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July 13, 2020

Friends,

We hope all of you and your family and business associates are doing well and keeping safe and healthy.

In light of the continuing global challenges with regards to Covid-19 pandemic, we would like to update you on the supply and pricing of gloves, masks and all other safety supplies which are essential in our fight during these unprecedented times.

Supply shortages of gloves and safety supplies still continue due to continued worldwide demand, forcing us to pay whatever prices that are being requested. 100% payments in advance are now required in most of the cases, and if needed, delivery by air to ensure continued supply. I would like to update you more specifically on each major product category:

**Nitrile Gloves:**

**Availability:** Very limited with lead times of 12-18 months-

**Pricing:** Still increasing with no end in sight, costs have increased 3-4 times since pre-corona times, and still very difficult to get. And we are trying our best to ensure continuous supply at much increased costs- and hence we will need to increase pricing on these by \$ 10-20 per master case effective immediately based on type, costs and availability.

**Advance Purchase:** Not available- only based on what we are able to get which is very limited.

**Vinyl Gloves:**

**Availability:** Limited with lead times of 2-3 months of production and another 4-6 weeks of transit time.

**Pricing:** Costs have stabilized but still increased 3-4 times since pre-corona times. We continue to get them in limited quantity - but pricing remains same as earlier this month.

**Advance Purchase:** Available with 3-4 months lead time with 100% prepayment- at current price points.

**TPE Gloves:(alternative to Vinyl and Nitrile gloves)**

**Availability:** Better than the above gloves- still around 3 months total lead time

**Pricing:** Best option available at the elevated price points of Vinyl and Nitrile gloves- around \$ 50s per thousand compared to \$ 70s for vinyl and \$ 130-170 for nitriles.

**Advance Purchase:** Available with 3-4 months lead time with 100% prepayment- at current price points.

**HDPE Gloves:(For food service and general purpose application)**

**Availability:** Best of all the disposable gloves in the market, limited stock availability continuously

**Pricing:** Least expensive of all options around \$ 59 per 10,000 pcs or \$.0059 or .59 cents per piece.

**Advance Purchase:** Available with 10-12 weeks lead time with 100% prepayment- at aggressive prices (lower 30s to mid-40s per 10,000 pcs depending on quantity ordered).

**MASKS: (3 Ply, Medical, KN95s, Kids, Reusable/Washable)**

**Availability:** All available- however with increased demand availability can be affected.

**Pricing:** Has decreased substantially compared to 3 months back- and 3 ply non-medical masks are available between 19-24 cents depending on quantity and all other kinds are available at fairly aggressive prices.

**Advance Purchase:** Available with 2-4 weeks production lead time and transit (1-2 weeks by air and 5-7 weeks by ocean) with 100% prepayment- at very aggressive prices for qty. greater than 200K pcs on 3 ply masks or appropriate quantities on other kinds.

**Safety Items like bouffants, hoods, lab coats, coveralls, shoe covers etc:**

**Availability:** Limited with lead times of 3-5 weeks of production and transit time by air (1-2 weeks) or by ocean (5-7 weeks)

**Pricing:** Costs have stabilized but still increased 4-5 times since pre-corona times, and we continue to get them in limited quantity -

**Advance Purchase:** Available with 2-3 weeks production lead time (for air shipment) and transit (1-2 weeks by air and 5-7 weeks by ocean) with 100% prepayment

I hope the above insight on market conditions for above products help you understand the current situation.

We still request our valued Distributors to Call or Email for Pricing & Availability on all our Gloves and Safety products. We are constantly monitoring the supply-chain and will continue to update you. However we do not see much respite in the current supply and pricing situation on gloves and safety products in near future.

We appreciate your understanding and look forward to supplying your moving, shipping and safety supplies-as well as we can.

Sincerely,  
WT Management



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