



# Guide: Selling Vinyl Gloves



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Distributors who want to obtain nitrile gloves for their customers are likely to hear—for the foreseeable future, anyway—  
**“Sorry, but that is not possible at this time.”**

Nitrile (and latex) gloves are in extremely short supply, difficult to get, and their cost is higher than ever.

There is a worldwide shortage of both nitrile butadiene rubber and natural rubber latex, the primary ingredient in the gloves. Demand is at an all-time high because of COVID-19. Together, that adds up to, “Not enough nitrile or latex gloves to go around.”

All is not lost, however: AMMEX has a possible solution. During these difficult times, when everyone is scrambling to get their hands on any gloves they can, we have worked hard to secure a consistent supply of vinyl gloves. They come in a variety of styles and colors to suit a wide array of applications.

Many people who are diehard users of nitrile could be less than excited about the prospects of trying vinyl. But truth be told, vinyl gloves have come a long way in terms of barrier protection, fit, feel, and comfort. AMMEX offers 12 standard vinyl or synthetic vinyl gloves in both industrial and exam grades.

What are the differences between standard and synthetic vinyl?

Standard vinyl gloves are made from polyvinyl chloride, also known as PVC. It is a common term in the context of pipes and plumbing fixtures—or any of the other dozens of consumer products it is used to make. In its basic form it is rigid, but when mixed with plasticizers, it becomes soft and pliable. It has been used for both industrial and medical applications since the 1990s, and is both versatile and a good value.

Synthetics, which also can be called hybrids, start with PVC, but they also incorporate an elastomer. That is a form of synthetic rubber, of which nitrile is an example (but not all synthetics use nitrile). Basically, it gives the gloves better stretch, a more defined shape, and a fit much closer to nitrile or latex gloves. It also gives their barrier protection a boost, although not to the level that full-on nitrile gloves offer.

One important consideration is that vinyl gloves do come with limitations.

While we do not recommend vinyl gloves for handling harsh chemicals or performing heavy-duty jobs like automotive repair, there are many applications well-suited for vinyl.

Anything involving food is a natural fit, from



sandwich shops to front-of-the-house restaurant staff to commercial food processing. In fact, with latex falling out of favor—and in some states, being outright banned—for use in food environments, vinyl will have even wider appeal for food-oriented uses.

Janitorial and sanitation also go hand-in-hand with vinyl gloves. Vinyl provides the right amount of barrier protection for working with cleaning products. Sanitizing our environments is more important than ever during the current global pandemic, and best practices call for frequent glove changes. That is more economically feasible with vinyl gloves than nitrile or latex.

Then there are medical needs. For non-sterile examination duties like vaccinations, checkups, or drawing blood, vinyl gloves are all one needs. Why bother with latex, and the allergy issues it creates, when synthetic stretch vinyl delivers great fit and comfort at a lower price point? Caregivers for seniors and children will also find them indispensable.

How many other uses are there? How many light-to medium-duty tasks can you think of?

In beauty and salon environments, vinyl gloves are perfect for everything from hair coloring to manicures. There are also painting, auto detailing, quick-lube operations and, during COVID, retail employees from cashiers to shelf stockers.

Vinyl gloves are not a direct replacement for nitrile, especially for heavy-duty use. For auto-repair shops or industrial facilities that utilize machinery, it is unlikely that users will embrace a 3-mil vinyl glove after years of using 6- or 8-mil nitrile.

Again, the problem with nitrile is twofold: It is in perilously short supply, and therefore it is way more expensive than ever. AMMEX would love nothing more than to be able to fill everyone's orders for as many cases of nitrile gloves as they can sell. It simply is impossible under the current market conditions. That situation is not going to improve until late 2021 at the earliest, especially with coronavirus cases spiking around the world.

We do not decide the availability of gloves any more than we set the prices. Like everyone else, we are doing our best to find enough gloves for all our customers at the lowest prices possible.

Our best recommendation to distributors:

Talk with your customers. If there is a chance they might give vinyl fair consideration, sell them on trying a case. If that fails, fine—we are well aware of the level of devotion that nitrile attracts. Customers do need to understand, however, the gravity of the current disposable glove supply and how difficult and expensive it will be moving forward.

If they are game for trying something new and different, we have plenty of gloves they can experiment with to determine whether their needs can be met. What follows is a list of our standard and synthetic vinyl gloves.

As always, our goal is to help our distributors grow their glove sales by helping their customers.



In addition to synthetic vinyl, AMMEX features a complete line of regular vinyl gloves suited for a wide variety of applications. The following video outlines the current market conditions for nitrile and vinyl gloves.

The video player interface features a blue background. In the top left corner, the AMMEX logo is displayed. The main video area shows two scenes: on the left, a person wearing clear vinyl gloves is peeling a yellow fruit; on the right, a hand in a blue vinyl glove holds a broom. A large white play button is centered over the video. Below the video, the text reads: "Vinyl gloves are low-cost solution for applications from janitorial and sanitation, to plumbing, beauty & salon, and auto detailing." At the bottom, a video control bar shows a play button, a progress indicator at 1:17, and icons for volume, settings, and full screen.

