Nestle USA and Sonoco Sign Three-Year Agreement

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HARTSVILLE, S.C., Aug. 7 /PRNewswire-FirstCall/ -- Nestle USA has engaged Sonoco (NYSE: SON) as its exclusive supplier for paperboard cans used to package certain Nestle products in the United States, it was announced today by Charles L. Sullivan, Jr., senior vice president - Global Consumer Products. Sonoco provides a range of packaging solutions to Nestle for its powdered beverage products, including Nestle(TM) Nesquik(R), Nestle(R) Carnation(R) Hot Cocoa Mix and Nestle(R) Carnation(R) Coffee-mate(R), including paperboard cans and closures. Terms of the three-year agreement were not disclosed.

(Photo: http://www.newscom.com/cgi-bin/prnh/19991006/SNCLOGO)

"We are pleased to help meet Nestle's packaging needs with our growing portfolio of packaging solutions driven by increasing expenditures for new product and services development," said Sullivan. "Consumers are demanding different and more convenient forms of packaging, ranging from paperboard cans to flexible packaging and rigid plastics. We look forward to working with Nestle and our other customers in helping them meet these continuously changing consumer requirements."

Sonoco and Nestle have developed complementary organizational structures that allow the two companies to better respond to changing market needs. "Nestle relies on Sonoco for packaging innovations to help our products reach the marketplace for consumers around the world. Sonoco is very responsive and consistently surpasses our expectations for quality and service," stated Steve Galbraith, vice president of Purchasing, Nestle USA.

Sonoco, founded in 1899, is a $2.6 billion manufacturer of industrial and consumer products and provider of packaging services, with approximately 300 operations in 32 countries serving customers in some 85 nations. More information about the Company is available on its Web site at www.sonoco.com.

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