

professional clothing directore

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hunter

This is work smart wear.

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Hunter Going for Growth

Hunter Apparel Solutions Limited (Hunter) is seeking new opportunities in the UK and beyond. Having grown their team in 2017 in anticipation of growth opportunities, they are surely one of the "One to Watch Companies" in the UK.

Hunter is energetically led by CEO **Simon Hunter** FloD, CDir who explained, "Over the years Hunter has shown award winning excellence in IT, Technology Development, Managed Service, Design, and Business Management. Additionally, Hunter has supplied internationally to blue chip organisations, despite still not being widely known in the UK.

We want to change this as part of our Mission 2020 strategy to become the leading "go to" supplier for clients who genuinely value world class technology-led managed service and design excellence."

2018 has been an exciting year for all the staff at Hunter. This year in particular has seen growth in the company's export related business. Hunter is now exporting goods throughout the EU and into non-EU Eastern European countries, as well as to some new parts of Africa. Recently, it even secured substantial orders of highly specialist technical garments for Afghanistan.

Contract Extensions and Market Leadership:

Earlier this year, Hunter was delighted to secure contract extensions and contract awards with key customers such as UK Border Force, Immigration Enforcement, Virgin West Coast Trains and several UK fire services.

Hunter had previously supplied UK Border Force for 4 years, and was especially delighted to win this business back as it had been a transformatory contract for the business.

Hunter Director, **Jeff Hunter** commented, "Our first roll out for UKBF saw us deliver over 250,000 items to 117 UK addresses in record time, save the Home Office over £2 million and drive the standards of quality and service upwards dramatically for their 12,600 staff. UKBF really saw our superior website offering as something which saved them time and money through every interaction".

The extension from Virgin comes on the back of a highly successful initial roll out, which saw Hunter deliver 3,500+ person packs to 3,500+ home addresses using Hunters unique

award winning HunterPAC® managed service technology system.

Timothy Matthew, Uniform Delivery Manager at Virgin Trains stated,

"HunterPAC® is a game changer for us. We have found HunterPAC® an invaluable tool in all stages of delivering our staff uniform."



Pictured above, Virgin Trains staff showcasing their new uniforms, which were recently rolled out by Hunter

Over the last few years, Hunter has continued to strengthen its market leadership in various fire brigade sectors. They are the market leader in the provision of fire service PPE products and their care and maintenance in the Republic of Ireland. In the UK Hunter is the market leader in fire service uniform with clients including London Fire Brigade, the North East region, the North West region, Northern Ireland and many other fire services across England.

Best IT Innovation and Website:

In 2017 Hunter's managed service technology system won 'Best IT Innovation and Website', in recognition of the unique and proprietary nature of the Hunter software technology, and in recognition of how much it is valued by Hunter's existing client base. Clients who nominated Hunter included the Home Office, Dublin Fire Brigade, and Virgin Trains. This has become a real source of differentiation for Hunter.

CFO **Roisin Hunter** commented, "It's all about providing the best value by reducing the cost of every interaction with our clients".

Global Board of Directors:

Just last month, Hunter CEO Simon was honoured to be invited to join the Professional



Clothing Industry Association Worldwide by PCIAW Chair, **John Miln**, who explained,

"Your role on the inaugural Board secures your place in history as a Founding Member of the first trade body for the professional clothing industry, and offers you an opportunity to leave your legacy on the industry too."

Investment in the UK:

Hunter investment has been rigorous in recent times, particularly within the product and software development side of the business; the company has been investing in new machinery as well as training and recruitment in this area. Hunter has now built up a very talented R&D department with highly skilled and experienced staff and this has allowed us to diversify our product capability within this unit radically in recent times. The goal here is clear: there will be no product Hunter can't make.

At Hunters R&D centre they are currently developing products on a constant and on-going basis. New developments include products to be used in highly technical PPE sectors, such as anti-arc products and products related to contamination prevention such as particulate blocking fire hoods. While Hunter grew organically by just over 20% in 2017 and is forecast to grow by approximately 25% this year, the belief in its new products to drive further growth between now and 2020 is strong.

Simon Hunter, CEO, added,

"We are strongly focused on our Mission 2020, we have recruited for growth in 2017, as well as developed a range of new products and services. So, we are seeking more opportunity to grow through the increased use of sophisticated design and technology led managed service on a global basis."

