

# Global PPE Shortages

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## Overview



Understanding Supply Chain



Hand Protection



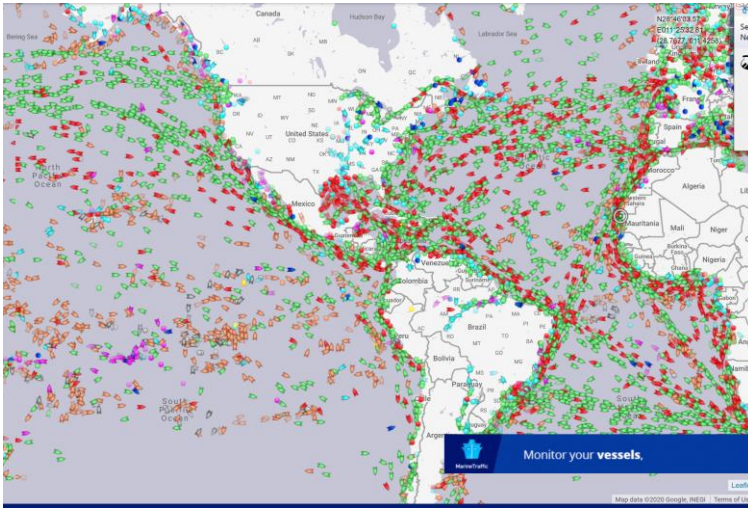
Eye protection



Respiratory Protection



Strategies for Success



## Current Cargo Traffic

## Supply Chain

- What is a Manufacturer- A Factory that takes raw materials and makes a final product
- What is a Master Distributor- A large distributor that purchases finished goods and re-sells them to other distributors
- What is a Distributor- A company who buys finished products and sells to an end user

## Hand Protection

- Raw Material Shortage- Nitrile Butadiene Rubber (NBR)
- Raw Material Massive Price Increase- Before Covid \$980 per MT After Covid \$3200 per MT.
- Labor shortage and labor cost increase
- Massive Increase in Demand
- New Markets and uses
- Finish product Cost increase 4-5X
- Shipping Rates and times increased dramatically

## Hand Protection Cont

- Single Use Gloves- Nitrile, Latex, Vinyl,
- Cut resistant gloves
- Solutions: Plan ahead, Order for the future, try alternatives, use products that can be sanitized, order gloves that hold up...cheap is NOT better.
- Some manufacturers developing new Polymers.
- How long will this persist? 18-24 months

## Eye Protection

- High Demand for Polycarbonate
- Greater need for eye protection b/c Covid-Face shields Safety Glasses
- Greater need for Anti-fog Eye protection
- More trades using eye protection
- Shipping is the major issue for shortage

## Respiratory Protection

- Availability of N-95 has stabilized
- Shortage of P-100 Cartridges continues
- The above shortage affects Papr's and APR's
- Shortage expected to get relief by last quarter 2020

## Strategies for Success

- Safety Management Must be part of the procurement process
- Spec and performance of PPE must be set and understood
- Safety Management should have a relationship with manufacturers
- Distribution must be part of the equation – Pick 1 or 2 partners and stick with them.
- Quality and performance will beat low pricing every time.
- Use supply chain relationship for alternatives to expected key PPE shortages
- Plan Plan Plan

## Thank You

- Questions???
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