

2014_06-045



Republic of the Philippines
DEPARTMENT OF FINANCE
BUREAU OF CUSTOMS
Manila

MEMORANDUM

TO : All District/Port Collectors
All Others Concerned

SUBJECT : Export prices of gloves from Malaysian companies under Tariff Heading 6116.1000 and news articles about the current period Of latex.

DATE : June 17, 2014

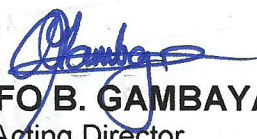
Attached herewith is a letter dated 09 June 2014 of Atty. Sherwin Prose C. Castañeda, Assistant Direct & Officer-In-Charge, Department of Trade and Industry, relative to the attached prevailing export prices of gloves from Malaysian companies under tariff heading 6116.1000 and a news articles bout the current price of latex for BOC's reference. The summary of the said prices are tabulated hereunder:

| EXPORT PRICES OF GLOVES FROM MALAYSIA ¹ | | | | |
|--|--|------------------------------|------------------------------------|--------------------------------|
| COMPANY | BioMax Rubber Industries Sdn Bhd | Malaysia SAS Healthcare | Aussiemas Sdn Bhd | Winmed Group |
| BRAND | BioMax | SAS Healthcare | Aussiemas | Winmed |
| EXPORT PRICES | US\$18.2 – 22.5/carton | US\$20 – 32 / carton | US\$31.35 TO 34.38 / carton | US\$18.2 to 26 / carton |
| TYPE | Disposable gynecological examination glove | Latex glove | Latex powder-free exam glove | Latex exam glove |
| AVAILABLE WEIGHT | 4.5g (S), 5.0g (M), 5.5g (L) | 6.0gm/5.5gm | (1/-0.2g) | 4.6g (S), 5.0g (M), 5.4g (L) |
| | 100 pcs/box, 10 boxes/carton | 100 pcs/box, 10 boxes/carton | 100 pcs/box, 10 boxes/carton | 100 pcs/box, 10 boxes/carton |

Prices as of 27 May 2014

¹ Source: www.alibaba.com

For your information and guidance.

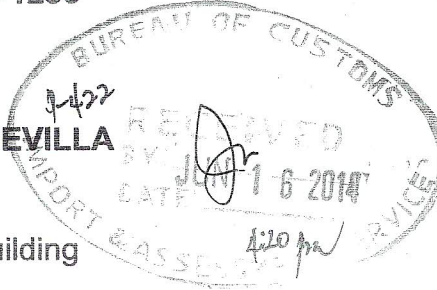

ARNULFO B. GAMBAYAN
 Acting Director
 Imports and Assessment Service

Encls: As stated

Reference No: **TFD 2014-1236**

09 June 2014

HON. JOHN PHILIP P. SEVILLA
Commissioner
Bureau of Customs
Ground Floor, OCOM Building
Port Area, Manila



Attention: **ARNULFO B. GAMBAYAN**
Acting Director, Import Assessment Services

Dear Comm. Sevilla:

We are furnishing you the attached prevailing export prices of gloves from Malaysian companies under tariff heading 6116.1000 and a news articles about the current price of latex for BOC's reference.

The information was obtained by the Department's official source in Malaysia.

Very truly yours,

ATTY. SHERWIN PROSE G. CASTAÑEDA
Assistant Director & Officer-In-Charge

CHE/2014-GLOVES MALAYSIA JUNE

EXPORT PRICES OF GLOVES FROM MALAYSIA¹

| | | | | |
|------------------|--|--------------------------------|-----------------------------------|--------------------------------|
| Company | BioMax Rubber Industries Sdn Bhd | Malaysia SAS Healthcare | Aussiemas Sdn Bhd | Winmed Group |
| Brand | BioMax | SAS Healthcare | Aussiemas | Winmed |
| EXPORT PRICES | US\$18.2 – 22.5 /carton | US\$20-32 / carton | US\$31.35 to 34.38 /carton | US\$18.2 to 26/carton |
| Type | Disposable gynecological examination glove | Latex glove | Latex powder-free exam glove | Latex exam glove |
| Available weight | 4.5g (S), 5.0g (M), 5.5g (L) | 6.0gm/5.5gm | (1/-0.2g) | 4.6g (S), 5.0g (M), 5.4g (L) |
| | 100 pcs/box, 10 boxes/1 carton | 100 pcs/box, 10 boxes/1 carton | 100 pcs/box, 10 boxes/1 carton | 100 pcs/box, 10 boxes/1 carton |

Prices as of 27 May 2014

¹ Source: www.alibaba.com

Published: Wednesday January 8, 2014 MYT 12:00:00 AM

Updated: Wednesday January 8, 2014 MYT 7:32:51 AM

Top Glove¹ sees 10% growth; expects higher selling prices and growing demand

BY YVONNE TAN

PETALING JAYA: Top Glove Corp Bhd is looking at a revenue and volume growth of "more than 10%" for its current financial year ending Aug 31, backed by higher selling prices and growing demand for nitrile gloves.

"It will not be easy but we must set targets," chairman Tan Sri Lim Wee Chai said. That target surpasses the industry's global demand for gloves, which is expected to continue to grow by between 8% and 10%, according to estimates.

The world's largest glove maker has already raised prices by 1% this year to reflect the recent increase in electricity costs.

Demand for nitrile gloves would continue to be supported by a change in customer preference from latex powder-free gloves to nitrile, said Lim.

Speaking to fund managers and the media, he said in terms of branding and quality, Malaysia, still commanded a "very small premium" when compared to its regional counterparts by virtue of its reputation as the world's largest glove maker. Still, in line with its price increase, customers might switch to Thai and Indonesian manufacturers, he said. "We have to continue to improve our efficiency levels and costs." By this, he said the company also hoped to improve its net profit margin, but did not give any targets. Top Glove's net profit for its latest quarter stood at 9%. Top Glove had set aside some RM180mil in capital expenditure for this financial year to be used largely to expand its rubber plantation in Sumatra, Indonesia, production capacity and its corporate headquarters.

The Klang-based company's net profit for its first quarter ended Nov 30 dropped 12.5% to RM50.28mil from RM57.49mil a year earlier, largely due to the fair value gain on foreign exchange contracts of RM15.2mil that was recognised in its first quarter of last year.

Revenue for the period also fell to RM573.99mil from RM584.58mil in the previous corresponding period.

Currently, Top Glove's product mix is made up of 69% latex gloves, 24% nitrile and 7% vinyl.

Lim said the **current latex price, at RM5 per kg**, was a "reasonable" price level and *expects it to stay at this level, although he did not say for how long.*

"This price level can last, plus, minus 10% – unlike the days when the price was at a high of **RM11 per kg or a low of RM2 per kg.**"

At the close, Top Glove shares finished two sen up to RM5.73.

¹ Founded in 1991, Top Glove is the world's largest rubber glove manufacturer, boasting 25 factories, 464