

It is so hard to believe that we're now halfway through the year.

Like so many we have had our challenges to face in this post-COVID business world. As a PPE company we were lucky to be able to operate even at level four of lockdown but it meant having to adapt and evolve very quickly. Face masks and hand sanitisers were suddenly in high demand; suppliers were selling out of stock; prices were soaring and our regular cargo flights were no longer operating.

So I was inspired to see the Leedsafe team pulling out all the stops to keep supplying customers that were crying out for these products – particularly in the healthcare sector. We

found alternative suppliers for PPE; we made sure there were still quality checks carried out in this pressured environment; we negotiated our way around closing borders and new routes. And we even pulled together extra hand sanitiser supplies by working in collaboration with other NZ companies to source ingredients and containers and got some of them bottled at a plant that usually deals with vinegar.

We also made new business contacts and had several of our customers really step up to support us. One customer even helped us to transport some stock from the North Island.

It was a true collaborative effort amongst our team; our suppliers and our customers. And it heartened me to see it happening.

Of course, we didn't get everything 100% right – we've learnt some lessons too. But one of our core values at Leedsafe is "embrace change and drive performance" – and this year we've really been bringing that to life.

We're back in the office now returned to some normality. So if you want to talk PPE or have some feedback for us – we'd love to hear from you.

Brendan Rice
MANAGING DIRECTOR



WINTER 2020

CONTENTS

- Ruapehu Zip Side Safety Boot
- The Right Gloves for the Job
- SmartPACK™ Case Study
- Sustainability Certification Goal
- Protecting those Glasses



INTRODUCING: CLAYTON SUCKLING NATIONAL SALES MANAGER

Weekday mornings currently find Clayton in the office, catching up on emails and downing a coffee before launching into his day. Post-COVID working life has changed for him with less time on the road and more time in virtual meetings he says.

Clayton joined Leedsafe in 2000 and was put in charge of stock control – which at the time involved a lot of manual counting. Since then he's worked in a variety of roles but it's the client facing stuff he really thrives on – meeting people, listening to them and helping them solve their PPE problems. A highlight of his time at Leedsafe has been his part in the development of SmartSTAFF™ and our other SmartSYSTEMS™.

So what does Clayton like about Leedsafe?

"Transparent management and working with an awesome team," he says. "And no day is the same, there are always new challenges."

Outside of work he likes to spend time with his wife; their 4-year-old son and 9-year-old daughter. And they enjoy annual trips over to Oz to see his wife's family in NSW.

FEATURED PRODUCT

ROBUCK RUAPEHU ZIP SIDE SAFETY BOOT

FEATURES

- Anti-fatigue design for comfort
- Tough, YKK Zip for ease of pulling on boots yet tight ankle support
- Triple stitching on key seams
- Large leather pull loop
- Premium buff smooth leather outer
- TPU scuff cap to enhance life of boot
- PU moulded comfort insole
- Wide fitting steel toe cap
- Anti penetration midsole

STANDARDS

- Certified to AS 2210.3:2019

SIZES

- Size 5-14

\$217.38

RRP / excl. GST

10450 (Wheat)
10451 (Black)

AVAILABLE
FROM MID
SEPTEMBER



THE RIGHT GLOVES FOR THE JOB

Our Robuck glove range gives our customers plenty of options, but here are the key things to think about to get the right ones for the job.

What is the wearer doing? Are they handling chemicals or carrying rough objects like bricks? Gloves come with different levels of protection. So, a builder or tradie handling sharp tool blades should opt for the Robuck Raptor glove with its cut level 5 protection.

Grip and dexterity are also important considerations. If, for example, you are working in wet weather we suggest the Robuck Grizzly glove with its sandy nitrile coating offering extra grip which is useful in wet conditions.

For workers handling rough objects such as timber or bricks, the Robuck Silverback as its latex dipped palm and fingers gives excellent abrasion resistance.

Whilst the Robuck Stronghorn is our 'go to' glove for general safety and protection. With excellent abrasion and tear resistance due to its Polyurethane (PU) and nitrile coating.

In the full leather range, we have the long cuff Robuck Nomad glove which is specifically for welding and those in the engineering industry to protect the wearer from sparks and burns when welding and holding hot steel.

