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

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 *Omni
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Protecting People and Products™



What Affects the Price of Vinyl

There are many variables that affect the price of everything that is made. Vinyl just happens to have more price volatile ingredients.

It used to be that all of us glove folks could look at the price of oil and pretty much determine where the new cost of vinyl gloves would be—up or down. One year ago, crude oil was in the mid-\$70 range per barrel. In the past year it has exceeded \$110. per barrel and as of this writing is hovering around \$90. The price of oil still makes a difference, but now some of the other ingredients have equal or even more bearing on vinyl glove pricing.

This year we hit one of those "perfect storms", The earthquake and tsunami in Japan wiped out a major PVC manufacturing plant which has had an extraneous effect on the price of vinyl and all PVC related products. This caused almost immediate shortages for some factories. It also added additional costs to the manufacturing of vinyl and other related products. A subsequent fire at another major producer this summer caused additional PVC shortages and price spikes. Re-

member that PVC is an oil based product therefore it took a double shot!

Plasticizers are also very important as their costs also rose. Omni's manufacturing partner uses only DOP/DEHP Free plasticizers which run about 10% more than the mainstream DOP products in the first place. Our plasticizer, DINP, does cost a bit more, but is proven to be safer than DOP/DEHP products. So no matter what happens to the plasticizer costs, ours will always run a bit higher (and safer)!

Rising costs in packaging, labor and transportation are always a factor. Oil rears it's head here also...Omni Brand products are made overseas and are shipped via ship to port or in certain instances ship-to-port-to-rail before arriving at the distributor's door. Costs increased here, too, this year. And yes, the box and case packaging rose along with employee salaries and benefits.

And don't forget the lower value the US dollar has toward the Chinese RMB. That also hurts.

Now you know a little more than you did before regarding the cost of vinyl gloves. Omni International, always "protecting people and products."