



The Glove Sales Toolkit

Facts to know to grow your glove sales in 2018





The Glove Sales Toolkit

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Introduction

Welcome to the Glove Sales Toolkit

The following white paper has been created to help increase your knowledge of disposable gloves and drive your knowledge to more sales.

Your prospects and customers are inundated with calls and emails from sales representatives who are all eager for their business. To help your sales team to achieve, you can give them the tools that they need to become industry specialists.

Keep this comprehensive guide nearby as you're preparing for your sales calls and presentations or recommending to a customer which glove they should be using, having more knowledge than your competition can only make your team more professional.

We hope this paper helps boost your knowledge and makes your selling experience better which in turn keeps your company ahead in the market.

With regards from the team at Gloves4u.

"The competitor to be feared is one who never bothers about you at all, but goes on making his own business better all the time."

Henry Ford

SECTION 1

Which glove for which task?

When choosing a glove for your protection it is very important to choose a glove that meets your needs.

Which glove for which task?

To the casual user, the wide range of disposable gloves may not seem to offer much difference from one product to another. However, when choosing a glove for your protection it is very important to choose a glove that meets your needs. This may vary from the need of comfort or dexterity to the need for chemical protection. The fit, the level of protection and the possibility of allergic reactions are all factors that need considering. Take a moment to study our guide to choose the right glove for your application.



Latex Gloves

Latex Gloves made out of Natural Rubber are the glove of choice for comfort and fit and dexterity.

- Latex Gloves provide a high level of flexibility & comfort alongside good protection
- Robust & Reliable – Latex gloves provide a good level of chemical protection and also help prevent the spread of infection and contamination
- Available in Powdered or Powder free
- Can cause Latex allergies
- Costs can fluctuate dependent on weather or season

In summary: - Latex Gloves are more elastic than Nitrile and more puncture resistant than Vinyl.



SECTION 1

Which glove for which task?

Vinyl Gloves - offering basic hand protection for short term low risk tasks

Vinyl Gloves

Vinyl Gloves are the cheaper alternative to Latex & Nitrile and are the glove of choice for situations where durability and high level protection is not a priority such as in the food industries.

- Latex free – reducing the risk of allergic reactions
- Great for basic hand protection
- Cheap alternative to Latex & Nitrile
- Available in clear or blue, Powdered or Powder free (In some applications Red, Green & Yellow are used)
- They do not fit as well as latex or nitrile.

In Summary: Vinyl Gloves are stronger than Polythene but more cost effective than Latex & Nitrile offering basic hand protection for short term low risk tasks.



SECTION 1

Which glove for which task?

Nitrile Gloves - superior performance in a variety of work environments

Nitrile Gloves

Nitrile Gloves are made from synthetic rubber and are the glove of choice for puncture resistance & chemical protection.

- Latex free – reducing the risk of allergic reactions
- Are highly puncture & chemical resistant
- Good for dexterity & sensitivity – a comfortable fit
 - Superior to Latex as provides protection against petroleum based products
 - More expensive to produce than Vinyl & Latex

Summary: The most expensive disposable glove option but with superior performance in a variety of work environments with special mention of the puncture & chemical resistant properties



Fact:

In 1889, William Stewart Halsted, the first chief of surgery at Johns Hopkins Hospital, invented rubber gloves in order to prevent medical staff from developing dermatitis from surgical chemicals.

Synthetic Gloves

Synthetic Gloves are hypo-allergenic and durable making them a suitable choice for a wide range of applications. These gloves have been designed to give better protection than Vinyl but at a price point that sits between Vinyl & Nitrile.

- Latex free – reducing the risk of allergic reactions
- Very comfortable to wear, even with prolonged use
- Softer, more flexible and greater sensitivity than Vinyl & Nitrile
- Better fit than Vinyl, but less Chemical resistant than Nitrile

In Summary: These durable, well-fitting gloves are perfect for medical, laboratory and food environments, especially where high exposure to chemicals is not required.



**Which glove
for which task?**

Superstretch Gloves

Superstretch Gloves are allergen free and offer an environmentally friendly and cost effective option to Vinyl.

