

Companies Offering Hand Held Thermometers

ProcurementIQ provides a list of vendors offering hand held thermometers

180 Innovations LLC

Colorado-based 180 Innovations is one of the largest private-label medical supplies providers in the United States. The company, which imports thermometers and other medical supplies from overseas suppliers before distributing them to American companies for resale, is currently facing a constraint on upstream supplies and surging demand for market products. 180 Innovations normally imports about 250,000 thermometers per month from China, with lead times around three months. The company expects additional upstream supplies of oral and multipurpose thermometers to become available again in May 2020, whereas non-contact thermometers are not anticipated to be back in stock until June 2020. The same conditions apply to its largest competitor, Veridian Healthcare LLC, which sources from the same upstream suppliers.

3M Company

After the April 6, 2020 decision to ramp up its production of face masks and other coronavirus-related supplies, MN-based manufacturer 3M anticipates restocking thermometers by early to mid-May 2020.

Alicn Medical (Shenzhen) Co Ltd

China-based medical supplies manufacturer Alicn Medical typically produces around 2.5 million infrared thermometer guns per year and distributes them across the world. However, upstream supply shortages have been leading the company's material costs to rise and many manufacturing facility workers are still under mandated quarantines, meaning the company is not currently producing at full capacity and inventories are limited. Alicn Medical anticipates once again reaching full capacity production levels in or around June 2020.

B. Braun Medical Inc

In January 2020, Pennsylvania-based medical supplies manufacturer Braun increased its production of coronavirus-related medical supplies in anticipation of the escalation of the outbreak. Now, the company is focusing on keeping its inventories of thermometers and other medical supplies high through ensuring worker safety at its manufacturing facilities. The company, which is owned by Procter & Gamble, has stated it will release additional details about its approach to COVID-19 after its quarterly earnings call on April 18, 2020.

The same conditions apply to its sister company, Vicks, which is also owned by Procter & Gamble.

Extech Instruments Corporation

New Hampshire-based construction equipment distributor Extech typically sells non-contact infrared thermometers on its website. Although most thermometers are out of stock online, the company expects to begin replenishing its thermometer inventory in May 2020.

Flir Systems Inc

Oregon-based sensor technology company Flir is facing skyrocketing demand for its hand held, fixed-mounted and non-contact thermometers. The company is working with strained upstream suppliers in Malaysia to ensure its supply chain keeps pace with demand. However, most thermometer models are still available and the company does not anticipate long-term supply chain issues due to the outbreak.

Infrared Cameras Inc

Texas-based Infrared Cameras is a manufacturer of infrared sensors, cameras and other technologies. Infrared Cameras normally produces around 100 infrared thermometer guns per month, but since January 2020, the company's production capacity has more than tripled to around 350 units per month. Due to the company's reputation for thermometers with one of the slimmest margins of error (0.1-0.2 degrees Celsius), demand for the products is steadily rising. Buyers should note that Infrared Cameras is currently prioritizing bulk orders requests for upwards of 1,000 units.

Kerma Medical Products

Virginia-based medical equipment manufacturer Kerma is facing shortages of the upstream supplies required to manufacture its thermometers; the company's inventory of thermometers is steadily dropping, while buying lead times are extended. As a result, the company has decided to prioritize support services and order fulfillment for clients with the highest average sales histories, making it more difficult for new buyers to work with the company.

Kinsa Health Co

Kinsa Health, based in California, specializes in "smart" thermometers that sync the user's health data to a centralized database for analysis and user-specific recommendations. The company sells its products online via Amazon and the company's website, in addition to in store at CVS and Target, and is in the process of scaling up production to 10,000 units per day to meet growing demand. Oral thermometers are available for pre-order, whereas in-ear thermometers are sold out at most retailers.

Market News

[DeltaTrak offers up new non-contact thermometer](#)

DeltaTrak's infrared forehead thermometer is slated to become available for purchase after April 13, 2020, with anticipated lead times of one to two weeks.

[Price-gouging pressures thermometer prices upward](#)

With thermometers selling online for more than twice their original cost, companies and regulatory bodies are mobilizing to curb third-party price-gouging in this market.

