



INTRODUCTION & PRODUCT REVIEW 2020

WATSONS
GLOVES

WATSON'S

OPS



AGENDA

INTRODUCTION

ABOUT WATSON GLOVES

SUSTAINABILITY INITIATIVES

INNOVATIVE PRODUCT OFFERING

Q&A

ABOUT US

- Founded in 1918 in Vancouver, BC
- 3rd generation, family owned
- 102 years and running
- Go to Market:
 - Industrial Distributor
 - Retail
- Committed to the Lean Sensei & 6 Sigma Journey



CORE VALUES, VISION AND MISSION



WATSON CORE VALUES

AUTHENTIC

we are true to who we are and what we do

FAMILY

we support each other and work as a team

**CONTINUOUS
IMPROVEMENT**

FUN

we work hard and play hard

INTEGRITY

we deliver on our promises every single day

Watson
QUALITY GLOVES

ULTIMATE GLOVE EXPERIENCE AT YOUR FINGERTIPS

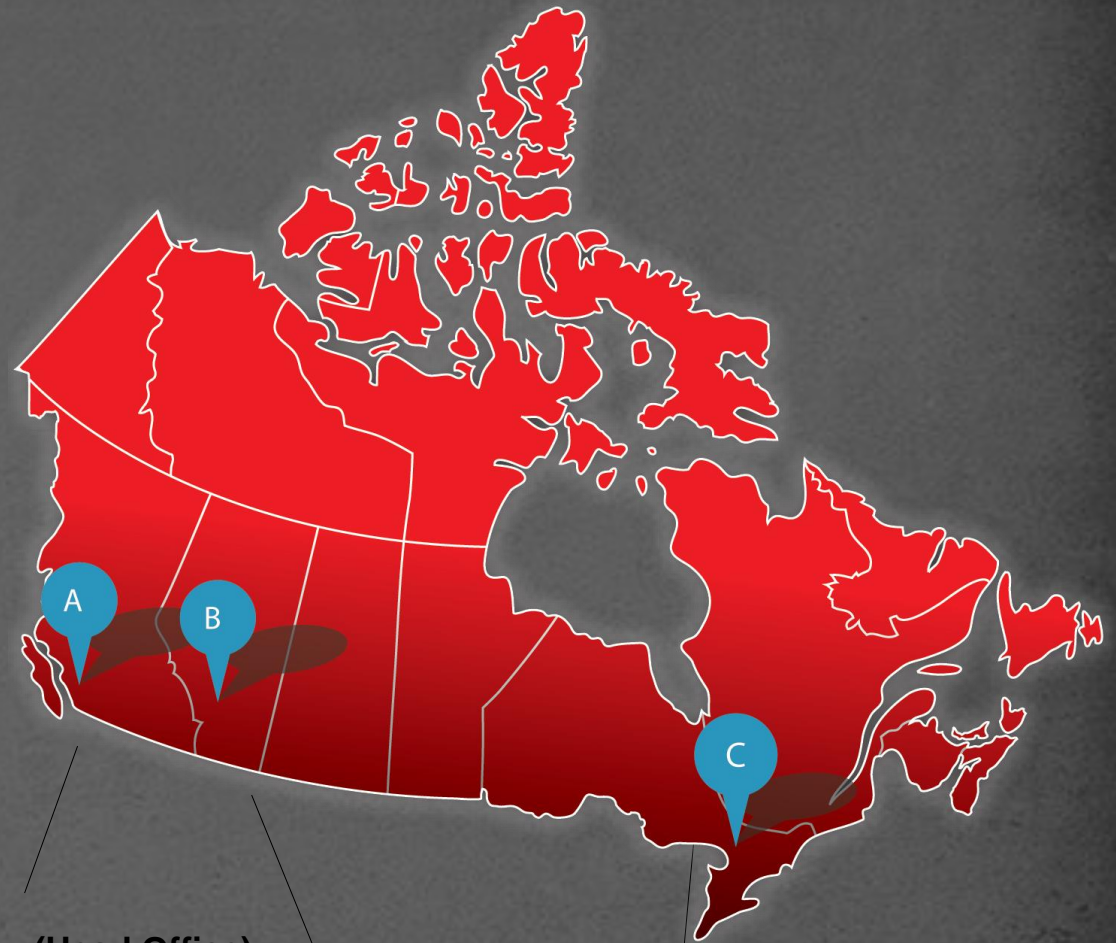
At Watson Gloves we live, educate and preserve the culture that we have established and cultivated since 1918. Our mission is to supply quality gloves while continuing to produce innovative and leading edge products to keep all hands safe at work, at home and at play.

