Breaks:

Thirst Quenchers:
NESTEA® tea products, NESTLÉ® CARNATION® Malted Milk, NESTLÉ® Hot Cocoa Mix, NESTLÉ® JUICY JUICE® 100% fruit juices, NESTLÉ® NESQUIK® products, OVALTINE®, NESTLÉ® ABUELITA™ Hot Cocoa Mix and Topping, NESTLÉ® MILO®, NESTLÉ® KLIM®, and NESTLÉ® NIDO® milk powder.

Baking Moments:
LIBBY’S® Pumpkin, NESTLÉ® CARNATION® Milks, NESTLÉ® LA LECHERA® sweetened condensed milk, NESTLÉ® TOLL HOUSE® Morsels and baking ingredients, NESTLÉ® TOLL HOUSE® Refrigerated Cookie and Brownie Dough.
NESTLÉ USA
SALES

PRODUCTS SOLD
(CONT)
Tasty Treats:
NESTLÉ® BABY RUTH®, NESTLÉ® BIT-OHONEY®, NESTLÉ® BUTTERFINGER® and BUTTERFINGER® Crisp, NESTLÉ® CHUNKY®, NESTLÉ® CRUNCH®, NESTLÉ® GOOBERS®, NESTLÉ® NIPS®, NESTLÉ® OH HENRY®, NESTLÉ® 100 GRAND®, NESTLÉ® RAISINETS®, NESTLÉ® SNO-CAPS®, SPREE®, CHEWY SPREE®, WONKA® BOTTLE CAPS®, WONKA® CHEWY SWEETARTS®, WONKA® GOBSTOPPERS®, WONKA® LAFFY TAFFY®, WONKA® LIK-M-AID® Fun Dip, WONKA® NERDS®, WONKA® PIXY STIX®, WONKA® NERDS® Rope, WONKA® RUNTS®, WONKA® SWEETARTS® and NESTLÉ® CARLOS V® chocolate style bars.

Meals and Snacks:
STOUFFER’S® (including STOUFFER’S® Single Serve Entrees and Dinners, CORNER BISTRO™ meals and Panini, STOUFFER’S® Multi Serve Family Size, Large Family Size, Party Size and Easy Express Skillets meals), HOT POCKETS® brand sandwiches (including HOT POCKETS® brand sandwiches for breakfast, HOT POCKETS® brand SUBS, HOT POCKETS® brand Calzone, CROISSANT POCKETS® brand sandwiches BUITONI® brands, NESTLÉ® MEDIA CREMA, NESTLÉ® TABLE CREAM, NESTLÉ® MAGGI® seasoning, bouillon, soups, and NESTLÉ® MAGGI® Asian seasoning and sauces.

Nutritious Fare:
STOUFFER’S® LEAN CUISINE® (including SPA CUISINE™ Classics, CASUAL CUISINE™ meals and Panini, CAFÉ CUISINE, COMFORT CUISINE and Simple Favorites™ meals and DINNERTIME CUISINE, Market Creations™ meals), LEAN POCKETS® brand sandwiches (including LEAN POCKETS® brand SUBS, LEAN POCKETS® brand whole grain sandwiches, LEAN POCKETS® brand sandwiches for breakfast), BUITONI® 100% Whole Wheat Pastas NESTLÉ® MEDIA CREMA Lite, and NESTLÉ® LA LECHERA® Fat Free and 50% Less Sugar sweetened condensed milk.

PARENT COMPANY
The Nestlé Sales Division supports most Nestlé USA businesses. Nestlé USA is owned by Nestlé S.A. of Vevey, Switzerland — the world’s largest food company with a focus on Nutrition, Health & Wellness.
NESTLÉ USA
SALES

Named one of “The World's Most Admired Food Companies” in Fortune magazine for fifteen consecutive years, Nestlé provides quality brands and products that bring flavor to life every day. From nutritious meals with LEAN CUISINE® to baking traditions with NESTLÉ® TOLL HOUSE®, Nestlé USA makes delicious, convenient, and nutritious food and beverage products that make good living possible. That’s what “Nestlé. Good Food, Good Life” is all about. Well-known Nestlé USA brands include: NESTLÉ® TOLL HOUSE®, NESTLÉ® NESQUIK®, NESTLÉ® COFFEE-MATE®, STOUFFER’S®, LEAN CUISINE®, HOT POCKETS® and LEAN POCKETS® brand sandwiches, NESCAFÉ®, NESTLÉ® JUICY JUICE®, BUITONI®, DREYER’S/EDY’S®, NESTLÉ® CRUNCH®, NESTLÉ® BUTTERFINGER®, WONKA®, DIGIORNO®, TOMBSTONE® and CALIFORNIA PIZZA KITCHEN® frozen pizza. Nestlé USA, with 2011 sales of $10 billion, is part of Nestlé S.A. in Vevey, Switzerland — the world’s largest food company with a commitment to Nutrition, Health & Wellness — with 2011 sales of $94 billion. For product news and information, visit Nestleusa.com or NestleNewsroom.com.

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