

THE  
**PORTWEST**®  
ADVANTAGE

THE FUTURE OF  
**WORKWEAR**  
IS HERE »





OVER 100 YEARS' EXPERIENCE  
IN EVERY STITCH



## Local Draper to Global Manufacturer

Charles Hughes, son of a small farmer on the wild Atlantic coast, was determined to have the best workwear and footwear when he founded his business in 1904. Over 100 years later his core principles of exceptional design, quality, value and service still apply today.

### Family Owned

Portwest is a family owned business and continues to be managed by the 3rd and 4th generations of the Hughes family.

**1904**

Charles Hughes opens his first footwear and drapery shop in Ireland



**1945**

First factory commences production in Ireland



**1980**

Portwest enters the UK Market



**1984**

The Portwest brand is registered as a Trademark



**1988**

Commence production in the UK



**2003**

Sales expand into the European market.  
New 10,000m<sup>2</sup> UK warehouse



**2007**

First European warehouse opens in Poland



**2012**

Opening of the first Portwest factory in Bangladesh



**2014**

New distribution centres open in the UAE and USA



**2017**

Portwest enters the Australian market following the acquisition of Prime Mover Ltd



**2018**

Two new factories commence production in Bangladesh and Myanmar



**2018**

Portwest acquires the Huski Explorer brand



**2019**

Portwest expands the Polish warehouse to over 14,000m<sup>2</sup> - 6 global warehouses



**2020**

New factory in Ethiopia



# ABOUT PORTWEST®

With over 100 years of experience and a heritage of quality, value and service, Portwest is firmly established as a world leader in the design and manufacture of stylish, comfortable, high-quality workwear and PPE that meets multiple recognised international standards.

Portwest listen carefully to their customers and continuously improve ranges by developing new materials and innovative features in their products. Their extensive and unique collection of workwear, safety footwear, work gloves and PPE protects people all over the world in diverse industries such as oil & gas, welding, mining, agriculture, transport, chemical, construction, warehousing, manufacturing and many more. Portwest is a specialist in hazard protection including flame, electric arc, chemical, molten metal, heat, cold, visibility, rain and ESD.

Portwest offer global distribution from bases in UK, Ireland, Poland, UAE, Australia and USA; manufacturing facilities in Bangladesh, Myanmar, China and now Ethiopia, as well as customer support staff in many countries. The company is uniquely placed to deliver the quality improvements and cost reductions at every stage of production and distribution, that their customers have come to expect.

Portwest has a large team of award winning product design specialists in flame resistance, high visibility, workwear, protective footwear, hand protection and PPE.

The company strives to develop new products that meet the changing needs of workers in many industries throughout the world. Portwest only sell to resellers and distributors. Their aim is to be a single source for safety for all customers and guarantee the "Portwest Product Promise" of better quality, service and value.



 6 Global  
Warehouses  
 6 Regional Sales  
Offices

 Portwest  
Production  
Facilities



# PORTWEST® ONE STOP SHOP FOR SAFETY

## ADVANTAGE

### Portwest has the solution for all safety needs

The Portwest catalogue features over 1350 innovative styles that include; flame-resistant garments, high-visibility garments, workwear, gloves, footwear, PPE, hazard protective clothing, rainwear and chefswear.

- ✓ **Single Source for Safety - No Need for Multiple Suppliers**
- ✓ **1350+ Styles across 23 Ranges**
- ✓ **Custom Design Service**