Watson
QUALITY GLOVES

NATIONAL REPRESENTATION



- Largest glove supplier to the Retail and industrial Markets
- 500 years of combined glove experience, sales team and technical knowledge
- 9 CSR'S, 32 Sales Reps
- Bilingual Reps
- Three locations across Canada



Burnaby (Head Office):
125,000sq ft

Calgary:
50,000sq ft

Mississauga:
35,000sq ft

WHAT SETS US APART?

In-house Canadian Factory:

- 102 years
- Union made
- 30 core Canadian made sku's

Core business:

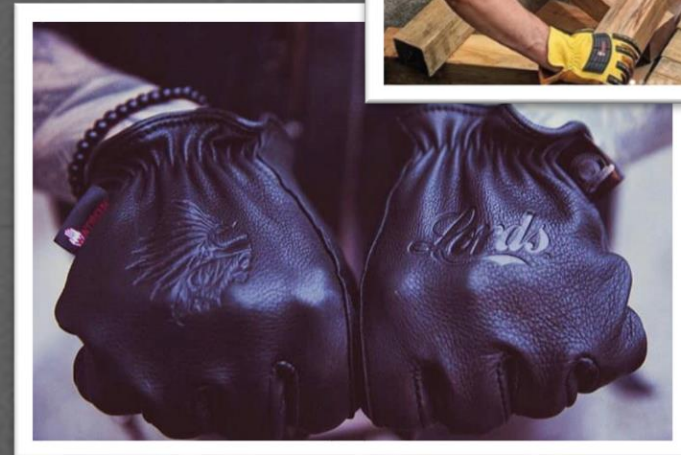
- Welding/Utilities
- Construction
- Oil and Gas
- Motorcycle
- Farm and Ranch

Factory value proposition:

- Collaborations
- Small MOQ's
- Nimble & quick turn arounds
- International Presence
 - Japan
 - Switzerland



Postmark Brewing



Lords of Gastown

WHAT SETS US APART?



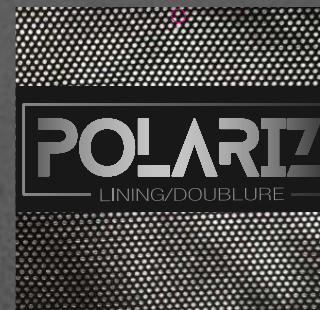
Product Development:

- Feedback from end users to help innovate core and provide solutions
- Constant Innovation through R&D
 - Wearable technology
 - Biodegradable & Recyclable
 - Sourced from around the world
 - Partnerships with innovative brands
- Design products that pull
- First to market with innovative and sustainable hand protection

Innovative materials:



RECLAIM





WATSON GLOVES // SUSTAINABLE PRODUCTS



SUSTAINABLE PRODUCTS

SUSTAINABILITY STATEMENT – WATSON GLOVES



Sustainability is an essential part of the corporate culture at Watson Gloves and an integral part of our strategic plans.

Goal 1: To increase our sustainable product offering & work towards a circular economy

1. Launch two biodegradable disposable gloves in 2020
2. Launch two biodegradable seamless knits in 2021

Goal 2: Work towards eliminating waste throughout our company to reduce our footprint:

1. Going paperless
2. Biodegradable or recycled poly bag by 2022
3. Cardboard J-hooks (instead of plastic) by 2022
4. Recycle 100% of our cardboard and food scraps
5. Reuse 1M plastic bottles to manufacture gloves by 2022





**Did you know there are more than
a million plastic bottles sold
every minute?**



And only 9% of those are recycled....

INTRODUCING



WASTENOT™

WasteNot™ is yarn that is made from 23-96% recycled plastic PET (polyethylene terephthalate – a form of polyester) bottles. Plastic bottles made from PET are recycled and turned into polyester to make our sustainable gloves. These gloves help the environment without the compromise in quality and performance.

WASTENOT VIDEO





FROM BOTTLES TO GLOVES

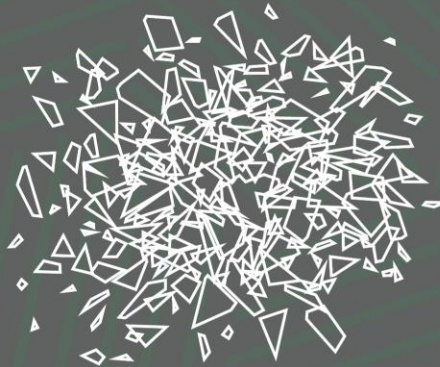
1



Recycled
plastic bottles



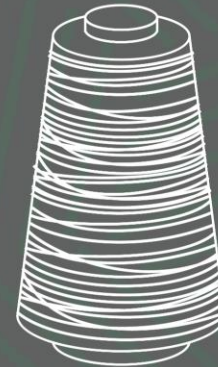
2



Processed
into tiny chips



3



Chips are spun
into yarn



4



Yarn is used to
make gloves



SUSTAINABILITY: RECYCLED



373 Stealth Hero



374 Karma



9394 Transformer



Hero and Karma: 15g polyester seamless knit made with WasteNot™ yarn is comprised of 25% (+/- 2%) recycled post consumer PET bottles (uses one 500ml bottle / glove).

