

**November 30, 2020**



**Dear Valued Customer,**

As we have discussed a number of times this year, the pandemic world in which we live is again driving our costs up in such a way that we must adjust our Vinyl Single Use Glove Pricing effective January 4, 2021.

As I shared with you last time; beyond a continuation of the hyper-inflation we have seen to this point of the pandemic, manufacturers have significantly reduced the amount of heavier weight gloves they are willing to produce. Beyond that, they are offering far less Green, Orange and Black Nitrile as well as non-clear Vinyl to the market. That is because these products tend to be the most costly and least efficient to produce. So, while clear vinyl may become more available in the mid to long term; nitrile, latex and colored vinyl will likely remain in very short supply.

In response our cost increases related to all of this, and effective with all orders placed on/after **Monday, January 4, 2021**; we are announcing a Market Price Adjustment on Vinyl Single Use Gloves Only as reflected in your Safety Zone Price List. While some styles may fall outside this range, your Price List reflects increases in the general range of between 20% and 25%.

As we have from the very beginning of all of this, we will continue to serve you to the very best of our ability and do all in our power to manage the challenges we face to your greatest benefit. The long-term outlook for the marketplace remains hard to predict and a return to 'normal' will only come when worldwide Supply comes close to satisfying worldwide Demand. We continue to do everything in our power to secure the most amount of product possible and to serve you with distinction.

We appreciate your understanding, loyalty and support and will keep you abreast of any significant changes to our product availability and pricing as things continue to evolve.

Be Well, Stay Safe and know we all remain at your service,

*Eric Helsel*

*Duane M. Carey*

Eric Helsel, General Manager

Duane M. Carey, Vice President, Sales

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**January 28, 2021**



**Dear Valued Customer,**

In many ways, as the year has turned from 2020 to 2021, we seem still to be living all of the challenges that have defined our reality since last March. From us to you, please know that we remain committed to doing all we can to help you succeed through our present circumstances and well into the Post Covid World, whenever those days come.

As we move into and through the first quarter of 2021, we are continuing to see significant inflation and supply constraints in the Nitrile world. Nitrile demand continues to escalate world-wide, thus driving up costs on what still remains a constrained supply. Beyond and in addition to that, the primary raw material (NBR) from which Nitrile Single Use Gloves are made has also increased in price by 300% in the recent past.

Those factors, combined with both Domestic and International Shipping Bottlenecks, project to combine in a way that will continue to drive up the price of Nitrile for the foreseeable future. As such and effective March 1, 2021, we are announcing a market price adjustment of between 20% and 30% on our array of Nitrile Single Use Gloves. Please refer to your Safety Zone Price file for the particulars by SKU.

As we look at our current capacity, we are in a great and sustainable place with certain styles of Vinyl and in an improving place with Latex, Hybrid Poly and Vinyl/Nitrile Blend Single Use Gloves. Please reach out to your Safety Zone Contact to discuss all the ways that may be possible to employ some of these other technologies to serve your Nitrile Challenged Customers.

As we have from the very beginning of all of this, we will continue to serve you to the very best of our ability and do all in our power to manage the challenges we face to your greatest benefit. The long-term outlook for the marketplace remains hard to predict and, through whatever comes, you can continue to depend on us to do everything in our power to secure the most amount of all styles of single use gloves possible to serve you with distinction.

We appreciate your understanding, loyalty and support and will keep you abreast of any significant changes to our product availability and pricing as things continue to evolve.

Be Well, Stay Safe and know we all remain at your service,

*Eric Helsel*

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