

RAG CONVERSION CALCULATIONS



RAG REPLACEMENT



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Rags are usually sold by Gross Case Weight rather than Net Weight. This means the customer is paying for the weight of the box. And the boxes can run heavy.

STEP 1: Estimate Net Weight of Rag Case

Gross weight	10 lb case	25 lb case	50 lb case
Weight of cardboard box	1.5 lb	3.5 lb	5 lb
Net weight	8.5 lb	21.5 lb	45 lb



The estimated piece counts below account for "filler" pieces that are unsuitably small and get thrown away, or for extra large pieces that get used for one job and discarded - rarely does anyone cut a large rag into two.

STEP 2: Estimate Rag Piece Count Per Pound

Rag material	white t-shirt	premium knit	sweat shirt
Piece count per lb	~7 pieces	~6 pieces	~4 pieces
Piece count 10 lb box	60 rags	51 rags	34 rags
Piece count 25 lb box	150 rags	129 rags	86 rags
Piece count 50 lb box	315 rags	270 rags	180 rags

In today's market users of rags typically pay \$1.90 - \$2.50/lb for the most popular material - white t-shirt. At \$2.25/lb that's a cost of \$56.25 for a 25 pound Gross case. To calculate the cost per rag, divide the case purchase price (\$56.25) by the estimated piece count (150 rags) to determine the cost is \$0.375 PER RAG!

STEP 3: Estimate Cost Per Rag

Case Purchase Price ÷ Estimated Piece Count =	Cost per Rag
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Depending on distributor selling price a typical end user can use triple the amount of nonwoven wipers compared to rags. And MDI's wipers have all the features and benefits of an engineered towel for industrial tasks (see sell sheet). So that's MORE PRODUCT, ENGINEERED FOR THE TASK, at a LOWER COST.

STEP 4: Compare Cost Per PRO-SERIES® Towel vs. Cost Per Rag

Three convenient high capacity formats available	Jumbo Rolls with Removable Core	Portable Tote-Pak™ with Sturdy Carry Handle	Single-Pak and Two-Pak™ pop-up dispensers
[CC8] PRISTINE® CLEAN Heavy Duty Shop Towels	91141 12"x12" • 475 towels	—	93580 12"x17" • 160 towels
[CC7] PRISTINE® CLEAN Supreme Performance	91888 12"x12" • 800 towels	93119 [CC7] 9"x15" • 240 towels	93114 [CC7U] 9"x17" • 900 towels (6 pop-ups of 150)
[CC7U] PRISTINE® CLEAN Universal Performance	93138 12"x12" • 1,100 towels		93570 12"x17" • 250 towels

Remember, a rag is just a disposable wiper that's cloth. Most are used for one task then thrown away, just like a nonwoven disposable wiper. Many people think rags are a low cost option when in fact they are very expensive. MDI does not have a single wiper that would be as expensive as most rags - not even our best grade Heavy Duty Shop Towel.



The Wiper Specialists®
800-333-0900 | www.proserieswipers.com



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