

Seize sales with **Scott® Shop Towels** and **WypAll® Wipers**

The automotive repair business is growing, and capturing that business is key. Here's an add-on offering to boost sales with existing customers: disposable shop towels.

Whether it's glass and chrome or oil and grease, everyone is wiping something. And where there's wiping, there are disposable shop towels – literally everywhere.



If you don't sell these products, someone else will.

The good news: We offer competitively priced, brand-name solutions that your customers know and trust – disposable Scott® Shop Towels and WypAll® Wipers. And there's no conversion required – 90% of auto repair shops are already using disposable shop towels and more than two-thirds expect to increase usage this year.

Here's your chance to pick up thousands in incremental sales per year by adding one case of disposable towels to every order of your existing customers. Plus, our towels are consumables, providing you with a steady income stream.



DID YOU KNOW?



90% of the
250,000

U.S. auto repair shops use disposable shop towels*



\$56.25 million

Total U.S. monthly disposable shop towels spend*



\$3,000 a year

Median annual spend on disposable wipers/shop towels*



Favored brands

More than two-thirds use Scott® Shop Towels, Scott® Rags in a Box or WypAll® Wipers*

\$\$\$\$ in new business



200 Brake jobs a month x 5 WypAll® X80 Cloths/job = \$184 per month x 12 = \$2,208 per year



100 Oil changes a month x 5 Scott® Shop Towels/job = \$98 per month x 12 = \$1,176 per year



250 Glass, chrome, mirror wiping jobs a month x 5 Scott® Shop Towels Glass™/job = \$180 per month x 12 = \$2,160 per year



80 Alternator/starter jobs a month x 3 WypAll® X60 Cloths/job = \$360 per month x 12 = \$4,320 per year

Total Revenue for disposable shop towels for 4 typical types of jobs/customer

= \$9,864

Total Annual Sales increase for 10 customers

= \$98,640



Disposable shop towels are an untapped market. Get your piece of this reliable revenue stream today!



We've got the perfect add-on sale for every order:

Scott® Shop Towels and WypAll® Wipers

Scott® is the **most-used brand** in auto repair shops.* WypAll® receives the **most excellent** perception ratings among the top disposable wiping brands.*

Finding opportunities

Dirty rags and laundered shop towels can easily be replaced with clean, fresh disposable shop towels. So...

If you see this

Sell that



Scott® Shop Towels Original™

- Ideal for automotive painting, detailing and cleaning
- Designed for cleaning up grease, liquids, oil and spills
- Ultra-strong and durable, even when wet



Scott® Shop Towels Glass™

- An ideal spray-and-wipe solution
- Delivers a streak-free clean for glass, windows, windshields, chrome and mirrors
- Low lint and portable



WypAll® X60 Cloths

- Clean and consistent every time
- Rinse and reuse
- Absorbs 2X more water than rags
- Preferred for chemical usage



WypAll® X80 Cloths

- Maximum-duty, reusable cloth
- Reinforced for extra scrubbing and cleaning power
- Faster absorption of oil and water
- Convenient storage and dispensing







A clean, safe shop towel every time





- High performance
- Fast and efficient
- Excellent cost-in-use
- Brand recognition



Scott® Shop Towels

	Code	Description	Format	Color	Size (W x L)	Qty/Unit	Units/Case	Qty/Case
	75147	Scott® Shop Towels Original™	Roll		11" x 9.4" 27.9cm x 23.9cm	55 towels/roll	12 rolls	660 towels
	32896	Scott® Shop Towels Glass™	Roll		11" x 8.6" 27.9cm x 21.8cm	90 towels/roll	12 rolls	1,080 towels

WypAll® X Cloths

	Code	Description	Format	Color	Size (WxL) in / cm	Sheets/Unit	Units/Case	Delivery System
	54015	WypAll® General Clean X60 Multi-Task Cleaning Cloths	Brag™ Box		11.1" x 16.8" 28.2cm x 42.7cm	252	1	73900
	41055	WypAll® X80 Heavy Duty Cloths	Jumbo Roll		12.2" x 12.4" 30.9cm x 31.5cm	475	1	80596; 80579

Don't leave money on the table.

See how disposable shop towel sales can add up. For more information, contact your Kimberly-Clark Professional sales representative.

Visit our website at www.KCProfessional.com
OR contact us at **800-443-4231**



*Based on a 2019 survey of 150 automotive repair shops.

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