

How To Succeed In The Rapidly Evolving PPE Space

Jim Cerkleski • July 29, 2020

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Agenda

- Overview of PPE Market & Opportunity
- Keys to Success
- Clover's Product Assortment, Availability, Pricing
- Q/A





Overview of PPE Market

- Personal Protective Equipment Market projected to exceed \$80 billion by 2026
- Market is in state of flux due to supply chain issues and rapidly changing supply and demand
- Massive quality disparities, counterfeit and dangerous products flooding the market
- Continues to be significant opportunities for dealers to use PPE as an additional source of revenue
- We predict that PPE is not going away anytime soon

Who Is Purchasing PPE?

Everyone!!

- Medical/Healthcare/First Responders
- Schools
- Federal, State and Local Governments & Agencies
- Retailers
- Hospitality
- Local Businesses
- Consumers





Keys to Success



Quality

Detailed product specifications
Test results & certifications
SDS Sheets



Availability

Fully vetted manufacturers
Uninterrupted supply chain



Price

Market is volatile – pricing & margins fluctuating

Do your homework & know your customers' needs

Clover's PPE Product Assortment

Visit www.cloverimaging.com/ppe
for additional product information

PPE currently available:

- Nitrile Gloves
- 3M Disinfectant Spray
- Gel & Liquid Hand Sanitizer
 - **NEW!** Isopropyl alcohol formula
 - Isopropyl - “rubbing alcohol”
 - Ethanol – “grain alcohol”, less pure, more dehydrating
 - FDA-registered
- Face Shields
- 3-Ply & 4-Ply Masks
 - Adult and child sizes
- Re-usable Cloth Masks with carbon filter
- **More products on the way...**



Potential New PPE Products

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- 3M 6300 Respirators
 - Medical-Grade Isolation Gowns
 - Plexiglass Sheets
 - New Face Shields
- Cleanitize Disinfecting Wipes
 - Disinfecting vs. sanitizing wipes
 - Disinfecting - regulated by EPA and used on surfaces
 - Sanitizing - regulated by FDA and used on skin





CLEAR GERM POWDER-FREE DISPOSABLE BLUE NITRILE GLOVES

BUT WITH CONFIDENCE

Available in Two Sizes

MEDIUM: SMALL NITRILE GLOVES-H
LARGE: SKIN NITRILE GLOVES-H

KEY FEATURES

- Single use
- Latex Free
- Soft, comfortable and flexible fit
- Antibacterial

PRODUCT INFORMATION

Two Sizes Available
 Medium & Large Sizes

High strength nitrile powder free
 suitable under surgical
 cover

[illegible]

- We are investing millions of dollar in PPE inventory
- Clover will manage multiple manufacturer relationships and source based on quality and price.
- Fully vetted manufacturers, documented test results and certifications
- Product in-stock and ready to ship from multiple locations across the country
- Customizable marketing collateral
- PPE educational materials
- Sales and product support

Final Thoughts



Get Creative!

- Private labeling solutions for hand sanitizer
- PPE as giveaways
- 2 oz sleeves
- PPE bundles/kits



We Are Here to Help!

- RFP, sales and forecasting support
- What products are your customers requesting?
We can help you source them.





Q&A





THANK YOU

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