

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!



Defib On-site



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



later they have another. So it's

not just goods imported from China that are being affected.

On Thursday the 14th of October, the PETERBOROUGH Crendon 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.



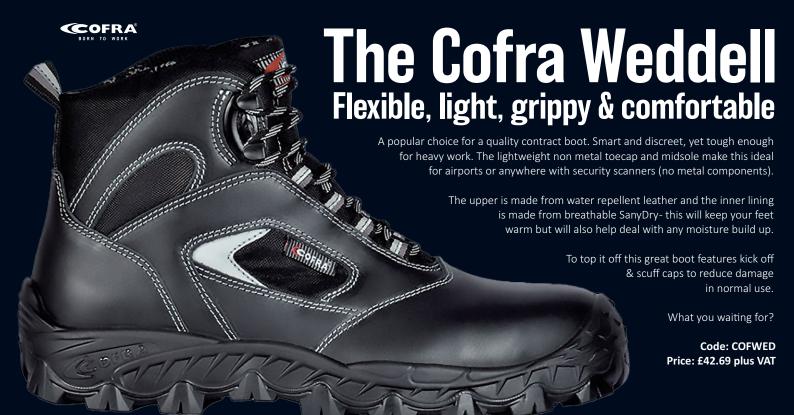
prices by 5% from the 1st of November and we have been hit hard with import duties that prebrexit were not applicable.

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.



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