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### *Omni's Family of Gloves*

- 111 Series Latex Powdered Examination Gloves
- 112 Series Latex Powder Free Examination Gloves
- 113 Series Latex Powder Free Examination Gloves
- 202 Series "Lite Touch" Nitrile Examination Gloves
- 212 Series Nitrile Examination Gloves For EMS & Chemotherapy
- 311 Series Powdered Vinyl Examination Gloves
- 312 Series Powder Free Vinyl Examination Gloves
- 361 Series Powdered NSF Food Service Vinyl Gloves
- 362 Series Powder Free NSF Food Service Vinyl Gloves
- 412 Series Powder Free Stretch Vinyl Examination Gloves

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# GLOVE LINES

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## Are Glove Prices Unsteady Again?

It could be said that there is some instability in glove pricing these days. This particular time around involves all types of gloves.

If you were not aware, Omni International supplies gloves to five different markets. They include health-care, food service, consumer/retail, industrial/general purpose, and clean-room. Gloves are our business—our ONLY business. Therefore, we are very sensitive to what is happening in Malaysia and China where our three glove factories are located.

Although there is some price movement in all markets, the three primary types of gloves are affected. Some of the price movement does have to do with increased demand. Quite a few factories are at maximum production. Others are only shipping 75% of the orders accepted. Keep in mind that many customers have been beefing up inventories for H1N1 use requirements. (FYI—Omni's manufacturing partners are adding 20 new glove manufacturing lines in the near future to accommodate our increased demands.)

Vinyl, for instance, is moving a bit at this time. You will probably notice increased prices for containers delivered after the start of 2010. At this time, any price increases are minimal—especially in comparison with 2008's nightmare. Petroleum has stabilized, but some pricing adjustments are being

made due to increased manufacturing, employee and energy costs in China.

Latex and Nitrile are a completely different ballgame. There is another unique situation in regards to these gloves which is making any future price increases a little more aggressive.

Last year, Omni International published three "White Papers" on the vinyl glove pricing and manufacturing issues. You, our valued customers, appreciated these timely updates and we were delighted to supply them to you. Omni, as we always do, has published another "**white paper**" to explain the latex and nitrile glove situation. We would like to share it with you. If you are interested, please request it via: [news@omnigloves.com](mailto:news@omnigloves.com), and we will be delighted to share this information which should help you explain any impending and future prices in these gloves to your customers. Omni International—more than a glove company, we are your information source.

## PRODUCT DATA EXTRA

Last month we started supplying a "Product Data Extra" for our #202 Lite Touch gloves. It is designed to give you selling points to assist you in marketing our products. This month the #113 Powder-Free Latex Data Sheet is being sent as a supplement to **GLOVE LINES**. Please see the attached Product Data Extra (PDF). We ask that you print it, share it with your sales personnel and keep it handy for when you are presenting our gloves. Thank You.

