

NFSP Retail Team updated retail news

Robert Clack Retail & Commercial Director May 2020



It's important to remember that this current situation won't last forever and it's really important that once we come out the other end, you are ready with a viable retail offer.

The majority of the NFSP's retail partners are continuing to operate and are 'open for business', albeit subject to the same challenges we all face at this time.

On that basis, we have put together this document to share some of the latest information and offers from our partners.

All businesses listed here are official partners of the NFSP and offer you, as a member, great products at very competitive prices.

Don't wait until this crisis is over before you act. Its important you are able to maximise sales once we 'return to normal' on the High Street.

Robert Clack
NFSP Retail and Commercial Director

NEED RETAIL HELP? CALL THE NFSP NOW!

- Are you having difficulties obtaining retail stock?
- Has your current supplier closed due to the current crisis?
- Are you worried about stock levels once this is over?
- Do you have a plan to maximise sales after lockdown?
- Are your current ranges tired and in need of a refresh?
- Are you looking for help but not sure what to do?

We can help with all retail categories: **Greetings cards, stationery** & packaging, mobile phone accessories, note and coin counters, reading glasses and much more.

Call the NFSP on 01273 452324 (Option 3)



Marketing and distributing leading brands to retail

Tel: 01923 639800 | email: sales@ipsretail.co.uk | web: www.ipsretail.co.uk

Dear NFSP member.

We hope you are keeping safe and well. As a close retail partner of the NFSP, we wanted to remind all members that, as essential retailers, we remain fully operational and committed to supporting you through the challenges thrown up by this pandemic.



Official Retail Partner of the NFSP

You can contact us by phone on 01923 639800, by email at sales@ipsretail.co.uk or you can visit us at www.ipsretail.co.uk.



Official Distributors for The Royal Mint

Please stay safe, stay well and if you'd like to speak to us about anything or if we can help in any way, we are here.



Official Distributors for Lonely Planet

Sanjay Aggarwal (MD) & The IPS Retail team.

IPS Retail are an extremely dynamic company specialising in the marketing and distribution of a wide range of brand leading products to the UK sub post office network.

As the only dedicated wholesaler for the sub post office network in the UK, we are partnered with the NFSP as their official packaging and stationery supplier. In today's demanding retail environment, it is vitally important for subpostmasters to diversify their retail offering. To help achieve this, we have and continue to work closely with sub-postmasters across the country developing product ranges, services and opportunities for their retail environments.

We like to develop strong relationships with our sub-postmasters and their feedback is our motivation. Our loyal and growing customer base is our testimony.

"I've been buying from IPS Retail for many years and they offer a great personal service.

I have a dedicated account manager, Harneet, who is always on the end of a phone when needed – even sometimes just for a chat! IPS offer great competitive prices and are always looking at the market to offer the best prices and promotional offers which saves me doing so."

Aman Sadana

Wood Green Post Office

"IPS Retail is a very innovative business and has always been a company with great customer service and competitive prices. I have been buying from them for years and have never had an issue."

Himanshu Kotecha

Regency Cards

Packaging & Mailing



In the packaging arena, we have developed and are distributing one of the fastest growing mailing solutions ranges for retail in the UK. Our ranges are constantly updated to maximise and conform to Royal Mail size guidelines where appropriate.

We stock the extremely popular ParcelBox and ParcelBag range of mailing boxes and bags. These include boxes accredited by Royal Mail and specifically designed to fit and maximise Royal Mail 'Small Parcel' posting.

We also stock a full selection of paper envelopes in different weights and pack sizes along with a wide range of bubble padded envelopes from all the leading brands (Featherpost, Jiffy and Mail Lite).

Stationery

We carry a full range of branded stationery from all major brands and an increasing range of budget products to cover all requirements.

Our stationery ranges are selected by subpostmasters ensuring that they are the fastest selling lines found in a sub post office retail outlet.



The Royal Mint

The Royal Mint Commemorative range of coins and gifts provide an additional and popular revenue stream to your retail offering.

Renowned for their quality, the coins have an extremely loyal base of customers and collectors alike and are also an attractive purchase by tourists.