- Lower cost alternative to Vinyl
- More puncture resistant than polythene
- Food Safe & Odourless
- Skin friendly – no latex, softeners & silicone
- Suitable for short term use as limited protection offered

In Summary: These gloves are food safe and medical grade making them the most economically viable glove for food handling and short term cleaning tasks



SECTION 1

Which glove for which task?

Superstretch TPE gloves are suitable for short term use as limited protection offered

SECTION 2

What causes allergies and what types of allergies exist?

What causes allergies and what types of allergies exist?

Allergies from gloves can cause massive disruptions. Learn about what causes different types of allergies below so you can be intelligent in front of your clients. They will remember you for it.

What Causes Latex Allergies?

Latex allergy is caused from latex proteins contained in natural rubber latex. A latex allergy can occur in two ways – either through direct contact from wearing a latex glove or through Inhalation from latex particles which you can breathe in. The amount of airborne latex in gloves differs greatly depending on the brand of glove used.

How Prevalent are Latex Allergies?

Only 2% of the population experience latex allergy symptoms. Those frequently exposed to latex seem to be at the greatest risk. People with other sensitivities such as food allergies are also more likely to react to latex. Newer gloves are much less likely to cause workers to develop allergies, as manufacturers are becoming more successful in leaching gloves which involves washing them after manufacture to reduce the amount of residual proteins.

“It is not your customer’s job to remember you. It is your obligation and responsibility to make sure they don’t have the chance to forget you.”

Patricia Fripp

**How do you treat
or Prevent Latex
Allergies?**

What are the Types or Symptoms of Latex Allergies?

There are 3 key types of reaction that can occur as a result of glove use. These are as follows:

1) Immediate Type I Hypersensitivity

This type of allergic reaction is caused by the proteins found in natural rubber glove (Most commonly latex). If someone is allergic to natural rubber protein, the reaction will occur within 30 minutes of contact with the glove. It can show up as rhinitis with hay fever-like symptoms, conjunctivitis (pink eye), cramps, hives, and severe itching. It is rare, but symptoms may progress to include rapid heartbeat, tremors, chest pain, difficulty breathing, low blood pressure, anaphylactic shock, or potentially, death. People with this allergy cannot have contact with any type of natural rubber, such as rubber gloves, balloons, tyre, rubber shoes and boots. Nitrile or vinyl gloves which are both totally free from natural rubber are the best alternatives for people who suffer from this type of allergy.

2) Delayed Type IV Hypersensitivity

This type of allergic reaction is caused by rubber chemicals in the glove. Rashes may appear on the skin of the end-user sometimes up to 48 hours after contact with the glove. This results in the same type of reactions as irritant contact dermatitis (dryness, itching, burning, scaling, and lesions of the skin). Normally people who are allergic to these chemicals can only wear vinyl gloves as they do not contain the rubber chemicals. This is not a common allergy and effects very few people.

3) Irritation

This is the most common reaction that may happen to any end-user. It is the least threatening type of reaction, classified as a non-allergenic skin reaction. It usually occurs after repeated glove use and exposure to chemicals in the gloves resulting in dryness, itching, burning, scaling, and lesions of the skin. It can be intensified if a glove is not washed and cleaned properly after production leaving some additional residue on the surface of the glove. It is usually short term reaction and will disappear if the user takes a break from glove use.

SECTION 2

How do you Treat or Prevent Latex Allergies?

How do you Treat or Prevent Latex Allergies?

The best treatment is avoidance – try using Nitrile, Synthetic or Vinyl Gloves. Alternatively try using a Powder-Free Glove which may also reduce the risk.

What Causes Non Latex Allergies?

Non-Latex Gloves can be sometimes made in same factory as Latex Gloves and therefore could be contaminated with latex proteins – if you are experiencing allergic reactions to gloves, check with your glove provider if this is the case.

Another possible cause could be chemicals called accelerators which are used in the production of gloves such as carbonates & thiurams which may cause reaction. To create vinyl, for example, petroleum is used in the manufacturing process. With Synthetic Gloves, the allergy issue often lies with the petroleum. While rare, petroleum allergies do occur in some individuals.

