

# Group Buying Program: Shop Towels & Floor Mats



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## Why a shop towel program?

Printing Industries Association, Inc. of Southern California is always looking for a way to improve your bottom line, so we are happy to offer a money-saving group buying program for shop towels. After careful review and consideration, we have selected

Prudential Overall Supply as our program provider.

## Who is Prudential Overall Supply?

Prudential Overall Supply is a California based company whose sole business is to provide environmentally based clean and reusable products and mats. Its cleaning system is designed to clean towels soiled with solvents (low and high VOC) and inks (petroleum and vegetable based).

## Is Prudential Overall Supply environmentally conscious?

Prudential Overall Supply is unique among most industrial laundries in that it has state of the art processing equipment and techniques that exceed both air and water environmental compliance standards at the federal and state levels. With Prudential Overall Supply, you can be assured that your "cradle to grave" responsibility is not compromised.

## Do I need to sign a lengthy contract?

The agreement is for a 36-month term. You may, however, terminate the agreement under specific circumstances. If Prudential Overall Supply is not meeting your expectations and after notice does not resolve the issue to your satisfaction within 30 days, you may discontinue the service by giving a 30-day written notice of termination.

## How do I get started?

Getting started is a snap. To begin service or for more information (or if you're already a Prudential Overall Supply customer, call to get on our plan right away) call **Ashley Carroll at (949) 250-4855**.

## What will it cost me?

Cost per print towel: \$0.06  
Size: 18 x 18  
Replacement Cost: \$0.30

## Inventory Maintenance Charge

An inventory maintenance charge will be applied for each delivery. The charge is 8% of usage per delivery amount at a replacement towel cost. This cost applies to towels only.

## Environmental Service Charge

An environmental service charge of 5.9% will be charged to each delivery.

## Delivery Minimum

No less than \$25.00 per stop (Towels must be weekly due to safety and storage.)

## Account Amount Charge

\$0.00 - \$50.00 \$4.36  
\$50.00- \$100.00 \$6.54  
\$100.00 and over \$9.81

## Pricing Examples

### Minimum user (400 towels)

Towels: .....\$.06 x 400 = \$24.00  
Inventory maintenance: \$.30 x 32 towels (8% of 400) = \$9.60  
Environmental charge (5.9% of \$33.60): ..... \$1.98  
Total = \$35.58

### Large User (4900 towels)

Towels: .....\$.06 x 4900 = \$294.00  
Inventory maintenance: ..\$.30 x 392 (8% of 4900) = \$117.60  
Environmental charge (5.9% of \$411.60):..... \$24.28  
Total = \$435.88

