



Summer News

A message from Brendan...

2020 was an extremely busy year for Leedsafe with some items of personal protection equipment (PPE) suddenly in huge demand. As always our team has dealt with the challenges and kept our customers front of mind. It has made me proud of the way we, as a team, face challenges.

Leedsafe will soon be 30 years old and in that time we've grown. We've gone from being a small family business to employing over 20 members of staff and supplying PPE to some of the biggest businesses in New Zealand. And throughout this growth our team have ensured that we've put a great effort into keeping sight of our core values and what's important for us as a business.

Recently, we even took time to look back on some early documentation to help us remember what we're all about - and that is making it easy for the customer. We continue to focus on providing a worry-free experience for our customers with good quality products at affordable prices and great customer service. No matter how much we grow and what challenges the market might bring - that will stay the same.

We know many customers love our SmartSYSTEMS because they cut admin time, save money, reduce paperwork and streamline the processes around their health and safety gear purchasing. But there is always room for improvement and after listening to



customer comments and feedback we're looking at developing additional functionality around some of those systems.

If you'd like to hear more about any of these initiatives; would like to provide some feedback on your Leedsafe experience or would simply like to have a chat about how we can help you - feel free to reach out.

Brendan Rice
Managing Director

Embroidery On Workwear

Embroidery is a popular option for branded workwear - it is long-lasting, hardwearing and adds a professional edge. And it's something our customers regularly enquire about particularly for items such as polos, fleeces and fluoro gear.

We recognise the importance of your brand so when we are trusted with providing embroidered workwear - we treat your logo with respect and make sure you have a quality finish. We partner with our embroidery suppliers to match thread colours to logo pantone colours and ensure that you and your staff are proud to wear the finished item.

More recently we have also been working with our suppliers on a faster turnaround for embroidered items in response to customer feedback.

**Leedsafe can now
turnaround embroidery on
stocked items within
48 hours!**

There are some factors that can affect the turnaround time and typically higher density thread counts, complex designs with multiple thread colours and high-volume orders all require a little more time. However, we always work with customers and suppliers to find a solution to any time constraints.

So, if your business would like to add a professional edge with branded workwear - get in touch and find out more about our embroidery options.

Zero Back Orders: Another Great Standard From Leedsafe

We know that PPE is important and incomplete orders are not only inconvenient – they can have a serious impact on work sites, preventing people from doing their jobs.

When our customers open their Leedsafe orders we think they should receive exactly what they were expecting. That's why we introduced our Zero Back Orders standard. In fact, we even measure our Zero Backs Order standard every day. Our aim is for 100% Zero Back Orders and we're currently tracking at 99.7%.

So how does it work? Well, if our customers put in an order and one of the items they have asked for is out of stock, we'll do our absolute best to find it for them, without delaying their order. If we have to buy it elsewhere, we will. If it's a product we know

nobody else is likely to stock – then we may offer an upgrade to the nearest equivalent item.

Whatever we do, we help our customers find a solution when something they need is out of stock.

It's all part of our renowned customer service.

We aim to get orders out in full, on time, every time.

So, the only surprise you might find in a Leedsafe order is a gift bag of lollies.



Introducing Wayne Collingwood



Wayne has been with Leedsafe for two and a half years and today is our General Manager of Sales and Operations. This means he gets involved in everything from long term sales planning to dealing with suppliers and everything in between.

There is 'no typical working day' for Wayne. But he always loves the fact that his work at Leedsafe really matters – it helps save lives and keep people safe at work.

Originally from the West Coast, Wayne headed off overseas after high school and ended up spending a couple of years in Switzerland where he worked for a voluntary youth association. He took the time to travel through much of Europe and Africa before returning to New Zealand where a love of numbers made him embark on a degree in accountancy at Canterbury University.

After graduation he worked in an accountancy role at KPMG before going on to hold several high-ranking corporate positions – reporting to boards, turning around failing companies and preparing businesses for sale across a range of industries.

Usually in the office by 7.30am Wayne tries to keep some work/life balance by heading out of the door by 5pm. But he doesn't always make it.

When he's not at work he likes getting out in the beautiful NZ outdoors – biking, tramping and walking. And, of course, spending time with his wife and family - three grown-up children and one grandchild.





AS/NZ Standards

What Do They Mean For Our Customers?

Personal Protective Equipment (PPE) is designed to keep people safe at work and save lives - we always keep that front of mind here at Leedsafe. And it's the reason we are absolutely dedicated to ensuring our products meet all applicable standards.

All our products are compliant with the relevant Australian and New Zealand standards which is usually shown by the AS/NZ prefix. You will often see these on our product descriptions and the number that follows the prefix indicates the exact standard the item is compliant with, these can get quite specific. For example, AS/NZS4602.1:2011 is one of the key standards that specifies the requirements for the design of high visibility garments. You'll see our hi vis polo shirts, vests, jackets and all applicable garments are certified to and adhere to that standard.

However, sometimes there isn't a relevant Australia/New Zealand standard for a particular item and in these cases we will look at the more relevant internationally recognised standard available (which

is likely to be widely used in New Zealand already). For example, with our ARC rated garments, we go by international standards such as NFPA 70E which specifies requirements for electrical safety in the workplace.

When we add a new product to our range we make sure they are compliant. That doesn't mean just taking the manufacturer's word for it. We run independent certification and testing to ensure compliance is guaranteed to the relevant standards. We also take environmental, social and sustainable standards very seriously and audit all our international suppliers to ensure that they meet our high ethical trading standard.