Another common issue is an irritative substance on the hands. Certain substances, such as residual hand soap or a scented lotion, will not cause too much of a problem on an exposed hand, but the associated reaction to it will be more pronounced in some individuals when they have a glove pressing the substance to their skin.

Glove Ventilation can also be another cause. Gloves are intended to prevent chemicals permeating into or out of the glove. Skin irritation can occur when a glove sweats and lacks breathability. Different gloves do have differing degrees of breathability, your glove provider may have an alternative that has a higher level of breathability.

Disposable Gloves have an intended wearing time, and chemical resistance level. Should the glove be worn for longer than intended, chemicals may actually leak through the glove itself causing a reaction on the skin to the chemicals.

How Prevalent are Non Latex Allergies?

Very small – virtually non-existent when compared to Latex – generally it is urticaria caused by perspiration and lack of breathability

What are the Types or Symptoms of Latex Allergies?

Symptoms are an itchy red rash, sometimes with small blisters. Often with Hives – raised red bumps that itch and cause swelling. Cracks can appear which can start to bleed or become infected.

How do you Treat or Prevent non Latex Allergies?

Try Powder Free Gloves. Increase the frequency with which you change gloves. Speak to your Glove provider to understand the chemical resistance of the Glove to determine whether there could be chemical permeation. Try a Glove with a higher level of breathability. This issue is also more evident when a glove is too small. Overall, too-tight gloves create irritation and discomfort as the skin is unable to breathe inside the glove. Accelerator-free gloves are available for use by people who are highly sensitive to these additives.



Image Source: Westside Dermatologists & Medexpress

The subject of allergies is very comprehensive, but you will now see the many factors involved, we hope that by identifying the allergy it will help your customer solve the issue.

“Find the customer with the problem and solve it.”

How to Overcome the Cost Question!

How to Overcome the Cost Question

We all know 'buy cheap, buy twice' and we know that being frugal doesn't just mean saving money – it means spending your money wisely.

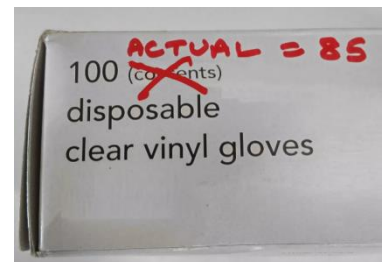
Often when faced with a purchasing decision the main factor we consider is 'price' not 'value', especially with commodity items such as disposable gloves.

Do a spot check on your prospects current glove choice....

Take a pack of your prospects gloves and count the number of gloves to determine if they are receiving what it says on the box. Industry standard is a maximum/minimum 5% up or down on count but regardless of this some importers are putting as little as 84 gloves in a box.

Stop and consider this!

Your prospect customer could be being charged for 10x100 Vinyl Gloves per case but the case count is 10x84. That's 160 less gloves per outer case less – (16% less)



Cheap gloves are cheap for a reason

Have you ever experienced donning a glove that tears before it's even half way up your hand? When trying with the next glove the same thing happens again? It causes frustration, loses time and is a waste of money.

Glove users expect gloves to be dispensed from the box one glove at a time and not to tear when being donned. Unfortunately, in life, we only get what we pay for and not what we don't, sadly, when buying 'cheap' the price isn't associated with quality.

To combat the price war, quality and production has been sacrificed to create disposable gloves that fit only the price bracket, even the size of packaging has been minimised to reduce shipping costs. This has resulted in gloves being tightly packed into small boxes causing gloves to stick together resulting in poor dispensing. This is the cause for ripped gloves, multiple gloves being dispensed at once and gloves being discarded.

SECTION 3

It's false economy...

When making a purchase of disposable gloves, does your prospect take into account that price isn't everything? Have they considered the cost of glove failures through ripping, double donning, multiple dispense or contamination?

