

# Wiping Rags versus Paper Wipers

## Performance

1. Rags absorb more, are thicker and larger (average size is 350 square inches vs. 180 for paper wipers).
2. Rags last longer, are more durable.
3. Rags tend to be re-used, due to 1 and 2 above and the fact that paper-type wipers are inherently "more disposable"; they tend to be thrown away sooner.

## Costs

1. All commodities, the true common denominator is per pound. Pound for pound, rags are the best value.
2. On a per wiper basis, paper appears less costly, but when factored on a cost per use basis (based on performance notes above) they are not.
3. When the two are compared on a square inch basis, the costs are favorable on colored rags over paper, and are also on white rags in many cases depending on paper costs. This does not account for the thickness and more absorbent capacity benefits.
4. The two types of rags supplied are knit material. There are approximately 7 pieces per pound and each piece is approximately 350 square inches. Use these facts to compare costs directly against the paper wiper.

## Environmental

1. We have supporting data from an independent study by Lockheed-Martin showing that the production of rags use less energy, less water and generate less waste than paper wipers.
2. Rags are 100% post consumer materials.
3. Non-woven paper wipers have a significant content of virgin pulp fiber (derived from trees).

It is important that we share the performance, cost and environmental facts. The rag business is not as sophisticated as the large paper companies are and it is important to be aware of the benefits of rags. The paper companies do a great job of selling their side of the story. Thank you for taking the time now for reading our side, and, for sharing this with others.