



Unlocking your business potential

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Introducing our Horizon Scan service

What is our Horizon Scan service?

Horizon Scan is an in-depth review into the markets you operate in, your competitors and the products and services your competing with.

Horizon scan starts with detailed, primary research which develops into key business considerations and actionable outputs which will shape your business strategy, drive commercial excellence and enhance shareholder assurance and value.

Our Horizon Scans can be completed for any business, sector or product/service line.

Why you need it

- This key commercial activity often doesn't feature in business plans or BAU activities. However, having delivered many Horizon Scans for our clients we've seen how it unlocks new strategic direction and delivers significant commercial returns
- Our customers have secured ROI's between 10:1 and 50:1 based on our Horizon Scans
- Our work will mean you will know in great detail who your competitors are, what their published strategic plans are and what this may mean for your strategy
- Our work will highlight key market themes/trends and innovations enabling you to consider new strategies and commercial opportunities
- Our work will ensure you are fully aware of the latest news and legislation relevant to your market and how this may impact your business
- Our work brings together numerous insights and data points which will be translated into a strategic response and commercial opportunity plan
- Horizon Scan will enable you to get ahead of your competitors and the market
- Horizon Scan has been a great investment for our customers. We'd love your company to benefit too.

How to get started

- Contact either Jenny Ledger jenny@ledgerconsulting.co.uk or Rob Wainwright rob@ledgerconsulting.co.uk
- We'll meet you to understand more about your business, your market and what you'd like to achieve
- Once we've agreed the brief we'll begin your Horizon Scan and start the journey to delivering new commercial benefits



Unlocking your business
potential

Horizon Scan example report

Paper straws Horizon Scan

Oct 2022

Produced by JLC Ltd



Executive summary - Market dynamics

Macro Trends

- **Expansions and acquisition accounted for the largest share of all strategic developments** that have taken place in the paper straw market over the last 3yrs. Huhtamaki set up a manufacturing site in Antrim 2019, Matrix Pack acquired The Paper Straw company in Manchester 2022 (taking production from 20m to 30m per day), Transcend opened a site in Italy, Footprint will open a new manufacturing site in Poland end 2022 which will likely include straws as well as an EU R&D showcase site in Eindhoven.
- Point 2 - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- Point 3 - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- Point 4 - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- Point 5 - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- Point 6 - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- Point 7 - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- Point 8 - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- Point 9 - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- Point 10 - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci

Executive summary - Your key competitors and their high-level strategies

These are your key competitors and their high-level strategies

Competitor A Competitor B Competitor C Competitor D
 Competitor E Competitor F Competitor G Competitor H

- **Competitor A** – Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- **Competitor B** – Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- **Competitor C** – Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- **Competitor D** – Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- **Competitor E** – Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- **Competitor F** – Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- **Competitor G** – Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- **Competitor H** – Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci

Target sales segments

Quick Service Restaurants (QSR)



Delivery, take-away & drive through



Hotel, restaurant and catering (HoReCa)



Hospitality



Household



Retailers



FMCG Retail



Wholesalers & Institutions



Horizon Scanning

**Market drivers, risks and
opportunities**

Legislation and global resolutions will drive greater opportunity for paper straws and alternatives to all plastic packaging

Government SUP and plastic legislation changes

All over the world, cities and countries are beginning to ban or phase out plastic straws and plastic packaging due to mounting public pressure.

- 2008 **Rwanda** introduced an early ban on plastic packaging in a bid to become a plastic-free nation
- 2014 **California** first state to ban single use plastic bags
- 2015 **US** banned plastic microbeads in cosmetics and personal care products
UK, Canada, Taiwan, New Zealand also now have the ban in place
- 2017 **Kenya** single use bag ban. African continent has most bans on use of plastic bags
- 2018 **Seattle** became the largest US city to ban plastic straws
- 2018 **California** ban plastic straws
- 18-21 **New York City, Charleston, South Carolina, and Miami Beach, Florida** ban plastic straws
- 2021 **UK SUP** ban applies to plastic straws
- 2021 **EU SUP** ban applies to plastic straws
- 2022 **India** set to implement plastics ban on a range of items
- 2022 **Australia** bans single use plastics
- 2022 **Canada** bans single use plastics
- 2022 **United Nations** launch resolution to end plastic pollution – 175 nations have endorsed. Legally binding by 2024
- 2022 **USA and EU** joined Clean Seas Campaign launched by UN focused on ending plastic pollution through globally binding treaty
- 2025 **China's** Reform: a 30% reduction in consumption of single-use plastic items in restaurants by 2025
- 2030 **Taiwan** aims to have completed its blanket ban on all plastic bags, straws and utensils

