



**Zaymat ([www.zaymat.com](http://www.zaymat.com))** is a full-service supply company with over 20 years in the distribution and logistics business. **Voted Ohio's #1 Diverse Supplier by the Ohio Minority Supplier Diversity Council**, Zaymat currently delivers a wide array of safety, industrial, construction and PPE supplies throughout the U.S. With the motto, **"What you need...FAST"**, Zaymat is uniquely positioned with teaming agreements to handle on-time deliveries of the following:

#### **Concrete & Related Materials**

Zaymat has partnered with **Chas E. Phipps ([www.chasehipps.com](http://www.chasehipps.com))** to distribute high quality concrete accessories, concrete repair materials, sealants, coatings, etc. With access to the largest U.S. distributors for Sika, BASF, Tremco and other manufacturers of concrete accessories and sealants.

#### **Diesel, Gasoline & Lubricants**

Zaymat has partnered with **Great Lakes Petroleum ([www.greatlakespetroleum.com](http://www.greatlakespetroleum.com))** to deliver diesel, gasoline and lubricants 24/7, 365 days a year with state-of-the-art fleet, wireless tank monitoring/installation and online tracking and reporting.

#### **Geotextiles & Erosion Control**

Zaymat has partnered with **Cherokee Manufacturing ([www.cherokeemfg.com](http://www.cherokeemfg.com))** to deliver geotextiles, geogrid and erosion control materials. Specializing in solutions for slope reinforcement, base reinforcement, drainage and separation applications, custom silt fencing, straw blankets and silt.

#### **Industrial & Construction Supplies**

Zaymat has partnered with **DGI Supply ([www.dgisupply.com](http://www.dgisupply.com))** to deliver a broad range of solutions, including, cutting tools, machine tools, MRO, welding and safety supplies and vending machines.

#### **Personal Protection Equipment & Supplies (PPE)**

Zaymat has partnered with **SLI Medical ([www.slimedical.com](http://www.slimedical.com))** to deliver PPE supplies/equipment. Zaymat's core business is distribution and logistics – that is what we do every day. Zaymat's President was Partner/GM of one of Ohio's oldest logistics companies and this experience helped build the infrastructure to navigate the entire process of sourcing products both domestically and internationally by boat, sea, air, and land. Zaymat's software systems are cloud-based, which provides real-time management with companies all around the world. Zaymat has the following in place to remain successful in the fluid PPE market:

- **Funding/Line of Credit Facility** - challenges companies are facing right now with sourcing PPE is access to upfront funding to purchase the equipment from suppliers. Between existing supplier relationships and an existing line of credit facility, Zaymat can deploy up to \$20 million in funding to pre-pay for PPE and other supplies.
- **PPE Sourcing** - Recent examples of Zaymat's ability to execute and fulfill PPE orders and quickly leveraging our network:
  - Non-surgical gowns
    - Cleveland Clinic: within two weeks' notice, we were able to source and deliver 500,000 level 2, non-surgical gowns. All delivered units have been from



FDA-certified facilities and tested by a third-party facility based on the standards outlined by ANSI/AAMI PB70 and ASTM F2407.

- Federal Government: our current supplier network is fulfilling a 4-million-unit non-surgical isolation gown order for the Federal government. This was made possible through direct relationships with manufacturers overseas.
- o Hand Sanitizer
  - One of our primary partners has an American production facility producing hand sanitizer where Zaymat fulfilled north of 50,000 gallons in the months immediately following COVID-19.
- o Masks
  - Zaymat is always looking for American manufacturers and our mask provider has been doing a great job meeting the high demand for washable cloth masks.
- o Nitrile Gloves
  - Zaymat was awarded the PPE contract for the entire state of Utah and a similar award in Maryland. We delivered over 1,000,000 units of PPE, including 400,000 of much coveted nitrile gloves within the first month of these two contracts.

Zaymat currently works with several preferred vendors to handle international facility and product inspections, last mile logistics, and all customs related items. All our vendors have local representatives on the ground, which allows for end-to-end control of our orders.