We also have a full leather Robuck Colossus Rigger glove which is a general use, heat resistant, comfortable, and durable work glove for jobs where abrasion and puncture resistance is more important than dexterity.

Comfort counts too and our Robuck gloves feature smooth, nylon or polycotton liners with a good degree of breathability. This means they can be worn for long periods during the working day.

All our Robuck gloves are certified to EN388: 2016 standards which cover characteristics such as abrasion resistance and tearing strength.

If you need help choosing the right glove for your workers, give us a call.



ROBUCK RAPTOR GLOVE



\$10.43 RRP / excl. GST

CODE: 50119

ROBUCK GRIZZLY GLOVE



\$7.82 RRP / excl. GST

CODE: 50303

ROBUCK SILVERBACK LATEX GLOVE



\$6.43 RRP / excl. GST

CODE: 50313

ROBUCK STRONGHORN GLOVE



\$7.82 RRP / excl. GST

CODE: 50302

ROBUCK NOMAD GLOVE



\$15.99 RRP / excl. GST

CODE: 50023

ROBUCK COLOSSUS RIGGER GLOVE



\$9.56 RRP / excl. GST

CODE: 50012



GET A **SPOT PRIZE** FOR EACH PURCHASE ON ACCOUNT OF **JOHN BULL SAFETY BOOTS**

1 WINNER WILL BE DRAWN WEEKLY FOR A **BACKPACK** FILLED WITH **GOODIES**

ALL JOHN BULL SAFETY BOOTS PURCHASED ON ACCOUNT GO IN THE DRAW TO **WIN A BAR FRIDGE**

PROMO RUNS UNTIL THE END OF AUGUST

SmartPACKTM

CASE STUDY

THE CUSTOMER

Ports of Auckland is one of New Zealand's largest and most efficient container ports, handling nearly 1million containers a year.

THE CHALLENGE

Marine & Cruise Operations Co-ordinator, Kyle Robertson, has an exceptionally busy role and as well as ordering personal protective equipment (PPE) for staff on an as needed basis, he is also responsible for the annual ordering and distribution of staff uniforms, from linesmen to tug operators. Each staff member receives several standard pieces such as shirts, pants and jerseys all embroidered with Ports of Auckland's logo, once a year.

Kyle is well aware of the difficulties of ordering uniform for so many staff. Getting the size of each staff member, ensuring each order was correctly put through and then having to open up one big box of shirts and make sure the right sizes were distributed to the right staff was a process that used to be very time consuming for his predecessor. "Just things like getting pant sizes for everyone and then having to give them out individually, chatting to my predecessor she tells me it was really difficult. It used to take a week, sometimes a week and a half," says Kyle. And, inevitably, someone would take an item they hadn't ordered or a size they hadn't ordered, creating more administrative work.

When Ports of Auckland mentioned this challenge to Leedsafe, National Account Manager Clayton Suckling, he immediately suggested trying the SmartPACKTM system.

THE SOLUTION

SmartPACKTM is a system unique to Leedsafe that for a small charge per SmartPACKTM, packages and delivers large orders for staff uniforms and PPE in named, individual packages for each staff member, making huge savings on time and administration costs.

For Kyle this means the annual uniform order now takes up very little time, there is no need for sorting deliveries, handing out uniform items and ticking off what has been given out.

Instead it's a smooth, efficient process. Kyle gives out an individual order form to each staff member, they complete them with the items required and the size and return them to him.

Those named orders are sent to Leedsafe, where they are put together in named packages containing all the parts of uniform for that particular individual in the sizes they ordered. When they arrive at the port depot, all Kyle has to do is pick them up, take them to the distribution point and let the staff know that their packages are there ready to pick up.

SMARTPACK[®] FAST FACTS:

- Individual order forms for staff members
- Named uniform packages delivered ready to hand out
- Cuts administration time
- Cuts administration costs
- One simple invoice
- Can be used with SmartSTAFFTM

Please contact an Account Manager to discuss if SmartPACKTM is right for you.



"SmartPACK has been great," says Kyle, "It's just so easy. I would recommend it 100%. It makes uniform ordering so much easier and so stress free."



