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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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Protecting People and Products™



Market Conditions = Pricing Woes

It seems like we just wrote about this three months ago...which we did. That was at the beginning of the nitrile and vinyl price adjustments. As we all know, latex prices have been unstable for quite awhile.

Omni International has written another "White Paper" update based on first quarter market conditions and communications from our factories regarding future glove pricing which circle around raw material costs and availability.

A quick look at the report shows that latex pricing may have leveled off temporarily but further increases have already been announced.

Nitrile prices have shown aggressive growth in the past two months and future price increases have already been announced.

Meanwhile, vinyl prices have seen a rather dramatic increase due primarily to the earthquake damage to a major PVC manufacturer in Japan as well as the roller coaster oil costs still averaging a tad over one hundred dollars per barrel.

Of course we all feel it in everything we see. With the price increases

our distribution partners have seen in cotton products, Omni is very glad we do not make a "cotton/vinyl" glove.

Nevertheless, the basic conclusion of the report is that pricing is still going up and has yet to reach the top before we see any leveling off or reduction.

A copy of our Omni Second Quarter Update awaits you. We think you will find it most interesting. Most importantly, you will find this information invaluable as you communicate with your customers. Just let us know and a copy will be sent your way.

For those of you who have not read our in-depth report Omni "State of Affairs for 2011", it is still available. In addition to information provided by our internal staff, we communicate information shared by our manufacturing plants in China and Malaysia.

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.