



New to Selling Disposable Gloves Guide



New to selling disposable gloves?

To a distributor who's new to the disposable gloves market, starting a profitable glove-selling program might seem a bit daunting, especially during these unprecedented times of the COVID-19 pandemic. Sure, it seems simple—people need and want more gloves; therefore, gloves are virtually selling themselves. Unfortunately, demand is significantly outpaced by available supply.

However, not all is dire. More and more product is coming in. Factories, while still not up to 100% capacity, are producing more than they were able to at any time since the pandemic first spread. As economies and countries reopen, production is making a comeback.

How should you plan for your glove-selling business when the marketplace stabilizes? How many glove styles should you carry? Which materials are essential? What features do your customers want? How much of an opportunity is available to you?

How many products should I carry?

The first step is choosing a carefully curated glove lineup. That way you won't be overwhelmed with too many products right from the start. You don't want to carry our entire lineup—that's too much, even if your salespeople want access to everything in the catalog because they think they can sell anything. You can always build off of it.

Usually, three to four products with three SKUs—sizes medium, large, and extra-large—per product is a good starting point.

Which products are essential?

The three primary disposable glove materials are nitrile butadiene rubber, natural latex rubber, and polyvinyl chloride, or vinyl. Nitrile is the most popular material because it's durable, has excellent resistance to punctures, and delivers dependable barrier protection against most common and specialty chemicals, especially those that are petroleum based. It's also

free of latex proteins that can cause allergic reactions.

Any lineup can benefit from starting with at least one glove from the Gloveworks® heavy-duty nitrile suite. Featuring raised diamond texture—our most aggressive texture, with 60% more surface area to channel away liquids for a grip that can't be beat—the gloves come in **high-visibility orange and green**, as well as black and royal blue.

Glove number two would be a black, premium-grade nitrile like the GlovePlus® or Gloveworks. These sturdy, multi-purpose gloves are exceptionally popular in automotive applications because they look professional and don't show dirt, grease, and grime. There are **countless other uses for these gloves** as well, including industrial, manufacturing, safety, and even food service—restaurants like them both for kitchen and front-of-the-house wear.

The third glove is a lightweight nitrile or vinyl that's suitable for multiple industries like janitorial & sanitation, auto detailing, beauty & salon, tattoo parlors, and other short-duration uses where frequent glove changes are required.

How do I put it all together?

Using our resources is a great place to start. We have many available 24/7 on our website under the Resource Center tab. You can find such resources as a glove sizing guide, chemical resistance chart, product catalog, and training videos. We also encourage you to utilize our **Find the Right Glove Guide** as well as the full Guide to Disposable Gloves.

Stay engaged with your sales rep and visit the AMMEX ordering portal. As inventory becomes available, you will start to see the opportunity to purchase.

These are volatile times in the disposable glove market. Think long term, and establish as many lasting business relationships as you can. By the time supply catches up with demand, you will be in a good position to capitalize.



FIND THE RIGHT DISPOSABLE GLOVE FOR THE JOB

As awareness for worker protection needs spreads around the globe, and demands for safer operation conditions increase, the disposable glove business will continue to experience increasing levels of growth.

To meet these growing needs, there are three main materials available, each with their associated traits and designated applications. Nitrile has the highest puncture resistance of glove materials, and the material's nature has allowed for glove innovations, such as raised diamond texture and heavy-duty thickness. Vinyl provides a versatile, economical alternative, but offers a lesser degree of protection. Latex is the former industry leader that has slipped in popularity over concerns about allergies.



Material Types

Nitrile

- Stronger than latex or vinyl, with three times the puncture resistance, plus more abrasion and chemical resistance, than latex. Additionally, they have a longer shelf life than natural latex rubber.
- Fit, feel, and comfort rivaling that of latex, without the allergy concerns of latex.
- Preferred for automotive, manufacturing, janitorial, plumbing, paint shop, chemical, industrial, and food processing uses. Manufactured in industrial and exam grades.

Latex

- Superior dexterity, comfort, and fit are the standout traits of latex. It offers the highest elasticity, resilience, flexibility, and tactile sensitivity.
- Concerns over latex allergies have reduced its popularity. Latex allergies are present in less than 1 percent of the U.S. population, but potential reactions range from skin irritation to anaphylaxis, a possibly life-threatening condition. Therefore, more organizations are opting for nitrile to avoid this risk. A number of states have banned its use in food contact.
- Washing gloves in a chlorinated solution during manufacturing can reduce latex proteins. Manufactured in industrial and exam grades.

Vinyl

- A smooth texture with a roomy fit that is looser than latex or nitrile. The lowest puncture resistance, but the most economical, of the three materials.
- Lightweight gloves deliver dependable barrier protection against most cleaning solutions and common chemicals. Not recommended for harsh or petroleum-based chemicals.
- A value-forward option for applications where frequent glove changes are required. Popular in food service, janitorial, and beauty & salon use. Manufactured in industrial and exam grades.



Grades

Gloves are inspected and rated for either industrial or medical (exam) use. The U.S. Food and Drug Administration is responsible for regulating gloves by their minimum barrier protection, strength, and Acceptable Quality Level (AQL), the latter being related to the product's freedom from pinholes during water testing. A lower AQL number represents a higher-quality—and more expensive—exam-grade glove. Exam gloves may be used for industrial applications, but not vice versa.

Importance of Texture

Gloves may be textured on the entire surface, the fingers, the fingertips, the inner palm and fingers, or both sides of the glove. Textured surfaces create a stronger grip. Textures range from micro-roughening, for basic needs, to aggressive raised diamond texture, which channels away liquids so that grip is maintained even when gloves are wet.

Align with your job (and budget)



Glove thickness is usually expressed in mils. Gloves of 3 mils or less are suited for jobs that do not require strong protection from chemicals or hazardous materials. Gloves in the 5- to 6-mil range are dependable for a variety of applications, from general duty to heavier automotive or industrial needs involving tools and machinery. Gloves 8 mils and above are rated for heavy-duty use.

For lightweight applications such as janitorial, food service, beauty & salon, or automotive detailing, 3-mil gloves are usually sufficient. Thinner gloves cost less but are better suited for frequent glove changes. Nitrile and latex gloves cost more than vinyl, which offers great value.

For medium-weight applications such as industrial use or working with tools and machinery, gloves in the 5- to 6-mil range are appropriate. They are more durable and offer stronger barrier protection.

Heavy-duty applications, such as automotive repair, require gloves of 8 mils or thicker. These gloves often come with raised diamond texture for improved grip, and the thickness means fewer rips or tears, and makes for extended durations of use. That means that users go through fewer gloves over the course of a shift.

Exam gloves in nitrile, latex, and vinyl range from 3 mils for general medical applications, to 5 mils for law enforcement needs and tattoo parlors, to 14 mils for laboratory, high-risk, and EMT uses. Most gloves are 9½ inches in length; some can be up to 12 inches in length to tuck under your sleeves for extra barrier protection.