Key (your company) Group risks and opportunities

Key risks for your company

- **Risk 1** example - Top 3 producers account for capacity of xbn, the largest in the world company A has just entered the UK market purchasing Company B
- **Risk 2** - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- **Risk 3** - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- **Risk 4** - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- **Risk 5** - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- **Risk 6** - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- **Risk 7** - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- **Risk 8** - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci
- **Risk 9** - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames ac turpis egestas. Proin pharetra nonummy pede. Mauris et orci

Key opportunities for your company

- **Opp 1 example** - **High UK consumption of straws.** Highest in Europe at 8.5bn. **Key market** on the doorstep.
- **Opp 2 example** - **QSR is a fast growing segment especially in emerging markets** which presents opportunity for export i.e. Asia Pacific.
- **Opp 3** - Lorem ipsum dolor sit amet, consectetur adipiscing elit. Maecenas porttitor congue massa. Fusce posuere, magna sed pulvinar ultricies, purus lectus malesuada libero, sit amet commodo magna eros quis urna
- **Opp 4** - Lorem ipsum dolor sit amet, consectetur adipiscing elit. Maecenas porttitor congue massa. Fusce posuere, magna sed pulvinar ultricies, purus lectus malesuada libero, sit amet commodo magna eros quis urna
- **Opp 5** - Lorem ipsum dolor sit amet, consectetur adipiscing elit. Maecenas porttitor congue massa. Fusce posuere, magna sed pulvinar ultricies, purus lectus malesuada libero, sit amet commodo magna eros quis urna
- **Opp 6** - Lorem ipsum dolor sit amet, consectetur adipiscing elit. Maecenas porttitor congue massa. Fusce posuere, magna sed pulvinar ultricies, purus lectus malesuada libero, sit amet commodo magna eros quis urna
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- **Opp 8** - Lorem ipsum dolor sit amet, consectetur adipiscing elit. Maecenas porttitor congue massa. Fusce posuere, magna sed pulvinar ultricies, purus lectus malesuada libero, sit amet commodo magna eros quis urna
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Horizon Scanning

**Competitor segmentation and
the paper straw global supply
chain**

Straw production supply chain dynamics and segmentation

Suppliers

Specialist machinery

Supplier A Supplier B
Supplier C Supplier D

Paper

Supplier A Supplier B
Supplier C Supplier D

ink

Supplier A Supplier B

Adhesive

Supplier A Supplier B

Manufacturers

Key competitors to your company

Competitor A Competitor B Competitor C Competitor D
Competitor E Competitor F Competitor G Competitor H

Others UK

Competitor I Competitor J
Competitor K Competitor L
Competitor M Competitor N

Others US & Canada

Competitor U Competitor V
Competitor W Competitor X
Competitor Y Competitor Z
Competitor A1 Competitor B1

Others Europe

Competitor O Competitor P
Competitor K Competitor L
Competitor Q Competitor R
Competitor S Competitor T

