

the



warehouse

Talking pens

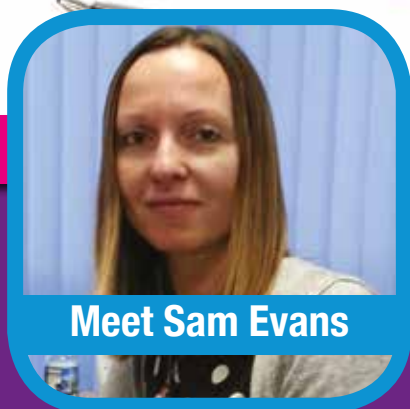
ISSUE 8



New Product Showcase



Competition Winners



Meet Sam Evans

BUMPER ISSUE!

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PenWarehouse



penwarehouse





Neil Cleere
Managing Director, The Pen Warehouse

Welcome to the first Talking Pens issue of 2015. We have produced an extended version so that we can tell you more about new product launches and enhanced service initiatives.



This year we will be launching fifteen new pen lines, many of which have been designed in-house. You will notice that our 2015 catalogue includes a new USB pen; our first foray into technology based writing instruments. This is a new direction for the company and we plan to develop a comprehensive range of similar lines over 2015. Central to our strategy for growth will be the exploitation of our unique full colour digital wrap technology and there are a number of industry firsts in this year's launch. These include multi refill pens, stylus pens and highlighter pens that can be wrapped in high resolution print on the entire periphery of the pen barrel. All of

these have been developed in-house and design registered throughout the EU and the United States.

We have an extremely interesting offering this year for distributors supplying micro businesses with a range of digitally wrapped pens in full colour with standard themes including florists, weddings and various trades and professions etc. This service is available through our web-to-print portal www.no-minimum.co.uk in quantities as low as a single piece. Also new to No-Minimum this year are a much greater number of quantity breaks and you will be pleased to know that our digital origination charges

have been reduced and are now included in our unit prices to ensure the online buying experience is as smooth as possible.

As important as the business aspect of my life is to me I am ever-conscious of our role in society and the part we should endeavour to play in it. Luckily, I am surrounded by extraordinary staff that share my values in this regard. Please read the article in this newsletter on our work with the Trussell Trust.

Finally, a massive thank you to all of our loyal distributors for supporting us in 2014. We're always striving to improve service levels and we think we have one or two neat ideas coming for 2015.

Three day standard lead time on pencils



The Pen Warehouse has introduced a standard three day lead time on the Standard WE, Standard NE and Oro pencils in response to demand.

Now business gift houses can place orders for up to 20,000 pencils with a one colour print and enjoy speedier delivery for no extra charge. A 24 hour express service is also available for those last minute promotional emergencies.

The popular **Standard** range includes the **Standard WE** (With Eraser) and the **Standard NE** (No Eraser). Both lines feature a gloss barrel and a 60mm x 16mm print area. The **Standard WE** has a silver ferrule and pink eraser and is available in 12 colours, while the **Standard NE** is available in 11 colours.

The **Oro** pencil has a gold ferrule and a white eraser and is available in 10 classic colours as well as a metallic gold or silver finish.

To place an order, contact sales@pens.co.uk or call 01252 400270.



Pens Galore available now!

Our latest Pens Galore catalogue is now available. Featuring a vast range of promotional pens, pencils and accessories, the catalogue also features a handy "What's New" section so distributors can see all of our innovative new products at a glance.

The catalogue also provides detailed product specifications including print area diagrams plus more information on our PremierShip delivery options. As the catalogue is void of branding it is suitable for overprinting with your company details.



Congratulations

We were all proud as punch when Debbie Illingworth was announced as Supplier Unsung Hero of the Year at the BPMA Christmas Lunch. The award, which was sponsored by Outstanding Branding Ltd, Face2Face, RT Promotions Ltd and Somebody Else Ltd, rewards and

recognises an individual who has gone the extra mile for distributors. As well as the award, Debbie received two tickets to the 2015 Brit Awards from Andy Thorne, Sales Director of Outstanding Branding.

Debbie said: "I would like to thank everyone who voted for me. It is such an honour to win such a prestigious award and a wonderful surprise to find out that I'm going to the Brits!"



No-Minimum No Origination!



Hundreds of Business Gift Houses are taking advantage of a new route to business with a FREE Ecommerce website from No-Minimum.

Recognising that small orders for promotional items have presented limited opportunities for distributors, No-Minimum has invested significant sums to produce an off-the-shelf, end-user friendly website which allows distributors to compete directly with e-retailers such as Vistaprint with commercially viable prices.

