

Welcome to your
Spring 2023 newsletter!

In this quarterly newsletter we have brought together various features for you; from product highlights and colour features to End User sector inspiration along with the latest Duni news.

We hope this information will provide extra insight into Duni products and help you to offer solutions to your customers.

HIGHLIGHTS

The Virtual Showroom	P1
The linen switch	P2
Product in Focus: LEDs	P3-4
New Design: Poppy Field	P5
Colour Feature: Fuchsia	P6
Sector Focus: Hotels	P7-8



For enquiries or more information please contact your Account Manager or Fox Customer Service Department:

www.foxtrading.co.uk/contact-us/

Or scan QR code:



The Duni Virtual Showroom

If you have not already used this Duni tool, you can find it on Duni [website](#).

It has been designed to offer an engaging and interactive platform where you can now access and download everything you need all in one place. This includes product information leading with customer benefits, latest news, brochures, 'live' restaurant in-situ products, blogs, videos, profile print customisation, social media and more!

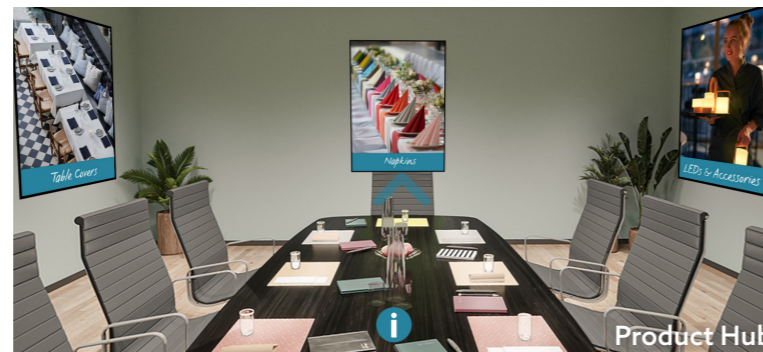
There are different areas to look around:

Reception:	Duni catalogues and news
Product Hub:	Product knowledge
Restaurant:	See products in a virtual setting
Kitchen:	Showcasing the Duniform range

It's the perfect tool to show your customers how they can use Duni products to enhance their premises and improve the customer experience.



Restaurant



Product Hub

No more linen - make the switch

The look of linen, feel of cloth and the convenience of paper.

Helping your customers make the simple switch from traditional linen napkins to Duni premium alternatives will give them all the advantages of linen without the downsides, and more importantly, without affecting their quality of service and the customer.

It is widely believed that linen is more cost-effective, but this does not take into account the higher price point, laundry and stock replacement.



The Key Benefits of switching to linen include:

- Soft and richly embossed, designed to last the guests' entire meal – napkins fold like a dream
- No laundry cost or risk of cross contamination – fresh napkin and tablecover every time
- Unrivalled flexibility – easily update a venue's look with colour, shapes or designs
- Reduced transport and storage – only pay for what you need with no contract
- Wide range of products, sizes and colours to choose from
- Environmentally conscious – FSC®-certified, sourced from sustainably-managed forests

Duni offer various materials to suit your budget:

- Napkins: Dunilin® and Dunisoft®
- Table covers: Evolin® and Dunicel®

Product in focus: LEDs

Designed for professionals, [Duni LEDs](#) are rechargeable, sustainably designed, and energy-efficient. A convenient, cost-effective and waste-free alternative to tea lights: change the mood in an instant with a remote control.

Even better, our LEDs offer optimal burning and charging time, as well as superior brightness.

The icing on the cake? Developed to fit our extensive range of holders, they open up infinite possibilities for your customers.



What are LEDs?

LED stands for light emitting diode. An electrical current passes through a semiconducting material – the diode – which emits light through the process of electroluminescence.

Duni LEDs are purchased in sets and come with a charging base, or can be charged in a station, which allows between 32 and 48 LEDs to be charged at once.

There is a remote control so you can switch them on and off and with 2 options, alter the colour and brightness.

Our 3 sets have various burn and recharging times.

Convenient, economical and energy efficient, LED lights are:

- Long lasting – a single charge lasts between 12 and 25 hours
- Cost effective – over 90% cost saving compared with tealights
- Energy efficient – A rating
- Waste Free – no aluminium cup to throw away
- Safe – the cosy mood of a candle without the flame
- Clean – no smoke, fumes or wax to clear up
- Time saving – spend less time lighting and cleaning. Simply turn on with the remote control
- Realistic flickering candle effect
- Customise your space with the coloured LED sets
- Weatherproof * – great for outdoor use
- Compatible with a wide range of stylish holders



