

10. STANDARDS ARE SET
BY THOSE WHO OFFER
MORE THAN STANDARD
SOLUTIONS

- We offer a “partnership without limits” through concepts of advice, support and assistance together with a secure appraisal of the markets
- Our specialists react quickly and adapt flexibly to the changing market conditions
- Our company purchases long-term according to specific sustainable principles
- We design marketing concepts that inject new ideas in taste and design to win over consumers
- Together we set the ideal cost-effectiveness ratios for target groups, target market and sales success

We act as partners to the retail trade

OTG is a trustworthy, versatile and reliable partner where tea is concerned. Our many years of close and productive cooperation with a large number of prominent national and international trading companies deliver the proof. Not least among the reasons for the success of this collaboration is the fact that we see partnership as the ability to appreciate the other party's point of view. We fully adopt the viewpoint, demand and requirements of the retail trade as if they were our own. Your key concerns become our assignments.



“Only by knowing your opposite number's view-point can you work side by side to achieve success.”



We see more in tea.



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10 good reasons for a successful collaboration



Europe's Best
in Private Label Teas

"OTG – We see more in tea. Because our technology sets the standards, your products can set the trends."

Our strengths strengthen our clients

OTG does a lot to make the most out of tea: we maintain a discerning tea tradition while continuously investing in state-of-the-art technical and logistical innovations. Our understanding of a special customer-orientated approach involves deploying our market expertise based on a wealth of knowledge and imagination. We also associate significant brand successes with a uniquely comprehensive experience in private labels. All of this makes us informed and strong partners. Partners from whom you as a customer may certainly expect something extra.

1. WE KNOW AND DEVELOP MARKETS



- We were already supplying successful retail brands of tea before we took over or introduced major German tea brands such as Meßmer, MILFORD and Onno Behrends
- OTG occupies a leading position on the German and European markets
- 270 employees provide a diverse range of services from a single source
- OTG is the largest subsidiary of Laurens Spethmann Holding, which produces a total of 8 billion tea bags annually



2. TO US LEADING MEANS MOVING FORWARD



- The four production plants in Germany and France are among the most carefully designed and modern ones in Europe and regularly set new standards
- They see themselves as innovative "think tanks". Their own technicians and tea specialists use their wealth of knowledge, intuition and experience to continuously optimize all production processes
- Two independent logistic warehouses coordinate the timely and reliable shipping of all finished goods to the customers (VMI)
- Our family-run company has subsidiaries, cooperation partners and distributors in more than 50 countries

3. TEA IN EVERY FORM – AND ALWAYS ON TOP FORM

- As specialists in the filling of twin-chamber tea bags for the production of herbal and fruit infusions, black and green teas, we also provide a wide range of other services
- We operate a system of quality assurance that surpasses even the strict statutory EU regulations
- Our facilities use state-of-the-art technology for the production of tea bags, bags without tags, pyramid bags, nylon bags and "Tea Buddies"
- We are specially qualified for the manufacture of medicinal teas (GMP/FDA certification)



Versatility means specializing in everything

Our logo depicts “two leaves and a bud” from the tea plant, which symbolizes that we dedicate all of our activities towards tea and tea-related articles as a product, their markets and their marketing. OTG is a tea specialist that has been supplying the retail trade, industry, the out-of-home business and large-scale consumers with a broad portfolio of products since 1907, growing together with its customers.

4. WE OFFER A BROAD SELECTION OF SELECT PRODUCTS

- We provide black, green or white tea and rooibos as well as fruit and herbal infusions
- There are also teas for babies, children and medicinal teas
- All of these are available in conventional, organic, kosher or sustainable grades as well as in selected premium qualities
- We have a variety of packaging formats and product types, from classic loose leaf tea in bags to individually wrapped tea bags
- We are constantly developing innovations in products and packaging: for instance, we were the first to completely abandon metal clips on tea bags. What is more, we help to protect the environment with our process for glueing our folding boxes, eliminating the need for additional cellophane wrapping.



5. WE EVEN KEEP REINVENTING THE TRIED AND TESTED

- Our specialist team for retail brands will be delighted to provide very individual advice on the production of tea products
- Either you provide the raw materials and we do the rest or we can offer an extensive range of services from a single source
- This is supplemented with a wealth of experience, in-depth retail knowledge extending to support as a category consultant
- Our quality assurance and our inspections relating to food and beverage law guarantee safety of the highest standard for maximum enjoyment (IFS)



6. FUTURE ASSIGNMENTS ARE SOLVED SUSTAINABLY AS A MATTER OF PRINCIPLE

- We are an independent family-run company in its fourth generation
- Our employees are actively engaged in national and international associations and institutions
- Sustainable trade along the entire supply chain is a key constituent of our corporate philosophy
- We are the first major German tea company to have joined the Ethical Tea Partnership in 2012
- Our aim is to continuously increase the proportion of sustainably certified tea raw materials to 100 per cent
- We are able to offer packaging in up to 100 per cent of recycled materials or made from sustainably grown timber stocks
- By the year 2016, we have already reduced our emissions by more than 25 per cent



“If you wish – OTG can supply you with all from one source, from the first idea through to market launch. It is certainly worthwhile talking to us because we master the efficient processes required.”

