

# Tealights, Maxilights

Developed for Professional use  
Product for Breakfast, Lunch, Dinner and Events



FEATURES	REASON for being/WHY	Main Segment	BENEFITS Enduser
<b>4h tealights</b> <ul style="list-style-type: none"> <li>Productionmethod – filled</li> <li>High quality cup</li> <li>Flat packed</li> <li>RAL mark</li> <li>RSPO certified</li> </ul>	<ul style="list-style-type: none"> <li>Premium look no remainings in the packaging /on the cup</li> <li>No damaged or leaking cup</li> <li>Easy to store and handle</li> <li>Optimized logistic solution</li> <li>Minimised smoking and sooting, no mushrooming, minimised contamination of the room air</li> </ul>		
<b>6h tealights</b> <ul style="list-style-type: none"> <li>Productionmethod – filled</li> <li>High quality cup</li> <li>Flat packed</li> <li>RAL mark</li> <li>RSPO certified</li> </ul>	<ul style="list-style-type: none"> <li>Burningtime without minus tolerance</li> <li>Relightable</li> <li>+ all of the above reason for being</li> </ul>	Hotel FSR	<b>Relightable mood maker</b>  <b>Staff can concentrate on the food and guests/service</b>
<b>8h tealights</b> <ul style="list-style-type: none"> <li>Productionmethod – pressed</li> <li>High quality cup with increased height</li> <li>Flat packed</li> <li>RAL mark</li> </ul>	<ul style="list-style-type: none"> <li>Long burning that lasts a whole evening.</li> <li>No need to re-light.</li> <li>Burningtime without minus tolerance</li> <li>Relightable</li> <li>+ all of the above reason for being</li> </ul>	Hotel FSR Catering	<b>Long lasting mood maker</b>  <b>Staff can concentrate on the food and guests/service</b>
<b>10h Maxilights</b> <ul style="list-style-type: none"> <li>Productionmethod – filled</li> <li>High quality cup</li> <li>Flat packed</li> <li>RAL mark</li> <li>RSPO certified</li> </ul>	<ul style="list-style-type: none"> <li>Long burning that lasts a whole evening.</li> <li>No need to re-light.</li> <li>Extra high flame that will ensure superior feeling.</li> <li>Burningtime without minus tolerance</li> <li>Relightable</li> <li>+ all of the above reason for being</li> </ul>	Hotel FSR  Catering	<b>Longlasting mood maker with an increased height of the flame</b>  <b>Creates relevant light for bigger rooms/events</b>

## Sustainability argumentation

RSPO certified - the vegetable oil used in our products comes only from certified plantations that operate within the strict guidelines for social and environmental responsibility.  
Responsibly cultivated/no devastating of woods  
Limited amount of leftovers!  
eco echo

## Financial argumentation

- Duni 8h Tealight – min 8 hours no minus tolerance
- Last at least 48 minutes longer than competitors version with tolerance.
- Duni 10h Maxilight– min 10h no minus tolerance
- Last at least 1 hour longer than competitors version with tolerance.
- Relightable
- High quality cup prevents leaking and time consuming clening of holders
- Staff will spend less time on changing and lighting candles, more time for guests!

