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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
- **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



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# GLOVE LINES

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*Protecting People and Products™*



## "White Paper" Delivery for 2011

We compile pertinent information daily related to the world of gloves we live in. Back in the Fall of 2009, our "White Paper" alerted you about the cost of latex and it's impending drastic price increases. We were about six months ahead of the increase and many of you thanked us for having the "guts" to put it in writing!

Well, the glove market is once again showing instability. Omni had been fortunate in having the ability to hold our pricing for just about a year. In this unstable market, we were most grateful to maintain your competitive pricing. Omni attributes our stable pricing to our internal staff. They constantly watch world markets, logistics, and raw material costs, among many other indices daily. They also communicate with our dedicated manufacturing plants half a world away...sometimes keeping our employees in their offices later at night or requiring them to communicate in the wee hours of the morning. All this we gladly do so as to keep your distribution world as competitive and stable as possible.

Won't it be nice when in the future, we can write a "white paper" on the

unusual occasion of glove price "stability"! Unfortunately, that is not the case this year.

We all know that latex continues to soar out of control. Nitrile has been holding its own. It is, however, starting to move up and vinyl gloves are showing movement based on increased oil prices.

Omni's latest White Paper "**OMNI State of Affairs 2011**" provides our viewpoint of what is going on in the glove world. In addition to information provided by our internal staff, we communicate information shared by our manufacturing plants in China and Malaysia. Why do we do this? It's quite simple. You, as a purchasing agent, marketing manager, CFO, CEO, and sales representative, need to have a base understanding of what is happening in the glove market. This will definitely help you project future prices and trends... not to mention that you can keep your customers informed.

If you would like a copy of Omni's white paper, "**OMNI State of Affairs 2011**", e-mail news@omnigloves.com and a copy will be sent your way.

Thanks for your continued support of either your current or future glove supplier...**OMNI International.**