

# GLOVE LINES

Volume 1, Issue 2

April 2008

Omni International  
360 State Route 101  
Building 3,  
Bedford, NH 03110  
888-999-6664 Phone  
603-471-9374 Fax  
[info@omnigloves.com](mailto:info@omnigloves.com)  
[news@omnigloves.com](mailto:news@omnigloves.com)

## *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
- 131 Series Powdered Latex Surgeons Gloves
- 132 Series Powder Free Latex Surgeons Gloves

## **GLOVE LINES**

is a communication of  
Omni International LLC.  
Copyright 2008  
All Rights Reserved



## **Vinyl Gloves ARE an Issue!**

As you have probably heard through the market, vinyl glove supplies could be short through the rest of 2008.

Obviously you have noticed prices escalating, thanks to many factors, but most of all the rise in petroleum costs. In January 2007, a barrel of oil was \$55.00. As of 4/25 oil was \$118.00 US a barrel. That is more than a 100% increase. Yet, vinyl gloves have not doubled in price. However, costs continue to escalate because of oil affecting everyone.

Other key events that have impacted the vinyl glove business include the value of the US dollar, reduction in tax rebates, labor and labor benefit costs, and environmental issues—to name a few.

Additionally, tougher lending practices with Chinese banks has tightened up future plant building, improvements and expansions,

However, the challenges ahead are even more devastating.

- The price of oil could continue to rise through the year. Vinyl gloves have been impacted the most with price increases— however nitrile, being a synthetic, will also start experiencing price increases.
- Glove transportation costs in the country of manufacture, on the water and through the US, Canada, Caribbean, and Mexico will continue to rise.

- Chinese Environmental issues
- Increased labor costs
- Vinyl glove demand WILL exceed production
- New FDA AQL 2.5 barrier defect standard taking effect 12/28/08 will cause some factories to close that cannot achieve the higher standard.
- And much more.

Rest assured that Omni International is up to the challenge—only accepting new business that can be successfully supplied. We have increased inventories, to protect supplies for distributors who have made a commitment to Omni.

Omni International has produced a "white paper" on the "Medical Vinyl Glove Outlook for 2008". We would love to share it with you. All you need to do is e-mail us at [News@Omnigloves.com](mailto:News@Omnigloves.com) and a copy of this informative literature will be forwarded your way.

## **NEED SAMPLES?????**

Omni International is always happy to provide samples to our distributors, sales representatives, and end user customers. Please contact us at [News@OmniGloves.com](mailto:News@OmniGloves.com) at any time. Please select from the list at the far left for the samples you wish (specify size too). You may also call us at 888-999-6664.