The No-Minimum bespoke Ecommerce site gives distributors the opportunity to increase revenue by selling small order personalised products and gifts online to consumers, sole traders, franchisees and small businesses. Competitive prices for products allow distributors to undercut VistaPrint and still make a margin.

After reviewing feedback from the No-Minimum community **we have made a number of significant changes to both the No-Minimum.co.uk trade and end user facing platforms**, to allow you, our network of loyal distributors, to capitalise on the opportunities available from the micro business market that is currently serviced only by web-to-print operators such as Vistaprint.

We have **increased the number of quantity numbers to better reflect the Vistaprint price model**. All products featured on No-Minimum.co.uk are now available with quantity breaks of; 1, 2, 3, 4, 5, 10, 25, 50, 100, 250, 500, 1000, 2000, 5000, 10,000 and 20,000+.

All prices on No-Minimum now also include a reduced set up charge within the unit price rather than a standalone charge. This further aligns our price model to that of Vistaprint allowing end users to make an informed decision based on directly comparable prices. Distributors with No-Minimum websites can now sell confident in the knowledge that their prices are, in most instances, cheaper than Vistaprint. For example, an end user ordering 10 Plastic Ballpens with full colour wrap through Vistaprint will pay £2.96 /unit (ex VAT) and for a directly comparable pen, the System 010 Ballpen, ordered through No-Minimum the end user will enjoy a price of £2.36 /unit (ex VAT).

No-Minimum.co.uk is constantly being updated with new products and services to ensure our distributors have a **comprehensive portfolio of products to attract end users**.

Vistaprint currently have two pens in their portfolio; one plastic pen offered with a full colour digital wrap and one metal pen available with an engraved finish. However, No-Minimum.co.uk users will find a range of 17 plastic pens available with direct digital or full colour wrap print, 12 metal pens available with an engraved finish, four highlighters available with direct digital print and seven pencils available with either a direct digital print or a full colour digital wrap.

No-Minimum is a fully automated 'web-to-print' platform with full Ecommerce functionality and an invoiceless payment system which eliminates the need for a merchant bank account or payment services provider. Each No-Minimum

website owner can easily customise their bespoke site with their logo and corporate colours as well as post custom content onto the site. No HTML coding is required and each owner can publish and change pages as required as well as set up links to social media accounts, write product descriptions and customise other aspects of the site's appearance. No-Minimum website owners can also purchase a new domain name or use the no-minimum subdomain for a quick and simple start to trading.

Setting up an account is free, quick and easy at www.no-minimum.co.uk.

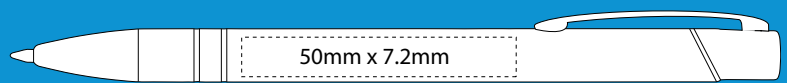
More information about how the bespoke sites work can be found at www.no-minimum.co.uk/bespoke

Join the fast lane with No-Minimum

Distributors with a No-Minimum account can take advantage of exclusive offers including **24 hour express delivery** on the *Electra* and *Absolute Extra Ballpens*.

The *Electra Ballpen* features an anodised finish and chrome trim and is available in twelve shades including a new gunmetal grey option. The unique positioning of the chrome rings give this pen a much larger area for laser engraving.

The *Absolute Ballpen* is Europe's most popular pen range for general promotions. With its simple design and two-piece construction, the *Absolute Extra Ballpen* offers a generous print area for full colour digitally printed images.



Electra Ballpen print area



Absolute Extra Ballpen print area



Products

Executive pens

are top drawer at The Pen Warehouse

For a premium gift, The Pen Warehouse has an extensive range of stylish executive metal pens and presentation boxes.

The **Symphony Ballpen** is an ideal choice as an executive gift. A retractable metal ballpen with a highly lacquered finish, the **Symphony Ballpen** is supplied with a presentation tube and is available in six classic colours. It can be personalised with laser engraving below or opposite the clip.

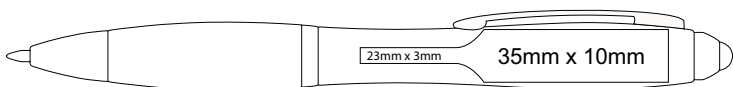
Increasing in popularity with the rise of touch screen technology, stylus pens offer the smooth writing features of a classic pen, but add a contemporary addition with a useful capacitive stylus. The styli are compatible with both capacitive and resistive touch screen phones and tablets and help to reduce unsightly screen smudges.

