

A large, light blue watermark of the NAPPE logo is centered in the background. The logo consists of a shield with a red heart in the center and the letters 'NAPPE' written across the bottom in a serif font.

Kimberly Clark KC500 Nitrile Exam Glove
14-21 Day Delivery CIP Air
Payment Upon Receiving and Inspection
Supply Chain Solution

January 12th, 2021

Product KC500 Nitrile Powder Free Exam-Gloves, 510k, ASTM D6319, ASTM D6978 (Chemo)

Brand Kimberly Clark (See spec sheet)

Recent Price KC500 ASTM D6978 (100pc), CIF Air \$14.00 USD/Box, includes \$1.00/box buyer agents commission

Delivery CIF Air, 15 days from execution of SPA

MOQ 250,000 boxes (100 pc/box)

Payment 100% LC after successful inspection confirmed by buyer at buyer's designated receiving facility

- **No deposit required.**
- **Funds transfer only upon buyer's confirmed inspection of products at receipt.**

***Financing partner in place for hospital groups (employer of frontline healthcare workers) to place order with a binding PO and to pay 100% of order with bank transfer upon confirmed inspection at delivery in hospital group's receiving facility.**

The background features a large, light blue watermark of the NAPPE logo. It consists of a shield shape with a white outline, containing a pink heart. Below the shield, the letters 'NAPPE' are written in a white, serif font.

Nitrile Gloves Supplier

**Our vetting process ensures we only collaborate
with solid, dependable, risk-minimizing supply
chain solutions**

Why choose EHMKE PPE?

Proof of recent successful delivery

Can schedule call with current clients including prominent public buyer, can provide redacted documents of past deliveries and factory allocations.

References

Calls with client references above can be arranged after buyer (asset holder) and seller (title holder) introductory call

Note regarding samples

***While we are able to provide samples, our experience over the past several months has informed us that by the time we get you the samples of the product you intend to order (7-10 days), due to overall market of extreme supply shortage, it is almost certain that this product will no longer be available to order.**

SOP CIF Air

Pre-Transaction	Execute mutual NCNDA
Pre-Transaction	Provide a PO and PoF (BCL or LoA): quantities, certifications, delivery needs, and timing
Pre-Transaction	Buyer and Seller (Title Holder) introductory call
Pre-Transaction	Seller and Buyer confirm PO with allocation solution that best matches buyer's needs
Day 0	Execute Standard Purchase Agreement
Day 1-5	Seller provides lot numbers, SGS inspection certificates, and Airway Bill
Day 10-15	Product arrives at Port of Destination (Intl Airport nearest Buyer), product clears customs, transferred to buyer's receiving facility. Buyer inspects products.
Day 10-15	Buyer confirms inspection, bank executes LC, funds transfer to Seller's account
Day 10-15	Buyer takes title of products

