

Switch & Shine Concept/Refills

The long lasting mood maker
Duni unique premium product for Breakfast,
Lunch, Dinner



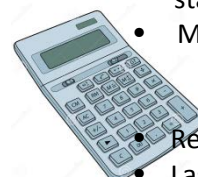
FEATURES	REASON for being/WHY	Main Segment	BENEFITs Enduser
Swich & Shiine refill <ul style="list-style-type: none"> Min 30bh, <u>no</u> minus tolerance High quality transparent polycarbonate cup Clever design/Conical shape Big enough distance between double dipped wick and refill wall Filling attached to the wall 15 colours Convinient packaging RAL mark 	<ul style="list-style-type: none"> Developed for Professional use – Long burning that lasts a whole evening. No need to re-light. Extra high flame that will ensure superior feeling. Nice visual look, flame fully visible No risk of shipping and the core falling off. Avoids need to clean holders Uncombustible, no risk of melting Flexible, fits all occasions Fitting for most candle holders Easy to store and handle Minimised smoking and soot, minimised contamination of the room air. 	Hotel	Staff can concentrate on the task at hand Long lasting mood maker
		FSR	Relightable mood maker Staff can concentrate on the food and guests/service
		Catering	Clean & Easy mood maker Will last throughout the whole event

Sustainability argumentation



No aluminium waste!
Min 30bh without tolerance is equal to 8,5pcs of 4h tealights – 8,5 aluminium cups.
Relightable - No leftovers!

Financial argumentation



- Duni S&S refill – min 30bh no minus tolerance is equal to 8,5pcs of 4h tealights – staff will spend less time on changing and lighting
- Minutes count! - More time for guests!
- Relightable
- Last 1 day longer than competitors 24h version
- Avoids destroyed candle holders
- Avoids cleaning of candle holders
- Avoids stearin/paraffin material stuck in dishwasher