



4th Annual Gloves Buyers Guide

The wave felt around the world

Although some of the leading glove manufacturers' plants suffered minimal-to-no damage from the tsunami that swept through Southeast Asia in late December, there's no word on whether production or even pricing will feel any aftershocks. Companies such as Ansell Healthcare, Kimberly-Clark, Sempermed and Cardinal Health all emphasized to *Healthcare Purchasing News* that the product pipeline remains fluid and the supply chain unaffected by the earthquake and subsequent tsunami that claimed the lives of nearly 160,000 people so far. According to an Associated Press report from February 9, the number still missing could be as high as 142,000 throughout Indonesia, Sri Lanka, India, Thailand, Somalia, Maldives, Malaysia, Myanmar, Tanzania, Bangladesh, Kenya, Seychelles.

Ansell Healthcare reported that while none of its surgical and examination glove manufacturing facilities in Sri Lanka, Malaysia, India and Thailand suffered any damage, some of its 8,500 employees in the region had family members that were still unaccounted for, said Ansell's Robert Bachkosky.

Sempermed reported that both its Siam Sempermed factory in south central Thailand (located inland) and the Sempermed port (located on the opposite coast from the devastation) were unaffected and there has been no interruption in flow of goods, said Sempermed's Paul Girouard.

None of Kimberly-Clark's four facilities in Southern Thailand were damaged and all of its 8,000 employees in the region were accounted for.

Cardinal Health has also reported no damage or casualties for its plants in Malaysia and Thailand.

Dr. Esah Yip, of the Malaysian Rubber Export Promo-

tion Council confirmed that affected areas in Malaysia were mostly the Penang Island and certain areas of the northern coast. She explained that the majority of the rubber trees and glove manufacturing plants are located further inland, and therefore also avoided major damage.

Though for the most part unscathed, these companies were nevertheless shocked and unsettled by the tragedy that struck so close to their home across the sea. As a result, generous contributions have been forthcoming.

"In response to the tsunami disaster, Ansell has made donations of medical and industrial gloves through its operations in Sri Lanka, Thailand and Malaysia and as the relief effort continues the company will be making further product contributions," said Bachkosky. "Ansell is also making significant donations to an internal Tsunami Relief fund which will be used for select humanitarian relief in the region."

Kimberly-Clark contributed \$500,000 to the United Nations Children's Fund (UNICEF), matching employee contributions dollar for dollar up to an additional \$500,000. Kimberly-Clark's employees in the region actively responded by participating in blood drives and providing local disaster relief assistance. In addition, Kimberly-Clark Personal Care and Health Care products were shipped to the area.

As of February 7, the American Red Cross reported that a total of \$297.4 million had been pledged to the Red Cross for Tsunami relief efforts. In addition, 95,000 hygiene kits, 14,900 kitchen sets and 17,500 tents have been purchased by the American Red Cross for distribution in the affected region.

While manufacturers work to calm fears of trouble in the glove supply chain, it's possible that pricing could be affected by demand fears and not necessarily reality. Tsunami notwithstanding, it's a fact that latex prices have experienced an increase and it waits to be seen whether the Asia catastrophe will have an added effect.

"Those who purchase the supplies that both medical professionals and patients depend upon may give little thought to where the products they buy originate," said John Amat, vice president, global marketing and business development, Kimberly-Clark. "However, in the latex glove industry, where the materials come from is precisely what has caused glove prices to increase.

"Over the past few years, virtually every aspect of exam glove manufacturing from the production of raw natural rubber latex to delivery has increased significantly," he continued. "Kimberly-Clark will not sacrifice on quality to produce a lower cost natural





rubber latex glove, so a modest price increase over time is inevitable to recoup some of these rising costs. We have educational and utilization programs available to help our customers optimize their purchases of medical gloves to ensure their facility's clinical needs are met efficiently."

Amat explains that 50 percent of the cost of a latex glove comes from the creation of latex itself. According to the Malaysian Rubber Board, the price of latex has almost doubled since December 2002 due to inclement weather preventing the harvest of rubber, increased demand from China and low stockpile. Costs are predicted to continue to rise following the establishment of the International Rubber Co Ltd, a partnership among Thailand, Indonesia and Malaysia, who to-

gether are responsible for 70 percent of the world's natural rubber, he said.

A worldwide shortage of shipping vessels has also contributed to the increase in glove prices, added Amat. "According to the Wall Street Journal, because many bulk ships are currently importing raw materials to China, they are unable to transport materials to other countries. Their scarcity has caused the rental spot costs of ships to jump from around \$25,000 per day in January 2003 to \$75,000 per day less than a year later. Since transportation and distribution account for 20 percent of glove production costs, these increases have had a significant impact on the latex glove industry."

Ansell's Bachkosky estimates that depending on the product, some gloves may increase in the 5% range while others, due to raw ma-

terial costs may increase more. "Some manufacturers have already implemented increases in the 7-9 % range," he said.

Both Amat and Bachkosky emphasize that safety issues drive demand for gloves and therefore they do not predict an impact on current inventory control measures such as JIT and stockless methods.