### Market Leading Ranges:

-  **240+ HIGH-VISIBILITY STYLES**

---

-  **120+ FLAME-RESISTANT STYLES**

---

-  **175+ HAND-PROTECTION STYLES**

---

-  **140+ WORKWEAR STYLES**

---

-  **105+ RAINWEAR STYLES**

---

-  **170+ PPE STYLES**

---

-  **140+ FOOTWEAR STYLES**



# PORTWEST® ONLY SELL TO RESELLERS

## ADVANTAGE

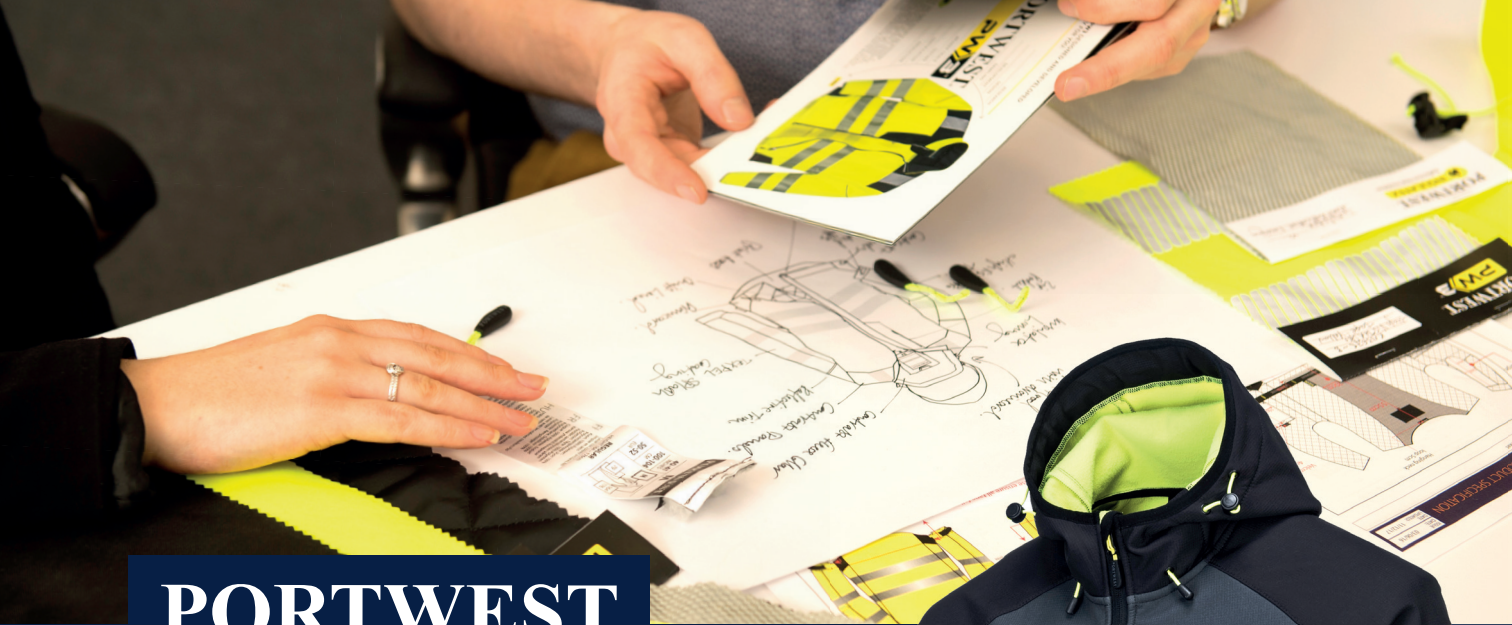
### Portwest do not compete with customers

Portwest only sell to local safety and industrial distributors and national retailers. Customers can be assured that they will never have to compete directly with Portwest in their own market place.

#### Portwest Provides:

- ✓ Sales Support
- ✓ Marketing Support
- ✓ E-commerce Support





# PORTWEST® DESIGN AND DEVELOPMENT

## ADVANTAGE

**35 in-house, award winning designers and product managers producing cutting-edge designs and innovation**

Taking feedback from customers and combining it with research from the Portwest Development Team is the first step in the creation of a new Portwest product. Portwest listen to the needs of its customers and develop products with the technical performance required to meet industry demands and pass international safety standards.

- ✓ Cutting-Edge Designs and Innovation
- ✓ Deep Industry Knowledge
- ✓ 100 New Products Launched Annually



DX474

## New Collections:





**WX3**

**PW3**

**DX4**

# PORTWEST® ALWAYS INNOVATING

## ADVANTAGE

### Keep up-to-date with the latest trends & technologies

Whether through new product launches or improved service, Portwest is always innovating. The latest Portwest catalogue introduced over 200 innovative new products. With contemporary designs in every range, customers can be assured that Portwest will give them the latest trends and technologies.

- ✓ Innovative Fabrics
- ✓ Wearable Technology
- ✓ Award-Winning Designs
- ✓ New Fabric Finishes and Coatings

**PORTWEST®**  
INTELLIGENT WORKWEAR™

**LONE WORKER  
SAFETY DEVICE**

THE FIRST OF ITS KIND IN SAFETY

**PB10**  
GPS LOCATOR V1



# PORTWEST<sup>®</sup>

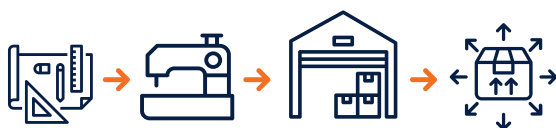
## STATE OF THE ART MANUFACTURING

### ADVANTAGE

## Portwest controls every stage of the production process

Portwest directly control the production process at all stages. Fabrics are exclusively developed and all components are carefully selected and rigorously tested. Using high-technology production systems, Portwest deliver consistent quality and impressive lead times.

