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### Omni's Family of Gloves

- 111 Series Latex Powdered 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
- A wide variety of consumer/retail, food service and medical labels.

### GLOVE LINES

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# GLOVE LINES



## Now What's Going On?

Aren't we all tired of the instability of availability and pricing when it comes to those 5 finger wonders we call gloves?

As we mentioned in our Omni Latex/Nitrile White Paper of several months ago, raw materials for synthetic latex have been in short supply. In addition to that, add:

- The fluctuating per barrel oil price (\$82.00 during the first week of January).
- Traditional flu epidemics
- The H1N1 influenza
- Bad weather affecting the natural latex yield
- Latex & Nitrile factories dealing with higher than normal increased demand
- Two factories with production issues (a fire at one – a flood at another)

and the glove industry has some major production situations today that they did not experience last year.

Most of the price and product availability have centered on nitrile and latex gloves. Many factories have been quick to increase price and slow on delivery.

If you remember, last year—the Olympics, cleaning up the Chinese air and oil prices over \$140.00 per barrel put the vinyl world in a tizzy. Though availability is not an issue on vinyl products, we are ever watching the daily barrel of oil pricing as that weighs so much on petroleum based products like vinyl.

The bad news...latex and nitrile production will be tight for the next six to seven months. Then there should be some relief...UNLESS of course, H1N1 rears it's ugly head again!

Omni is doing its best to keep ahead of the curve as we strive to maintain our distribution centers shelves.

We are noticing stronger than usual orders compared to last January and expect that the economic recovery is at least making a marginal rebound. However, with recovery comes an even stronger demand for gloves. With that in mind, remember that latex and nitrile will continue to be in shorter supply for the foreseeable future.

We thank you for all your business and communication offered in the past. It's very appreciated and helpful. We thank you in advance for your continued growing purchases in 2010. Together we will make 2010 a very successful opportunity for growth.

**HAPPY NEW YEAR!**

## PRODUCT DATA EXTRA

We have another "Product Data Extra" available. This version is for our #212 **Comfort Fit Nitrile gloves.**



It is designed to give you selling points to assist you in marketing our products. It 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.