Many events occur around the country throughout the year that are commemorated by The Royal Mint. An event taking place near your retail outlet presents a fantastic opportunity to offer the relevant range to your customer. Recent examples include events such as:

- The Dinosauria Collection
- The 75th Anniversary of VE Day
- British Music Legends Queen

But it's not just the events that provide retail opportunity. The ranges also include 'everyday' lines, ideal as wedding gifts, baby and christening gifts and birthday presents.

Being a Royal Mint retailer is adding a prestigious brand to your offering and makes you stand out from your competition on the High Street.



New Opportunities

Many new and different suppliers approach us wanting to offer their products to the sub post office network.

With our team's expertise we discuss the opportunity a supplier has to offer and package up the most suitable deal and present it to the whole subpostmaster network. The aim is to offer new and innovative products and opportunities that subpostmasters may never have had the opportunity or even the thought of offering to their customers. For example, subpostmasters across the UK have done extremely well from selling Royal Mint coins, Lonely Planet guides and books and Ryder Cup memorabilia, something they would not normally have had the opportunity to do.





Member Benefits



IPS have an unparalleled loyalty scheme "IPS Rewards" which has been running since June 2019 with many members benefitting from it by spending their points on products.



Free Usables - every month we give away a FREE* monthly pack of stationery consumables for use in your post office. *Free with a single order of £60. T's & C's apply.



Price Match Promise - IPS proactively price matches all valid competitor offerings to ensure that sub-postmasters always get the best prices.



Purpose built website for sub-postmasters which is simple to use and offers order tracking, purchase history, margin calculators, purchasing profile and all the latest offers and opportunities in one place!

If you are interested in finding out more and becoming part of our growing network of Postmasters, please get in touch by telephone by email or via our website.

We look forward to speaking to you!

Contact Us



01923 639800



sales@ipsretail.co.uk



www.ipsretail.co.uk

GREAT BRITISH

CARD COMPANY (GBCC) LTD



We are here for you

Our industry is here to spread positivity throughout this time of crisis.

We have taken measures to protect our staff and are now able to process and deliver orders throughout this difficult time.

Please contact our remote working customer service team for more information or to place an order:

We have reduced our minimum carriage paid to £75 at these exceptional times.*

+44 1452 888999
sales.enquiries@greatbritishcards.co.uk
www.greatbritishcards.co.uk



Official Partners of the NFSP



- Great value reading glasses
- Excellent quality
- · High profit margin

Cardboard Counter Display 36 x 31 x 19 cm Total cost £93.60 + VAT Retail value £215.76





Rotary floor display 41 x 41 x 170cm Total cost £500.50 + VAT Retail value £1292.88



Official Partners of the NFSP





Rotary Counter Stand 41 x 41 x 71 cm Total cost £408 + VAT Retail Value £1292.88



RADYSPEX

12 pieces on clip strip Assorted costs

Wall display Fits to slat walling 23 x 97 x 14 cm Total cost £192.00 + VAT Retail Value £398.52

Please call 01963 440800 and speak to our friendly sales team for further information.

Cost of display may vary depending on styles of glasses selected.



Special Lockdown Deals Available..!



Mobile: 07973 561514 07794 398216

Email:

<u>d.antell@btinternet.com</u> markcolburn@ntlworld.com

Website:

www.face-box.co.uk

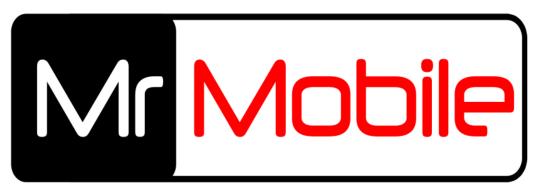
The Facebox™ ID Booth provides Passport and Driving Licence approved photographs. Photographs include the UK ID format (45mm x 35mm) and the US/India format (50mm x 50mm).

Facebox[™] offers a variety of commercial models and hassle free managed services which includes onsite maintenance for hardware issues or remote support over a mobile network for software issues.