Introducing the Duni LED Sets

Mini Lamp Set



Plug Set



Moving Flame Set



	Mini Lamp Set	Plug Set	Moving Flame Set
Coloured LEDs Set	12, with warm white	12, with cool white	No
Warm White Set	No	Yes	Yes
LED per Base	3 or 8	4 or 12	10
Burn Time	13 hours	13 hours	25 hours
Charge Time	8 hours	8 hours	6-8 hours
No. Recharge Cycles	+660	+660	+500
Battery Type	Lithium-ion	Lithium-ion	Lithium-ion
Energy Rating	A	A	A
Weatherproof	Yes	Yes	No*
Flickering light option	Yes	Yes	Yes
Timer	Yes	Yes	Yes
Nightlight Function	Yes	Yes	No
Remote Control	Yes	Yes	Yes
Optional Charging Station	Yes	Yes	Yes
Plug	UK Adaptor	European Pin	European Pin

New Design: Poppy Field

Inspired by wildflower meadows, your customers can take their guests on a journey through the summer countryside. Celebrating the beauty of nature, this elegant design brings the beauty of the outdoors in, creating an atmosphere that feels fresh and alive. Perfect for breakfast and lunch service, or for use in outdoor dining areas.



Visit our website for more [seasonal inspiration](#)

Colour Feature: [Fuchsia](#)

A playful and lively colour which inspires cheerful confidence. Pair with cool dark colours for an elegant look; a pastel shade to add contrast or bright green to make a colour statement.



Duniform® Takeaway Packaging

The [Duniform® concept](#) is the perfect one-stop-shop solution for sealed packaging when hygiene, simplicity, quality, and sustainability is what your customers care about. Comprising of robust and high-quality machines; trays in various shapes and sizes; sealing films with optimal functionality and transport solutions for easy handling: it gives your customers all the flexibility and convenience they need.



NEW IMPROVED VISUALISER APP



[Download for free now](#)



Product Feature: [Bio Duniletto® Slim](#)

- Pre-load with cutlery to speed up table service
- Easily customise with customer logo and branding
- Manufactured from fossil free materials

[Bio Duniletto® Slim 40x33cm, Article 201365](#)

Sector in focus: Hotels

Why Duni?

With our **Mix 'n' Match** ranges and materials, it's easy for your customers to create the mood they want as everything is designed to match perfectly.

Duni is a **one-stop-shop** and your customers can find everything in one place, from lighting solutions to napkins, table covers and cutlery pockets.

We also offer a market-leading choice of **eco-conscious** materials and colours and all of our tissue products are FSC® accredited.



Breakfast

From table service to self service, time is of the essence to set and clear tables.

Tableskirts are ideal for a buffet: the integrated adhesive attaches to the table edge in seconds. Placemats let your customers clear and rotate tables quickly, improving table turnover.

Easy to prepare, napkin cutlery pockets help your customers to set the table faster.



Lunch

When it comes to the mid-day meal, cost-efficiency, quality and speed of service need to be balanced. A Tête-à-tête connects guests; simply tear off the roll and set the table.

Duniletto® napkin pockets are easy to prepare by pre-inserting cutlery before service. Theme tables with a printed design napkins and placemats.



Dinner

Create the perfect canvas for your food, free staff time for guests and create a personal, relaxing mood. The designs, unicolours, tactile materials, candles and accessories Duni offer provide infinite ways to do so while ensuring flawless folds, colours and hygiene as well as providing freedom from laundry.

Dunilin® - our premium napkin material, delivers the ultimate linen look and feel and comes in a choice of sizes, colours and designs.

Evolin® table covers combine the beauty and luxury of linen with the convenience of single use.

Add a special touch with LEDs and holders.



Outside

From our Dunisilk® waterproof table cover material, LEDs which won't go out, to napkin pockets that stay firmly on the tables when filled with cutlery - even if the wind picks up - Duni can help your customers make outdoor dining easy.

Parties & Events

Whether it's an office party or a golden wedding anniversary, events offer a great business opportunity.

Banquet reels are perfect for long tables.

Table runners and placemats are ideal when your customers don't want fully covered tables. Napkins and napkin pockets transform tables with colour and design. LED lighting is rechargeable, energy efficient and will last through the whole event.



Bar & Lounge

If guests can be tempted to stay for drinks, it is more likely they will stay for food. Finishing touches will contribute to a better experience all round.

Cocktail napkins absorb spills and drips. Customised napkins build brand awareness. The Laponian range of accessories offer multiple ways to combine and use the range. Bamboo storage solutions convert a table quickly from drinking to eating.



Conferences

Duni offers practical ways to keep busy areas organised along with stylish ideas for lunches and break-times.

Napkin dispensers are great for finger food. Placemats add warmth to conference tables. Offer customised items to match the customer's brand identity.

In Room

Little things go a long way when it comes to in-room service. Every detail affects how guests remember and share their experiences of your customers hotel. Add a placemat and premium napkin to room service trays to ensure the restaurant quality flows to the rooms.