



A Message From Our Founding Partner

The team at Hatch has been closely following the news for the past few weeks. Events and trade shows started to postpone and cancel — slowly at first, then all at once. We've heard about the massive personal and professional sacrifices being made by our industry peers, and have worked our hardest to protect our small team. Despite our efforts, on Friday, March 20th, we were forced to make the heartbreaking choice to suspend operation during this global crisis.

The next morning we watched Gov. Cuomo's speech while making breakfast for our kids and adjusting to the new reality. New York's shortage of personal protective equipment got us thinking, and making pancakes quickly changed to calling vendors and team members. We rallied the troops and began prototyping on Sunday.

We have a talented, dedicated staff who is able to pivot and world-class equipment with which to do so. We have focused on protective face shields and protective disposable gowns. The face shields are terrific and we are able to produce large quantities. We have a good design for the gown, but are struggling to find suitable, cost-effective material with which to make them. Hatch loves to problem solve, and we are working to find different material options to make the gowns an affordable option.

We want to help, and believe we have found a way to do so, giving our team purposeful work during this difficult and isolating time. Medical Supply Manufacturing is new to us, but we are doing our best to learn quickly! We are humbly open to ALL suggestions, and are eagerly seeking to improve our offerings to best serve you.

Who We Are:

Prior to the COVID-19 crisis, Hatch focused efforts on design, fabrication and management of trade show exhibits, displays, corporate interiors, sales meetings, events, millwork and graphic production. After the unfortunate furlough of many of our team and the realization of a desperate need for PPE, Hatch Medical Makers was born. We are able to utilize the same equipment formerly used to produce large format graphics and routed exhibit components to now custom cut large quantities of medical gowns, protective shields and headgear.

Gown Production:

Currently we offer two sizes of disposable Tyvek gown: Size Small priced at \$25.00 each and Size Large priced at \$35.00 each. We also offer two sizes of machine washable gown: Size Small priced at \$80.00 each and Size Large priced at \$115.00 each. We are also working closely with several suppliers to source less expensive materials. As of March 24, 2020, we can produce approximately 500 gowns per day.

Headgear and Shield Production:

There are two (2) options for headgear at this time:

Option A: headgear is routed epvc with comfort strip, one size fits most, priced at \$7.00 each.

Option B: headgear is routed HDPE anti-microbial with comfort strip, one size fits most, priced at \$9.00 each.

This headgear can accommodate replacement shields between .020 - .060 thickness PETG. We are currently manufacturing .030 PETG replacement shields 11/373" x 10" and will continue until material is exhausted, at which time we will move on to thicker sizes as material availability allows. Replacement shields are currently priced at \$3.00 each. As of March 24, 2020, we can produce approximately 1,500-2,000 headgear/shield units per day.

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How Can We Help:

Hatch is working with supply chain personnel at several local medical facilities in the Baltimore/Washington area as well as facilities in Michigan currently filling orders on a first-come, first-served basis for overnight or next day delivery. Please contact Tracy McCormick at tracy@hatchexhibits.com for additional information or to place an order.