



Fox

FOX NEWSLETTER

DECEMBER 21

- LETTER FROM FOX MANAGING DIRECTOR *Martina McGibney*
- CHRISTMAS OPERATING HOURS UPDATE *by Jimmy McCormack, Operations Director*
- SUPPLY UPDATE *by Tony Sullivan, Purchasing Director*
- TRADE WEBSHOP INTRODUCTION

JJ FOX TRADING LTD

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LETTER

from *Martina McGibney*

Managing Director

Dear Customer,

As 2021 draws to a close, everyone at JJ Fox Ltd. would like to take this opportunity to wish you all a very Merry Christmas, a Happy New Year, and happy holidays, however you celebrate. This time of year, with its focus on community and togetherness, has always been special and it has only grown in significance considering the recent difficulties experienced the world over. We can only move hopefully into 2022 with gratitude and appreciation for what we have.

Considering this, we would like to extend our most heartfelt thanks to you – our customers – for your loyalty to Fox during exceedingly challenging times. Your continued custom and support means the world to our team, so thank you so much for that. With the global supply chain in disarray because of the pandemic, Brexit and a shortage of both raw materials and HGV drivers, suppliers have been seriously affected and Fox is no exception.

However, as one of the Channel Islands' largest wholesale suppliers, we always strive to do the best by our customers. So, we have taken a proactive and long-term view of the constantly changing landscape to best serve our clients' evolving needs.

Despite the challenges this year, we haven't lost sight of the importance of giving back to our local community. In addition to Fox's ongoing support of the JJ Fox Open Art Competition across both Jersey and Guernsey, Fox has also got involved in many other local events and happenings over the course of a challenging few years for the island communities. We have supported Jersey and Guernsey Hospitality Association, the Marathons in both islands and the Maillards Memory Garden.

Fox are proud to support our chosen charity, Caring Cooks, in their mission to provide Jersey's children and young people with nutritious meals at school and at home.



From contributing parcels delivered to Islanders nominated by the public as 'liberation heroes', to supporting various sporting events or making donations to local charities including Les Amis, Diabetes Jersey and Variety Jersey – Fox prides itself on having community at its heart.

We're excited to build on these strengths in 2022. This year, there have also been a few internal changes and appointments and we welcome new additions to the team, working alongside those who have been with Fox for many years. Together, they're doing their very best to support your business come rain or shine and it's great to have them all on board.

The Fox and Easenmyne executive team were pleased to announce the successful merger of Easenmyne Foodservices on the 1st October 2021. We share very similar values and heritage both family-owned businesses operating across Jersey & Guernsey with over 161 years combined experience serving the local hospitality and retail markets.

The merger of Easenmyne Foodservice further strengthens Fox's position as a major player in the Channel Islands in FMCG, PPE, Catering Equipment, Coffee, Packaging, Hygiene, Crockery and Glassware. Easenmyne brings to Fox a strong manufacturing & foodservice expertise. The combined business is making an investment £2m in new services and equipment, this will enable us to achieve an environmentally sustainable footprint for future generations.

The two companies' current organisation, in terms of sales, product offering and distribution, will stay in place to ensure a seamless service for our customers.

Season's greetings and very best wishes from everyone at Fox.

Sincerely,

Martina McGibney
Managing Director



CHRISTMAS OPERATING HOURS

Friday 24/12	- Normal business hours on Christmas Eve*
Saturday 25/12	- Closed Christmas Day
Sunday 26/12	- Closed Boxing Day
Monday 27/12	- Closed Bank Holiday
Tuesday 28/12	- Guernsey- Closed, Jersey-SHOWROOM OPEN 9am-1pm
Wednesday 29/12	- Normal operating hours
Thursday 30/12	- Normal operating hours
Friday 31/12	- Normal operating hours*
Saturday 1/01	- Closed New Year's Day
Sunday 2/01	- Closed
Monday 3/01	- Guernsey- Closed, Jersey- SHOWROOM OPEN 9am-1pm
Tuesday 4/01	- Normal operating hours

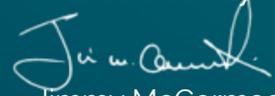
*Please ensure that orders are submitted before 10am to avoid disappointment.

Please work with your Account Managers to ensure you have placed sufficient orders in good time to cover the Christmas holiday period.

We would like to take this opportunity to wish you a very safe and Merry Christmas and a prosperous New Year.

The Fox logo is written in a white, elegant, cursive script.

Yours faithfully



Jimmy McCormack
Operations Director



SUPPLY UPDATE

by *Tony Sullivan*

Purchasing Director



Dear Customer,

As we will all know from the daily news bulletins, the global supply chain continues to come under immense pressure and there seems to be no industry or sector that can escape the macro factors of increasing consumer demand and shortages in supply of products, raw material, and labour which, in turn, is resulting with inflation at levels not seen for over 10 years. Plus, the recent and very significant increases in wholesale energy costs is fast moving through the manufacturing process and will be impacting on final product pricing.