Other Asia

Competitor C1 Competitor D1
Competitor E1 Competitor F1

Distributors

End customers

Aaa
Bbb
Ccc
Ddd
Eee
Fff
Ggg
Hhh
Iii
Jjj
Kkk
Lll

Horizon Scanning

**Competitor financials,
production capacities and
product offerings**

Competitors financials and product offerings

Business	Sales Group	EBITDA group	Straws revenue	Straws capacity	Product offering	Straw details
Competitor A	€xm	Not stated	c€xm	xbn p.a. xm per day	Straws, compostable biodegradable sip lids,	<p>Paper straws for beverage cartons - Industrial</p> <ul style="list-style-type: none"> Used by milk or juice bottlers mainly in 200-250ml paper beverage brick U-shape/I-shape – 4.5mm. Available in different colours FSC mix certified. Food contact safety guaranteed (Bio Paper Plus) Also have a more environmentally friendly version which has 20% less paper – 10% less adhesive – 50%less energy <p>Paper drinking straws</p> <ul style="list-style-type: none"> Straight, Flexible, Spoon, Printed, Bubble Diameter; 4.5mm, 6mm, 7mm, 8mm, 10mm, 12mm Length; 150cm, 200cm, 210cm, 230cm Print and non print, customised paper available Bio Paper Plus version available <p>Compostable biodegradable drinking straw</p> <ul style="list-style-type: none"> Matrix Pack is the first straw manufacturer in Europe who offered the market straws from bio-resin raw materials. Available in two formats: - Normal Temperature Resistance – High Temperature Resistance Compostable & Biodegradable, TUV Certified, Secure Raw Material Supply Chain Diameter; 3–8 mm, Length; 150cm- 1m
Competitor B	Not stated	Not stated	Not stated	xbn p.a.	Cups, cutlery, tableware, environmentally friendly bags, disposable gloves, silicone straws, stainless steel straws, bamboo straws, whaet straws, glass straws	<p>Paper drinking straws</p> <ul style="list-style-type: none"> Food-grade wood pulp paper Straight, flexible, individually wrapped, sharp, and spoon paper straws Diameter range of 6-12mm, length range of 120-300mm
Competitor C	\$xm 2023 target \$xm	x%	Not stated	xbn p.a. xm per day	<p>Categories</p> <p>Food and drink packaging, ready meal, take away, beverage packaging, frozen disposable tableware, consumer goods</p>	<p>Paper drinking straws</p> <ul style="list-style-type: none"> Paper straws engineered to be strong over the course of days of use, while still breaking down completely in 90 days or less BIODEGRADABLE / COMPOSTABLE /MARINE DEGRADABLE: Our straws pass biodegradability testing standards ASTM D6866and compost-ability standards ASTM D6868, which means that, unlike plastic straws, they are biodegradable.
Competitor D	Not stated	Not stated	Not stated	xbn p.a.	Straws	<p>Paper drinking straws</p> <ul style="list-style-type: none"> Length 120mm-230mm Diameter 5mm-10mm

Competitors financials and product offerings

Business	Sales Group	EBITDA group	Straws revenue	Straws capacity	Product offering	Straw details
Competitor E	\$xm	Not stated	Not stated	x bn p.a. xm per day	Straws, paper cutlery, paper lids	<p>Aspetic paper straw – Telescopic, U-shape and I-shape</p> <ul style="list-style-type: none"> Length 140mm, 160mm, 172mm High durability: stays stiff in liquids for up to 24 hours. Diameter (4.1mm) <p>Regular straw line – Straight and flexible - 100% biodegradable</p> <ul style="list-style-type: none"> Length 150mm to 230mm, Diameter 5mm – 12mm Straws can stay stiff for over 24 hours <p>Personalise with your company logo</p>
Competitor F	£xm	x%	£xm	xbn p.a xm per week	<ul style="list-style-type: none"> T-eco home delivery and take away containers, QSR straw, Industrial straw, Paper cups, Paper cutlery Moulded fibre Digital printing 	<p>QSR straws</p> <ul style="list-style-type: none"> Ranging in diameter from 6mm to 11mm and length ranging from 125mm to 325mm. Printed or unprinted; wrapped or unwrapped. Printed straws use European inks that are food safe certified <p>Industrial straws</p> <ul style="list-style-type: none"> Successfully completed industrial trials on both SIG and Tetrapak lines Maintain the same O.E.E. as a poly-propylene straw over the 6-hour trial period. Become a direct replacement for PP straws eliminating the need for retooling by the customer
Competitor G	£xm	x%	£xk	Not stated	Straws Mail house services	<p>Paper drinking straws</p> <ul style="list-style-type: none"> Cocktail Straws, Classic Straws, Milkshake Straws, Smoothie Straws, Bubble Tea Straws, Individual Wrapped Straws Diameter; 6mm to 12mm Length; 100mm to 1000mm 3 ply or 4ply <p>Custom Straw – Promotional/branding</p>
Competitor H	€xm	x%	Not stated	Not stated but invested €xm in dedicated manufacturing site	<p>Categories</p> <ul style="list-style-type: none"> Food and drink packaging, ready meal, take away, beverage packaging, pet food, personal and homecare, disposable tableware 	<p>Paper drinking straws</p> <ul style="list-style-type: none"> Made from 100% PEFC certified paper sourced from certified sustainably managed forests. Individually wrapped in 100% PEFC certified virgin kraft paper. Unprinted straws are made of food grade paper holding leading food safety certifications including FDA and have been tested and certified for food safety in Europe, China and the United States. The paper substrate in use is certified for direct food contact by ISEGA in Germany.
Competitor I	Not stated	Not stated	Not stated	Not stated	Sugar cane table ware, food containers, take away containers, cups	<p>Paper drinking straws</p> <ul style="list-style-type: none"> Certificated FDA, LFGB, FSC, BRC, BSCI Diameter 6mm-12mm, length 197mm-260mm

