



Better hygiene for a better experience with Tork



Reduce interruptions and improve service with easy-to-use Tork hygiene solutions. Our efficient and sustainable products enable your staff to spend less time cleaning and more time delighting guests.

56%

of diners say poor cleanliness and hygiene make them avoid a restaurant¹

90%

of diners read online reviews before picking a restaurant²

Tork helps Full Service Restaurants stay ahead of industry challenges

Work smarter and hassle-free

- All Tork hygiene solutions are designed to be easy-to-use, while saving time and optimizing workflow throughout the full house
- Make food safe practices easier with Tork color-coded foodservice wipers, odor-control soap, and touch-free dispensing.

Create rave-worthy experiences

- Efficient Tork hygiene solutions help staff do more with less, saving time that can be spent focusing on guests and earning great reviews
- Deliver the sustainable experience guests expect with waste-reducing dispensers and refills made from 100% recycled fiber

¹ Essity power of hands survey 2019 amongst 6.817 respondents across the globe

² [75 Significant Restaurant Statistics 2019](#) & 2020 Finances Online

Get to know the decision makers in a Full Service Restaurant

Restaurant staff needs time to connect with guests, to create positive experiences that earn rave reviews and repeat business. Listen to decision makers and you'll soon spot how Tork hygiene solutions can help improve workflow and save time.

#1: Restaurant manager

Key player. Concerned with how every part of the restaurant impacts guest experience. Typically makes the final decision on all restaurant supplies.



Inside Tip: Has to keep the other decision makers happy, and seeks out their input, so connect with them and the influencers first.

#2: Head chef

Controls all kitchen activities from creating the menu to scheduling staff and planning routines. Concerned with workflow and food safety.



Inside Tip: Be familiar with the chef's menu before you go, both as a point of respect and to speak to special needs of prep and clean up.

#3: Purchasing manager Group purchasing organization (GPO)

In chain restaurants, this role oversees, looking to reduce cost and complexity for all locations. Large chains may join a GPO for purchasing power.



Inside Tip: Offset the push for low prices; lead with how Tork can solve day to day challenges with the breadth of offering and depth of sustainable products.

#4: Important influencers

The decision makers above are influenced by kitchen and cleaning staff and waiters. At chains, corporate marketing managers may set product specifications.



Inside Tip: Get Tork products into restaurant staffers' hands and let them experience how much better work can be using the best products.

How Tork helps Full Service Restaurants

Working smarter

Tork improves ease of use and efficiency with high-performance dispenser systems and wipers, for better kitchen workflow and less clean-up time. Efficient Tork hygiene solutions help reduce labor, saving time that can be spent creating a nicer atmosphere.

Better guest experience

Small details can make a big difference. Solutions like custom print napkins and award-winning design dispensers ensure the best look and feel, contributing to memorable experiences and rave worthy reviews.

Safety and sustainability

Tork's products are designed to ensure that you comply with kitchen hygiene regulations and meet sustainability expectations of consumers. Sustainability goes beyond offering 100% recycled products. Controlled and one-at-a-time dispensing systems enable just the right amount of product to be delivered, reducing overall footprint and waste.

Segment trends and how to leverage them for sales



Hygiene is more top of mind for guests

More than ever, consumers need to feel confident that the dining experience is safe. Being clean and sanitary is now a top consideration when selecting a restaurant. Having the right hygiene solutions in place and training staff on proper cleaning-- including new food safety practices--is crucial for foodservice operators.



Channels are blurred

FSRs face increasing challenges with the evolution of off-premise dining, technological evolution, and the shrinking value gap. Building recognition and brand loyalty is essential to survival, and Tork's custom print napkins offer a perfect solution both on- and off-premise.



Growth comes from delighting guests

FSRs need great online reviews to grow. Products that reduce time spent cleaning and refilling dispensers enable staff to spend extra time focusing on guests.



Sustainability is a differentiator

Sustainability is a top decision driver for many restaurant guests. Tork sustainable hygiene solutions deliver on the expectations of eco-conscious consumers and can reduce costly waste.



Top industry challenges

- **Food safety and hygiene management are critical to operators** and now a key decision driver for consumers.
- **Tight margins** due to higher food and energy costs combined with reduced consumer spending.
- **Labor shortages and recovery of consumer demand** leading to need for automation and optimization so operators can do more with less.
- **Increasing focus on sustainability** from both guests and regulators mean operators need to make eco-friendly adjustments.

Recommended Tork hygiene solutions for Full Service Restaurants



#1: Kitchen

Optimize workflow, prevent cross contamination, improve hand hygiene.



Tork Matic® Hand Towel
Roll Dispenser
(H1) – 5510282



Tork Soap and
Sanitizer
Dispenser (S4)
– 571608



Tork
Odor-Control,
Liquid Soap
(S4) – 400020



Tork
Antibacterial
Foam Soap*
(S4) – 401815



Tork Odor Resistant
Foodservice Cleaning Towel
(W8 with bracket) –
192291 / 192292 / 192293



Everwipe® by Tork®
Disinfectant Wipe
Canisters
192820



Introducing Tork 2-in-1
Scouring and Cleaning
Foodservice Towel
192815



#2: Dining area / Delivery and Takeout

Meet customer quality expectations,
customize their experience.



Tork LinStyle®
Dinner Napkin, 1/8 Fold
(Custom print available)
– NC7180P



Tork Soft Dinner
Napkin, 1/4 Fold
– NP5240C



Everwipe by Tork
Chem-Ready
Wiping Rolls
192841



Tork Alcohol
Foam Sanitizer
US: 400217
CA: 4002170



Everwipe by Tork
Chem-Ready Buckets
192850



Tork Hygiene
Stand
– 670058



#3: Washroom

Ensure a fit with your brand image,
and improve hygiene with a
choice of dispenser designs.



Tork Matic® Hand Towel Roll
Dispenser
(H1) – 5510282



Tork Soap and Sanitizer
Dispenser (S4)
– 571608



Tork Xpress® Multifold Hand
Towel Dispenser
(H2) – 553128



Tork Xpress Compressed
Multifold Hand Towel (H2)
– 424834



Tork OptiServe Coreless High
Capacity Toilet Paper Dispenser
(T5/T7) – 473628
(T5/T7) – 473528
(T7) – 473208



Tork Coreless High Capacity
Toilet Paper Roll (T7)
– 472880

Get in touch

Join millions of people already using Tork products every day.



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