Work through this scenario of Clear Powderfree Vinyl gloves to see how quickly the cheap price of gloves of gloves escalates to being expensive: -

Example:

Cost of 1000 Clear Vinyl Powderfree Gloves
£13.50/1000 (£0.0135 per glove)

The first 5 gloves rip when being donned costs
 $£0.0135 \times 5 = £0.0675$

5 Gloves that rip when being dispensed
 $£0.0135 \times 5 = £0.0675$

8 Gloves stick together

and become contaminated and unusable
 $£0.0135 \times 8 = £0.1080$

Cost per pack of gloves is £1.35/100 but only 82 are suitable for use increasing the price to £1.64 per 100.

That's an 18% increase.



Price versus Quality...

Price versus quality must be a consideration in the procurement process. Failing gloves reduce efficiencies, increase glove usage and increase wastage. These factors have knock on effects to on increased freight, storage & disposal costs.

Manufacturing processes...

Cheap gloves are generally manufactured in low class factories with manual labour involved, it's essential to ensure your supply aligns with your ethics. Ensure they aren't manufactured in one of the many factories violating human rights by using child or slave labour? Ask the question - is their glove provider auditing manufacturers responsibly, they should be able to substantiate this information?

Using the incorrect glove for the task on hand.

Take for example a single NHS hospital – they will be using 1000's of gloves daily. However, those preparing food in the kitchens only need a minor form of hand protection, not the same high quality of glove as the nurse administering chemotherapy drugs.

Could you offer training to your prospects employees to ensure that they have the correct PPE for their task – Use this Sales Tool Kit to help you in your training.

Our **FirstHand Dispense system reduces glove wastage**, and our procurement team responsibly audit factories regularly to ensure the correct number of gloves are provided, regulations such as FDA and AQL limits are adhered to and human rights are respected – all these factors help you as a distributor to demonstrate innovation and that you are ahead in the market, it also helps to retain customers and demand increase in margin

“Every sale has five obstacles: no need, no money, no hurry, no desire, no trust.” – Zig Ziglar

Top four reasons why users should wear Disposable gloves.

Top four reasons why users should wear Disposable gloves.

1. They Prevent Cross-Contamination.

Cross-contamination is a daily risk for a number of workers, in particular in the food processing industry, cross-contamination can spread bacteria very quickly. Disposable Gloves prevent the wearer from contaminating food, and also prevent cross contamination between food types. Cross-contamination happens when you handle one substance and your gloves pick up its residue, and then you touch something else. Another area that contamination can occur is in the laboratory where cross contamination can render samples and research useless!

2. They Prevent Pathogens from Spreading.

Hospital, medical, nursing and veterinary workers come into contact with potential hazards on a regular basis. This creates an environment where viruses and bacteria can spread quickly. Gloves create a barrier between the wearer's hands and germs, and lessen the chance of the wearer getting germs from contact with blood or body fluid that could make them ill, or spreading contamination between patients.

3. They Protect the Wearer From Unknown Hazards.

Gloves protect the skin from exposure to chemicals thereby reducing the risk of contact dermatitis, for this reason there is a high demand for gloves in the cleaning and laboratory sectors.

4. They Keep the Wearers Hands Clean.

This is a very basic reason for wearing gloves but if you consider those in the automotive, agricultural, printing industries, you can understand that wearing disposable gloves is necessary to save staining of the skin and excessive hand washing.

Glove terminology explained

Glove Terminology Explained

Have you ever been asked for a Medical grade glove or heard the standard EN 455 being quoted but have been unsure what the term really means?

The following glossary will help give you a basic knowledge and understanding of the terminology.

Medical Grade: Medical grade gloves are approved for use in hospital, nursing home, or laboratory locations and are generally used for non-surgical procedures such as medical examinations.

Food Grade: Food grade gloves are approved for use for food applications such as preparing food in restaurants or for use in food processing industries.

Allergens: This refers to latex protein present in gloves that could potentially cause allergies.

Tensile Strength: Tensile strength refers to how stretched the gloves can become without ripping or tearing.

Powdered: Powdered gloves have corn starch added to help absorb perspiration. They are generally easier to don than powder-free gloves but their powdered design has been known to cause some allergies.