SUSTAINABILITY CERTIFICATION GOAL

We try to do the 'right thing' at Leedsafe, it's one of our core values. So it should be no surprise that sustainability matters to us as a business and we've been focusing on ways to improve our environmental impacts for some time. Now our Operations Manager, Wayne Collingwood, is heading up the company efforts to achieve ISO 14001 Certification.

So what does this mean exactly? "Well, it's very much like the process you might go through with a Health & Safety system for example", says Wayne. "We have already created documentation around our sustainability efforts, now

we are implementing those policies and then it will be a case of an audit and certification."

These policies include things such as recycling and reducing power usage explains Wayne. In the last year we have been able to cut power usage by 10% with simple things like switching to LED lights and reducing air conditioning usage. These initiatives are a team effort and involve everyone from the warehouse to the office staff getting on board. "When there's a concerted effort and focus, it's surprising what you can achieve", says Wayne.

The ISO 14001 certification, which we hope to achieve by the end of the year, will confirm that as a business Leedsafe adheres to certain environmental standards.

Wayne Collingwood

OPERATIONS
MANAGER



ROBUCK RECYCLED SPEC POUCH



\$6⁰⁸ RRP /
excl. GST

CODE: 40497

At Leedsafe we're always thinking of ways to solve customer problems so we've added the Robuck Recycled Spec Pouch to our range. Made entirely out of recycled materials – PET and plastic bottles,

this soft, strong pouch is sustainable, affordable and protects safety specs and overglasses so that they last longer.

"The pouch really aligns with what we're trying to do as a company," says George Person, Leedsafe's New Product Development Manager, "It helps our customers reduce their plastic use and make savings by extending the lifespan of safety glasses."

The Robuck Recycled Spec Pouch comes with a drawstring closing and fits all standard safety specs. And it's available now. So head over to our website and place your order.



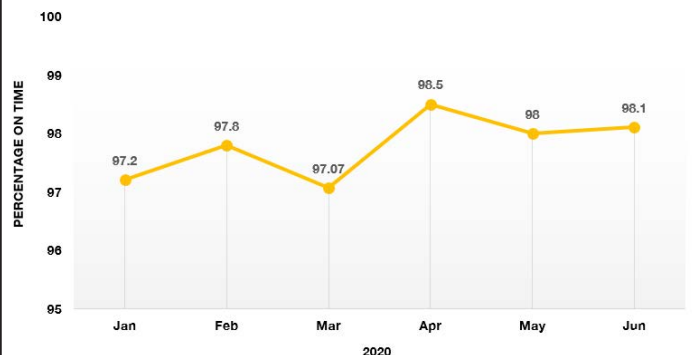
Get a pair of **Blundstone 150th anniversary woollen socks** for every purchase of any **900 Series Blundstone Boots** AND
Get a pair of **Blundstone ankle socks** for every purchase of **Blundstone 793 Lightweight Shoes**

PROMO RUNS WHILE STOCKS LAST

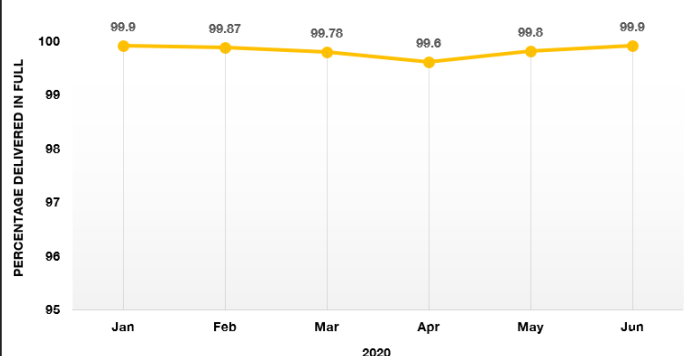
ZERO BACK ORDERS SERVICE EXCELLENCE

Our aim is zero back orders and same day dispatch for all stocked lines. So no downtime waiting for your deliveries and only one invoice.

DISPATCHED ON TIME



DELIVERED IN FULL



SHOWROOM: 70 Coleridge St, Sydenham,
Christchurch **FREE PH:** 0508 147 147
PH: 03 379 2055 **E:** sales@leedsafe.co.nz
W: leedsafe.nz


**NZ OWNED
AND OPERATED**


LEEDSAFE