



Clark Howe (MD)

What a ridiculous state we found ourselves in last month due to the fuel shortage - my team were sent out with cash just in case they could not use their fuel cards at the usual fill up locations- thankfully we didn't experience too many issues and we were just about able to keep the wheels turning, although there was a fair bit of wasted time down to queuing and trying to get past the huge queues at the filling stations.

No doubt there was (and still is) a problem with a shortage of fuel tanker delivery drivers, but the irresponsible press reporting turned a mild issue into a major headache for most of us.

Interestingly Tesla are reporting worldwide record sales and profits - go figure!

As the weather changes and the daylight hours get ever shorter we are experiencing a sharp increase in demand for winter clothing and hi-vis. As reported previously, suppliers stock is very patchy so please plan ahead and also consider alternatives where they are offered.

Due to the above demand, both our print and embroidery rooms are flat out at the moment so we may be a bit behind our usual 7-10 working days for stock lines.

As always we won't rest until we get caught up!

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NEWS Nov 2021 **HOWSAFE** The Workwear Store open to the public

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



Dad's Army

On Thursday the 14th of October, the PETERBOROUGH Credon Panthers were crowned 2021 Premiership Champions on one of the all-time great nights at the East of England Arena.

The Panthers won the second leg of the Grand Final 51-39 against Belle Vue, overturning Monday's two-point defeat in Manchester with a ten-point aggregate margin. It is Panthers' first league title since 2006 and it was achieved with a side written off by many prior to racing, due to the average age of the riders (hence the affectionately named "Dad's Army").

A huge congratulations to all of the riders, the management, sponsors, track staff, the supporters and anyone else involved in this great sport.

Howsafe were delighted to provide some sponsorship in 2021 and we look forwards to continuing our 30+ year relationship in 2022!

Pricing under pressure

The barrage of price increases from our suppliers is never ending at the moment. Many are on their second increase this year with a few on their third! All are blaming incredible rises in transportation costs and to a lesser degree raw material increases.



Cofra will be increasing their prices by 5% from the 1st of November and we have been hit hard with import duties that pre-brexit were not applicable.

Uneck Clothing makes much of their product in Pakistan- in September they applied an increase and just two months later they have another. So it's not just goods imported from China that are being affected.

Our soap and chemical suppliers have already applied increases but we have recently discovered that SC Johnson (Deb) will be applying a further increase at the start of January (and it's a fairly big one on some products).

With our other 50 or so suppliers applying (or have already applied) similar increases we are carefully monitoring our margins but it's a fact that we are going to have to apply a price increase at some point in the near future.

With our massive stock levels it does give us the luxury of a couple of months grace before we must act - please can we assure you that whatever increase we have to apply will be carefully thought through and will in all honesty, not fully cover the margin we have lost.



The Cofra Weddell

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Blåkläder the TOUGH choice

Blåkläder workwear just loves grimy workshops, muddy building sites, weld spatter and metalwork sparks. They have you covered whatever the weather. That's because their garments are designed to protect you for work in the toughest environments.

So while you won't find ties or cufflinks in their collection, you will find garments that meet professionals' need for durability and function. We believe you demand as much from your working clothes as you do from the tools you use. So choose workwear that lasts. Choose Blåkläder.

Howsafe stock a range of Blåkläder products and have done for what must be nearly 15 years.

Over those years the clothing has slowly but surely built up a loyal fan base who will now only buy Blåkläder clothing due to their durability and comfort.

"Buy cheap, buy twice" is something to consider but what about the question of sustainability.

Invest in Blåkläder and you will be safe in the knowledge that you will be buying gear that is built to last and will in all likelihood outlast standard work clothing by 2-3 times- which is better for the environment and your pocket?



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