



Take the  
**WYPALL**\* X90  
Challenge

Use WYPALL\* X90 Cloths in place of your present rags or shop towels for 60 days. We'll guarantee at least a 20% cost savings.

**WYPALL\***  
BRAND

# Put WYPALL\* X90 Cloths to the test and you'll never pick up another rag or shop towel again. **GUARANTEED!**

GUARANTEED  
**60** / **20%**  
DAYS / SAVINGS

We're so confident that this wiping system will save you money — **we'll guarantee it.** Replace your rags or shop towels for 60 days. If you don't see the savings, Kimberly-Clark will reimburse you the difference between the cost of your product and our product up to \$1,000.

## CUSTOMER

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Contact Phone: \_\_\_\_\_

## BASELINE COST— 60 DAYS PURCHASE (After 60 day trial)

### Rags:

Total Cases \_\_\_\_\_

Cost per Case (incl. freight) \_\_\_\_\_

Baseline 60-Day Cost \_\_\_\_\_

### Shop Towels:

Inventory/Usage Cost \_\_\_\_\_

Replacement Cost \_\_\_\_\_

Environmental Cost \_\_\_\_\_

Other (e.g. Delivery) \_\_\_\_\_

Baseline 60-Day Cost \_\_\_\_\_

## WYPALL\* X90 CLOTHS PROGRAM RESULTS (After 60 day trial)

Actual WYPALL\* X Wipers Usage Cost \_\_\_\_\_

Disposal Cost (if applicable) \_\_\_\_\_

Total WYPALL\* X Wipers Usage Cost \_\_\_\_\_

Program Savings \_\_\_\_\_

## Here's what to expect:

1. Give up your rags or rental shop towels for WYPALL\* X90 Cloths.
2. Don't be surprised if WYPALL\* X90 Cloths are a huge hit. Consumption goes up as you use more WYPALL\* X90 Cloths for all your wiping tasks.
3. It just keeps getting better. In the 4th or 5th week of trial, consumption goes down as productivity goes up.
4. "I want more WYPALL\* X90 Cloths!" is what you will say after just 60 days of trial.

## PROGRAM DETAILS:

- Customer agrees to completely replace their current cloth rags or rental shop towels with WYPALL\* X90 wiping system(s).
- Customer will provide all necessary information to complete the program certificate prior to the start date.
- This trial-based program may not be combined with the sales-based "Satisfaction Guarantee" program.
- The maximum amount that KIMBERLY-CLARK PROFESSIONAL\* will pay out under this program is \$1,000 per customer facility.
- Payments made under this program will be made to businesses only.
- Void where prohibited, taxed or restricted by law. Not responsible for lost, late, misdirected, incomplete or undeliverable submissions. KIMBERLY-CLARK PROFESSIONAL\* reserves the right to modify or cancel this program at any time. Maximum reward is \$1,000.

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