Powder-Free: Powder-free gloves go through a process known as chlorination. They are a good option for those that have allergies or sensitivities to powdered gloves.

Donning: To put a glove on.

Doffing: To remove a glove.

Glove terminology explained

Beaded Cuff: Refers to a rolled cuff style, which adds strength and reduces liquid roll off.

Chlorination: They are treated with a chlorine solution, rinsed, and dried to get rid of the powdered residue, and latex proteins

Flock Lined: A flocked lining refers to a lining on the inside of a rubber or household glove that makes them more comfortable to wear.

Textured: The finish on the glove designed to allow for a firmer grip to prevent slipping when handling wet objects. This can be just on the finger 'finger textured' or the whole glove 'fully textured'.

Accelerator: Chemicals added to the glove during manufacture to add strength and elasticity and increase the shelf life of disposable gloves. They have been known to cause allergies in some instances, and there are Accelerator free options.

AQL: AQL stands for "Acceptable Quality Level" and refers to an internationally used quality standard for measuring the % of pinhole leaks in disposable gloves. The test process involves checking batches of gloves during manufacturing to see how watertight they are. 1.5 AQL is the standard in the medical world. Gloves with an AQL of 4.0 are not suitable for medical use, they are for industrial and domestic use e.g. cleaning, garages, engineering, dirty factory jobs etc.









Breakthrough Time: The number of minutes it takes for a gloved hand from coming into contact with a chemical until the chemical has broken through the glove and is in contact with your skin.

Further information about gloves can be found at The Health & Safety Executive website <http://www.hse.gov.uk/skin/employ/gloves.htm>

Glove Symbols Explained

Glove terminology explained

Most accreditations carry with them a unique symbol, the following list is a guide to most of the symbols you would see in the market. Take a look at the products out there, can this be used as an opportunity to improve the customer's products?

	A CE rating, sometimes called CE marking, standards for Conformité Européenne. It is a mandatory conformity marking that must be present for any product to be legally sold in the European Economic Area
	AQL stands for "Acceptable Quality Level" 1.5 AQL is the standard in the medical world
	Food Safe
	This standard rates a glove on its protective value for categories like abrasion, cut resistance, tear resistance and puncture resistance.
	Low chemical resistant or waterproof gloves.
	Tested for protection against liquid penetration and micro-organisms
	Single Use Glove
	Working gloves that have the purpose of protecting the user against risk or danger are often divided into 3 categories.
EN 455 Part 1: 2002	Requirements and testing for freedom from holes. This standard specifies requirements and tests for gloves for medical purpose.
EN 455 Part 2: 2011	Requirements and testing for physical properties, to ensure that they provide and maintain in use an adequate level of protection from cross contamination for both patient and user.
EN 455 Part 3: 2006	Requirements and testing for biological evaluation. . It gives requirements for labelling and disclosure of information relevant to the test methods used.
EN 455 Part 4: 2009	- Requirements and testing for shelf life determination.

Glove Donning

Glove Donning Guide

Do it right first time....

Your step by step guide on how to put on a pair of single use gloves.

Step 1



Remove the Gloves4u single use Glove by the cuff from the dispenser

Step 2

Hold the cuff end of the glove open using your thumb and four fingers



Step 3

Ease your fingers then palm and thumb of the other hand inside the glove



Step 4

Gently pull the wrist end of the glove with your thumb and fingers while easing the hand fully into the glove



Step 5

Pull the glove to a comfortable fit then begin the procedure again for your other hand.



