



Clark Howe (MD)

I hope you all had a fantastic break and enjoyed your seasonal festivities and New Year celebrations.

As we start 2022 I cannot begin to imagine how the next twelve months is going to unfold - I have an inkling much like 2021, so at this stage I am struggling to get too excited at the prospect of that.

I promised last year we would get back to introducing more new products - take a look on this news letter for further information on a couple of new stock lines - more will follow over the coming months.

If you have not already done so please check out the Howsafe Facebook page for the latest news, tidbits of information and the occasional comical post.



Our Blog (Latest News) can be found on our website homepage and frequently shows new products or other "good news" related stories.

With this news letter and our social media pages we aim to reach out to you in as many ways as possible - but let's not forget that first and foremost the way we try to do business is face to face, either via our account managers or via our customers coming through the door into our showroom - clearly that has been tested since the start of the pandemic with so many of you working from home and access to many of the sites we visit limited to a degree.

Where face to face is not required or possible our office based customer care team will continue to offer the service levels you expect.

I hope that our way of working will retain your trust and business throughout 2022 and beyond.

A very happy New Year to you all!



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

Christmas Jumper Day



Once again this year Lauren & Shannon organised our Christmas jumper day.

Cakes were baked, devoured and we managed to raise a tidy sum to donate towards Save the Children Charity.

The Howsafe team looked "well festive".

Pictured is Leigh, Matt, Harry & Ian from left to right.

6% Price Increase 1st Feb

At lot has changed since our last price adjustment back in May 2021 - many of my suppliers are on their 2nd or 3rd price increase and the resulting pressure on margins has really started to build over recent months.

We now find ourselves in the situation where we must adjust our pricing to allow us to continue to trade. The decision has not been taken lightly and we have done all we can to minimise the increase.

The reasoning behind the increase are wide and varied - a good chunk though belongs in the cost of bringing a container over the water (a 40 foot container can now cost £18000 plus - was as low as £1800). Oil prices are soaring - this directly affects the price of polyester (found in many of our products) and cotton is at a 10 year high - capacity at the mills is also in short supply. Energy prices continue to surge worldwide resulting in further costs that have to be passed on.

From a cleaning and hygiene perspective, paper mills have been forced to raise prices, reporting an increase of £90 per tonne in November and virtually all raw materials found within chemicals have risen due to short supply and the demand.

Suppliers have been forced into bringing in extra staff to cope with the high demand of product, which comes with its own problems and costs. For us, high levels of back orders add to the pain - one purchase order will frequently result in multiple deliveries, from the initial order, followed by many back orders as they filter through to us over the following weeks/months. Gone are the days of having suppliers that boast of 98% stock fulfilment - this all adds up to extra cost for all of us.

Therefore from the 1st of February there will be a price increase to all trade customers special pricing of 6%.

In my nearly 30 years in the business I have never known such a volatile situation with regards to pricing - I don't think we are done yet either as the manufacturers are constantly feeding through intelligence with regards to future likely changes.

Howsafe will firstly do all we can to minimise any impact to you and secondly if things do start to reduce on certain lines we will reduce prices accordingly, just as we have done with products like masks and disposable gloves.

If you need to discuss the price increase please liaise initially with your Account Manager or Customer Care Team at the office - but please remember I am always available to discuss.

Clark Howe (MD)

Versaflo Now In Stock

Whilst we have offered the 3M Versaflo Powered Air System for some time we have never actually held stock.

Well that has now changed and we can now offer from stock the TR-300 particle blower unit and the TR-600 multi-use filter blower unit and a range of head tops and filters.

For more information please call on 01733 560669 or drop us an email.



LED LENSER®

Code: LEDST7R
Price £38.29+VAT



New in is the Led Lenser Solidline ST7R rechargeable torch.

The 1000 lumen output on boost makes this an incredible torch - for its size it packs a mighty punch.

Three power settings, Advanced Focusing Optics for near (flood) or distance (spot) illumination make this the perfect torch for work or play.

Fur Lined Hoody

This magnificent fur lined hoodie excels in comfort. It has a luxurious faux fur lining which feels soft and cosy against your skin. The fur lined hood insulates your head and ears from the elements and is adjustable for a snug fit. It is suitable to be worn at home, as a working garment, makes a superb gift for a promotional event and looks stunning with a corporate logo on.

Code: ORCRANE

Stocked in black in S-2XL (other sizes & colours available to order)

Code: ORCRANE
Price £32.50+VAT



HOWSAFE

The Workwear Store



Huge Stocks
It's on the shelf- most products straight from stock.



Free Delivery
To business premises within a 25 mile radius of Peterborough.



01733 560669



www.howsafe.co.uk



sales@howsafe.co.uk



18-20 Challenger Way
Edgerley Business Park
Peterborough
Cambridgeshire
PE1 5EX