You supply the ideas – we supply the product

OTG supplies its clients with flexible, innovative and tailor-made product concepts. Whether retail brands for consumers, B2B brands or contract manufacturing – our specialist team is able to fulfil every wish relating to flavour, design and packaging. Our service includes implementing a broad range of ideas so that our customers are able to sell more.

7. FOREIGN MARKETS ARE FAMILIAR TERRITORY FOR US

- We also provide advice and support through specialist teams in the development and implementation of products for foreign markets
- Our employees are familiar with market structures, quality requirements and legal constraints in the EU
- Our knowledge covers consumer requirements and trends in European sales areas

8. EVERY TASK IS DIFFERENT, EVERY CUSTOMER IS SPECIAL, QUALITY AND SAFETY PROVIDE THE FOUNDATION

- Our aspiration is to ensure maximum quality and safety in all stages of production from cultivation and raw material selection to product and packaging



- OTG offers an exclusive service: quality assurance through our own OptiPro procedural system for all customers



- We engage independent, certified special laboratories with maximum expertise in their specific methods
- All our processes are firmly based on the HACCP concept and approved by certification (IFS). The first plant was certified to ISO 9001 back in 1993
- Our quality management systems undergo regular auditing both internally and externally

9. SUPPLYING FROM A SINGLE SOURCE IS OUR GUARANTEE OF SUCCESS

- Concept development, tea tasting and purchasing – we provide professional support from tea selection through to the implementation of your product idea



- Because quality assurance is so important, we conduct the inspections relating to food and beverage legislation, safeguard product safety and offer our advice
- We implement your packaging idea/development and creative packaging design directly with our in-house graphic design studio
- Our specialists support and supervise packaging production: From the selection of suitable surface finishing techniques to the inspection of printing data through to production tests



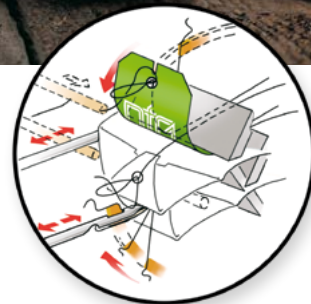
“Our experience with the specific requirements helps to open up domestic and foreign markets.”



Tea in Tea Bags (Fine-cut)



- For an ideal infusion of the tea
- Produced using a knotting and folding technique without a metal staple or glue
- Glueing of box eliminates the need for cellophane
- 100% natural (biodegradable) materials (paper tea filters, cotton thread, box labels)



Tea in Tea Bags (Fine-cut)

DOUBLE-CHAMBER TEA BAGS



- Size / content:
20, 25, 40, 50 or 100 double-chamber tea bags
- Also available as teapot portions

DOUBLE-CHAMBER TEA BAGS, INDIVIDUALLY WRAPPED



- Size / content:
From 3 to 100 individually wrapped double-chamber tea bags – various material possibilities (paper, Duotwin, OPP, Alu Daklene)
- Also available as teapot portions

SQUARE SINGLE-CHAMBER TEA BAGS



- Square single-chamber tea bags
- Size / content:
20, 26, 50 or 100 tea bags (two chambers per bag)
- Over-sized bags on request



 We see more in tea. 



Loose Tea / Premium Tea Bags



- Pyramid or pillow-shaped bags – allows the tea to unfold perfectly
- Tea leaves (broken or whole leaves) and ingredients, such as flowers for example, can easily be seen due to the transparent material of the tea bag
- Materials are heat-sealed: Labels and thread are attached to the pyramid or pillow-shaped bags (without the use of glue)
- Biodegradable materials (e.g. PLA) available
- Loose tea in variable packaging available (bags, tins etc)

Loose Tea / Premium Tea Bags

PYRAMID-SHAPED / NYLON PILLOW-SHAPED BAGS



- Size / content:
10, 15, 20 or 50 pyramid-shaped /
nylon pillow-shaped bags in folding
boxes, tins or bags

PYRAMID-SHAPED / NYLON PILLOW-SHAPED BAGS, INDIVIDUALLY WRAPPED



- Size / content:
10, 15, 20 or 50 pyramid-shaped /
nylon pillow-shaped bags
- Various material possibilities

TEA BUDDY TEAPOT PORTIONS AND ONE CUP PORTIONS



- Size / content:
16 or 20 "Tea Buddies"

LOOSE TEA IN TINS AND BAGS



- Size / content:
65 g, 100 g, 150 g, 250 g or
500 g tins, folding boxes,
paper or plastic bags



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