

Reels

- Flexible. A perfect fit for any table

Features/available in	Reason for being, why	Segments	Benefits End-user
Evolin – WOW – 1,2x20m and in four solid uni-colours	– Flexible. A perfect fit for any table	Hotel	– Ideal for large events and parties when convenience is key
Dunicel – JOY – 1,2x40m, 1,2x25m, 1,2x10m, 0,9x40m and in solid uni-colours and	 Protects, hides or highlight the tables and keeping them fresh and hygienic 	/Catering	- Cost efficient and with fast and easy handling
designs	 Improved acoustic conditions 		
Dunisilk – JOY – 1,2x25m, 0,84x40m and in solid uni-colours and designs	 Lasting colours and always without any fading's, wrinkles, stains or wholes 	FSR /Catering	– Same benefits as hotels
Paper – GO – 1,2x100m, 1x100m, 1,2x50m, 1x50m, 1,2x25m,	 Compared with linen; easier to handle and have a more varied selection of colours 		
and in solid uni-colours and a few designs			- Ideal for large gatherings when
Dunitex – JOY – 1,45x15m, and in tone on tone uni-colours		H&C	convenience is key - Cost efficient and with fast and easy handling

Evolin - WOW

- The ultimate linen-like setting. Material looks and feels like linen and is always fresh and perfect. Water-repellent

Dunicel - IO

– Strong. Outlasts every celebration. A large variety of designs and colours for the season or to support an occasion and culinary theme. Water-repellent

Dunisilk - JOY

– Wipeable for everlasting fun. Durable and long lasting – can be used several times both indoor and outdoor. Water-resistant

Paper - GO

- The Basic choice. Good solution when having large gatherings and low cost is key

Dunitex - JOY

 ${\rm -}$ Durable and very long lasting ${\rm -}$ can be used again and again ... Weatherproof and waterproof





Sustainability argumentation

Made from FSC certified fibers – responsible forestry with full traceability. Renewable raw material with low carbon footprint



Financial argumentation

- Low investment vs linen
- · Less stock keeping
- Saves time & money due to fast and easy handling
- → Estimate and compare the total cost that the customer have with their current solution; lease- and washing, replacement, handling, transportation, lost/damage, with the cost to use Duni disposable Table coverings
- → Set this cost in relation to how much in average are spend per meal for food and drinks

