



Clark Howe (MD)

You will see the focus overleaf is on trying to remain cool and comfortable whilst at work.

"AWDis" offer a great range of moisture wicking products - taking the same technologies used in sportswear and making them available for corporate environments.

The Cool67 disposable suit has been popular for many years now - it is one of those products that you really need to try as a picture doesn't do the comfort levels justice.

As mentioned last month we are now in the thick of the holiday season, with schools closed and many taking their holidays.

There will be times during August where we are a bit stretched, so please bear with us as we may be a bit thin on the ground at times.

You will see in red panel next-door news of the price increase - all I can say is that this is absolutely necessary and not being done to profiteer. In fact, quite the opposite as overheads continue to rise we really must act promptly so that we can assure you of the levels of service you expect.

As mentioned, if things are tight and you need to look at cheaper alternatives please let us know - much rather that than you look elsewhere.

Personally, I managed a few weeks away in July (well sort of away as best I can be), enjoying a fishing trip with an old friend and a week in the UK with the wife and kids, having some days out.

So I start August, refreshed and ready to contend with all that comes my way.

Now back to looking at those never ending rising costs.

Clark



NEWS

August 2022



The latest updates from one of the UK's leading independent, family-run suppliers

Drone Footage

Back in June we grabbed hold of a drone to take some ariel footage of our business premises.

The little drone is capable of 4k footage at 60fps - once up in the air you can lock onto an area and it will fly a full 360 degrees around the pivot point.

Great fun and the footage allows you to see the scale of our three adjoining units.

To see the video, scan the QR code below with your phone camera or visit the Howsafe YouTube channel - it's very unusual seeing something so familiar to us from a totally different viewpoint.



Price increase imminent

Over the last 2-3 years, like just about every company, we have experienced a huge squeeze on margins. Consistently from supplier increases, due to the rise in raw materials, manufacturing difficulties with overseas production, staffing and factory issues and then the demand for containers and the general intense rise in transportation costs.

Since Brexit we have been directly subject to import/customs duties, specifically on safety footwear purchased from Cofra, who are our single biggest supplier.

With UK inflation at it's highest rates since 1982, fuel and electric costs going through the roof, we find ourselves in the situation where we must increase our trade customers special pricing.

Separate communication will be sent out with further information as soon as is possible with regards to the amount of increase and when it will be applied - please be assured we have done all we can to reduce the increase to an absolute minimum.

We are highly aware of how difficult price increases are as we are going through the same - If you have concerns please let us know and we will work with you.

Hillbrush 100 year celebrations



During 2022 Hillbrush are celebrating their 100th year in business. Hillbrush was founded by brothers, Fred and Bill Coward in the Wiltshire village of Mere.

HM The Queen visited Hillbrush before her Coronation in 1952 at the age of 25 and in 1981 they were appointed Royal Warrant Holders.

Over the years they have continually developed their range, focussing their efforts on technical innovations such as resin set brushes and the development of antimicrobial products.

Howsafe are proud to be a Hillbrush distributor and would like to congratulate the team at Hillbrush on reaching this milestone.



Counselling in Wisbech

The Young Peoples Counselling Service had some very special guests, when they opened the new Annabelle Davis Centre Wisbech.

YPCS is a charity based around Peterborough and surrounding areas and specialises in young people's mental welfare.

Among the people attending the opening were, Warwick & Annabelle Davis, The Mayor of Wisbech, Susan Wallwork, The Rt Hon Steve Barclay MP-MP for North East Cambridgeshire.

Howsafe were delighted to help in supporting the setup of the building by providing FOC hygiene products and dispensing systems.



The Chemsplash Cool Disposable Coverall is made from white 67gsm microporous laminated fabric and a blue 50gsm SMS Breathable Back Panel.

