

The World of Disposable Gloves Has Changed



It's time to change the way we think!

Current Market Challenges

- Worldwide Shortage of Disposable Gloves
 - Unprecedented demand since beginning of COVID
 - Factories locked-down for employee safety
 - Upon reopening factories operated at partial production capacity with reduced staffing
 - Backed-up from lock-down related demand
 - Asian governments withheld exporting PPE until their countries' medical needs were satisfied
 - Continued increase in glove demand generated extreme shortages in raw material, resulting in reduced allocation of NBR (Nitrile Raw Material) and natural rubber latex to the glove factories
 - Raw material allocations are so extreme that some factories have temporarily shuttered their operations
- Global Disposable Glove Demand continues to be extremely high and is expected to continue to remain high for an extended period of time
 - Pre-Covid estimated annual demand: 287 Billion Gloves
 - Industry experts have estimated total demand has doubled or tripled as compared to pre-COVID demand
- Capacity and demand imbalance is expected to remain for an extended period of time
 - Malaysia contributes 65% of global supply and is expected to only increase capacity by 7% through the end of 2021 which is minimal compared to increase in demand
- Prices continue to increase month over month
- Factories producing more Latex and Vinyl instead of Nitrile gloves
 - Extreme Shortage of Nitrile raw material (NBR)
 - Shortage of nitrile gloves expected through 2021
- Reduced production of thick gloves
 - Due to reduced production efficiencies, slows the manufacturing process
 - The requirement of more raw material to create thicker gloves, more thin mil gloves can be created with the same amount of NBR
- Shortage of Exam-Grade Disposable gloves
 - Takes longer to test, process and ship

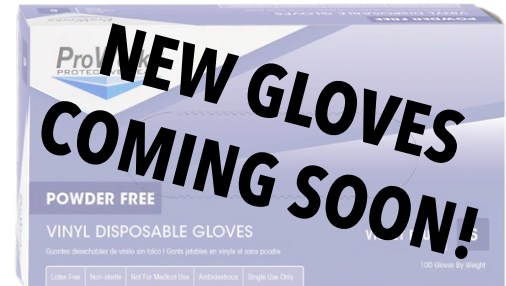
Our Solutions

We are here to help you navigate through this unprecedented, ongoing and continuously changing market. It's time to think differently about how and when you use gloves.

With the uncertainty of supply End-Users will need to be more flexible and broaden the range of styles and thicknesses of the gloves that they require.

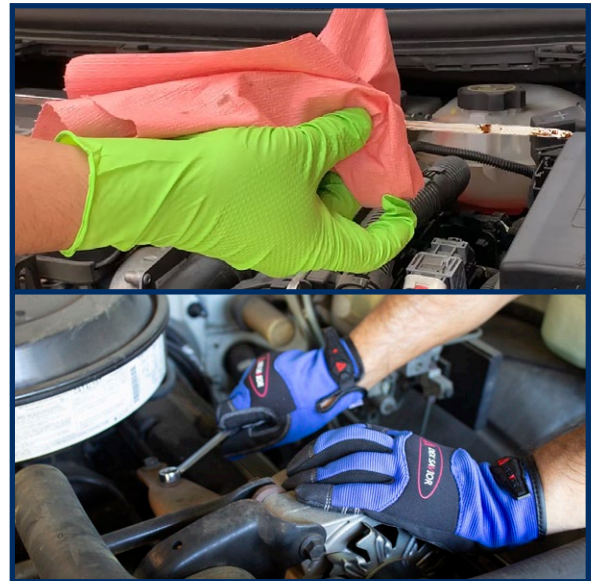
1. Offering new & alternative gloves

- Substitutions to offset reduced allocations
- One-time spot-buys
- New hybrid & nonstandard glove materials



2. Extend the life of your disposable gloves

- Strategically review your job process, aligning the proper glove with the application.



3. Not all industries require Nitrile

- Consider using . . .
 - Latex
 - Vinyl
 - Vinyl / Nitrile Blend
 - Stretch Polyethylene
 - Chloroprene



4. Switch to reusable work gloves for extended use and reduced cost-in-use.

- Some work gloves measure as thin as our disposable gloves providing similar tactility, dexterity and superior protection



Flock Lined Gloves



Coated Gloves



Coated & Cut Resistant Gloves



Mechanics Gloves

5. Not all industries need exam grade gloves

- If you don't require exam grade gloves look for an industrial grade version or switch to reusable work gloves.



6. If exam grade gloves are required

- Cover an exam grade glove with an industrial, low cost glove such as our stretch poly.
- Dispose of the industrial glove more frequently while continuing to wear the same exam glove.



