



SUNLIGHT

PRODUCTS IN DISCUSSION:

- JUMBO ROLL TISSUE (JRT)
- MINI JUMBO ROLL TISSUE CENTREPULL (MINI JRT CTP)

JUMBO ROLL TISSUE
(JRT)



MINI JUMBO ROLL TISSUE CENTREPULL
(MINI JRT CTP)



CONTENT



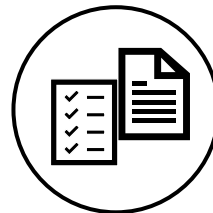
01 JRT & MINI JRT CTP SPECIFICATIONS



02 COMPARISON – SHEET SIZE, LENGTH,
ROLLS/CTN, COST/CTN, COST/SHEET



03 USAGE ANALYSIS – LENGTH, COST,
NO. OF USES, MONTHLY USAGE



04 USAGE SUMMARY

01 JRT & MINI JRT CTP SPECIFICATIONS

	Item No.	Tissue Type	No. of Plies	Tissue Length (m)	Sheet Length (mm)	Sheet Width (mm)	No. of Sheets	Rolls/CTN	Cost/CTN (\$)	Cost/Roll (\$)	Cost/Sheet (\$)
JRT	SUNLIGHT JRT-250PW JUMBO ROLL TISSUE	Virgin pulp	2	250	215	90	1,162	12	21.00	1.75	0.0015
MINI JRT CTP	SUNLIGHT JRT-500CP MINI JRT CENTREPULL	Virgin pulp	2	105	210	130	500	18	33.30	1.85	0.0037

02 COMPARISON – SHEET SIZE & LENGTH

■ JRT

■ Sheet size:

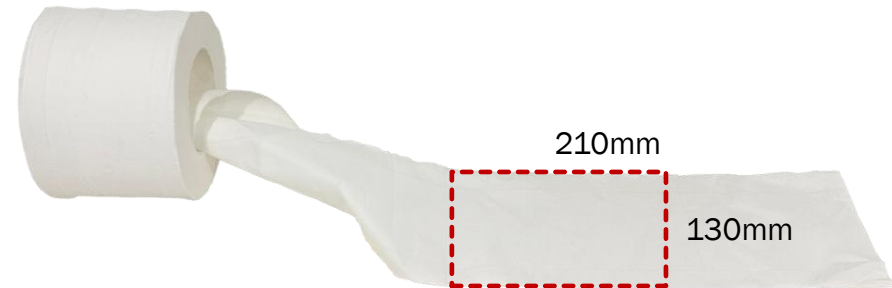


■ Roll length: 250m



■ MINI JRT CTP

■ Sheet size:



■ Roll length: 105m



02 COMPARISON – ROLLS/CTN & COST/CTN-SHEET

■ JRT

- Rolls/CTN: 12 rolls
- Cost/CTN: \$21.00
- Cost/Roll: \$1.75
- Cost/Sheet:\$0.0015

■ MINI JRT CTP

- Rolls/CTN: 18 rolls
- Cost/CTN: \$33.30
- Cost/Roll: \$1.85
- Cost/Sheet: \$0.0037

03 USAGE ANALYSIS – LENGTH

■ JRT

3 coils around hand (3'S x 3 pulls)

1 sheet:

215mm

90mm



Length used: 193.5cm

■ MINI JRT CTP

1 sheet per pull (1'S x 3 pulls)

1 sheet:

210mm

130mm
(Thicker & wider sheet)



Length used: 63cm

03 USAGE ANALYSIS – COST

■ JRT

Total: 9 sheets



Cost: \$0.0135

■ MINI JRT CTP

Total: 3 sheets



Cost: \$0.0111

03 USAGE ANALYSIS – NO. OF USES

■ JRT

No. of use per 250m roll



Total uses per roll: 129.2

■ MINI JRT CTP

No. of use per 500'S roll



Total uses per roll: 166.7

03 USAGE ANALYSIS – 1 MONTH USAGE/PAX

■ JRT

■ MINI JRT CTP

ASSUME no. of use per user is 50 times/month



$$50 \times 1.935\text{m} = 96.75\text{m}$$

Replenishment rate:



$$50 \times 0.63\text{m} = 31.5\text{m}$$

Replenishment rate:



04 USAGE SUMMARY BASED ON SLIDES 7-9



	JRT	MINI JRT CTP	BY USING MINI JRT CTP:
Length used	193.5cm	63cm	Reduced by 67%
Cost	\$0.0135	\$0.0111	Reduced by 17.8%
No. of use per roll	129.2	166.7	Reduced by 29%

i

Cost per sheet is lower for Jumbo Roll Tissue (\$0.0015 vs. \$0.0037). However, due to higher usage per visit, higher cost incurred in the long run.

i

Centrepull Toilet Roll is more sustainable – cost, usage, environment wise.

i

Jumbo Roll Tissue is suitable for all sewage systems due to lower GSM. Centrepull Toilet Roll may not be suitable for older sewage systems.



THANK YOU.