

## “Opening Up Summer 2021”



Firstly, we at IPS Retail would like to say thank you to all subpostmasters for supporting your local communities. When they said that Post Offices were Essential retailers, in our eyes, you really were essential to keeping your communities going, not just from a supply point of view, but also from being that familiar friendly face in times of trouble and anguish for many.

So looking back, what a turbulent few months it has been in the industry... Brexit, Covid, Supply Chain, Stock Availability AND the ever changing weather. This has to have been the toughest 6 months we have all ever had to face.

As you may know, the UK imports a lot of goods, and stationery is no exception. Within a few weeks, we saw raw material and freight prices shoot up with some doubling and even tripling. Then manufacturing dried up as Covid took its hold on every country with factories having to shut at short notice and lockdowns being immediately enforced by Governments. This all impacted the supply chain into the UK.

I know that our buying team was working tirelessly to ensure continuity of supply into the UK and whilst we may have struggled on some lines, I am happy to report that we managed to keep a consistent flow of many of our products. One range that has grown in popularity and experienced higher demand than projected is our premium plastic mailing bags (product code: PBL). The range ran out much quicker than forecasted and it didn't help that this was at the worst possible time for replenishing stock. However, we now have large supplies on their way and we should be back in stock in the next few weeks. All our other packaging and mailing lines are already fully available.

The main difference you will notice in this catalogue is that we have just printed RRP's. This is because as prices are continuing to change very quickly and sometimes without notice, a "YOU PAY" price may become invalid within a couple of weeks. The latest prices though are always available through our website and I urge you to sign up for an account online where you can see these at any time. If you would prefer to speak to us, my team and myself are of course here.

Visit our website at [ipsretail.co.uk](https://www.ipsretail.co.uk)

We continue to add more products including recently launching our own range of labels under the brand "ParcelLabel" and offering more products from our partner suppliers including Ultratape and Pukka. But remember that this catalogue is just a limited selection of our full stock listing, which you will find online 24/7 through your account.

It has been great to see that our initiative "Freeusables", to help subpostmasters with free stationery consumables, has been such a hit all around the country. The plan now is to develop/ change it to even better support subpostmasters. Finding out about and launching this initiative is a perfect example of what we are about and it is something we have taken great pride in offering Free of Charge as a benefit to all our account holders. If you have any other ideas or thoughts on how we can help better support you, please let us know.

So as we go into Summer, I believe that the only way now is "UP" and everyone here at IPS will be working hard to support you and continue to help you grow.

**Please continue to stay safe and look after yourselves.**

**Harneet Caur**

Head of Sales, IPS Retail