At Fox we are working tirelessly to try and mitigate the worst of these product supply issues to protect our customers' service levels as much as possible. Our Purchasing team are using a variety of sourcing strategies including collecting stock ourselves from our UK suppliers due to the lack of hauliers, widening our supply base to secure new sources of supply and offering suitable alternative products to customers where the original product is simply not available. We have also built extra stock holding, where possible, in our local Channel Island warehouses so that we are best placed to respond to changing customer demand. And we are placing advanced orders into 2022 on selected product to reserve stock for Fox Customers, that is en route to the UK from the Far East.

Our September [update](#) is still very relevant to help understand the current supply status. The situation will remain a global issue for some months to come and therefore we do anticipate service levels continuing to be impacted, despite the action outlined above.

Useful links: [Shipping Costs - Article](#),
[Still no sign of return to normal - Article](#)
[2022 impact on pricing - Article](#)

During this time, it will be very helpful if our customers are also able to review their own volume requirements and try and plan ahead, as 'Just in Time' ordering and delivery isn't going to prove very effective in the medium term.

As a valued customer I wanted to write and advise you of the supply position and to reassure you that we are taking proactive measures behind the scenes to try and mitigate the impact on product availability for both your business and ours. Unfortunately, I do not see the situation improving before the Spring of 2022 and so it will be important for us to communicate with individual customers to ensure we are supporting you as much as we possibly can. The Fox Sales Team will continue to work with you to find suitable alternatives where available and we thank you in advance for being as flexible and understanding as possible.

We will continue to communicate on this subject as the situation develops and we will include any relevant detail on individual subcategories or products that would be of interest to the majority of our customers.

Should you have any questions or comments in relation to the above, then please contact your Account Manager in the first instance.

Yours sincerely

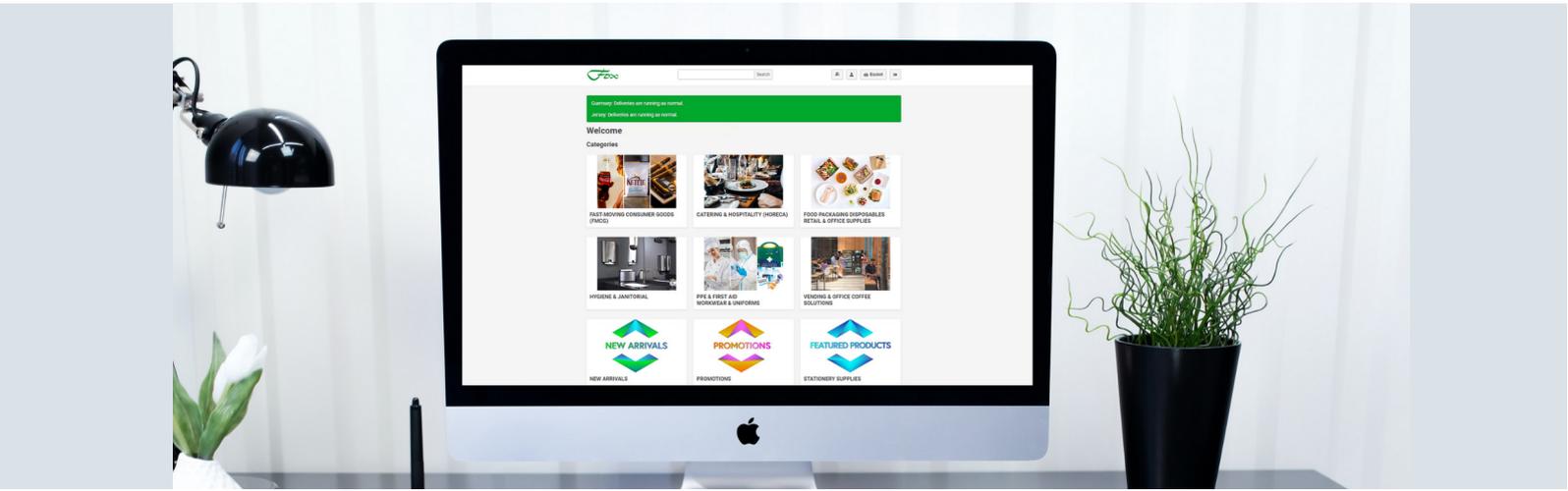
Tony Sullivan
Purchasing Director



FOX WEBSHOP IS LIVE!

Our Fox Trade Webshop is now LIVE!

Shopping with Fox just got a whole lot easier... Browse our entire range of products, access exclusive offers and place your orders all through one easy-to-use online portal.



Fox

SHOP ONLINE

Overview

Browse our entire range of products - from soft drinks and confectionery through packaging and tableware to chemicals, cleaning, janitorial and much more!

Access exclusive offers and place your orders through one easy-to-use online portal.

Features

- Take advantage of Webshop Exclusive Offers,
- Be first to know about our new arrivals and featured products,
- Discover thousands of products available in our range,
- Convenience of shopping 24/7 at your chosen time

Not registered yet?

Registering for the Webshop is only a few clicks away at this link: <https://foxtrading.co.uk/business-account-registration/> or scan QR code below:

SCAN TO REGISTER





Merry Christmas

WISHING YOU
MERRY CHRISTMAS
AND HAPPY NEW YEAR

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SCAN ME
TO LEARN MORE

