

Glove customers by industry, and margin potential per industry.

Automotive : 30-45%*

Body Shops
Dealerships
Detailing Shops
Motorcycle Dealerships

Food Service : 15-25%*

Bakeries
Food Processing Operations
Meat Packing Plants
National Fast Food Franchises
Poultry Processing Plants
Restaurants
Sandwich Shops
Seafood Processors

Chemical Distributors : 25-45%*

Petroleum Distributors
Powder Coating Plants

Medical and Child Care : 20-45%*

Daycare Centers
Dentist Offices
Optical Labs
Testing Labs
Veterinary Clinics
Tattoo

Industrial : 25-35%*

Electronic Assembly Plants
Glass Studios
Industrial Manufacturers
Printers
Public Utilities
Contractors
Painters
Real Estate Management
Landscaping Contractors
Electricians

Government : 35-50%*

U.S. Naval, Army, Air Force
Marine and Coast Guard Bases
Government Offices

Janitorial : 20-30%*

Casinos
Schools
Churches
Apartments
Hotel/Motels
Plumbing

*** Margin potential based on average sales in US and Canada. This is a guide for your reference.
Keep in mind that pricing and margins will vary in your area based on volume.*

**Increase your business to business sales
with disposable gloves!
Here are some customers using gloves.**

- Apartments
- Automotive Body Shops
- Automotive Dealerships
- Automotive Detailing Shops
- Bakeries
- Biotech Companies
- Chemical Distributors
- Churches
- Contractors
- Daycare Centers
- Dentist Offices
- Electricians
- Electronic Assembly Plants
- Food Processing Operations
- Glass Studios
- Government Offices
- Hotels/Motels
- Industrial Manufacturers
- Landscaping Contractors
- Meat Packing Plants
- Motorcycle Dealerships
- National Fast Food Franchises
- Optical Labs
- Painters
- Petroleum Distributors
- Plumbing
- Poultry Processing Plants
- Powder Coating Plants
- Printers
- Public Utilities
- Real Estate Management
- Restaurants
- Sandwich Shops
- Schools
- Seafood Processors
- Tattoo
- Testing Labs
- U.S. Naval, Army, Air Force,
Marine and Coast Guard Bases
- Veterinary Clinics
- Almost any company with
departments dealing with
transportation, manufacturing,
safety and processing.

**75-85% of these customers are buying gloves every month.
Think of 5 opportunities you have:**

Company Name	Contact	Mailing Address	
Store #	Store Name	Contact	Phone #

**Call TEAM SMYTH at
800-274-7354**