

Message

From: Robert Vilee [RVilee@parsa-nj.org]
Sent: 3/28/2014 9:49:35 PM
To: Bobbi Wallace [/O=CITY OF KIRKLAND/OU=NT-KIRKLAND/cn=Recipients/cn=BWallace]
Subject: FW: Costco - new wipe
Attachments: COSTCO-new 12L-3 hrs.jpg; Costco-new - 12L 3 hrs.jpg; COSTCO_New - 2L- 10 Minutes.jpg

Bobbi

Forgot to include you on this email string – anyway here are the slosch box test results – way better than their current wipe (that same substrate is still in the Target, CVS and Safeway wipes), but still not as good as they led me to believe I'd say a distant #2 on the market behind KC, but way ahead of the rest – based on my experience, I'd say that Nice-Pak could make this wipe a lot less strong to start with

Well... round 1 of the Slosch Box testing is done – The new COSTCO wipe performed well in the INDA test breaking up in 10 minutes -- not as well in the 12L test that ran out to its 3 hour limit – other than the Kimberly Clark Products, it is the only one to break into pieces in this test – there were several small pieces, but 3 larger ones – still they had some strength to them

Overall a bit disappointed – based on info from Nice-Pak, I expected better – overall the best performing hydro-entangled substrate, but it still needs some force to break it up – I'll be interested in seeing how it does in Frank's sewer

Rob

From: Arhontes, Nick [<mailto:NARHONTES@OCS.D.COM>]
Sent: Tuesday, March 25, 2014 11:13 AM
To: Robert Vilee; Scott Firmin; Aubrey Strause
Subject: RE: Tweet from Cottonelle (@cottonelle)

Rob: Thanks for the added info on the testing that's been underway. Great work. I look forward to Frank's info too.

Scott: Great catch on the new advertising language. "...start to break down...."

We'll see how the new packaging looks for the consumer and logo sizes and placements.

Cheers,
Nick
714-593-7210

From: Robert Vilee [<mailto:RVilee@parsa-nj.org>]
Sent: Tuesday, March 25, 2014 3:53 AM
To: Scott Firmin; Aubrey Strause; Arhontes, Nick
Subject: RE: Tweet from Cottonelle (@cottonelle)

That's KCs competitive advantage – it will start losing strength as soon as it gets wet – so even when it is sitting in your lateral because the low flush toilet didn't get it out in one flush, or it is hanging out in the local sewer due to low flows, it is getting weaker

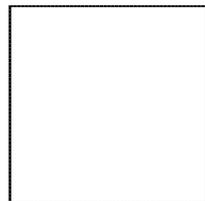
Going to put the new COSTCO wipe through the slosh box today – I'll let you know how it works – according to Nice-Pak – the fibers release from each other with gentle bouncing – we shall see – it doesn't do a thing just sitting in water – but it is all cellulose, and has no chemical binders – busted up real quick in the Kitchen –Aid mixer test – I'm hoping it works because we need their vote

Also have tested the2 wipes mentioned in Nonwoven Industry Article – The TENA FW that is NSF Certified is the biggest wipe on the market – it is about 3 times the size of other FWs – it is also made of the Rockline substrate that is used in the NSF Certified WalMart wipes – because of its size it was a hotmess clump in the INDA test and remained in one piece in the 12L version, or the Vilee Test as it is known at Nice-Pak, after 3 hours – the performance was consistent with the WalMart Equate FW

The Truetzschler Voith held a lot of promise – as far as I know it is not actually in a product (T-V either doesn't know or can't tell us), so all I could test was their ED3 demo basesheet that they sent me from Germany – In the INDA test it was a rock star – breaking up into unrecognizable pieces in less than 5 minutes – in the 12L version it was a huge disappointment and was still in one piece after 3 hours - seems like the spunlacing technique they use for strength really works – this is also an all cellulose product – the good news is that it doesn't seem to have a lot of strength when wet

Rob

From: Scott Firmin [<mailto:sfirmin@pwd.org>]
Sent: Monday, March 24, 2014 11:07 PM
To: Aubrey Strause; Nick Arhontes; Robert Vilee
Subject: Tweet from Cottonelle (@cottonelle)



Cottonelle ([@cottonelle](#))

3/24/14, 9:00 PM

Our Flushable Wipes now get you confidently clean and have SafeFlush Technology so they start to break down immediately after flushing.

Download the official Twitter app [here](#)

Scott Firmin
Director of Wastewater Services
Portland Water District

KIRKLAND002768

Phone: 207-774-5961 Ext. 3077

E-mail: sfirmin@pwd.org

<http://www.pwd.org>

Portland Water District NOTICE & DISCLAIMER Confidentiality Notice:

THIS MESSAGE IS INTENDED ONLY FOR THE USE OF THE INDIVIDUAL OR ENTITY TO WHICH IT IS ADDRESSED AND MAY CONTAIN INFORMATION THAT IS PRIVILEGED AND CONFIDENTIAL. Please notify the sender if you have received this message in error. Recipients should be aware that replies to this message may not be considered confidential and may therefore be subject to public disclosure.

 Please consider the environment before printing this email