TAKE NOTE:

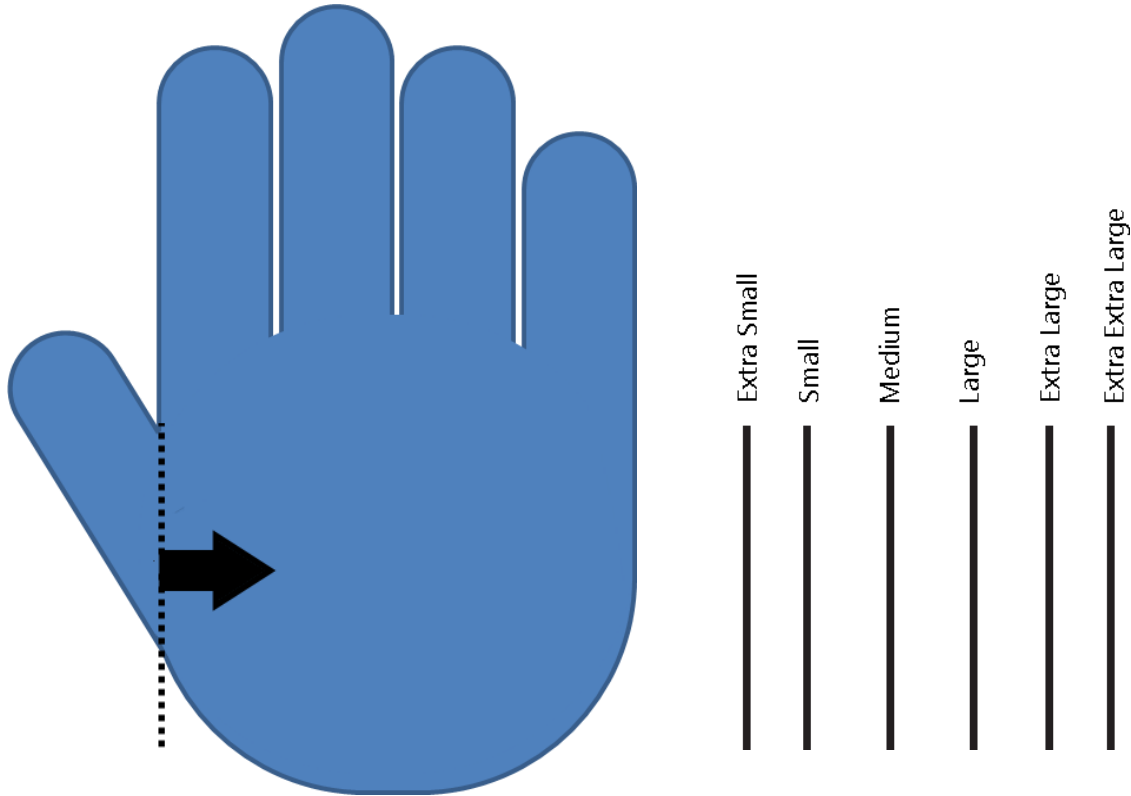
Donning a glove incorrectly can often cause gloves to rip and puncture, this is generally not due to a faulty glove.

Glove Hand Sizing Guide

Hand Sizing Guide

Disposable Gloves

To measure the correct size glove, place the inner of your right thumb along the dotted line, your correct size of glove will be identified along the right hand side of your hand.



Gloves too big or are too small?

- ✓ Correct Size - Ensures good wear and comfort.
- ✓ Good Fit - Reduces hand fatigue and increases dexterity
- ✓ Comfortable Fit - Decreases the risk of rashes and occlusions
- ✗ Too tight? Can restrict blood flow - Occupational health issue
- ✗ Too Loose? Debris can get inside the glove or the glove can slip off
- ✗ Wrong Fit? Impairs manual dexterity

Choosing the right size glove is essential.

Summary

At Gloves4U we pride ourselves on helping our distributors to sell more gloves.

Besides having the advantage of brand reputation and high levels of service to maintain your existing customers we also like to help you to acquire new customers!

Samples Service:

We offer an online samples service whereby we can mail your chosen prospect with a sample which includes your company logo on the back – to order these samples just click [here](#).

Images:

We also know how important it is to have up to date images for your website and marketing material all easily available. You can download our free images [here](#).

Marketing Support:

Besides this, we also offer a variety of leaflets and white papers ready for you to download and share with your customers.

And finally, on social media – why don't you follow us, it is then easy for you to share and retweet our content directly to your profile, helping you to share quality content to boost your company's social media presence! Let Gloves4U do the hard work for you!

Become a trusted Gloves4u partner today!