Horizon Scanning

Deep dive into key competitors

Why are they a key competitor?

- Reason 1 - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
- Reason 2 - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
- Reason 3 - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
- Reason 4 - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
- Reason 5 - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
- Reason 6 - Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames

Who are they?

- Founded in 2009 in Country A and is the largest producers in Europe of drinking straws and other disposable products.
- x state-of-the-art production units in Europe and a sales network in x countries worldwide
- Sites are in UK, country b, country c, country D

Markets they sell in to

- AAA
- BBB
- CCC
- DDD

Latest news

- Attracted an investment of €xm with the entry of "xyz " investment capital
- Issued a long-term green bond loan of €xm equally covered by abc bank
- Competitor 1 continues to invest strongly in new innovative products, is currently in the final phase of R&D for x new products and will announce the start of their production very soon.
- New addition to 1234 range!
- We are proud to partner with supplier 1, to create high quality industrial paper straws for beverage cartons.
- In July 20xx, supplier 2 entered into a strategic partnership with the European drinking straw manufacturer competitor 1, in order to further develop abc.
- Following the successful launch early 20xx in Europe of the abc Paper Straw made by supplier 3 and sustained customer interest ever since, Competitor 1 has decided to invest during Summer 20xx in another x new supplier 3 lines
- We are happy to announce that Competitor 1 is awarded the Paper Straws business for brand 1, for the next 2.5 years starting from January 20xx

Suppliers

- abc machines
- 123 - Packaging Adhesive Solutions

Products offered

- I-shaped, U-shaped for beverage cartons
- Classic paper straw – colored
- Compostable biodegradable straws made from Bio-resin raw material

Horizon Scanning

**UK based straw producers who
pose a lower risk to your
company**

Review of small scale UK based businesses with paper straw production

Who	What	Product	Comments
Company I	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames	Paper straws Bespoke straws	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
Company J	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames	Paper straws	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
Company K	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames	Paper straws	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
Company L	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames	Paper straws	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
Company M	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames	Paper Straws	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
Company N	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames		Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
Company O	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames	Paper straws	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames

Horizon Scanning

**Rest of world straw producers
who pose limited/no apparent
impact on UK market**

Review of ROW based paper straw producers with limited/no apparent impact on UK market

Who	What	Product	Comments
Company P	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames	Paper straws Bespoke straws	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
Company Q	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames	Paper straws	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
Company R	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames	Paper straws	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
Company S	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames	Paper straws	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
Company T	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames	Paper Straws	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
Company U	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames	Bespoke straws	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames
Company V	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames	Paper straws	Nunc viverra imperdiet enim. Fusce est. Vivamus a tefllus. Pellentesque habitant morbi tristique senectus et netus et malesuada fames