



## **Xpressnap® Testimonial Lori Crabtree**

### **Small Concession Stand Finds Big Savings with Xpressnap®**

Lori Crabtree used to pass out handfuls of napkins with the big, juicy sandwiches she and her husband Gary sell at their food concession stand, which travels seasonally with a carnival throughout Indiana and Michigan.

Then she saw the SCA Tissue Xpressnap® napkin dispensing system at a Gordon Food Service trade show and decided to buy one of the dispensers.

“I used to hand out the napkins myself to the customers and I would always load them up, thinking everybody was a messy eater, like me. I’d give out bunches of napkins with every order. Now people help themselves and usually only take one or two,” Crabtree said.

“I estimate that I saved more than \$500 in napkins in just one season with my Xpressnap dispenser,” she said. “I used to buy a case of napkins a week. Now I’m amazed at how few napkins I go through every week”

The Xpressnap dispensing system dispenses one napkin at a time, every time. Patrons touch only the napkins they will use – increasing hygiene – and take only the napkins they need. Larger, more absorbent napkins also reduce the amount patrons take, Crabtree said.

SCA Tissue guarantees that Xpressnap will reduce napkin usage by 25 percent. Independent research shows actual napkin usage reductions of 30 to 50 percent are the norm.

“I’m ecstatic about my Xpressnap,” she said. “I told a friend who operates an ice cream concession with the carnival and now she’s using Xpressnap, too.”

After 12 years on the road with the carnival from April through September, the Crabtrees are looking to settle down soon in their hometown of Parker City, Indiana.

“We’ll probably keep the concession and go on the road occasionally, but my uncle runs an ice cream parlor in Parker City and he’s looking to retire,” Crabtree said. She and her husband plan to buy the ice cream operation and stay put for a while.

“One of the first things I’m going to do is get rid of the spring-loaded napkin dispensers he’s using and get those new Xpressnap Tabletop dispensers,” Crabtree said.