

July 17, 2020

Topic: Exam Glove Alternate Site List Price -Revision

Dear Valued Distributor:

Owens & Minor continues to closely monitor the challenging situation stemming from the COVID-19 pandemic. As always, our mission is empowering healthcare, and providing superior products and services remains our daily focus.

As we are all aware, COVID-19 has impacted and is expected to continue to impact all levels of the supply chain for the foreseeable future. Due to unprecedented demand and constrained supply fueled by the pandemic, many of our suppliers have increased prices multiple times since April and signaled a high probability for future increases.

To date, Owens & Minor has absorbed 100% of the increases from our suppliers with optimism that the market would normalize. Unfortunately, that optimism has not become reality. As a result, we are forced to provide notice that our prices on all HALYARD branded Exam Gloves will be increasing effective September 1st.

These new price updates are available in our price downloads on the customer portal. Open Purchase Orders not shipped by September 1st will be cancelled and will need to be resubmitted with the new pricing. O&M Halyard Customer Service will notify you of affected Purchase Orders.

Your O&M Global Products Representative will be providing you with specific price increases across codes impacting your facility. The new pricing will be fixed through October 31st, 2020. We will continue to closely monitor the situation and will provide a 30-day advance notification of any future price adjustments.

Please do not hesitate to contact your representative with any questions or concerns. We sincerely appreciate your business, patience and continued support as we navigate this unprecedented situation.

Sincerely,



Alex Hodges
Vice President of Marketing & Global Strategy, Global Products