### **Select Sourcing Partnerships**

Zaymat's "Teaming Agreement" model is what has created our ability to develop specialized knowledge. Since we had already formed deep relationships and knowledge in the PPE space, we were well prepared to handle the fluid client demands

The Zaymat team and our strategic partners are familiar with several supply markets, but we have really developed a specialty around PPE and related supplies since the 2020 COVID-19 pandemic. Zaymat's differentiation is our broad access to manufacturers and suppliers. Our primary PPE supplier, for example, has been distributing healthcare supplies for close to 10 years prior to 2020. The breadth of our network and strength of our relationships is what allows us to deliver for clients and live up to our motto of "What you need. Fast."

### **Realities and Limitations of the PPE Market**

When the PPE supply chain started to be affected by COVID-19, we were able quickly focus "on-time" delivery of products and supplies to our customers. We also saw how many companies and bad actors were taking advantage of the situation by price gouging and/or selling low quality products. It was immediately clear to Zaymat that many companies were over promising and under delivering, largely because they did not understand this new "war-time" environment. There were three major shifts in the supply chain that presented problems, even for many seasoned suppliers:

- **Upfront financing required** – manufacturers request anywhere between 50% - 100% upfront to source product. This combined with astronomical air freight rates at more than \$12/kg that currently needs to be prepaid means the buyer has to pay for the entire product upfront. Most companies do not have access to this type of capital to place such orders.



- **Quality control** – with the explosion of demand, there are a variety of trading companies, manufacturing facilities, and other brokers that have flooded into the market trying to offer PPE that is not certified or well-made. In some cases, they are even providing counterfeit paperwork. It is a prerequisite when sourcing that you understand all the FDA, ASTM, and AAMI regulations, guidelines, and standards affecting the different types of products.
- **Mismanagement of expectations** – this has been the biggest issue we have seen in the market. As many states and organizations are scrambling to source PPE, they are often putting out generalized, non-specific purchase orders with the best intentions while they finalize their actual needs. When you combine this practice with the obvious sense of urgency around COVID, you often have bad actors looking to price gouge or companies that are simply uneducated in the entire PPE procurement process. The reality is many products with all the appropriate labeling and certifications are not available at scale in a reasonable time frame or reasonable cost. The role of a sourcing agent, especially during this fluid environment, is understanding the evolving needs of the customer and find the best products available within budget. This is not currently happening at an acceptable level.

#### **Projects/Partners**

Ohio Department of Transportation (multiple supplies and fuel), Trans Ash (Duke Energy coal ash clean-up project), The Ruhlin Company, Kenmore Construction, Trumbull Construction, Kokosing Construction, Mark Haynes Construction, South Carolina DOT, Lake County Metroparks, Parker Hannifin, Dealer Tire World Headquarters, Laketrans Transit, Case Western Reserve, Cleveland State University, Akron/Canton Airport, 177 & 490 Project, Detroit Superior Bridge, Opportunity Corridor, Northeast Ohio Regional Sewer District, State of Ohio, New York Bridge System, Denver Regional Transit District, Dallas Metro Transit, City of Boston, Houston Metro Transit. B.E.T. Trucking.

#### **Zaymat Distributors Certifications/Designations**

- National Minority Business Enterprise: NMSDC #CN3968
- DBE –Ohio (EDGE), Pennsylvania, Texas, Colorado, New York, Indiana, North Carolina, South Carolina, Arizona, Virginia, West Virginia, Florida, California, Massachusetts, Pennsylvania, Georgia, Maryland, District of Columbia, and Illinois

#### **Company Awards**

- Voted Ohio's "#1 Diverse Supplier" by the Ohio Minority Supplier Diversity Council for 2020
- Smart Magazine's "Top 50" business for 2020
- Knowledge Learning Centers "Service Provider of the Year" 2014
- Black Pages' "Key Partner Award" for community contributions 2016
- Jan-Pro International "President's Award" for Operational Excellence 2014