

# DECEMBER SPECIAL

-- LIMITED TIME OFFER --

See below for special pricing on VINYL. As always ... there's no case limit but there is a time limit. To receive special pricing, order must be received before 12/30/03. Questions? Call customer service at 800-856-2852.



**Clean Hand® Vinyl**  
 General purpose, 5 mil, rolled cuff, textured fingertips. S, M, L, XL.  
 Case pack: 10 bxs/100 ea.  
 Dispense Safe™ dispenser 71102.

<b>81078</b>	Powdered	\$20.00
<b>81077</b>	Powder-free	\$23.00



**Health Hand® Vinyl**  
 Exam grade, 5 mil, rolled cuff, textured fingertips. S, M, L, XL.  
 Case pack: 10 bxs/100 ea.  
 Dispense Safe™ dispenser 71102.

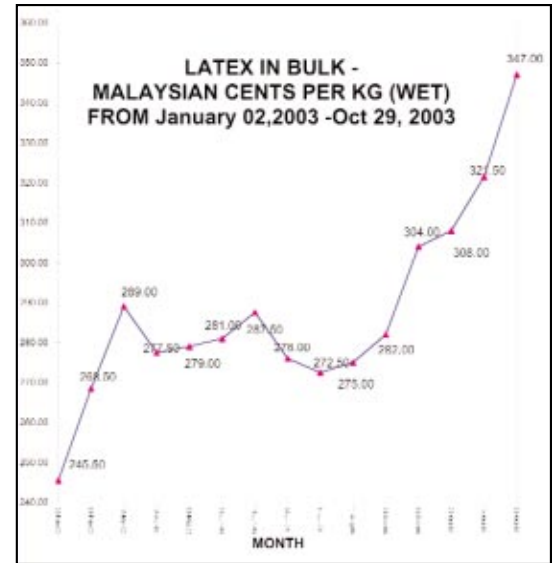
<b>81079</b>	Powdered	\$23.00
<b>81080</b>	Powder-free	\$26.00



**ValueLine Vinyl**  
 General purpose, 5 mil, rolled cuff, textured fingertips. S, M, L, XL.  
 Case pack: 10 bxs/100 ea.  
 White Box Holder 10"x5.5" 70006

<b>81076</b>	Powdered	\$18.00
<b>81073</b>	Powder-free	\$21.00

The price of latex has risen more than 50% in 2003. Stable vinyl prices and the fact that vinyl is made from latex-free synthetic material, make vinyl gloves an ideal substitute for people with latex-sensitivity. Vinyl should be specified as an affordable solution for applications requiring regular glove change-out including examination, janitorial, sanitation and foodservice environments.



Unstable latex prices, including a 50% increase in the first 10 months of 2003, make vinyl single-use gloves an attractive alternative.



**New in February, 2003** — SuperStretch™ Vinyl, offering like-latex fit and durability – are bringing the search for latex alternatives to an end. Call customer service for details at 800-856-2852.

## Did You Know...

- A pound of potato chips costs two hundred times more than a pound of potatoes.
- In a light-hearted response to a patron's criticism of his French fries being too thick, chef George Crum of Saratoga Springs invented the potato chip in 1853.
- In 1931, James Dewar, manager of Continental Bakeries' Chicago factory, invented what was originally called Little Show Fingers and later renamed Twinkie Fingers, and finally "Twinkies". He was looking for a way to use the company's shortcake pans which sat idle except during the strawberry season.
- Capsaicin, which makes hot peppers "hot", is best neutralized by casein, the main protein found in milk.

- U.S. Bureau of Labor Statistics ..... [www.bls.gov](http://www.bls.gov)
- U.S. Centers for Disease Control and Prevention ..... [www.cdc.gov](http://www.cdc.gov)
- Center for Food Safety & Applied Nutrition ..... <http://vm.cfsan.fda.gov>
- U.S. Department of Agriculture ..... [www.usda.gov](http://www.usda.gov)
- U.S. Department of Health & Human Services ..... [www.dhhs.gov](http://www.dhhs.gov)
- U.S. Department of Labor ..... [www.dol.gov](http://www.dol.gov)
- FirstGov ..... [www.firstgov.gov](http://www.firstgov.gov)
- U.S. Food and Drug Administration (FDA) ..... [www.fda.gov](http://www.fda.gov)
- National Institute for Occupational Safety and Health . . . [www.cdc.gov/niosh](http://www.cdc.gov/niosh)

**volkprotectiveproducts.com**

\* Prices subject to change. Void if prohibited by law.

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**Safety Tips  
Inside**



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# HotPoints

A Free Publication / Monthly Specials and News You Can Use



## **UNSTABLE LATEX PRICING MAKES VINYL AN EVEN BETTER LATEX ALTERNATIVE.**

Latex prices are soaring and there's no end in sight. Over the past 20 months, prices on latex have increased over 130%. So far in 2003, the price has risen more than 50% (see chart on page two). Since the market desperately needs an alternative, this month's deal is a hot price on Clean Hand® & Health Hand® Single Use Vinyl and new Volk ValueLine Vinyl.

As always, we feel that knowledge is power, and so we have included a review of the market influences that have led to the unstable latex pricing.

Reasons for the radically higher priced latex is, in part, influenced by:

- Unusually dry weather resulting in lower quantities
- Tripartite Commission (Indonesia, Malaysia and Thailand) combining to regulate prices
- Closure of 15 or so factories
- Demand for products exceeding supply
- Peak season transportation costs (shipping is also fully booked, resulting in delivery delays beyond manufacturing delays)
- Energy costs

Share these influencing factors with your customers to help them understand why vinyl is the right protection at this time.

# **HOT**

## **Deals on Vinyl**