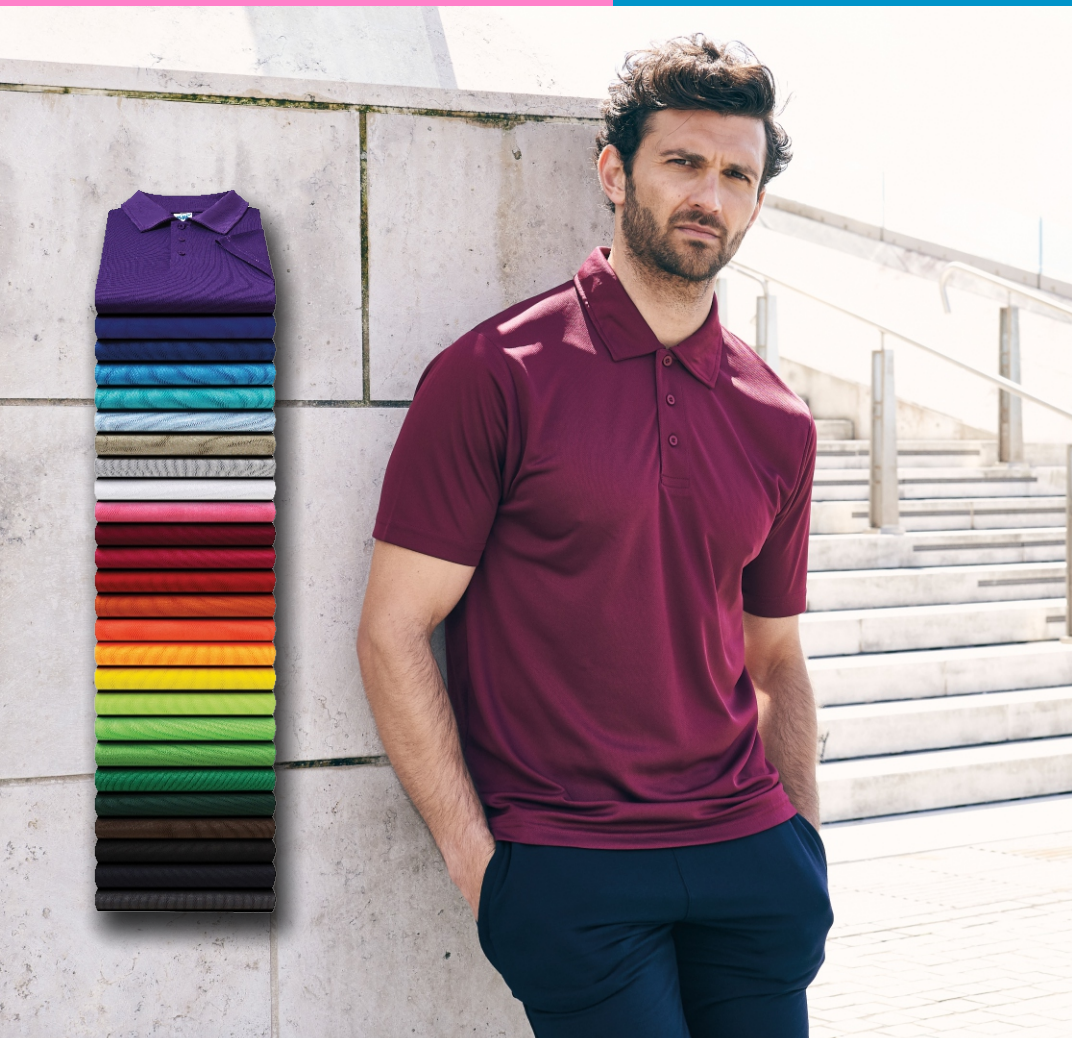
This result is a Cat III Type 5B/6B suit which offers the best combo of a high chemical splash and a hazardous particle barrier with much improved breathability and comfort.

- Three Piece Hood
- Low Linting Knitted Cuffs
- Elasticated Ankles
- Two Way Zip
- Adhesive Zip Flap
- Latex and Silicone Free
- Non Linting Fabric
- Anti-Static



chemsplash.com

Chill out with Cool 67



Initially with a very limited range, AWDIs has become one of the biggest clothing suppliers in the market with a huge collection and very enviable market share- and it's not difficult to see why.

For Howsafe the real success story had been their Just Cool products - perfect for work or play, the neoteric performance fabric is designed to keep you cool with the original lightweight textured polyester fabric.

With inherent wickability, quick drying and stretch properties, this fabric allows you to raise your game.

From classic polo shirts, T-shirts through to sports vests, the range has become the go to choice for those working in warmer environments- they look very smart too!

Just Cool®
AWDis