

# 33 Good reasons to be a Tobien Trading customer

# 1. Experience

Access more than 15 years of experience in the resource sector.

# 2. My Values (Courage, Optimism, Enthusiasm, Joy, Honesty, Recognition)

You can fully rely on our values.

# 3. Procurement Experience (centralized purchasing)

You can rely on our existing knowledge of larger and smaller structures.

### 4. Partnership

You can rely on our partnership approach.

### 5. Reliability

Rely on the right delivery of the right raw materials.

# 6. Service Concept

Your requirements for the service, be it specific pallets, packaging specifications, etc., will be met accordingly.

## 7. Expertise

With knowledge of more than 1'400 raw materials, such as raw spices, vegetables, herbs, technological raw materials, flavors, plant extracts, oils and many more you will build on a broad foundation.

# 8. Speed

You get the necessary information fast and quickly

### 9. Flexibility

To meet your customer needs, you can count on our flexibility

### 10. Process-oriented

You will receive a process that is tailored to your needs

# 11. Worldwide Supplier Network

You have access to a worldwide network of partners and producers

# 12. Origin Awareness

Be on the safe side through audits of production in the countries of origin (India, Egypt, Indonesia, China, Vietnam, Turkey and many European countries)

#### 13. Levels

You can access different qualities depending on your application.

# 14. Specification

You will receive a complete specification and, if necessary, the parameters will be adapted to your requirements, as agreed and feasible

# 15. Small and large quantities

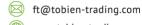
Do you have a partner on the side, which supports you regardless of the quantities?

# **16. Contract Management**

Depending on your needs, you can conclude contracts with longer maturities









### 17. Supply Chain

Rest assured that the supply chain for your supply is secure

#### **18 Customer Awareness**

As a customer, you focus on your needs.

### 19. Container handling

You have access to professional container handling for shipping from the source

# 20. Logistics Partners

With the competent and experienced partners in logistics for the food and cosmetics sector, reliable delivery is guaranteed

### 21. Customs and Import Knowledge

Depending on the raw material, the most diverse requirements for importing raw materials must be observed. Here you do not need to worry

# 22 Crop Cycles

You will benefit from access to the knowledge of the different harvest cycles per raw material and cultivated land

#### 23 Certifications

According to your requirements, the raw materials are delivered to you with the corresponding required certifications, such as Halal, Kosher, V-Log, OGT, Gluten-free, Bio, Biosuisse etc.

# 24. Analysis

In parallel to the deliveries you will receive the corresponding analyses and save costs and time.

#### 25. Market Trends

Rely on the information on the individual commodity trends so that you are optimally positioned both internally and vis-à-vis the customer

### 26. Regulations

You receive the necessary documents to fulfill all regulatory requirements

#### 27. Production Processes

For every raw material you can access production knowledge

# 28. Packaging Knowledge

Your raw materials are packed according to the legal regulations in force

### 29. Original Minds

You can deal with the most diverse mentalities from a variety of countries of origin

#### 30. Transparency

As a customer, the transparency that you receive from an independent dealer is important to you

### 31. Lean Organisation

As a customer, you need the right contact and information quickly and reliably

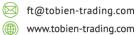
# 32. social responsibility

We recognize importance to a fair and correct treatment of people. Therefore, our suppliers and producers confirm us to behave according to the BSCI Codex.

### 33. Sustainability









In order to maintain long-term supply chain and cooperation, we want to ensure sustainable production. Therefore, we commit our suppliers and producers to reduce the environmental impact.