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## SYNTHETIC (BLENDED) VINYL EXAM GLOVES



**AMMEX Stretch Synthetic Blue Vinyl Exam Gloves (VSBPF):** Stretch synthetic blue vinyl mimics nitrile's feel in form-fitting, flexible exam gloves that can help reduce hand strain while also providing a high degree of tactile sensitivity. Excellent barrier protection against contaminants and pathogens. Numerous applications for doctors, nurses, dentists, dental hygienists, and in home caregiver environments.



**AMMEX Stretch Synthetic Clear Vinyl Exam Gloves (VSPF):** These stretch synthetic vinyl exam gloves are great performers in non-sterile medical applications. Latex free, yet they are durable and form-fitting, with extra flexibility to reduce hand fatigue. Reliable barrier protection for doctors, nurses, dentists, dental hygienists, elder and child care specialists, and home caregivers.

## SYNTHETIC (BLENDED) VINYL INDUSTRIAL GLOVES



**Gloveworks Black Synthetic Vinyl Industrial Gloves (GWBKQV):** Black is the hottest color for looking cool—and professional. This blend of synthetic rubber elastomers and vinyl polymers creates a soft, supple glove that delivers high elasticity and comfort. Versatile for lightweight tasks from food service and processing to salon & beauty to janitorial, and lots more.



**Gloveworks Blue Synthetic Vinyl Industrial Gloves (GWQIV):** Remarkable comfort, with nearly the fit and feel of latex. Made of synthetic stretch vinyl, a latex-free and powder-free blend of elastomers and PVC. The gloves reduce hand strain while sporting high tactile sensitivity. Dependable barrier protection at a good price point for food service, janitorial and sanitation, nail & beauty, plumbing, and lots more.



**Gloveworks Blue Synthetic Vinyl Industrial Gloves (QIV):** These synthetic vinyl gloves are an awesome, latex-free blend of elastomers and PVC. This material combines advanced synthetic rubber with vinyl polymers to create an exceptionally soft, supple, and elastic glove that features unique shape memory. Great for food service, janitorial & sanitation, salon & beauty, painting, and more lightweight applications.



**X3 White Stretch Hybrid Poly Industrial Gloves (TEX3):** A basic lightweight glove is a great alternative. Try these stretch hybrid polyethylene gloves for versatility and value. More form-fitting than regular polyethylene, they deliver good comfort while remaining loose enough for frequent glove changes. Great for restaurants, salon & beauty, janitorial, and more. Sold 200 per box, so you will restock less frequently.

## STANDARD VINYL EXAM GLOVES



**AMMEX Clear Vinyl Exam Gloves (VPF):** Clear vinyl exam-grade gloves are an excellent value for healthcare professionals, home users, and tasks that require frequent glove changes. Dependable lightweight, latex-free barrier protection against pathogens and contaminants. Popular with doctors, nurses, dentists, hygienists, lab techs, home caregivers, pharmacists, and veterinary personnel.

## SYNTHETIC (BLENDED) VINYL INDUSTRIAL GLOVES



**AMMEX X3 Clear Vinyl Industrial Gloves (GPX3):** Comfort, dexterity, and tactile sensitivity at a terrific price. Dependable barrier protection for lightweight tasks involving common cleaning solutions, hair dyes, and other non-hazardous materials. A great all-around glove. Powder free and latex free. Also sold 200 gloves per box, 10 boxes per case, for even greater savings (GPX3D).



**Gloveworks Clear Vinyl Industrial Gloves (IV):** These powdered industrial gloves are a solution to the problem of damp hands in moisture-rich environments. Ideal for plumbing, janitorial, beauty, and other tasks that require frequent glove changes. Food-related uses include baking, meat processing, and dozens of prep jobs. The powder, which is food-grade cornstarch, makes the gloves easier to don.



**Gloveworks Blue Vinyl Industrial Gloves (IVBPF):** High-visibility blue color is important in food production. If a tiny bit of a glove becomes detached, you want to find it before it ends up in the food—of prime concern when baking, or working with seafood. Also well-suited for janitorial, plumbing, painting, beauty & salon, and countless other uses that require frequent glove changes. Available in clear vinyl.



**Gloveworks Black Vinyl Industrial Gloves (IVBKPF):** Non-translucent black color gives them a professional appearance and means they conceal dirt and grime. Perfect for tasks from food service to janitorial to salon & beauty to light industrial. High-class restaurants will want them for front-of-the-house use among wait and bussing staff. Latex free and powder free, with a loose, comfortable fit.



**Gloveworks Clear Vinyl Industrial Gloves (IVPF):** Clear industrial gloves with a comfortable fit and dependable resistance to cleaning solutions. They help prevent cross contamination in food operations. A low-cost solution for tasks requiring frequent glove changes, including janitorial/sanitation, plumbing, and beauty & salon. Countless uses at home, in food prep, cleaning, pet care, and more.