- ✓ **Guaranteed Quality**
- ✓ **CSR/Ethical Production**
- ✓ **Vertical Manufacturing**



Portwest Design, Make, Store and Ship



A726

AF53



# PORTWEST®

# ETHICAL PRODUCTION

## ADVANTAGE

## Portwest employee well-being

Portwest invest in independent monitoring to guarantee best practice. By choosing to work with Portwest, customers are guaranteed that all products are being produced in a factory promoting safe, lawful, humane, and ethical manufacturing. All Portwest production facilities are continuously monitored, quality-vetted and audited as part of their commitment to ethical and responsible working practices.

- ✓ 4 x Fully Owned Factories
- ✓ 2 x Bangladesh
- ✓ 1 x Myanmar
- ✓ 1 x Ethiopia (2020)
- ✓ Over 3200 People Employed



## WRAP

Portwest's production facilities are certified to the WRAP Gold Standard. WRAP is the world's largest, independent, factory-based compliance programme for responsible production in the sewn product sector.



# PORTWEST® INDEPENDENT TESTING AND COMPLIANCE



## ADVANTAGE

**Portwest can assure customers that all products comply to their relevant standards**

A certificate from a test house guarantees that the garment or fabric sent to the test house has attained a standard. It is not a guarantee that bulk production meets the standard. Portwest Quality Specialists check every roll of fabric and every batch of components used in their technical products. Customers can be assured Portwest products comply every time they make a purchase.

### 872 CE-Certified Products



**231+ HIGH-VISIBILITY PRODUCTS**  
CE CERTIFIED



**155+ HAND-PROTECTION PRODUCTS**  
CE CERTIFIED



**119+ FLAME-RESISTANT PRODUCTS**  
CE CERTIFIED



**144+ PPE PRODUCTS**  
CE CERTIFIED



**121+ FOOTWEAR PRODUCTS**  
CE CERTIFIED



**MANY MORE PRODUCTS CERTIFIED TO USA AND AUSTRALIAN STANDARDS**

Member of:







# PORTWEST® PROFESSIONAL GLOBAL SALES TEAM

## ADVANTAGE

### Portwest has over 170 salespeople based in 50+ countries

Portwest has over 170 sales managers based in 50+ countries, fully supported by their telesales team in six global locations. Customers can have confidence in Portwest's dedicated local sales teams to deliver a personalised one to one service.



### Portwest Sales Managers Provide:

- ✓ Technical Product Training and Advice
- ✓ New Product Demonstrations
- ✓ End-user Technical Support
- ✓ Merchandising Support
- ✓ Local and International Market Knowledge

24/7/365

PORTWEST®

# CUSTOMER WEB PORTAL

ADVANTAGE

## Fast, reliable service - anytime, anywhere

Portwest's password protected B2B website allows customers to check stock, place orders, monitor their account and receive order confirmations within minutes.

- ✓ Check Stock with Real-Time Inventory
- ✓ Faster Ordering - Bypass the Sales Office
- ✓ Manage Account Online
- ✓ Download Marketing Material





NEW POLAND  
WAREHOUSE

# PORTWEST® GLOBAL WAREHOUSING

## ADVANTAGE

**Portwest is committed to giving customers what they want, when they want it, where they want it**

Portwest has six fully stocked warehouses worldwide in UK, Ireland, Poland, USA, Australia and UAE.

- ✓ **96% Line Fill Rate**
- ✓ **Same-Day Dispatch**
- ✓ **6 Fully-Stocked Warehouses Globally**