"While there are many benefits to using advanced inventory control measures, day to day consumption of medical examination gloves is driven primarily by the worker and patient safety requirements and infection control protocols within each facility," said Amat.

"Inventory control does not have an impact on hospital consumption patterns. Healthcare professionals will continue to wear gloves both for their and their patients' safety," Bachkosky agreed. **HPN**



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COMPANY	CONTACT	TELEPHONE	WEB ADDRESS	KSRLeads/Circle No	Chloroprene	Co-Polymer	Extra Protection, Sterile	Extra Protection, Non-Sterile	Gamma, Sterilized	Hypoallergenic, non-latex
AADC0 Medical, Inc.	Denise Jacques	802-728-3400	www.aadcomed.com	50						
Adenna Inc.	Neal Fugate	888-323-3662	www.adenna.com	51						
Alpine Gloves	Robert Vega	800-888-4669	www.alpinegloves.com	52						
American Health Products Corp	Donna Spicer	800-828-2964	www.ahpc.com	53						
Ansell Healthcare	Robert Bachkosky	888-882-5288	www.ansellhealthcare.com	54	■				■	
BarrierMed Glove Company	Christopher LeCours	407-771-4424	www.barriermed.com	55						
Best Manufacturing Co.	Richard Alley	800-241-0323	www.bestglove.com	56						
Cardinal Health- Medical Prod & Serv	Lee Ann Schuette	847-473-1500	www.cardinal.com	57						
CMS, Inc.	Jay Schultheiss	800-426-4633	www.gloveassociates.com	58			■	■	■	
Crosstex International	Andrew Whitehead	631-582-6777	www.crosstex.com	59		■				
Cypress Medical Products	Jim Ruderer	800-334-3646	www.cypressmed.com	60						
Dash Medical Gloves, Inc.	Brian Cimler	800-523-2055	www.dashmedical.com	61						
Delta Gloves	Tom Brooks	800-633-6867	www.deltagloves.com	62					■	■
Exelint International Co.	Armand Hamid	310-649-0707	www.exelint.com	63						
Hardy Diagnostics	Christopher Catani	800-266-2222	www.hardydiagnostics.com	64	■					■
Health Care Logistics	Scott Ottenweller	800-848-1633	www.HealthCareLogistics.com	65						
High Five Products, Inc	Carolyn Farnam	888-253-9292	www.highfivegloves.com	66						
Kimberly-Clark Health Care		770-587-8000	www.kchealthcare.com	67						
Medline Industries, Inc.	Nikki Chrisos	847-837-2713	www.medline.com	68	■	■	■		■	■
Mexpo Int'l Inc / Blossom Disposables	Tim Thai	510-293-6800	www.blossom-disposables.com	69					■	
Microflex Medical Corp.	Leslie Ramirez	877-750-6115	www.microflex.com	70						
Allied Glove		800-621-3861	www.alliedglove.com	71						
Pacific Latex Products	Michael Gamble	800-827-8595	www.gloves.com	72						
Pacifica	Jessica Mattice	310-604-7711	www.pacifica.com	73	■	■				■
Primeline Medical Products	Judy Morgan	780-497-7600	www.primedmedical.com	74						
Pro2 Solutions, Inc	Deon Lim	888-811-6839	www.pro2s.com	75						
PRO-STAT dba Emerald Gloves	Patrick McCrann	732-805-9400	www.emeraldgloves.com	76					■	
Raymar Medical Corp.	Shiv Aggarwal	216-475-8360		77						
Regaltex Int'l., Inc.		732-396-1300	www.regaltex.com	78						
Regent Medical	Virginia James	678-250-7900	www.regentmedical.com	79	■		■	■	■	■
Safetec of America, Inc	Richard Merlino	800-456-7077	www.safetec.com	80						
Sage Products, Inc.	Linda Vrabec	800-323-2220	www.sageproducts.com	81				■		
Sempermed USA, Inc.	Paul Girouard	727-787-7250	www.sempermedusa.com	82	■	■				
Shamrock Manufacturing Co.	Emmy Tjoeng	909-591-8855	www.smcgloves.com	83					■	
Shen Wei (USA) Inc.	Belle Chou	888-988-8788	www.shenweiusa.com	84						
ST MED Inc.		866-587-8633	www.st-med.com	85						
Standard Malaysian Glove	Donny Chan	202-572-9771	www.smg-online.biz	86						
Supermax Inc.	C.K. Tan	1-877-AURELIA	www.supermax-inc.com	87					■	
Total Source Manufacturing		888-460-4440	www.tsmfg.com	88						
Trademark Medical	Harry Tiggard	800-325-9044	www.trademarkmedical.com	89						
Tronex Healthcare Industries	Poyee Tai	800-833-1181	www.tronexcompany.com	90						
Wilshire Technologies	Suzanne Barris	760-929-7200	www.wilshiretech.com	91						