Facebox™ is a proven 'ultra small' footfall generator with integrated mobile technology, including notes and coins as payment options.

Our booths are the ideal addition to any high volume locations such as post offices, newsagents, shopping centres, supermarkets, airports, travel stations, universities etc. Their small size and visual appeal mean that the Facebox[™] photobooth is suitable for almost any location, offering your customers easy access.

The Facebox[™] photobooths are fully compliant with the standards issued by the Identity and Passport Service, meaning our booths provide quality approved ID photographs.



Official Partners of the NFSP



Advanced accessories CDUs from £100



About Mr Mobile

Mr Mobile are a UK based team specialising in mobile phone and tablet accessory distribution.

Offering great products with small MOQs, great prices, pre-ordering and bespoke packaging.

Download the new app.

Quote NFSP10

and receive 10% off your first order!

https://mrmobile.b2b.store/

- 0161 745 2210
- sales@mrmobileuk.com

Unit 11, Westbrook Park Trafford Park Road, Trafford Park Manchester, UK, M17 1AY



Contact Us
Exe Box
Matford Park Road,
Matford,
Exeter,
Devon, EX2 8FD

Tel: 01392 824 300

Otter House are working closely with its suppliers across China and the world, to support and manage the impact of coronavirus on our colleagues and our supply chains.

For 2020 we are in a position where we hold strong stock quantities for 95% of our collection, with the only exceptions being standout designs which have proven stronger sellers than we forecasted. We are monitoring stock across our ranges regularly and actively reprinting lines where necessary.

At present all supply chains are active and lead times are reasonable, but we are making contingency plans if this situation were to change. We are working to minimise potential delays and are aiming for our range availability to remain high throughout 2020.

We will keep our customers updated with significant news on future stock delays but at this time we would encourage you to order early to ensure you have access to all the stock you need.

Please speak with your Sales Representative or our Sales Administration team for further details.

Thank you for your understanding in this uncertain time.



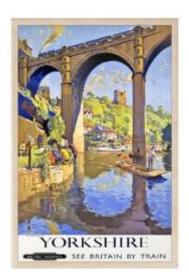
THE WOODEN POSTCARD COMPANY

Official Partners of the NFSP









THE WOODEN POSTCARD COMPA

Best-selling wooden postcards

YOUR CUSTOMERS LOVE OUR COLLECTION SOLD IN SUPPORT OF THE NHS APPEAL COVIDED













Sold -out in two days, please send more...' Simon, Bailgate P.O.

22% OFF FOR nfsp MEMBERS PRICE/UNIT £1.65 £1.28 - RRP £2.95 - Cards come in 6s -

NFSP 108 ASSORTED CARDS £165.88 +vat includes



STARTER PACKS 'The cards are really great! ...people love them.



NFSP PORTAIT TILL BOX 72 ASSORTED CARDS £110.59+vat includes wooden display box

The fact that they go with 1st class stamp is wonderful' Nicola, Blandford Forum P.O.

Better call Guy: T.07821 628 371 - email: guy@thewoodenpostcardcompany.com WWW.THEWOODENPOSTCARDCOMPANY.COM

THE WOODEN POSTCARD COMPANY

Official Partners of the NFSP

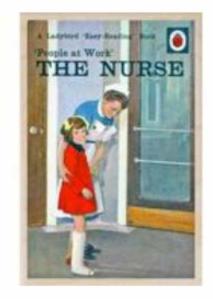


PERSONALISED WOODEN POSTCARD

Sustainable wood, 15x10cm Write with a biro and pop in the post.

Dispatched in 3/4 working days Printed by hand in the UK. We only use sustainable wood





THE NURSE £1.28



FLORENCE NIGHTINGALE £1.28

WE DONATE 25% OF SALES FROM THE 'CARDS FOR NOW' COLLECTION TO THE NHS URGENT APPEAL

To find out more about these great wooden cards or to order, call the NFSP on 01273-452324 (Option 3) for retail help.

