

DISPOSABLE GLOVE DEMAND IS AT ALL TIME HIGHS

What You Can Do To Help Your Customers!

I am sure you are all wondering when and where Disposable Gloves will become available. The simple answer is, no one on Earth knows!

But that isn't good enough, so you and everyone else wants a date. So at the risk of spoiling the suspense, I will give you a date: *2021*.

Seriously, I suspect that dealers outside of the Healthcare Vertical channel will see Disposable Gloves relatively unavailable until sometime in 2021.

No disposable gloves are made in the United States. So every Glove Supplier, in effect, is a Glove Importer. In the future, gloves may move onshore, but that will be a difficult thing to do, as its highly toxic waste byproducts and the amount of dirty water that is expelled into the environment, won't fit the standards we've come to expect in the United States.

Glove Suppliers are currently putting Distributors on "Allocation", or a rationing of the glove supply based on previous (and pre-pandemic) purchases. Pricing Changes are going to happen about every 30 days until further notice. Due to the high demand and rising shipping costs, distributors should expect to see pricing rise until the end of 2020. Glove Suppliers are putting out large sums of money to secure disposable gloves not just for now, but in the next 30, 60, 90, & 180 days.

Last week AMMEX's VP of Sales told Jill O'Neill, ISG's VP Of Merchandising, and myself, that they are putting down deposits to secure availability to product in Q4, 2020. In a market that's seeing 30 times the Pre-Pandemic demand, it's easy to see why AMMEX and other suppliers feel the pressure to do that. So in an effort to not "lose their place in line" the Glove Suppliers are putting out huge sums of cash to obtain product for the remainder of 2020.

OK FRANK, We get it, no disposable gloves available now or in the near future, so what can ISG Members do to help the situation.

- 1) ***Explain to Customers***, that Disposable Gloves are not needed for "Reopening" a business. Proper hand washing and hand sanitizers are all that are needed to maintain health hand hygiene when people go back to work.
- 2) ***Sell SOAP as the REAL difference maker***. In fact, the CDC says that any soap is good as long as people practice proper Hand Washing Techniques. Midlab Chemical and others vendors have soaps readily available in gallon sizes.
- 3) ***Replace Disposable Gloves*** If a job's task requires gloves, then look at promoting re-usable gloves. Nitrile dipped, Mechanics Gloves, & Flocked lined gloves (similar to dish gloves) are a great way to protect hands from harmful chemicals, and other materials that can damage hands.
- 4) ***Focus On Why Change Is Necessary***, remind your customers that when they use disposable gloves, that they are taking away the protection needed by a Doctor, Nurse, Health Aide, Fireman, EMT, or Law Enforcement.

By explaining to your customers that gloves are a necessity for a small percentage of the users, it will go a long way in making sure we help the market bounce back quicker.

If you have questions or comments, email me, Frank Hoard at Hoard@ISG.coop to discuss further.