**PORTWEST**

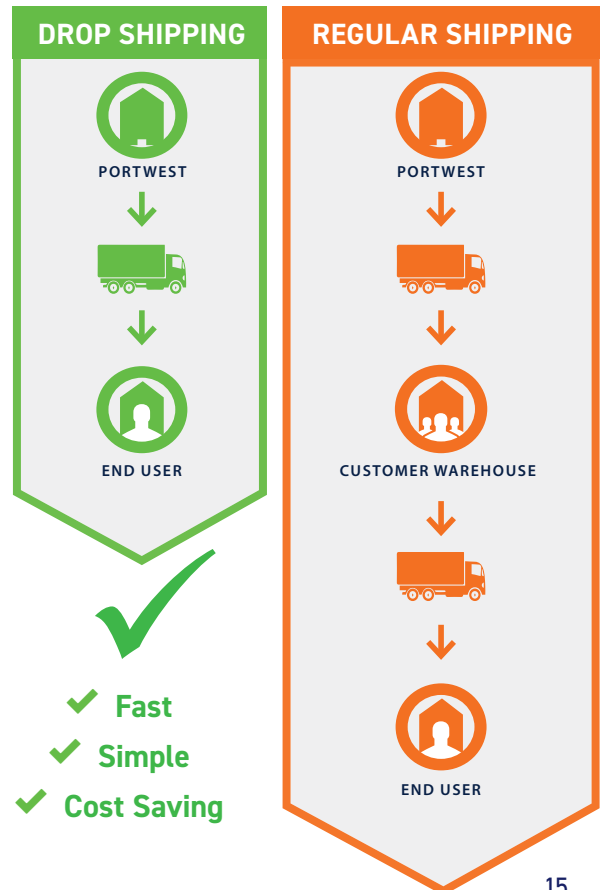
# DROP SHIPPING

## ADVANTAGE

### From Portwest's warehouse direct to end users

Customers can save time and costs by shipping orders direct to their customers from the Portwest warehouse using their packing sheet at no extra cost. This service saves customers shipping, warehousing and administration costs. Customers can simply place their drop ship orders via [www.portwest.com](http://www.portwest.com).

- ✓ Saves Shipping, Warehouse and Administration Costs
- ✓ Faster Delivery to the End User
- ✓ Customer Packing Sheet
- ✓ No Extra Cost





**PORTWEST®**

# 680+ PAGE INDUSTRY CATALOGUE

## ADVANTAGE

Portwest has an industry leading, 680+ page catalogue, featuring 1350+ products across 23 ranges

Available in 28 languages, the Portwest catalogue is a valuable sales aid for customers and buyers alike.



### Catalogue Overprint Service

Portwest offers an overprint service which allows customers to replace the Portwest catalogue cover with their own personalised company cover.

#### Overprint Options:

- Portwest branded catalogue covers
- Pre-designed templates suitable for use with customers own logo and taglines
- Generic/non-branded cover options
- Customers can submit their own bespoke cover artwork

- ✓ Personalised Catalogue Cover
- ✓ Over 50% of Cost is Subsidised by Portwest
- ✓ Professional Catalogue Translated in Local Languages
- ✓ Completely Hassle Free - Delivered Direct to Customers



TX33



# PORTWEST®

# SUSTAINABILITY AND ENVIRONMENTAL PLAN

## ADVANTAGE

### Portwest is actively contributing to a cleaner environment

Portwest takes its commitment and responsibility towards the environment very seriously. Portwest has an ever evolving plan in place that will deliver continued improvements and efficiencies that will help lower their carbon footprint and environmental impact. Portwest advocates a sustainable policy of **Reduce, Reuse and Recycle.**

#### RECYCLED POLYESTER

Where possible, Portwest use recycled polyester in many garments. Recycled polyester is made by melting down PET bottles and spinning them into fibres. This process requires 35% less energy. Portwest does all of this without compromising on fabric quality.

#### The use of recycled polyester ensures:

- Decreased dependence on petroleum as a raw material
- Reduced air, water and soil contamination
- Reduced waste and landfill



TYPICALLY IT TAKES  
**20**  
PET BOTTLES  
TO MAKE ONE JACKET



#### ENVIRONMENT

- Expanding managed woodland on Portwest's 300ha parkland in their aim for carbon neutrality
- ISO14001 certification in the UK warehouse
- Annual participation in WWF's Earth Hour
- Fully WEEE & Battery Directive 2013 compliant



#### RECYCLE

- 80% of all packing boxes and packaging is recyclable
- Portwest catalogues are printed on FSC certified paper from sustainable managed woodlands.



#### MANUFACTURING & TRANSPORT

- Portwest factories are WRAP accredited - (Worldwide Responsible Accredited Production)
- Sea shipping of goods is the preferred mode of transport



#### PRODUCTS

- Portwest ranges include many garments made from recycled polyester
- Working towards increased use of organic cotton
- Fabrics and materials sourced from REACH compliant partners



