



Clark Howe (MD)

I hope you are enjoying the Summer - with the longest day now but a distant memory we start to think about Autumn and Winter supplies.

If you have any special requirements for the change in seasons, I would very much recommend you start liaising with us now.

Stock availability in general terms has improved, however we do still have a lot of back orders, many for the same repeat problem lines.

My back order to stock level is currently around 6%, which is much better than where we were three months ago at nearly 13%. So things are going the right way, but there is some way to go to get back to pre-covid/Brexit levels.

Our investment in stock continues with supplier stock holding set anywhere between 2-3 months (depending upon how often I order) - so if a supplier is set to 3 months, and we sell 30 a month on average, we should be holding between 60 and 90 in stock, which gives us a good buffer stock to help counteract some of the stock outs with suppliers.

Fingers crossed you won't have been too badly affected - please remember the team are here and are more than happy to offer alternative products if suitable - just let us know.

July kicks off the holiday season and there is always so much to look forwards to - from the British Grand Prix, Wimbledon, Hampton Court Place Flower Show, various music festivals, through to the BBC proms, there is pretty much something for everyone to enjoy.

Whatever the Summer holds for you (hopefully family holidays and good times), have a great one and rest assured we will be here to keep you supplied through one of the warmest months of the year (well hopefully).

Thanks for your continued supported.

Clark



# NEWS

July 2022



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

Howsafe were delighted to be able to help the Drive "N" Dine 4 Cancer event, held at Sharnbrook Hotel in June.

The day was not for profit, with 100% of the proceeds going to Macmillan.

With over 50 show cars attending, raffle prizes and donations, the event will have surely raised a good amount of money for the charity.

The event, organised by Mike Dunstan, is very close to his heart, as unfortunately Mike has lost both his Dad and his Stepdad to cancer within the last three years.

Mike asked Howsafe if we could provide some vests to be used by the team guiding the cars on and off the venue - we said yes, absolutely! We hope to be able to provide some pictures of the event in next month's newsletter.



## Paper prices rocket

Over the last few months paper converters have been hit hard with increasing costs resulting in our purchase prices rising as much as 24%.

Paper production is very energy hungry, and this is being blamed for most of the increases, on top of that several paper mills in Europe have had to shut down, further exacerbating the situation.



## Queens jubilee designs

Our embroidery and print teams have been kept very busy over the last few months - with many new designs produced every month, it is always a pleasure to see the customer supplied artwork being transformed into high impact logo's on garments.

The designs shown here were provided by our digitiser and don't they look fantastic - we are sure The Queen would approve.

If you are looking for embroidered workwear or belong to a club or society, all we need from yourself is some high quality artwork, we can accept this in a number of formats - just let us have what you have and we will let you know if it is suitable or not.

The next stage is for us to produce your logo sample - in most cases for new designs this will be a physical sample onto your choice of material.

Once you have given us the nod, we will then get cracking with your order - for most orders for stock lines we aim to complete within 7-10 working days.



# Going viral

Lauren and the rest of the team here have been having a lot of fun with our socials, making all sorts of weird and wonderful videos.

The first and most ambitious video to date features Lauren, Shannon, Viki and Millie wearing various items of PPE, set to the track "better off alone" by Alice DJ.

A few of the more recent reels managed many thousands of views in a very short space of time with hundreds of likes.

If you have Instagram just scan the QR code with your phone camera to see our reels and don't forget to follow us :-)

Point your phone camera at this



Covid test kits are now in stock.

Nasal swab type so no test down the back of the throat.

Why not keep some on the shelf for quick and easy testing should any member of staff exhibit symptoms.

## Blue Disposable Nitrile Gloves



£4.50 plus VAT

Still good stocks of sizes medium and large - call us now for best prices for quantity.

Code: GENX

## Large Wiper Roll to Clear

Hygiene Couch Roll or Wide Wiper x 9 rolls per case.

The choice is yours - use these as a couch roll as commonly used in medical/beauty sectors or equally useful as a large-scale industrial wipe. Blue, 2 ply rolls offer economy and strength. 100 sheets per roll. 9 rolls per case. Blue.



Code: COUCH20-BLUE

## Introducing...

Our super creative logo application team who are always kept busy as they meticulously apply your designs, to our ranges of clothing.

Big investment has been made over the last few years, not just in state of the art machinery, but also the team and the environment. Alongside our long-term team of Janice, Dianne and Julie, we have more recently been joined by Viki and Mille, both in full-time rolls, meaning that no machine is kept idle, and work flows quicker out to our customers - welcome aboard!

With various improvements to our systems currently taking place we have never been in better shape to look after your garment requirements.

Looking forwards we aim to invest later this year in yet more high end machinery, which will allow even more flexibility, speed, and quality.

Pictured left to right: Julie, Millie, Viki, Dianne and Janice.



**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.



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