



# Automotive

Industry Segment  
Case Study



## SUMMARY

Technicians who work on motorized vehicles understand the importance of using disposable gloves. Risky conditions abound; a significant hand injury can sideline a tech for an extended period.

A large chain of tire centers grew increasingly frustrated with their inability to find disposable gloves that not only met the needs of their employees but also came from a reliable and responsible provider.

- Many automotive jobs require a variety of disposable gloves for hand protection.
- Gloveworks' lineup is designed for first-rate hand protection in all types of automotive use cases.
- Reliable sources of high-quality automotive disposable gloves are surprisingly challenging to find.

## THE RIGHT GLOVE FOR THE JOB IN AUTOMOTIVE

A large tire center chain found the right disposable glove with the help of AMMEX and its distribution partners.

“AMMEX is a fantastic partner that helps make sure our locations have the right gloves, in the right place, at the right time. We love Gloveworks disposable gloves.” – *Gary D., Safety Procurement Officer*



### CHALLENGE

With more than 1,700 locations, this chain of tire centers found it difficult to scale sourcing of disposable gloves. They knew they could find excellent cost efficiencies by putting together a nationwide program—but only if they found the right glove vendor.

They had not found a nationwide partner and settled for multiple brand shipments—accepting sizes they didn't need because they required some form of hand protection—and dealt with inferior quality, which increased their glove usage. With decision-making left to each site, it became surprisingly difficult to find the right product to meet the needs of all workers. Preferences became unwieldy and led to incredible cost creep.



### SOLUTION

The customer worked with AMMEX and its distribution partners to fulfill their hand protection needs and ensure their workers' safety, stocking each location with the right gloves for the job.

Our experts helped them select the Gloveworks GPNB glove—a 5-mil black nitrile that offers the best combination of efficiency and performance. Our distribution partners also worked to ensure that each tire center location had a reliable supply and personalized service to meet their unique needs.

Simply put, we have the right products (size and color) available across their locations when they need them, thanks to our 98%-plus fill rates on top products. Our network of distribution partners helps ensure high service levels and customer satisfaction.



### IMPACT

This large tire center was able to get the product they needed at scale—across all their locations nationwide. They no longer need to scramble to find replacements or compromise on available sizes or colors. AMMEX and its partners enabled 98%-plus fill rates while meeting all quality control and compliance standards.



## FAQ

### DISTRIBUTOR QUESTIONS

#### 1 Which glove is the best value for distributors serving automotive customers?

[Gloveworks Industrial Black Nitrile Gloves \(Product code: GPNB\)](#) are the most versatile choice for a glove and provide the greatest value to automotive customers by providing comfort and performance.

#### 2 Do disposable gloves have any compliance requirements related when sold to automotive customers?

No, there are no compliance requirements, but you should consider the applications and the hazards that an end user might encounter to offer a glove with the right chemical, mechanical, or contamination protection. See [Chemical Chart](#) for more details.

#### 3 Can you help answer glove-specific questions from my automotive customers?

Yes, at AMMEX we have a dedicated team of industry experts and will answer all your automotive customers' glove-specific questions to find the right glove for the job. Don't know your AMMEX representative? Call us at 1-800-274-7354.

### END USER QUESTIONS

#### 1 How do I select the right glove size?

To ensure your gloves fit your hand, utilize our [Glove Size Chart](#). You can download and print to determine your best fit for our gloves.

#### 2 How often should I change gloves, and can I reuse them?

Our gloves are designed to be used once and disposed of. We recommend changing gloves when they rip, tear, or become contaminated, as their efficacy as a barrier will deteriorate with use. Employers may have policies regarding when to change gloves, including but not limited to switching between tasks or leaving the work area. There also may be a time limit you should follow.

#### 3 Do I need medical-grade gloves for automotive work?

No, medical-grade gloves are not required for automotive work. These gloves are typically designed to protect against bloodborne pathogens and bodily fluids. An industrial disposable glove will provide the necessary protection when matching applications and the hazards to a glove with the right chemical, mechanical, or contamination protection.