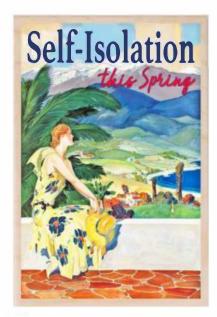
THE WOODEN POSTCARD COMPANY

Official Partners of the NFSP



FREE UK DELIVERIES FOR ORDERS OF £12 OR OVER

WE DONATE 25% OF SALES FROM THE 'CARDS FOR NOW' COLLECTION TO THE NHS URGENT APPEAL



SELF-ISOLATION £1.28



DO YOU NEED ANYTHING £1.28



STAY AT HOME £1.28



HOME DELIVERIES £1.28

BLUEBELL 33

WONDERFULLY BRITISH





We are open for business and continue to distribute from our warehouse. Please get in touch if you need stock







BLUEBELL 33

Launched in 2003 Bluebell 33 is a 'Wonderfully British' design business born & being raised in Great Britain.

To find out more about these or to place an order, call the NFSP on 01273 452324 (Option 3) for retail help.



Original Poster Company

Official Partners of the NFSP



The Original Poster Company is still open and the warehouse continues to despatch orders. If you need to order, continue to do so. We are also available for new accounts.

Call us now!



Telephone

+44 (0) 1932 267 300

Fax

+44 (0) 1932 267 333

Email

mail@originalposter.com **Address**

The Original Poster Company

Ltd

Paramount House

Delta Way

Thorpe Industrial Park

Egham

Surrey

TW20 8RX









LOOKING TO SAVE MONEY ON YOUR OPERATIONAL COSTS?

The NFSP has partners who can save you money on insurance and utility costs.

We also are able to provide help with landlord, lease, rent and property issues, all of which could save money and improve your profitability.

A 1ST CLASS ENERGY SERVICE



OUR MISSION

Call us crazy but we believe the business energy market should work for businesses, not just suppliers. That's why we've made it our mission to stamp out inflated and inflexible tariffs which hurt our high street.

HOW DO WE DO IT?

We've developed a strong partnership with the National Federation of SubPostmasters to help their members compare prices and switch their electricity & gas with a brand they can trust.

WHAT WE DELIVER...

Five-star rating on Trustpilot from 8.000+ reviews



200,577 switches across the UK, saving customers over £79.8 million

Over ten years experience

A dedicated account manager,

who will complete all the necessary paperwork on your behalf and liaise between yourself & the supplier

If Love Energy Savings can't beat or match the rates provided by your business's existing energy supplier in its initial renewal letter, we'll give you £1,000 (subject to T&Cs).

Now THAT's confidence!



Love Energy Savings are recommended byThe National Federation of SubPostmasters

020 3903 9660 www.nfsp.org.uk

DON'T MISS OUT!

Britain's network of Post Offices could be sitting on millions of pounds in untapped energy savings, according to one business owner.

Stuart Rogers, a council member for the National Federation of SubPostmasters (NFSP), is urging SubPostmasters to explore their energy options in a bid to boost their bottom line.

Mr Rogers, 51, runs a Post Office in Ashburton; a small town in Devon. He recently saved £400 on his energy bills by renegotiating his tariff through Love Energy Savings. Mr Rogers is confident that his experience isn't unique and could be replicated at countless other Post Office branches across the UK - some 11,600 of them - equating to potential savings of around £4.6m for the network as a whole. He said "I'd encourage my colleagues in the NFSP to take a closer look at their energy contracts. After all, every pound you save goes back into your bottom line." Mr Rogers turned to Love Energy Savings when his five-year contract with Opus came to an end. He's now signed a cheaper three-year deal with the same provider. The Ashburton Post Office is a shining example of how today's branches can adapt and modernise to stay relevant.





Insurance cover



Confidence in your cover and what it costs.

- Our insurance solutions for small and medium businesses are based on the service we offer to our largest commercial clients.
- We start with you and your business, to find out what risks you face and what you need to protect.
- Then we design a bespoke insurance programme, negotiating on your behalf to secure the most competitive premium from across the insurance market.
- This thorough approach is supported throughout by clear documentation and a dedicated insurance professional.
- Saving you time and money and ensuring your business has the protection it needs.

