

## Disposable Wiper Cheat Sheet: Product Comparison & Sales Guide

Feature	Scrim	Airlaid	DRC (Double Re-Creped)	Spunlace (Sontara)	Hydroknit (Proknit)
<b>Composition</b>	Reinforced paper with synthetic mesh/grid	Air-formed cellulose fibers (no binders)	Wood pulp with re-creping process	Hydroentangled polyester and cellulose blend	Knitted polyester or polyester-blend fabric
<b>Absorbency</b>	Medium	Very High	High	Medium-High	Medium
<b>Durability</b>	High (when wet)	Low-Moderate	Moderate	High	Very High
<b>Lint Level</b>	Moderate	Moderate-High	Moderate	Low	Very Low
<b>Solvent Resistance</b>	Moderate	Low	Low-Moderate	High	Excellent
<b>Strength</b>	Moderate	Low	Low	Good	Excellent
<b>Cost Range</b>	\$ (Economy)	\$ (Economy)	\$ (Economy)	\$\$ (Mid-range)	\$\$\$ (Premium)
<b>Applications</b>	Industrial wiping, tough surfaces	Large spill absorption, food service	General cleaning, spill management	Critical cleaning, solvent wiping	Precision cleaning, clean rooms
<b>Advantages</b>	Strength when wet	Superior absorbency capacity	Cost-effective absorbency	Balance of performance and value	Maximum cleanliness and durability
<b>Structure</b>	Visible grid pattern	Thick, fluffy texture	Creped paper	Uniform, fabric-like	Knitted texture

**#1 Seller DRC**

**#2 Seller Hydronit (Proknit)**

**#3 Seller Spunlace (Sontara)**

**#4 Seller Airlaid**

**#5 Seller Scrim**



### Light-Duty, Budget Jobs:

- **Recommend:** *Scrim*
- **Ideal For:** Glass cleaning, light surface wiping, tool cleanup, general maintenance
- **Pitch:** "Scrim delivers reliable performance for everyday cleaning tasks at our most economical price point."

### Maximum Absorbency:

- **Recommend:** *Airlaid*
- **Ideal For:** Auto shops, contractors industrial maintenance
- **Pitch:** "Need to soak up large spills quickly? Airlaid offers superior absorbency when volume matters most."

### For Balanced Value & Performance:

- **Recommend:** *DRC*
- **Ideal For:** Auto shops, janitorial cleaning, industrial maintenance, manufacturing, food processors
- **Pitch:** "DRC is our best all-around wiper (**Best seller!**) - Excellent absorption and good strength at a value price."

### High Durability & Solvent Resistance:

- **Recommend:** *Hydroknit (Proknit)*
- **Ideal For:** Auto shops, industrial maintenance, manufacturing, food processors
- **Pitch:** "Hydroknit is our toughest wiper—built to withstand harsh chemicals and rough surfaces while maintaining performance."

### Lint-Sensitive Applications:

- **Recommend:** *Spunlace (Sontara)*
- **Ideal For:** Labs, electronics, painting, aerospace, body shops, clean rooms
- **Pitch:** "Our low-lint Spunlace wiper ensures a clean finish without fibers interfering with your precision work."

### Qualifying Questions,

- What surfaces are you wiping?
- Will you be using solvents or harsh chemicals?
- How important is lint control?
- What's your priority: budget efficiency or maximum performance?