

VIRTUAL TRADESHOW

AUGUST 13, 2020

COMMUNITY BANKERS
OF IOWA

SUPPLIES DURING COVID

UPDATE



HIGHEST DEMAND PRODUCTS

- Hand sanitizer (Purell)
 - Touchless dispensers & stands
 - Gel-based product
 - Pleasant smell
- Disposable and reusable facemasks
 - Non-medical grade
 - 3 or 5 ply
 - Anti-microbial
- Disinfecting Wipes (Clorox)
 - Convenient
 - Gentle on commercial furniture



- Disinfectant
 - Ready-to-use
 - EPA rated for fabrics and commercial finishes
 - Aerosol-based (Lysol)
- Barriers & Social Distancing
 - Acrylic or Polyethylene material
 - Signage
- Gloves
 - Nitrile & Vinyl
 - Medium | Large | X-Large



WHERE THE MARKET SITS



- Hand sanitizer
 - Ample supply from alternative suppliers
 - Avoid Mexican-made product that contains methanol (per FDA)
 - Purell not available until 2021
- Disposable and reusable facemasks
 - Market is saturated & pricing is dropping
 - Masks are likely to remain part of American culture to some degree
- Barriers & Social Distancing
 - Ample supply
 - Watch pricing - some clients are "over-buying"

- Disinfecting Wipes
 - Very hit and miss for Clorox
 - Dry Wipe kits + disinfectant is an affordable alternative
- Disinfectant
 - Ample supply of ready to use product
 - Demand growing for sprayers and fogging systems
 - Lysol is very hit and miss - very few alternatives
- Gloves
 - Almost no domestic supply with escalating prices
 - Top Glove was banned from the US due to child labor law violations



WHERE THE MARKET IS GOING

- Hand sanitizer
 - Continued demand indefinitely
 - Purell not available until 2021
- Disposable and reusable facemasks
 - Reduced usage through cold & flu season
 - Pricing will continue to drop - no need to stock up
 - Logo'd masks becoming mainstream
- Barriers & Social Distancing
 - Likely to come and go with seasonal or circumstantial need
- Disinfecting Wipes
 - Supply disruption through 2021
 - Bulk wipes and refills gaining preference
 - Alcohol-based wipes also a viable option
- Disinfectant
 - Knock-offs starting to hit the market
 - High toxicity in some cases
 - Stick with wipes and non-aerosol based
- Gloves
 - Focus on handwashing, sanitizer and keeping surfaces cleaned

AVAILABLE TO CBI MEMBERS

- Hand sanitizer – 1-2 Days
 - Gel-based product
 - Pump bottles
 - Touchless dispensers and stands
- Facemasks – 1-2 Days
 - Disposable and reusable
- Barriers & Social Distancing – 1-10 Days
 - Counter-top
 - Acrylic
- Disinfecting Wipes – 1-2 Days
 - Dry Wipes + Refills
 - Disinfectant
- Disinfectant – 1-2 Days
 - Ready-to-use and concentrated product
 - No aerosol products
- Gloves – 2-4 Weeks
 - Very low supply

TRADESHOW SPECIAL FOR CBI MEMBERS



- 10% off all online orders (www.storeykenworthy.com)
 - No Limit
 - Expires 8/31/2020
 - Contact Jessica Jenson for Coupon Code
- Need to set up an account?
 - Jessica Jenson
 - Sr. Client Relationship Executive
 - jjenson@storeykenworthy.com