



THE

PORTWEST®

ADVANTAGE

portwest.com





The Portwest Advantage - Value Proposition

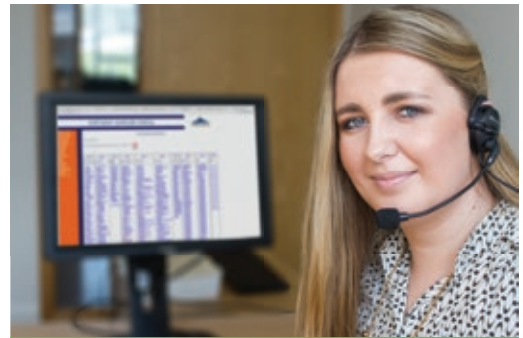
Portwest has 110 years of experience in designing, manufacturing and delivering the best workwear and safety products at the best prices. Innovative production and design by an in-house team of experts lies at the heart of the Portwest advantage. Sales offices in seven global locations ensure unrivaled customer service and five international warehouses guarantee excellent stock levels at all times.

THE 14 PORTWEST ADVANTAGES



YOUR ONE STOP SHOP FOR SAFETY

Portwest has the solution for all your safety needs. Portwest's brochure features over 1100 styles to include; innovative **flame resistant garments, a market leading high visibility range, workwear, gloves, footwear, PPE hazard protective clothing, rainwear and chefswear.** Customers are confident in the knowledge that Portwest has a solution for all their workwear and safety needs.



CUSTOMER SERVICE 24/7

Portwest's password protected business to business website allows customers to **check stock, place orders, monitor their account and receive order confirmations** within minutes. A true 24/7 service.

www.portwest.us



PRODUCTS TESTED TO THE HIGHEST STANDARDS

Customers can rest assured that every Portwest product is guaranteed to the highest standards. Every Portwest US or EN standard product is certified by an independent test house and all certification is available to download from: www.portwest.us



STATE OF THE ART MANUFACTURING

Portwest manufacture in Europe and the Far East. Our newest factory in Bangladesh employs over 1300 people. Using the latest high tech innovations the team in Bangladesh have brought our production capabilities to a new level, delivering both consistent quality and impressive lead times.



INDUSTRY LEADING FLAME RESISTANT FABRICS

Portwest's three proprietary brands of **flame resistant fabrics are trusted by leaders in the oil and gas, welding and allied industries.** These fabrics are exclusive to Portwest and deliver on protection, comfort, longevity and value. For more information on **Modaflame™**, **Bizflame™** and **Bizweld™** go to www.portwest.com



EXPERT DESIGN & CUSTOMISATION

An award winning team of designers and product managers oversee the development, sampling, certification and production of every Portwest product. **Need a bespoke garment?** Portwest design and certify garments tailored exactly to your needs. Alternatively choose one of our stock items with your own brand labels and packaging.



GLOBAL PRESENCE

Portwest has **Sales representatives in 84 countries**, so customers can have confidence in Portwest's dedicated local sales teams to deliver a personalised one to one service. With **sales offices in seven global locations**, unparalleled customer service is never far away.



ETHICAL COMMITMENT

All our production facilities are continuously monitored, quality-vetted and audited to **international standards**. Portwest's state of the art factory in Bangladesh has been awarded a **gold certificate** of compliance by **WRAP**. Portwest are committed to ethical and responsible working practices.



YOUR BROCHURE, YOUR BRANDING

Available in 25 languages the Portwest brochure has over 400 pages packed with more than 1100 innovative workwear and PPE products. Portwest offer the following cover options:

- Portwest branded brochure covers
- Pre-designed templates suitable for use with your own logo and tag-line
- Generic/non-branded cover options
- Submit your own bespoke cover artwork



PROMOTIONAL MATERIALS

At Portwest we are committed to supporting our customers in selling the Portwest brand. Please ask for the **Promotional Marketing Booklet** for a wide range of striking marketing materials; including **posters, pull up banners, standees, point of sale material and promotional merchandise**.



PORTWEST ONLY SELL TO RE-SELLERS

Portwest sell the best products at the best prices. A true one stop shop for local safety and industrial distributors and national retailers. **Our customers know they will never have to compete with Portwest in their market place.**



FORWARD ORDERING SERVICE

Portwest know you have commitments. Using the Portwest forward ordering service guarantees that the stock is 100% available when you need it. Provide your sales representative with your forecast and they will work with Portwest's global supply chain to make sure your deadlines are always met.



WAREHOUSING FULFILLMENT IS CRITICAL

Portwest have five fully stocked warehouses worldwide. So whether goods are coming from the USA, UK, Ireland, Poland or Sharjah, **a line fill rate of 95% is guaranteed.** The Portwest UK warehouse holds over **six million units of stock across 1100 styles.** Portwest are committed to giving their customers what they want, when they want it.



DROP SHIPPING

Save time and costs by shipping orders direct to your customer from our warehouse using **your** packing sheet at no extra cost. This service **saves you shipping, warehousing and administration costs.** Simply place your drop ship orders via **www.portwest.us**



PORTWEST®

SEVEN INTERNATIONAL SALES OFFICES & FIVE WAREHOUSE LOCATIONS

USA Head Office Sales & Warehouse:

Portwest LLC
1272 Omega Parkway
Sheperdsville
Kentucky
40165
USA

Toll Free: +1 844 992 0111
Tel: +1 502 921 0111
Fax: +1 502 921 0555
email: orders@portwest.us

Polish Sales Office & Warehouse:

Portwest Polska Sp. z o.o.
Alliance Silesia Logistics
Center Czeladz
ul. Wiejska 49
41-250 Czeladz
Polska

Tel: +48 32 353 0053
Fax: +48 32 763 95 32
email: biuro@portwest.pl

Head Office Ireland - Sales Office & Warehouse:

Portwest Ltd
Westport Business &
Technology Park
Castlebar Road
Westport
Co. Mayo.
Ireland

Tel: +353 (0) 98 26411
Fax: +353 (0) 98 27135
email: info@portwest.com

Middle East Sales Office & Warehouse:

Portwest Middle East FZE
Sharjah Airport
International Free Zone
SAIF Zone Q4 - Warehouse
No. 250
P.O.Box 122014
Sharjah
United Arab Emirates

Tel: +971 6 5527765
Fax: +971 6 5527764
Email: orders@portwest.ae

UK Sales Office & Warehouse:

Portwest Clothing Ltd
Fields End Business Park
Thurnscoe
South Yorkshire
S63 0JF, England

Tel: +44 (0) 1709 894 575
Fax: +44 (0) 1709 880 830
email: info@portwest.com

French Sales Office:

Portwest France
1 Rue de L'Artisanat
Zone Industrielle
27200
Vernon
France

Tel: +3309 67 39 82 88
Fax: +3302 32 71 82 88
email: info@portwest.fr

German Sales Office:

Portwest GmbH
Kennedy Haus
Hans-Bockler-Strasse 1
40476 Dusseldorf
Deutschland

Tel: +49 211 436 936 0
Fax: +49 211 436 936 20
email: kontakt@portwest.de

www.portwest.com