For an initial discussion on how we can improve your insurance protection, call us now on 01244 566206; or email chester@ukglobalgroup.co.uk



Free confidential advice for NFSP members - available now from Commercial Plus

- Do you need help with your finances?
- Rental or property related issues?
- © Questions about the coronavirus business support measures?

Call 01273 452324 (option 2)

Commercial Plus with 30 years of experience

Making a difference and finding solutions in virtually every case



Health Insurance for Business



Available to NFSP members through our partners at





SERVICE PARTNERS









Health Insurance

24/7 GP Access

Health Checks

Stress Support

Health Insurance for Business

Think you can't afford health insurance?

Think again...



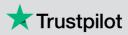
A new type of health insurance plan for businesses just like yours.

Get started from only £7

per person per month



Just the product we had been looking for for our employees for years. We have already had to make claims and found the whole process and service great.





Great product that I have used, can't recommend this enough.



A straightforward healthcare solution. Equipsme is a complete contrast to the traditional model and is a straightforward solution with competitive prices.

Partnered with the best











Choose your health insurance plan

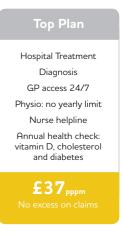
All prices are per person per month (pppm) and include all applicable taxes.

GP access 24/7 Physio: up to 3 sessions a year Nurse helpline Online health questionnaire



Hospital Treatment Diagnosis GP access 24/7 Physio: up to 8 sessions a year Nurse helpline Annual health check: vitamin D and cholesterol £29 pppm £150 excess on diagnosis and treatment

Add Treatment





What's different about our plans?

- You choose a mixture of plans to suit your business and budget for two or more employees.
- The price of the plan is the same for all ages 16-69 years and all applicable taxes are included.
- Employees can upgrade and add family if they want to pay separately.
- There are no medical questions. Pre-existing conditions in the three years before the plan starts are excluded.
- When it comes to cancer, fast diagnosis is the key to getting the treatment you need quickly, so cancer diagnosis is covered on all plans starting from £17 pppm. Once cancer is diagnosed, we will support and quide you back into the NHS for treatment.
- Stress support at £1.50 pppm and Dental & Optical at £7.50 pppm are options available to businesses to add across the plan.

Investing in a health insurance plan for your employees can help you to build a happier, healthier, more engaged workforce.

For more information please speak to your insurance broker



Our partners offer NFSP members great deals

Coronavirus update

The majority of our retail partners are currently still open for business. Response times may be a little longer

PACKAGING AND STATIONERY

IPS Retail 01923 639800 www.ipsretail.co.uk sales@ipsretail.co.uk



INSURANCE, BUSINESS SERVICES, UTILITIES

UKGLOBAL

UKGlobal Chester Ltd

07881 338229 www.ukglobalgroup.co.uk steve.jones@ukglobalgroup.co.uk



1st Waste Management

01202 393001 www.1stwaste.co.uk d.fudge@1stwaste.co.uk



Love Energy Savings

020 39039660

www.loveenergysavings.com

BUSINESS TRANSFER



Humberstones

0800 731 8340

www.humberstones.co.uk jp@humberstones.co.uk

EYEWEAR



Readyspex

02476 326198

www.readyspex.co.uk lisa@emeliaaccessories.co.uk

GREETING CARDS



Bluebell 33

01932 506406 www.bluebell33.com info@bluebell33.com



Cherry Orchard Publishing

01684 295500

www.cherryorchardpublishing.co.uk info@cherryorchardpublishing.co.uk Temporarily closed



