

KATRIN®

Giving One Stop the thumbs up!



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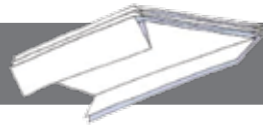


Katrin. At Hand.

C-Fold Vs One Stop

Katrin. At Hand.

C-Fold

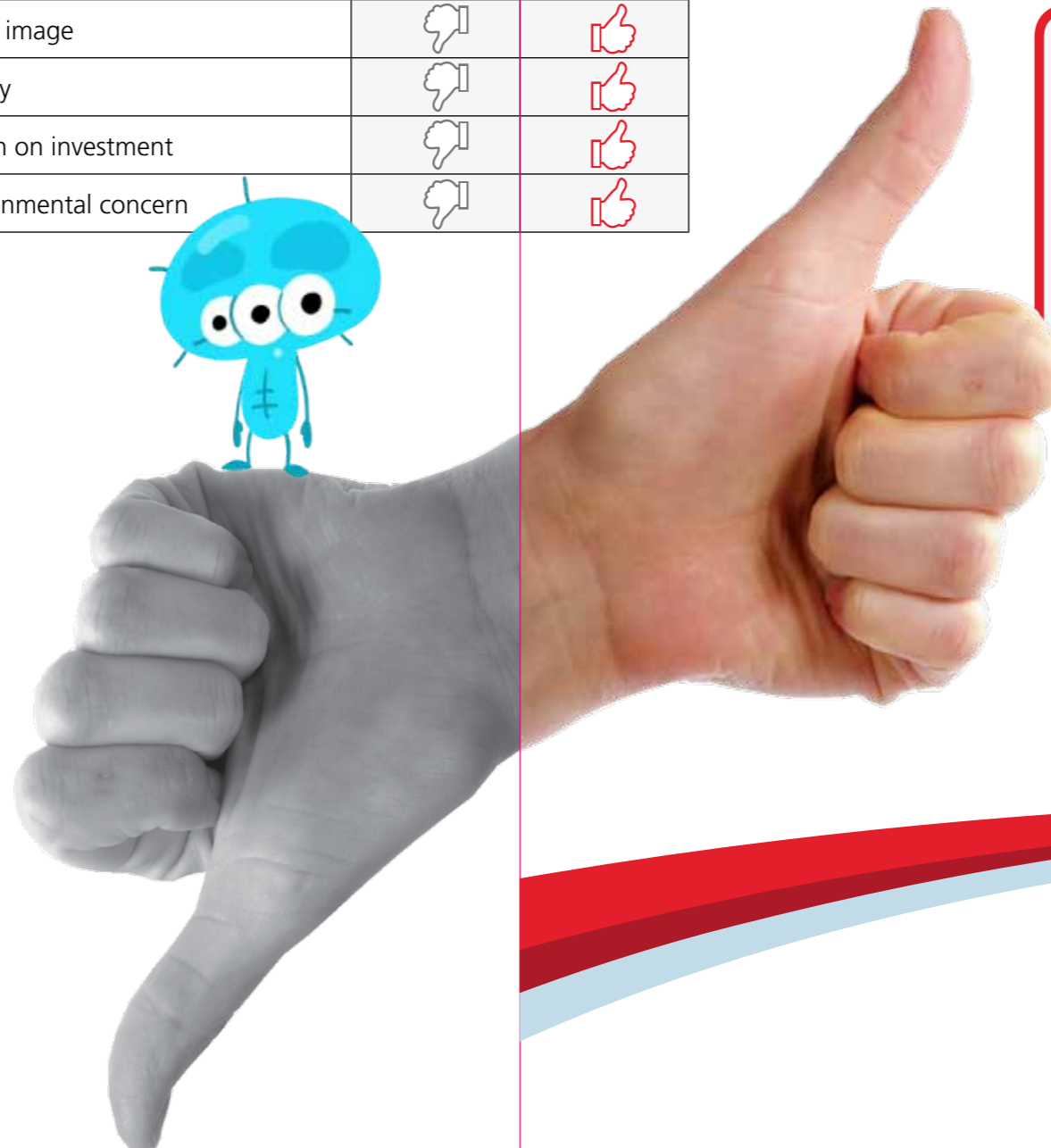


- **Used for high volume areas**
 - usually low quality towel
- **50% chance of loading incorrectly**
 - Quite likely to be upside down
 - Tabs not available to pull
 - Very difficult to extract from dispenser
 - User frustration
 - Results in using toilet roll or not drying
- **Towel is folded in 2, then the ends folded again**
 - Almost never unfolded for use
 - Very small surface drying area so doesn't absorb much
 - Need more towels to dry hands
- **Does not 'self present'**
 - Have to push hand up inside dispenser to remove
 - Again, may choose to use toilet roll if the end is available more easily
 - Cross contamination
 - Often dropping some on the floor in the process
- **High environmental Impact**

Net result is:

- Very high product usage because users extract at least 5-6 towels at once
- Very high labour costs from constant refilling
- Very high admin costs as a result of needing extra product
- Very high logistic costs as a result of needing extra product
- High chance of employee/customer sickness from cross contamination
- User dissatisfaction
- Negative brand image

	C-fold	One Stop
Loading product in dispensers	👎	👍
Use of surface area	👎	👍
Self presentation	👎	👍
Protection from cross contamination	👎	👍
Usage effectiveness	👎	👍
Labour cost effectiveness	👎	👍
Administrative effectiveness	👎	👍
Logistics effectiveness	👎	👍
End user satisfaction	👎	👍
Brand image	👎	👍
Quality	👎	👍
Return on investment	👎	👍
Environmental concern	👎	👍



One Stop



- **Excellent for high volume areas**
 - good quality towel
- **Obvious which way up the product goes**
 - Always loaded correctly
- **Towel is a single open sheet**
 - Presented one sheet at a time
 - Automatically open
 - Large surface area
- **Self presenting**
 - No cross contamination of towel or dispenser
 - Towels never fall out on the floor
- **Low environmental impact**

Net result is:

- ✓ Reduces labour costs
- ✓ Reduces admin costs
- ✓ Reduces logistic costs
- ✓ Reduces employee sickness
- ✓ High user satisfaction levels
- ✓ Strengthens brand image