



# Industrial

Industry Segment  
Case Study



### SUMMARY

Industrial applications account for more than half the U.S. economy—and they create tremendous need for hand safety. From construction to manufacturing to operations, disposable gloves are everywhere.

No worker should have to put their hands at risk because they lack adequate disposable gloves.

- Most industrial businesses want to optimize their glove spend but don't know how.
- The reliability of glove suppliers is important; clients often undervalue consistency.
- Industrial clients struggle to evaluate and test glove options. They appreciate expert help.

### THE RIGHT GLOVE FOR THE JOB IN INDUSTRIAL CHEMICALS

Customers have myriad challenges in the industrial space. They sometimes have gloves that are too thin and don't protect well; others, gloves that are too thick for the task at hand. Choosing the right material also matters a great deal—nitrile is best for some chemicals, while latex is for others. Our [Chemical Resistance Chart](#) can help with that.

With a complete lineup of nitrile disposable gloves, Gloveworks from AMMEX covers a wide variety of applications that require the use of hand protection.

“AMMEX supports us every step of the way. They help make sure our customers get the gloves they need when they need them.” – *Scott P., Sales Manager.*



### CHALLENGE

A manufacturing facility used a lot of gloves on the job. Workers went through so many gloves because they were often confused about which glove to use, complained about torn gloves, or were asking for better options. The facility found that the glove lineup they used was too varied and wanted to optimize their disposable glove options.

It's not uncommon for industrial companies to buy gloves that don't align with their core applications because they mistakenly choose to optimize for cost or convenience.



### SOLUTION

AMMEX's distribution partner evaluated the customer's use cases and determined they didn't always need 8-mil or heavier-duty gloves for all applications. They recommend testing a 6-mil glove and provided samples of Gloveworks Royal Blue Nitrile with Raised Diamond Texture, among other reliable options. The customers tested the products and decided that the 6-mil glove got the job done while saving over 20% in cost.

Sometimes, a thicker and more expensive glove can actually save money, as it can reduce the number of gloves used in a day.



### IMPACT

The industrial facility was able to expand their glove options, find a reliable source of gloves, build a deeper relationship with a supplier, and optimize their glove spend by 20% in the process.

With 98%-plus fill rates, 100% factory-level inspections, and adherence to strict compliance standards, AMMEX is always ready to help clients find the right glove for the job. Along with our distributor partners, we ensure gloves are always available and delivered with the highest standards.



## FAQ

### DISTRIBUTOR QUESTIONS

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

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

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

Yes, at AMMEX we have a dedicated team of industry experts and will answer all your industrial 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 industrial work?

No, medical-grade gloves are not required for industrial 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.