



Newsletter

Makers of Good Taste!

Number 1 June 2017



Here it is! Remia's first Edition of a newsletter for our international relations. We would like to share with you what is going on at Remia and present a variety of subjects to you. In this first edition we present Remia's Export back office team. If you haven't had the chance to meet them in person yet, you will know now what they look like and what services they can offer you.

We are delighted that Mr. Daniel Lander, Boardmember of Nando's, is the first of our Partners that took the time to explain what the cooperation with Remia has been like. We are proud to produce the famous Peri-Peri sauces and make a contribution to Nando's succesful Retail business.

In this edition we like to show you some of our product innovations. We can offer a 100% vegetable Mayo and several tasty, already Legendary Mayonnaises with different flavours, like Black Truffle and Garlic Sriracha. Try it and see what it can do for your customers.



Remia wants to make a contribution to sustainability. Since 2017 we produce Remia brands and your brands 100% climate neutral in Den Dolder.

We are determined to make tastier products every time!

Karel de Rooij
Managing Director



Remia's Legendary Real Tasty Mayonnaise

For 90 years Remia has been creating unique recipes using the very best ingredients, herbs, spices and oils. All this experience has been brought together in a unique series of 5 full, rich, delicious mayonnaises, all prepared with the finest ingredients for a unique taste sensation. Wonderful with handcrafted chips, baked potatoes, gourmet filled sandwiches and rolls, roast and grilled meat, chicken and fish, bringing out the rich flavour in each dish.

Remia's Legendary Real Tasty Mayonnaise is available in a range of different flavours: Black Truffle, Lemon Pepper, Garlic Sriracha, Rosemary Seasalt and Classic Recipe. The Legendary Mayonnaise range comes in distinctive, 365 ml glass jars, and in 2 litre plastic tubs for foodservice.





Partnership

Nando's delighted with strategic partnership Remia

Nando's was looking for a co-manufacturer in Europe and after an extensive review process selected Remia as its long term partner. We transferred production for all our Northern European markets to Remia almost 12 months ago and have been delighted with our relationship ever since. Remia constantly delivers on our expectations (and being a branded business we do throw continuous challenges to the Remia teams which they have been amazing at responding to). We have developed a real strategic partnership with Remia which relies first on the trust in a very professional, large scale, quality focused but cost effective operation. Secondly and as importantly the fuel and cement of our partnership has been the cultural alignment between Remia and Nando's, being both family-run businesses with strong values that place people at the heart of what they do. The day to day interaction between our teams is amazing, really unique and drives great speed of execution. We consider Remians as true Nandoca's.

Overall Nando's is delighted to have partnered with Remia and is confident about its future in the knowledge that Remia will support its ambitious growth strategy in countries like the USA, the UK or India.

Daniel Lander,
Nando's Grocery Supply Chain Director



New

Premium Gourmet Sauces

Consumers are constantly on the look-out for unusual, rich tastes. And Remia has come up with just the ticket: our new range of Premium Gourmet sauces. Our chefs have created the delicious Premium Gourmet range using special carefully selected ingredients, which give the sauces their distinctive flavour. The Premium Gourmet range is available in Garlic, Curry Pineapple, BBQ, Ravigote and Whiskey Cocktail flavours, ideal for barbecued meat or as an accompaniment for fish. Combined with the luxurious appearance of the bottle, the premium Gourmet Sauces have a high level of indulgement.





 **VEGETABLE-BASED MAYO**

 **ALLERGEN-FREE***  **EGG-FREE AND**  **LACTOSE-FREE**

The delicious egg-free alternative: **Like!Mayo**

We wanted to develop a new standard for mayonnaise - that delicious mayonnaise taste, but one that everyone could enjoy. A mayonnaise that was fully vegetable-based and 100% allergen-free. And here it is: Like!Mayo, an egg-free mayonnaise, based on 70% pure sunflower oil. Deliciously soft and creamy with that wonderful mayonnaise taste. Perfect with chips or baked potatoes, or to go in a gourmet filled sandwich or roll. And Like!Mayo is also a perfect basis for your own home-made sauces and dressings. Like!Mayo – the healthy vegetarian option that still tastes delicious! Available in 10 litre tubs and 840 ml tubes.

-  **100% vegetable-based**
-  **100% allergen-free**
-  **Egg-free and lactose-free**
-  **Suitable for vegetarians and vegans**
-  **No artificial aromas, colourings, flavourings or preservatives**
-  **Better for the environment***



* Like!Mayo is an egg-free product. Because it does not contain egg yolks, Like!Mayo produces fewer CO₂ emissions.



Nice to meet you!

Remia's export back office team

You are probably familiar with their voices and their e-mails, but not their faces. The Remia export back office team. They form a close team with the goal serving the customer's interests.

They intend to provide full service at any time. All members are dedicated team players with allround knowledge.

The assistant export managers tend to our customers sorted by geographical location: Sabrina Vonk takes care of UK, Eastern and Northern Europe, Yvonne van Tellingen takes care of Germany, Central and Southern Europe, Tessa van Buren serves customers in West Africa and the Americas and Garahnce Dekker is responsible for customers in Eastern Africa, Middle East and Asia. Furthermore they service several large key accounts. Hein Tolboom is team coordinator and takes care of industrial customers, ship chandlers and stock management.

Together they coordinate the process of order-entry, production, and shipping. They translate the customer's needs to the rest



of the organisation: production planning, quality assurance, logistics, finance and marketing. Jim Wong, Anja van Koppen and Emile den Otter take care of export documents: their focus is arranging bill of lading, certificates of origin, health certificate and other relevant shipping documents. They also take care of customs declaration formalities for all shipments to countries outside of the European Union. They have daily contacts with forwarders, banks, customs and health authorities to obtain the proper documents in the shortest time possible.

If have plans to visit the Remia office in Den Dolder you are always welcome to meet them in person!

From left to right: Hein Tolboom, Yvonne van Tellingen, Anja van Koppen, Emile den Otter, Garahnce Dekker, Sabrina Vonk, Jim Wong and Tessa van Buren



The natural taste of Remia!

Remia's Gourmet sauces make a lovely evening meal complete. The sauces are popular all over the world and are a great combination with meat, poultry and fish. The current range is increasingly successful. This has prompted us to add two new flavours to our range. The Mexican Salsa is a richly filled sauce containing pieces of Jalapeno pepper, with a tangy twist of fresh lemon. A perfect match to a juicy steak! The Curry is fruity and creamy and has chunks of pineapple. Delicious with chicken!

Besides introducing the two new flavours, we are also aware that consumers prefer products with a composition that is as natural as possible, that is why we also enhanced the recipes of the existing Gourmet sauces range. The Chilli, BBQ, Garlic and Whisky Cocktail sauces not only taste even better, like the Mexican Salsa and the Curry they contain all-natural ingredients and no preservatives. Naturally gluten-free!

The 6 Gourmet sauces of Remia are the natural accompaniment to any piece of meat or fish.



Remia produces 100% climate neutral

Here at Remia we have been working on improving our carbon footprint using energy conservation projects for many years! For instance in recent years we have invested a great deal of energy into more efficient energy use and have been looking into the potential of new, cleaner sources of energy.

We are now using only 100 % green electricity and green gas, we have installed 1,000 solar panels, and we have invested in a new heat pump, for conversion of residual heat into hot water, which can then be used to heat the tank storage facility. We have also invested in a wind farm. Thanks to all of these measures we can now proudly announce that we are CO₂-neutral.



Trade fairs calendar



7 - 11 October 2017

ANUGA "Taste the Future" Food Fair
Cologne Trade Fair and Exhibition Centre