Next Steps



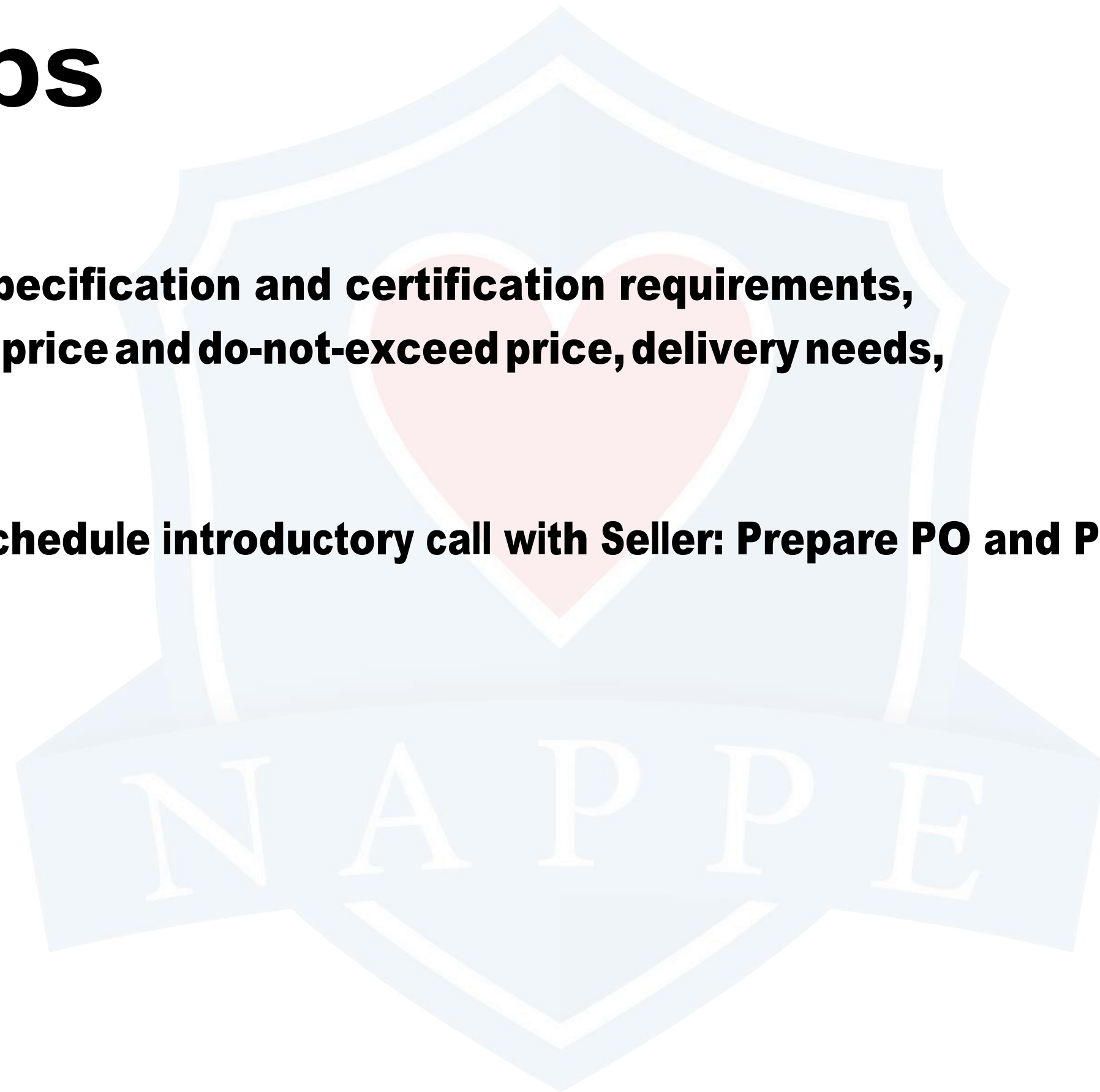
Next Steps

Draft PO

Determining product specification and certification requirements, order quantities, target price and do-not-exceed price, delivery needs, and timing

Contact

David Rosania (drosania@ehmkemfg.com) to schedule introductory call with Seller: Prepare PO and PoA (BCL or LoA)



Additional Nitrile Gloves Suppliers

We have vetted several suppliers.

Different suppliers fit different buyer need profiles, including:

- 1. Cranberry Evolve, Brightway, and other brands, > 1 mil boxes CIF Sea, 100% LC after buyer inspection at US Port of Delivery**
- 2. Coming February 5, 2021: KC500, 35k - 150k boxes, monthly scheduled deliveries, order with PO and bank transfer upon delivery of products**

If one of our vetted sellers does not have what we need for your situation, we may have other viable options. Please contact: DRSANA@EHMKEMFG.COM



About us

Your Supply Chain Solutions Providers


91+ years in business through all sorts of business cycles

25 years of experience in setting up global supply chains.

Experienced in sourcing goods that are in short supply.

Highly effective in bringing together teams of experts who operate with transparency, integrity and fast communications.

Established access to a stable network of secure suppliers and the logistics necessary to supply healthcare workers with critical PPE.



Additional Background and Context of Nitrile Glove Market and Supply Shortage

The Nitrile Glove Shortage



There is a global supply shortage of nitrile gloves.

The supply shortage for nitrile gloves has persisted since the beginning of the pandemic and the price is rising as the pandemic, and global investment in PPE, continues to expand.

We expect this shortage to persist well beyond the introduction of any vaccine into the market due to higher needs during the vaccination process worldwide and long-term enhanced safety protocols that will extend well beyond the “end” of the pandemic.

There are no substitute products for nitrile gloves. Latex gloves are the closest you can get but they are weaker, less resistant to common chemicals in healthcare environments, and allergenic to many individuals.

What's Causing the Shortage?

The raw material for nitrile gloves is NBR (Nitrile Butadiene Rubber), a synthetic rubber produced in a petrochemical process.

FYI: other names for NBR that you may come across include: nitrile rubber, Buna-N, and acrylonitrile butadiene rubber.

NBR is made with: Acrylonitrile, a toxic liquid used in making certain types of plastics, artificial fibres and other polymers; and Butadiene, a gas used in making synthetic rubber.

Increasing production capacity of NBR requires a multi-billion-dollar capital investment that has not occurred due to the uncertainty of the pandemic and consequent market in the upcoming years.



Thank You

David Rosania