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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
- 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
- Plus—A wide variety of consumer/retail, food service, general purpose, and medical labels.

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Latex Customers May be Considering Conversion

If your customers are questioning the higher price of latex, you probably need to consider leading them to another product before someone else does.

With nitrile closer in price to latex than ever, Omni has noticed a very strong movement toward nitrile as well as vinyl in ALL our markets. Yes, some entities do still use latex in food service products—however, though it has long been not recommended, the few that are left are switching these days. The industrial market and especially consumer/retail markets are shying away from them at a very high rate. Physician offices still use a significant amount of latex gloves—but even those purchasers are considering sliding to other technologies. It would be extremely rare to see a dental practice still using latex.

So, where are you going to lead your customer? With the significant increase in price in latex, even though nitrile is close to equal in price, many end users are preferring a vinyl product. In the seventies and early eighties, VINYL WAS the product of choice. The reason is that this more closely mirrors the old latex pricing—though it is still probably 20% lower than latex was a year

ago! Vinyl continues to improve over time. (Omni makes several different types of vinyl for all markets.) Also, Omni and our manufacturing partner are very proactive with new vinyl technology.

Cautions—Of course! When suggesting Vinyl to a customer recommend they start using a DOP/DEHP Free product, such as Omni's. All our vinyl gloves are DOP/DEHP Free. As for nitriles, you want to seek an accelerator free glove. It is available with most newer nitrile products and reduces any remote chance of allergic reactions to chemicals used in the manufacture of nitrile gloves. Omni's #212 Comfort Formulation nitrile glove products are also accelerator free.

To conclude—when your customer wants to walk away from latex, we suggest you direct them toward any of the following products. This will keep them happy and you aligned as their primary glove supplier.

- #202—Omni Lite Touch Nitrile.
- #212—Omni Comfort Formulation Nitrile (Chemo Drug use approved).
- #412 Omni Comfort Formulation DOP/DEHP Free PF Vinyl Stretch
- #312 Omni DOP/DEHP Free PF Vinyl Gloves

Call Omni at **888-999-6664** for samples.