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## Product Availability & Pricing Update – October 27, 2020

### Dear Valued Customer,

Since the coronavirus has been declared a pandemic in the United States, we've continued our commitment to finding new sources for and stocking more critical personal protective equipment (PPE). Demand for most of these products is still significantly higher than supply across the industry. In some categories, we've seen an increase in supply and lifted allocations ([click here](#) to see our current PPE product availability).

However, other product categories continue to experience extreme strain. The unprecedented global demand for nitrile and vinyl gloves from traditional healthcare companies, other industries like food service and non-traditional government purchases is straining manufacturing capacity. New facility protocols, stockpiling and overall uncertainty around the future of the pandemic are driving demand surges. These compounding factors are putting a great amount of pressure on the supply chain and limiting already unstable product availability.

Gloves are also impacted by manufacturing constraints including raw material shortages, the inability to rapidly increase production and measures to protect workers (i.e. social distancing) at glove manufacturers. These factors have also led to significant cost increases. While McKesson is working to keep your pricing for PPE and other high-demand items as consistent as possible, there are instances in which we need to increase pricing in response to our own cost increases.

In response to these factors, we're taking the following actions:

- Continuing to manage allocations on all glove products in order to maintain supply
- Effective **August 15**, we increased pricing on **vinyl gloves** (*through September 30*); an additional price increase went into effect **October 1** (*through November 30*); another price increase will be implemented on **December 1** (*through January 31, 2021*)
- Effective **September 1**, we increased pricing on **nitrile gloves** (*through October 31*); an additional price increase will be effective **November 1** (*through December 31*)

We expect the situation to continue to be dynamic and commit to maintaining these prices through the dates above. We'll communicate any future changes at least 30 days in advance.

We understand that the supply and cost landscape is frustrating and creates many challenges. Please reference the Centers for Disease Control's guidance on extending the life of PPE and specifically, [click here](#) for four strategies to reduce and conserve glove use.

We'll continue to provide quality products to our customers and manage pricing accordingly as we work to support you and your patients. Look for additional information on supply, availability and additional resources on our [COVID-19 website](#). As always, please contact your McKesson account executive or call Customer Service at 866.625.2679 with questions.

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