

# RAG CONVERSION CALCULATIONS



Pro-Series®  
Wipers 

Rag Replacement

# Pro-Series® Wipers

## Rag Replacement

Rags are usually sold by Gross 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 case weight	10 lb box	25 lb box	50 lb box
Weight of box	1.5 lbs	3.5 lbs	5 lbs
Net case weight	8.5 lbs	21.5 lbs	45 lbs



The counts below don't 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

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 =	<b>Cost per Rag</b>
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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

BRAND	Jumbo Roll with Removable Core	Portable Tote Box with Sturdy Carry Handle	Convenient Pop-ups in Singles and Two-Paks™
Pro-Towel® Heavy Duty	<b>91141</b> 12"x12", 475 towels	<b>93141</b> 10.5"x15", 200 towels	<b>93580</b> 12"x17", 160 towels
Super Rag®	<b>91888</b> 12"x12", 800 towels	<b>93119</b> 9"x15", 240 towels	<b>93114</b> 9"x17", 900 towels (6 Pop-ups of 150)
Super Rag Universal	<b>93138</b> 12"x12", 1,100 towels	<b>93116</b> 10.5"x15", 320 towels	<b>93570</b> 12"x17", 280 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 doesn't have a single wiper that would be as expensive as most rags - not even our BEST grade Pro-Towel Heavy Duty.



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



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