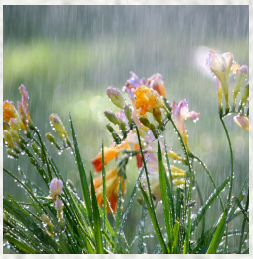
Bi Monthly Newsletter

Norfolk industries for Disabled People 17/05/2023 Edition 27

SUMMER



10-year Anniversary celebrations, new customers, more new products and updates.

Quote of the Month

"Worry never robs tomorrow of its sorrow, it only saps today of its strength." ~ A J Cronin ~

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The following lyrics have been taken from which song title – **"Right now, I'm in a state of mind, I wanna be in like all the time, Ain't got no tears left to cry, So I'm pickin it up, pickin it up"** See answer at bottom of newsletter.

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Answer at bottom of the last page…

2 new products

Since gaining 2 new wholesaler contracts earlier this year, we have also been asked for 3 new products.

Two of these are now in production –

- Compressed bales (Strips)
- Cloth Bedding

both in the Norfolk Industries branding.

These will soon be available on our website via our Click and Collect boxes or via email to sales@norfolkindustries.co.uk and are suitable for all small animals as a bedding product. That's rabbits, guinea pigs, gerbils, hamsters, mice, rats, chinchillas, ferrets and degus.

Once they are bedded into our production we will be offering these to other customers both current and new.

New wholesale customer

We are thrilled to have secured a new contract with leading pet food and accessories wholesaler, Bestpets. This is our first contract with a major wholesaler and as a small company employing people with disabilities, we're proud that our products will be joining the 8,000 lines they hold in stock.

It is also a great opportunity for us as a business. Bestpets will be fully utilising Norfolk Industries own branded products, extending our reach to smaller retailers across the UK and raising our profile in the marketplace. We've already established a great working relationship with two new product lines developed which Bestpets will also stock. The first of these is Cloth Bedding which is currently in production and, for the first time, is being sold using Norfolk Industries own branding.

Several of our factory production lines are involved in fulfilling the Bestpets contract, so we're equally pleased that it provides additional work for our regular employees as well as new opportunities for people on our work placements. The product is supplied to Bestpets on mixed pallets, another first for us and has necessitated a dedicated picking and packing area to be created which is providing further tasks that we can train and develop people to carry out. A big win, win for us!

10 Year Anniversary Celebrations

Our parent company, Independence Matters CIC, has just celebrated it's 10-year anniversary after spinning out of Norfolk County Council.

These celebrations were included in Community Hub Summer Fetes, staff teams going out socially or like Norfolk Industries, a buffet lunch and some downtime from production!

Pottergate Pantry provided a wonderful buffet for us at which included a wide range of savouries, tasty cakes and we provided drinks too.

It was great to get our people on work placements involved too and just to have a little time to socialise.

Thanks Independence Matters!

Systems - All Change!

As from mid-September 2023 we are transferring all of our data files over to Sharepoint.

We have had some training for this and been undergoing a complete cleanse of our files, deleting out old information, duplicate files and redundant content.

As with anything new, it's always a little anxiety inducing at first, but there are many benefits to working in SharePoint such as having several people being able to work on the same live document at the same time, rather than sending it around to everyone and then having to compile everyone's amendments into one document!

There still remain some queries and questions about how to use it, but our complete file structure and permissions will remain exactly the same, so we should at least be able to find our way around if nothing else!

Let's just hope that the 'Cloud' doesn't dissipate with all of our data in the future!

New Contracts - They are like buses!!

Not one, but 2 come along at once!

We have gained another new contract to shout about, and our first order went out in June this year, but we will be providing an update on that in our next issue!

Current level of sales – financial YTD	£130,345
Disabled/Disadvantaged People assisted financial YTD in total (employed and volunteers)	14
Number of Agencies/Partners worked with financial YTD	7

Lyrics Answer – No Tears Left to Cry – Ariana Grande

Think Workability, Not Disability