SURGICAL GLOVES																	OTHER								
▼ Latex	▼ Neoprene	▼ Non-Latex, Non-Vinyl	▼ Non-Latex, Vinyl	▼ Polyisoprene / Polyurethane	▼ Polyvinyl Chloride	▼ Powdered Latex	▼ Powdered Latex, Custom	▼ Powdered Latex, Orthopedic	▼ Powdered, Non-Latex	▼ Powdered Synthetic	▼ Powder-Free Latex	▼ Powder-Free Nitrile	▼ Powder-Free, Non-Latex	▼ Powder-Free, Synthetic	▼ Speciality, Ultra-Thin	▼ Synthetic	▼ Powder-Free, Radiation	▼ Resistant	▼ FDA Marketing clearance	▼ Educational programs offered	▼ Coat Powdered/Corn Starch	▼ Coat Powdered/Oat Starch	▼ Coated Antimicrobial	▼ Coated Moisturizer	▼ Guayule latex
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COMPANY	TELEPHONE	WEB ADDRESS	KSRLeads/Circle No	EXAMINATION GLOVES								
				Extra -Protection, Sterile	Extra-Protection, Non-Sterile	Nitrile / Nitrile-Textured	Non-Sterile, Synthetic	Non-latex, Non-Vinyl	Powdered, Sterile Latex	Powdered, Non-Latex Synthetic	Powdered, Non-Sterile Latex	
AADCO Medical, Inc.	802-728-3400	www.aadcomed.com	50									
Adenna Inc.	888-323-3662	www.adenna.com	51		■	■	■	■			■	■
Alpine Gloves	800-888-4669	www.alpinegloves.com	52		■	■	■	■			■	■
American Health Products Corp	800-828-2964	www.ahpc.com	53									
Ansell Healthcare	888-882-5288	www.ansellhealthcare.com	54			■						
BarrierMed Glove Company	407-771-4424	www.barriermed.com	55									
Best Manufacturing Co.	800-241-0323	www.bestglove.com	56	■	■	■						
Cardinal Health- Medical Prod & Serv	847-473-1500	www.cardinal.com	57		■	■	■	■	■	■	■	■
CMS, Inc.	800-426-4633	www.gloveassociates.com	58	■		■	■	■	■	■	■	■
Crosstex International	631-582-6777	www.crosstex.com	59									■
Cypress Medical Products	800-334-3646	www.cypressmed.com	60			■	■	■			■	■
Dash Medical Gloves, Inc.	800-523-2055	www.dashmedical.com	61		■	■	■	■			■	■
Delta Gloves	800-633-6867	www.deltagloves.com	62			■	■	■			■	■
Exelint International Co.	310-649-0707	www.exelint.com	63									■
Hardy Diagnostics	800-266-2222	www.hardydiagnostics.com	64			■	■	■	■	■	■	■
Health Care Logistics	800-848-1633	www.HealthCareLogistics.com	65									
High Five Products, Inc	888-253-9292	www.highfivegloves.com	66		■	■	■	■			■	■
Kimberly-Clark Health Care	770-587-8000	www.kchealthcare.com	67		■	■	■	■			■	■
Medline Industries, Inc.	847-837-2713	www.medline.com	68	■		■	■	■	■	■	■	■
Mexpo Int'l Inc / Blossom Disposables	510-293-6800	www.blossom-disposables.com	69			■	■	■			■	■
Microflex Medical Corp.	877-750-6115	www.microflex.com	70			■	■	■				■
Allied Glove	800-621-3861	www.alliedglove.com	71									
Pacific Latex Products	800-827-8595	www.gloves.com	72									
Pacifica	310-604-7711	www.pacifica.com	73			■	■	■			■	■
Primeline Medical Products	780-497-7600	www.primedmedical.com	74			■					■	
Pro2 Solutions, Inc	888-811-6839	www.pro2s.com	75			■					■	
PRO-STAT dba Emerald Gloves	732-805-9400	www.emeraldgloves.com	76	■	■	■	■	■	■	■	■	■
Raymar Medical Corp.	216-475-8360		77									■
Regaltex Int'l., Inc.	732-396-1300	www.regaltex.com	78			■						
Regent Medical	678-250-7900	www.regentmedical.com	79		■							
Safetec of America, Inc	800-456-7077	www.safetec.com	80									
Sage Products, Inc.	800-323-2220	www.sageproducts.com	81		■							
Sempermed USA, Inc.	727-787-7250	www.sempermedusa.com	82			■	■	■			■	■
Shamrock Manufacturing Co.	909-591-8855	www.smcgloves.com	83			■	■	■	■	■	■	■
Shen Wei (USA) Inc.	888-988-8788	www.shenweiusa.com	84			■						
ST MED Inc.	866-587-8633	www.st-med.com	85									■
Standard Malaysian Glove	202-572-9771	www.smg-online.biz	86									■
Supermax Inc.	1-877-AURELIA	www.supermax-inc.com	87			■	■	■	■	■	■	■
Total Source Manufacturing	858-586-9922	www.tsmfg.com	88		■	■				■	■	■
Trademark Medical	800-325-9044	www.trademarkmedical.com	89									
Tronex Healthcare Industries	800-833-1181	www.tronexcompany.com	90			■	■	■			■	■
Wilshire Technologies	760-929-7200	www.wilshiretech.com	91									