You can rest assured when you buy PPE from Leedsafe we have left nothing to chance. We're a safety company, we know the standards and the needs of our customers and we take it seriously that our customers place their safety in our caring hands.

Robuck Coolflow TTMC-W17 Polo Shirt

Code: 20689

FEATURED PRODUCT



Our Coolflow Polo is ideal for working in standard to very hot conditions due to the highly breathable, wickable and lightweight fabric.

Features

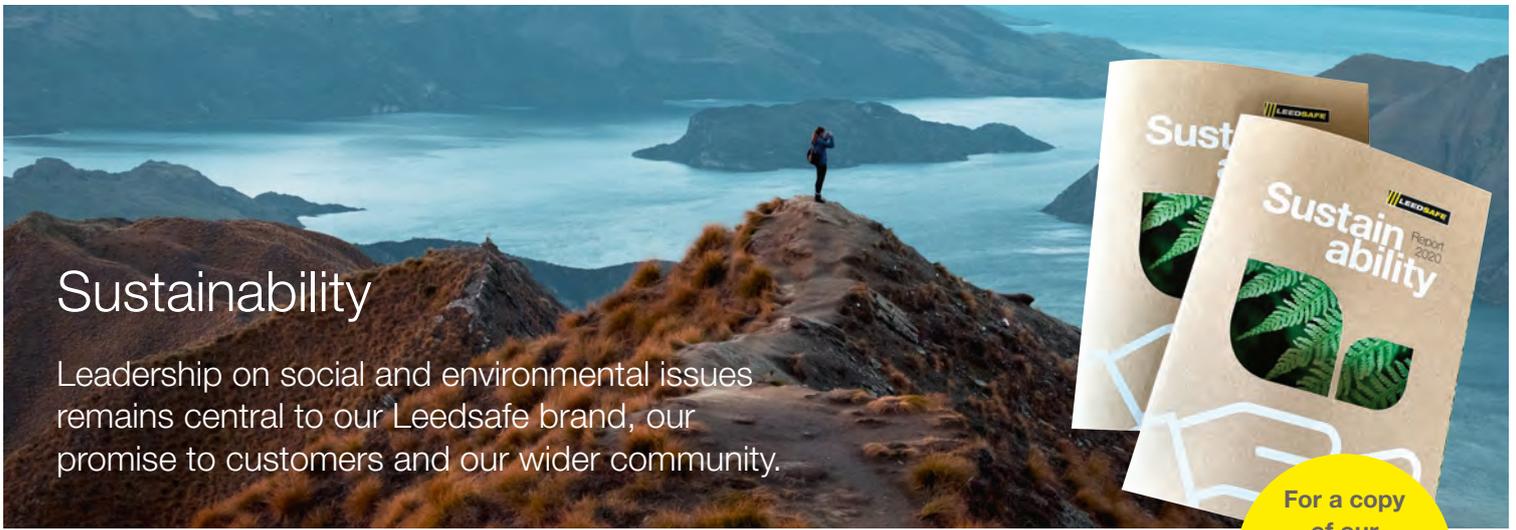
- The wickable feature draws sweat off wearer and allows it to evaporate from the material while being worn
- Segmented reflective tape to allow for full garment stretch
- External smart phone pocket with velcro closure
- Comfortable elasticated cuffs

Fabric

- 100% polyester micro mesh 125gsm eyelet fabric

Standards

- Material certified to AS/NZS 1906.4:2010 Class F
- Retroreflective tape certified to AS/NZS 1906.4:2010 Class R
- Garment design certified to AS/NZS 4602.1:2011 Class Day/Night
- Garment design certified to CoPTTM TTMC-W17 standard



Sustainability

Leadership on social and environmental issues remains central to our Leedsafe brand, our promise to customers and our wider community.

For a copy of our Sustainability Report please contact us.

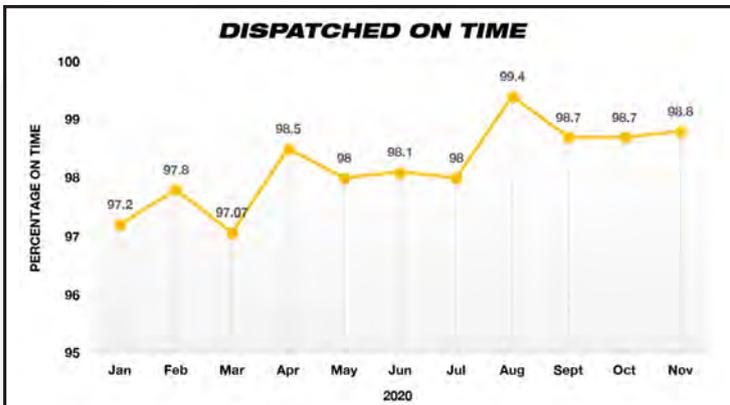
Over the past years we have been embedding sustainability into our business operations and culture. Highlights from the last year are: -

- Contributed to our society, support charities and causes \$97k
- Reduced energy use 7% reduction
- Recycled waste packaging 85% recycled
- Reduced waste to land fill 50% reduction
- Established a base line on all international suppliers environmental, sustainability and human rights performances.

Our 2021 plan is to continue to support charities and for every new product we are identifying solutions that will result in sustainably sourced products. Leedsafe will implement ISO 14001 and obtain full certification. We are already underway with the systems and documentation developed and are implementing the disciplines of ISO 14001 into our everyday actions and thinking.

At Leedsafe we also understand that this is mammoth task, and we cannot do this alone. We embrace partnerships across our supply chain, customers and like-minded organisations, and we believe together we can make a significant difference.

Our Current Delivery in Full on Time!



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