Transformer: 10g polyester seamless knit uses Two 500mL bottles/ glove)



RECLAIM

Reclaim™ additive enhances product biodegradability in landfill conditions. Reclaim™ additive attracts microbes, which enables products to breakdown and biodegrade into biogas. The biogas is harnessed by modern smart landfills to create energy, such as electricity, and complete the cycle for a circular economy.

BIODEGRADABLE GLOVES



5557PF
6 mil
Nitrile



5558PF
8 mil
Nitrile



5559PF
4 mil
Nitrile



BIODEGRADABLE

Degrades in 7-11 years in landfill conditions (ASTM D5526)

GREEN MONKEY VIDEO



CUSTOM DISPOSABLE ENERGY CALCULATOR



Material Nitrile

Enter Your Total Glove Units 100000

Calculate

Clear

Total Weight (lbs) 1000

By using biodegradable Green Monkey™ gloves you created this much energy:

BTU Value 2,814,889.49

joules 2,969,708,412.86

kwh 895.61

Which is the energy equivalent of:

Pounds of Coal 185.61

Gallons of Gasoline 22.84

Barrels of Oil 0.49

Number Of Homes Powered 0.09

Dollar Value of kwh \$115.44

LANDFILL BIODEGRADABLE SEAMLESS KNIT



319 Stealth Zero

LANDFILL BIODEGRADABLE

STEALTH

BIODEGRADABLE NYLON

15gg landfill biodegradable ZeroWaste™ nylon seamless knit degrades in 5 years in anaerobic landfill conditions (ASTM D5511)

BIODEGRADABLE NITRILE

Eco-conscious biodegradable nitrile coating engineered with Reclaim™ technology

TOUCHSCREEN

Conductive coating on palm and fingers can be used on all touchscreen devices

ERGONOMICALLY FORMED

Ergonomically formed to help reduce hand fatigue

SEAMLESS KNIT WRIST

Snug-fitting seamless knit wrist keeps out dirt and debris

**Note: gloves aren't 100% landfill biodegradable as there is spandex in the cuff but we are working towards sourcing eco-friendly solutions for the future*

FROM GLOVES TO ENERGY

Did you know that other seamless knit fibres take decades to decompose? Watson Gloves Stealth Zero nitrile gloves will break down in landfill conditions due to the Reclaim™ additive in the nitrile formation as well as in the ZeroWaste™ nylon yarn at extrusion stage. Biodegradation only begins when the gloves are discarded in landfill conditions (ASTM D5511). Once the biodegradation process begins, the additive in the Zero will ensure that they do not just break down into smaller pieces, but are actually converted to biogas like other organic materials creating a circular economy.

(ASTM D5511 test on entire glove is pending)



COATED

PRODUCT # NAME BRAND	319 ZERO STEALTH	RATINGS TECHNOLOGIES	
SIZE PACKAGED	S-XXL	ICONS	
UPC	S 065537901930 M 065537901954 L 065537901961	APPLICATIONS	General Construction Manufacturing Automotive

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CALGARY
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MISSISSAUGA
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T 888 715 4299

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329 Jade

LANDFILL BIODEGRADABLE

WATSON
GLOVES
Quality since 1918

BIODEGRADABLE NYLON

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MADE FOR A WOMAN

Made for a woman's hand

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(ASTM D5511 test on entire glove is pending)



COATED

PRODUCT # NAME BRAND	329 Jade Homegrown	RATINGS TECHNOLOGIES	
SIZE PACKAGED	S-L	ICONS	
UPC	S 065537901992 M 065537902005 L 065537902012	APPLICATIONS	Gardening Landscaping Yard & Field Work

BURNABY
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NEW FOR 2021! Using first ever biodegradable nylon yarn!

CLOSING



- **Committed to innovation and sustainability**
- Committed to continuous training
 - Virtual meetings and presentations through Microsoft TEAMS
 - Videos training
 - Go to Webinars for product knowledge sessions and new product introduction





Q&A