Dileepa Prematunga

From: Alven Chua <alven.chua@ytygroup.com.my> on behalf of Alven Chua
Sent: Tuesday, September 22, 2026 11:58 AM
To: Dileepa Prematunga
Subject: Camphill, China

Hi Dileepa,

Quick update on the 6.0g White Nitrile C1000/Powder Free project.

I called customer again this morning. They told me their current glove specification:

• Product: 6.0g White Nitrile
• Colour: White
• Length: Current glove is 12”. Customer is concerned if our glove is below 300mm, as his end customer may feel that it is reducing material. I explained that our current hand length would vary between 285mm and 295mm and average length would be 290mm. I explained that this is our normal mould specification and not material reduction. Customer need to discuss with his end customer whether 290 can be accepted.

• Cleanroom: Approx. particle count about 3000
• Packing: Cleanroom packing – 50 pairs/polybag × 10 polybags in one big polybag /carton = 1k pcs/carton
• Application: Customer said the gloves are supplied to the semiconductor industry, mainly for non critical applications.
• Other requirements: Customer said there is currently no other specific requirement.

I hv asked the customer to confirm the above requirements by email especially the length acceptance before we proceed further.

There are currently 2 main issues before customer can confirm the order:

1. Length: They are currently buying 12/300mm, so customer needs to check internally with his end customer whether our 290 to 295mm can be accepted.
2. Price: Customer is currently buying at around RM200/1k pcs (approximately USD48/1k pcs including tax and other miscellaneous cost). My current offer is USD56.9/1k pcs, so customer feel our price is high and needs to discuss internally.

For now, customer she need to discuss these 2 points internally. I will follow up closely and try to move this forward.

Regards,
Alven