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# GLOVE LINES

 *Omni  
International, LLC*  
Protecting People and Products™



## *Omni's Family of 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



- **351 Series AMS Anti-Microbial Powdered Vinyl Food Service Gloves**



- **352 Series AMS Anti-Microbial Powder Free Vinyl Food Service 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
- Many new OmniTrust Medical Gloves coming soon!

## **GLOVE LINES**

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### **OmniTrust™ Medical Gloves are ALL Powder Free!**

As you have seen over the years, Omni International continues to be a representative friendly glove supplier. In narrowing our product offerings within specific areas, we have heard from many of our new and existing distribution partners how easy we have made glove presentations and sales.

With the discontinuance of our #111 powdered latex gloves, Omni now offers a completely "**Powder Free Medical Glove Selection**" under the **OmniTrust™** label.

Sales of powdered gloves from all our basic gloves, vinyl, nitrile and latex, constituted less than 4% of our total business. When we discontinued our powdered vinyl glove over a year ago, we saw a 99% conversion from our customers to the powder free vinyl.

Latex powdered gloves also noted a very strong and almost immediate conversion to powder free. We expect that to be a 99% conversion also after the dust settles.

For our non-medical glove customers, Omni still supplies powdered

gloves under our **OmniShield™** and **OmniSafe™** labels. It should be noted that even in the non-medical world of gloves, where price can be king, the shift away from powdered to powder free gloves has been very strong. Three years ago, sales of non-medical gloves into the food service arena was 75% powdered to 25% powder free. Today, those numbers have inverted and our sales are 75% powder free.

Therefore, those of you who have been successful in leading your customers away from powdered gloves are doing them a tremendous favor. It won't be too long and the entire disposable glove world will be powder free.

**OmniTrust™** Powder Free Medical Gloves are:

- #113 Series Latex
- #202 Series Nitrile
- #212 Series Chemo Rated Nitrile
- #312 Series Vinyl
- #412 Series Stretch Vinyl

Contact your Omni Sales Representative or Customer Service for product bulletins or more information.

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