# PORTWEST® AWARD WINNING COMPANY



**EY Entrepreneur  
Of The Year™ 2017**



**Deloitte.**



**EXPORTER OF THE YEAR AND  
OVERALL WINNER OF EXPORTER OF  
THE YEAR 2018 - EXPORT INDUSTRY  
AWARDS**

**IRISH BUSINESS AND FINANCE  
ELEVATION AWARD 2018**

**BEST 1000 COMPANIES TO INSPIRE  
EUROPE LONDON STOCK EXCHANGE  
GROUP 2018**

**EY ENTREPRENEUR OF THE YEAR  
INTERNATIONAL AND OVERALL  
WINNER 2017**  
RECOGNISING PORTWEST DIRECTORS AS BEING  
HIGH-GROWTH ENTREPRENEURS

**DELOITTE BEST MANAGED COMPANY -  
2016, 2017, 2018 & 2019**  
RECOGNISED PORTWEST FOR OPERATING AT THE  
HIGHEST LEVELS OF BUSINESS

**THE PROFESSIONAL CLOTHING AWARDS 2017**

- BEST FABRIC AND FIBRE INNOVATION AWARD HIGHLY COMMENDED 2017
- BEST CATALOGUE AWARD HIGHLY COMMENDED 2017

**BSiF SAFETY AWARDS**

- CUSTOMER SERVICE AWARD COMMENDED 2017
- PRODUCT INNOVATION WINNER 2016
- CUSTOMER SERVICE WINNER 2016

**IBEC KEEPWELL MARK 2019**  
RECOGNISED PORTWEST'S WORKPLACE WELLBEING PROGRAMME



# PORTWEST®

## GLOBAL CONTACTS

### HEAD OFFICE IRELAND

Sales Office & Warehouse:  
Portwest UC  
Westport Business &  
Technology Park  
Castlebar Road  
Westport  
Co. Mayo  
F28 FY88, Ireland

**Tel:** +353 (0) 98 26411  
**Fax:** +353 (0) 98 27135  
**Email:** [info@portwest.com](mailto:info@portwest.com)

**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](mailto:info@portwest.com)

**POLAND Sales Office**  
& Warehouse:  
Portwest Polska Sp. Z o.o.  
Alliance Silesia Logistics  
Center  
Hala nr 7  
ul. Wiejska 49,  
41-250 Czeladź  
Poland

**Tel:** +48 32 353 0053  
**Fax:** +48 32 763 95 32  
**Email:** [biuro@portwest.pl](mailto:biuro@portwest.pl)

**MIDDLE EAST Sales Office**  
& Warehouse:  
Portwest Middle East FZE  
T5- 113 & 114  
Sharjah Airport International  
Free Zone  
P.O.Box 122014  
Sharjah  
United Arab Emirates

**Tel:** +971 6 5527765  
**Fax:** +971 6 5527764  
**Email:** [orders@portwest.ae](mailto:orders@portwest.ae)

**USA Sales Office**  
& Warehouse:  
Portwest LLC  
1272 Omega Parkway  
Shepherdsville  
Kentucky  
40165  
USA

**Toll Free:** +1 844 992 0111  
**Tel:** +1 502 921 0111  
**Fax:** +1 502 921 0555  
**Email:** [info@portwest.us](mailto:info@portwest.us)

**AUSTRALIA & NEW ZEALAND**  
Sales Office & Warehouse:  
Portwest Pacific Pty Ltd.  
48-54 Burns Road  
Altona  
VIC 3018  
Australia

**AU Tel:** +61 1300 088 966  
**AU Fax:** +64 1300 901 088  
**NZ Tel:** +64 0800 880 208  
**Email:**  
[sales@portwest.com.au](mailto:sales@portwest.com.au)

**FRANCE Sales Team**  
**Tel:** +33 967 39 82 88  
**Email:** [info@portwest.fr](mailto:info@portwest.fr)

**GERMANY Sales Team**  
**Tel:** +49 211 240 9049  
**Email:** [info@portwest.de](mailto:info@portwest.de)

**GREECE Sales Team**  
**Tel:** +30 2111 989 342  
**Email:** [info@portwest.gr](mailto:info@portwest.gr)

**SPAIN Sales Team**  
**Tel:** +34 911 988 430  
**email:** [pedidos@portwest.es](mailto:pedidos@portwest.es)

**PORTUGAL Sales Team**  
**Tel:** +351 308 813 627  
**Email:** [encomendas@portwest.pt](mailto:encomendas@portwest.pt)

**For all other countries contact:**  
**Tel:** +44 (0) 1709 894 575  
**Email:** [info@portwest.com](mailto:info@portwest.com)



THE WORLD'S  
**FASTEST GROWING**  
 WORKWEAR COMPANY



**6 GLOBAL WAREHOUSES**

- UK • IRELAND • POLAND • USA
- AUSTRALIA • UAE