Table covers
– Dresses the whole table

Features/available in	Reason for being, why	Segments	Benefits End-user
Evolin – *WOW* – Ø240cm, Ø180cm, 127x220cm, 127x180cm, 127x127cm and in six solid uni-colours **Dunicel – *JOY*** – Ø240cm, Ø180cm, 120x160cm, 120x120cm and solid uni-colours **Dunisilk – *JOY*** – 1,2x1,2m and in designs as well as in tone on tone uni-colours **Dunitex – *JOY*** – 1,2x1,2m and in design as well as in tone on tone uni-colours	– Dresses the whole table – Protects, hides or highlight the tables and keeping them fresh and hygienic – Improved acoustic conditions – Lasting colours, always with perfect folds and without any fading's, wrinkles, stains or wholes – Compared with linen; easier to handle and have a more varied selection of colours	**Hotel**	**– The perfect setting when wanting to create high expectations** **– Cost efficient and with fast and easy handling**
		FSR	**– Same benefits as hotels**
		H&C	**– Perfect to highlight that special meal occasionand** **– 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 – *JOY*
– Strong. Outlasts every celebration. A large variety of designs and colours for the season or to support an occasion and culinary theme. Water-repellent
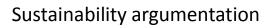
Dunisilk – *JOY*
– Wipeable for everlasting fun. Durable and long lasting – can be used several times both indoor and outdoor. Water-resistant

Dunitex – *JOY*
– Durable and very long lasting – 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