Companies Offering Hand Sanitizing Stations

ProcurementIQ provides a list of vendors offering hand sanitizing stations

[Gojo Industries](#)

Most commonly known for their Purell product line, Gojo provides a range of hand sanitizers and dispensing solutions under various brands, including Purell, Gojo, Provon and Micrell. Gojo provides both wall mounted and floor stand sanitizer dispensers that utilize either manual and automated dispensing methods. The company sells their products through distributors and not directly. Availability through distributors varies, but many popular retailers are sold out of popular dispensing units made by Gojo. Gojo has stated their dedication to helping provide sanitizing solutions where they are most needed, such as grocery stores and hospitals, so the company is prioritizing these types of buyers. Consequently, this is resulting in delays for buyers outside of these priority markets. As a result, they have been increasing production capacity, but availability of their products online and at retail locations may be limited.

[Kutol](#)

Kutol is a leading vendor in the soap and hand sanitizer dispenser market. Sanitizer dispenser solutions focus on wall mounted dispensers in both manual and automatic types. In addition to traditional volume dispensers, Kutol offers large volume dispensers that can fit an 8L bag of sanitizer. Kutol distributes their products through distribution partners and does not sell directly to the general public. While Kutol has not stated what their current inventory and production capacity is, they have stated that due to COVID-19 and the resulting high level of demand, they are not currently accepting new distribution partners.

[Tork](#)

Tork is a brand of Essity Hygiene and Health that provides personal hygiene and bathroom products, including wall mounted hand sanitizer dispensers. Tork offers a variety of styles

and both automatic and manual dispensing capabilities. Tork sells their products through distributors. At the moment, Tork nor Essity has stated their current capacity and any availability constraints as a result of high demand. Currently, many of their leading dispensers are in stock available for purchase through many major retailers, indicating that Tork is able to provide an adequate supply at the moment.

Kimberly-Clark

Kimberly-Clark is a personal care company that primarily sells paper-based care products, such as toilet paper, tissues and paper towels. However, Kimberly-Clark Professional (KCProfessional) is a division of their company that focuses on care products for workplaces, such as sanitation stations, which include wall mounted sanitizer dispensers. Their products include electronic and manual dispensing units under their Scott brand. KCProfessional has stated that as a result of COVID-19, demand has exceeded their supply of products and product shipments have been experiencing delays. The company has stated that they are dedicated to providing their sanitation products where needed and they have accelerated production to help meet demand. Their exact inventory and backlog is unknown.

Simplehuman

Simplehuman provides personal care products to consumers and businesses for use at the home or workplace. Simplehuman offers sanitizing stations in the form of tabletop sanitizer pumps. All of their sanitizer pumps are automatic, offering both battery powered and rechargeable pumps. Simplehuman sells their products directly and through distributors. The company has not provided information on the exact inventory of their products, but has stated that they are receiving very high demand for sensor pumps at the moment and have been limiting consumer sales to three per order. They have also noted that shipping times may be prolonged due to high demand. The company has also been donating their sensor pumps to various organizations across the country to help combat the spread of COVID-19, limiting inventory available for purchase.

Rubbermaid

Rubbermaid is a major vendor of manufacturer of household items. Rubbermaid provides products to commercial markets through their Rubbermaid Commercial product line. Included in this line is hand sanitizing stations. They offer both wall mounted and floor stand style hand sanitizer dispensers in both automatic and manual operation models. The company sells their own sanitizer refills as well. While Rubbermaid has not revealed the level of inventory that they have on hand or are able to meet, they have made a statement regarding COVID-19 stating that they have been trying to meet a surge in demand for cleaning and sanitation related products, but are still experiencing issues with on-time-delivery.

Deb Group Deb Group is a subsidiary of SC Johnson's professional product line. Deb offers hand sanitizing stations under the product line named Deb Stoko. Products include manual and automatic wall mounted dispensers, with customization as an option. While neither SC Johnson or Deb has made any statements regarding their current inventory and any production capacity constraints, they have been focusing on providing assistance to

frontline workers by shipping large quantities of disinfectants and related products to police, fire and medical personnel. As such, the divergence of products to these workers has likely placed some pressure on their inventory levels and, like other companies, is expected to cause shipment delays.

Market News

New Bern, North Carolina install sanitation stations around town

The town of New Bern, North Carolina has been working to install hand sanitizing stations throughout the town on the streets to help reduce the spread of the coronavirus.

San Francisco provides solutions to maintaining proper sanitation in public

San Francisco has added hand washing stations throughout the city on the streets, which include soap, water and hand sanitizer dispensers to encourage proper hygiene