Davora Limited

0161 6410655 www.davora.co.uk rajeev@davora.co.uk



Otter House Limited

01392 824300

www.otterhouse.co.uk sales@otterhouse.co.uk

GREAT BRITISH

The Great British Card Company

01452 888915

www.greatbritishcards.co.uk sales.enquiries@ greatbritishcards.co.uk



The Original Poster Company

01932 267300

www.originalposter.com sales@originalposter.com



The Wooden Postcard Company

07821 628371

www.thewoodenpostcard company.com info@thewoodenpostcard company.com

FOOD AND DRINK-TO-GO



SnowShock Limited

0330 0536132

www.snowshock.com sales@snowshock.co.uk

MISCELLANEOUS



Acorn Stairlifts

0800 0739850

www.acorn-partner.co.uk csmith@acornstairlifts.com

Unique Calendar Company

Unique Calendar Company

01935 823241

www.unique-calendar.co.uk mike.ucc@btinternet.com

MOBILE AND TECH ACCESSORIES



Mr Mobile

0161 7452210 / 0845 3400060 https://mrmobile.b2b.store/ sales@mrmobileuk.com

PHOTOGRAPHY AND PHOTOBOOTHS



DLK Photo

02890 774455 www.dlkphoto.co.uk kevin@dlkphoto.co.uk



Facebox

07973 561514 www.face-box.co.uk d.antell@btinternet.com

TRANSPORT



Affinity Vehicle Leasing

0800 0607070

www.affinityvehicleleasing.com info@affinityvehicleleasing.com



LIFE AFTER LOCKDOWN

The current movement restrictions can be very stressful, but it's important to remember that this situation will not last forever. When we come out the other side, make sure you're ready with a viable retail offer

Here are our eight top tips to help you prepare for the lifting of lockdown:

1 NFSP RETAIL PARTNERS

If your current suppliers are unable to process your orders, contact the NFSP's retail partners for great products at competitive prices. We can help with all retail categories: greeting cards, stationery and packaging, mobile phone accessories, insurance, and much more. See page 31 for a full list of our partners.

NEW PRODUCTS?

Now is a good opportunity to reflect on your current retail offer. Are there any items that haven't been performing well – even before the lockdown? Do you need to rethink what you stock?

7 COMMUNITY ENGAGEMENT

Find new ways to interact with your community. Try organising coffee mornings, cake sales, and fun runs. This will help you to build strong relationships and retain customer loyalty.

2 TAKE STOCK

Check your current stock levels and make sure you have a good idea of how much you will need when the crisis is over.

With a plan in place, you'll have a much better chance of maximising your sales.

5 WINDOW DISPLAYS

Why not do something different with your window displays?

Once the customers start coming back, they will notice the changes.

Get creative and grab their attention!

NFSP WHATSAPP GROUPS

Get in touch with your NFSP colleagues to find out what other subpostmasters are doing. Our WhatsApp groups are sharing lots of useful advice. To join yours, contact communications@nfsp.org.uk

We're here to help. If you're having any difficulties obtaining retail stock or would like help with maximising your sales after lockdown, call the NFSP RETAIL HELPLINE on 01273 452324 (option 3) or email retail@nfsp.org.uk

3 SOCIAL MEDIA

With Facebook, you can promote any new ranges and categories, remind your customers that you are there for them, and even attract some new ones. For help setting up a Facebook account, get in touch at communications@nfsp.org.uk

6 SPRING CLEANING

Use this time to give your store a spring clean, tidy those areas you always wanted to, and clean down your shopfront.



NEED HELP WITH YOUR RETAIL?

The NFSP offers free advice, help and support to subpostmasters to improve your business and help drive sales.

Get in touch on 01273 452324 or at retail@nfsp.org.uk

Help with your store

- ➤ Store layout
- ► Merchandising plans
- Product support and advice
- ► Shop fitting
- Fixtures and fittings

Benefits

- Free consultations
- Access to NFSP preferred suppliers
- Opportunity to improve sales and increase profit

Product help

- ► Greeting cards
- Packaging
- Stationery
- Gift ranges
- ► Mobile phone accessories

ADDITIONAL SUPPORT

Commercial Plus. Free advice from our business partner Commercial Plus on the leasing/mortgaging of property, commercial and business asset contracts, and commercial finance.

Buy a Post Office service. Tailored support throughout the process of purchasing a post office – including: one-to-one expert advice, help preparing your business plan, interview preparation.

Selling your post office. Free advice and support with preparing your business for a successful sale.