



Jul 8<sup>th</sup>, 2021

Northern Safety Co., Inc.  
232 Industrial Park Drive  
Frankfort, NY 13340

To Whom It May Concern,

Due to the volatility of the nitrile market effecting the costs to purchase PPE nitrile gloves, both exam grade and industrial grade, Northern Safety would like to remove these items from the market basket until the market has stabilized and returned to a normal cost structure. A reliable supply of nitrile gloves are just now coming to market, but still at a very much escalated price point – typically four times the normal price. Doing a price increase to match todays market would not do justice for OMNIA members long term as these costs continue to decrease. We are proposing to offer these at our standard category contracted discount rate as a ceiling price and evaluate on an ongoing basis on how we can continue to drive costs down. Once stabilized we will look to add these products back on to the market basket.

Here is a list of the affected items we want to remove from the market basket:

Material #	Material Description
8589 L	Flexshield 5 Mil Nitrile PF Glove L
8589 M	Flexshield 5 Mil Nitrile PF Glove M
8589 S	Flexshield 5 Mil Nitrile PF Glove S
8589 XL	Flexshield 5 Mil Nitrile PF Glove XL
161501 L	DURASKIN PURPLE NITRILE GLV SZ L 100/BX DURASKIN PURPLE NITRILE GLV SZ M
161501 M	100/BX
161501 XL	DURASKIN PRPLE NITRILE GLV SZ XL 100/BX
32520 L	Flexshield Nite 4 Mil Nitrile Glove L
32520 M	Flexshield Nite 4 Mil Nitrile Glove M
32520 XL	Flexshield Nite 4 Mil Nitrile Glove XL
32520 S	Flexshield Nite 4 Mil Nitrile Glove S
10319 L	TNT BE POWDR FREE NITRILE GLV L 92-67
10319 XL	TNT BE POWDR FREE NITRILE GLV XL 92-675
29151 2XL	MK-296 MIDKNIGHT BK PF NITRILE GLV 2XL
29151 L	MK-296 MIDKNIGHT BK PF NITRILE GLV L
29151 M	MK-296 MIDKNIGHT BK PF NITRILE GLV M
29151 S	MK-296 MIDKNIGHT BK PF NITRILE GLV S
29151 XL	MK-296 MIDKNIGHT BK PF NITRILE GLV XL
23431 L	SG-375 SAFE GRIP PF LATEX GLV L 50BX

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MEMBER OF THE WÜRTH  GROUP

23431 M	SG-375 SAFE GRIP PF LATEX GLV M 50BX
23431 XL	SG-375 SAFE GRIP PF LATEX GLV XL50BX
39053 XL	N64X GLOVE,NITRILE BLACK 5 MIL, XL

Should you have any questions regarding this please do not hesitate to contact me direct.

Thanks,

Dan Dornbos

A handwritten signature in black ink, appearing to read "Dan Dornbos", is written over the printed name.

National Government Contract Manager  
Northern Safety & Industrial