

Clark Howe (MD)

Let's start with the elephant in the room - unfortunately we find ourselves in a position where we must apply a price increase - this will happen on the 15th of September.

I have prepared a separate notification letter which was available to my team mid August - this letter covers why we need to implement a price increase and what we have done to try to avoid the need for one.

If you have not received a copy of the letter please let us know.

Note that the RRP on footwear will also change (percentage will vary to keep it to a minimum) but at the same time we have introduced 8 new lower priced options - these are available now!

In addition to the new lower priced safety footwear styles we are going out to market to source more budget PPE options - these will be introduced over the coming weeks/months.

We want to help and retain our customers through the difficult times and will do all we can to help - if you have concerns please talk with one of the team.

In other news we have spent the last 12/24 months putting a great deal of effort into trying to be improve our footprint on this planet.

With LED lighting throughout the premises, a fleet of modern vehicles, all packaging recycled, we try to do our bit!

There was one fly in the ointment - our local recycling centre would not take our shredded paper (which we continue to try to reduce).

We are pleased to inform you that we now send our shredded paper to be used for animal bedding at the Wood Green Animal Shelter - minus any staples or glossy paper!

We like a win, win!

HOWSAFE AN INDEPENDENT FAMILY BUSINESS established 1978

Defibrillator On Site

NEWS

Sept 2022

HOWSAFE The Workwear Store open to the public

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



Eye Strain

Eye strain from excessive use of screens can become a real issue for some - our helium safety glasses help reduce blue light by 65% and could ease sore eyes and help with sleeping, especially if using screens before bedtime.

Worth a try for sure! If you are interested please ask for product code: HELIUM

Footwear range changes & new charts

Due to a number of discontinuations & with the introduction of 8 new lower priced styles we will be ordering a limited print run of our safety footwear wallcharts so they accurately reflect the current available offering.

Towards the end of the year, we will be performing a more comprehensive overhaul of our range with the aim to be able to offer our customers a truly staggering in-stock selection, with even more price competitive options, whilst maintaining quality - and a review of the women's options to see where we can make improvements.

The interim chart will be available very early September if not before (please call our sales team or copies can be downloaded from our website).

Howsafe recycle for Woodgreen

woodgreen

A special message from George's chums at Woodgreen animal shelter. Ask our Shannon who George is :)



"Thank you so much for sending your shredded paper for our bedding"

"We are so comfy and warm"

Be warned - boring subject alert!

The EN standard markings you see on safety footwear are due to change - exact timings unknown.

From the information we have received from our footwear suppliers there are a number of changes - trying to decipher the information is difficult but from our understanding the key points are...

Anti-slip changes: Slip resistance test will become mandatory and therefore will not be marked on the footwear for the basic test (the basic test will be performed on a ceramic floor tile with detergent).

So SRA, SRB and SRC markings will go – However where the manufacturer has opted to put the footwear through an extra test (a ceramic with glycerine floor tile) the footwear will have an SR marking (so this SR marking will become to the new SRC highest anti-slip rating). The steel floor tile test will be removed in favour of ceramic and the test method will also change.

Mid-sole protection: Footwear with metal midsoles - markings will remain the same (So S1P, S3, S5, S7).

There are two new test methods for NON METAL midsoles – depending upon which test the manufacturer opts to apply the footwear will marked with and extra letter "L" or "S" – therefore the new markings will look like this on the footwear S1PL, S1PS, S3L, S3S, S5L, S5S, S7L, S7S.

Water resistant and waterproof: To try to reduce confusion between water resistant footwear and waterproof a new category will be created – so water resistant styles will remain at S3 but styles with waterproof socks will be marked up S7.

There is a lot more to it but we believe these to be the key points that you will need to know - there will be extra markings for features like ladder grip (LG) and scuff caps marked up with SC, plus lots more.

As mentioned as far as we know a set date has not been published for the harmonisation, so at this stage footwear manufacturers are unable to start testing to the new standard - like changes made to safety gloves a number of years back, all manufacturers/distributors will have stock with the old markings in circulation for many years to come. No doubt there will be big backlogs at the testing houses as footwear manufacturers jostle for position in getting their products tested (expect delays in seeing the new markings) - so at this stage this is just a heads up for our customer base and no action will need to be taken.

100's of safety signs in stock

Are you aware we stock a big range of safety signs with many thousands more available to order?





Rest in Fleece

Many in the trade say that the fleece jackets days are numbered - sales would suggest otherwise as they still prove a popular choice, although admittedly softshell sales continue to rise. Has to be said in dry conditions there really is nothing as warm and as snuggly as a fleece and the low price makes them all the more appealing.

With options from 280 to 400 grams, standard colours to hi-vis there is a fleece for every occasion.

With our fleeces being made from polyester, no sheep had to be sheered - long live the fleece!

Two rolls



Code:STDOUBLED

Did you know we stock a lockable two roll dispenser for standard sized toilet rolls?

A great way to tidy up a washroom and control disappearing rolls.

HOWSAFE
The Workwear Store

established 1978 HOWSAFE

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