



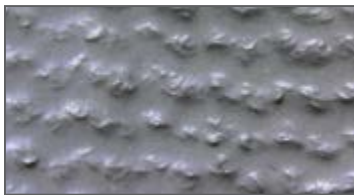
## DON'T BE THE "NEW CHEAP GLOVE"

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Overselling glove characteristics is an easy thing to do. It is, therefore, important that we pay careful attention to the attributes assigned to each of the gloves. The applications are vast and in many environments the tasks call for handling in conditions that are on broad ends of the spectrum.

Different gloves exist because of different protective needs. And different glove coatings exist because of different handling surfaces, shapes and conditions. The goal of this Tech Tip is to simplify and demystify glove coating technology.

### THERE ARE SEVERAL DIFFERENT TYPES OF COATINGS:



Polyurethane coating



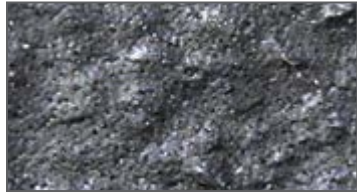
Nitrile coating



**Polyurethane (PU):** Commonly referred to as "PU coated". PU is applied in a low viscosity state that results in a very thinly coated glove – so thin that it actually takes on the texture of the glove liner. Polyurethane is quite versatile and resilient as a material; however, as a thin glove coating, it cannot be oversold as "abrasion resistant". Because it is so thin a coating, polyurethane coated gloves remain the number one choice for small parts handling and general light to medium duty tasks. Where polyurethane is often undersold is grip. On slightly wet or oily conditions, the textured surface of PU coated gloves does remarkably well – try it yourself – you'll be amazed.

**Nitrile:** This synthetic rubber is inherently oil and solvent resistant and very tough. It is not as flexible as NeoFoam® or Latex, but it is very durable and resistant to abrasion. Nitrile foam offers a good tacky grip on dry surfaces and in a microsurface finish, it is very good for gripping oily parts. Nitrile coated gloves

should be the go-to products for heavy duty industrial applications where oil and solvents may be present. It is also very good when handling rough-edged, heavy parts—helping to securely grip, protect and resist wear-through.



NeoFoam® coating

**NeoFoam®:** NeoFoam is a proprietary co-polymer formulation that forms a highly flexible foam coating. NeoFoam is highly conformable and flexible providing the wearer enhanced grip performance on dry parts or equipment. More specifically, when used for lifting smooth, heavy parts or objects, it really helps reduce the lateral force needed just to hold on. The flexibility also makes it ideal for manipulating small and medium-sized parts in light to medium duty applications. Like Nitrile, it sets thicker on the glove liner, but it does not offer the strength or abrasion resistance of nitrile rubber, which is considered to be one of the toughest coating materials. So overselling NeoFoam as a nitrile alternative coating is not recommended, but selling it for comfort, dexterity and good dry grip is.



Latex coating

**Latex:** Latex is similar to nitrile in that it is a tough material and is applied thick on a glove liner. It offers excellent dry grip and, with a crinkle finish, will grip well in wet applications. It is not recommended for any applications around oily or solvent covered parts. Latex is highly flexible and ideal for securely gripping glass without leaving any residue. Latex coated gloves are tough wearing and can be used to handle heavy rough-edged metal sheets, parts and even rough lumber.

## WHY IS THIS SO IMPORTANT?

If you have an opportunity to replace a competitor's glove or provide an alternative, where the key features are better aligned with the application, you better make it count. If you don't hit the mark with those wearing the gloves day-in and day-out, you can bet one thing for sure: someone will hear about it!

That wrongly selected glove, no matter the cost, will be tossed into the garbage and some worker will cry loudly about the "new cheap glove" that management decided to buy. You can avoid being tagged as the "salesperson with the new cheap glove" if you understand how to sell the right coating for the job. Choose the right coating to match the job and be known as the "salesperson with the great gloves".