An executive pen at a competitive price, the **Contour-i Metal Ballpen** will appeal to any professional client thanks to its sophisticated looks and can be engraved to enhance its executive appeal.

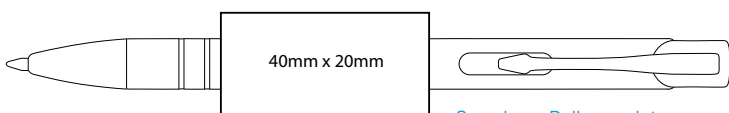
Available in six colours offset by a black rubberised grip, the **Contour-i Metal Ballpen** boasts a 35mm x 10mm print area.



For more details, or to order, contact our sales team on 01252 400270.



Contour-i Metal Ballpen print area



Symphony Ballpen print area

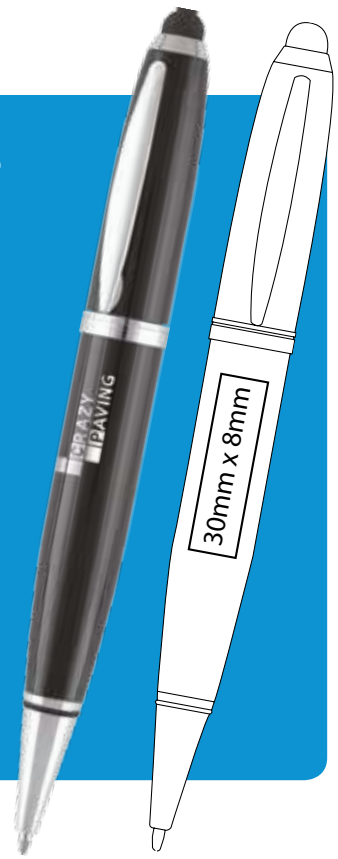
NEW PRODUCT

USB gives this pen a USP

A combination of a concealed USB and a stylus give the new **USB-i Ballpen** digital multi-functionality.

The USB provides 4GB of storage while the stylus is compatible with both capacitive and resistive touch screen phones and tablets.

As the copper barrel of the pen is chrome plated, the engraved message is polished silver in appearance.



Boost a brand with a LogoClip®

Awareness ribbons have come to symbolise various causes and issues depending on the colours or the patterns used and over 150 different designs exist today. The red ribbon, most commonly associated with AIDS awareness, was originally created in 1991 by a New York based group of artists and AIDS activists. Their creation led the way for many different variations over the last twenty years including puzzle, zebra and cloud printed ribbons.

Now charities can boost fundraising appeals with LogoClip® Awareness Ribbons. Our in-house design specialists have created LogoClips to enhance the System Ballpen range. LogoClips combine special shapes such as flags, rosettes and shields, with a wide range of free standard artwork.

For more information contact our sales team on 01252 400270 or email sales@pens.co.uk



NEW
PRODUCT

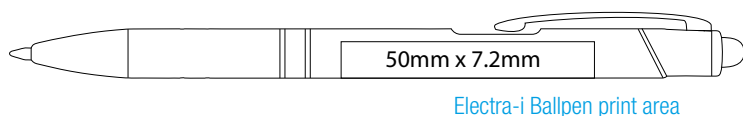
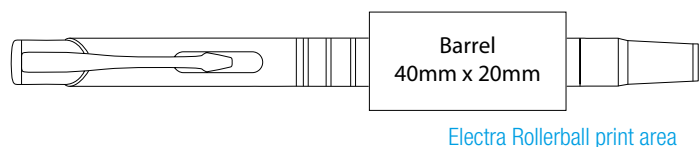
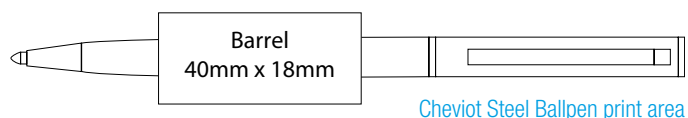
Show your mettle with the new range of executive pens from The Pen Warehouse

The Pen Warehouse has extended its range of stylish executive metal pens for 2015.

The best-selling **Electra Ballpen** range now features two additional models. The **Electra-i** is a metal pen yet can be personalised with a full colour print, a unique development pioneered by in-house specialists at The Pen Warehouse. The **Electra-i** also features a stylus at the top of the pen and a contemporary chrome trim.

The **Electra Rollerball** is made of sleek aluminium with a lacquer finish and is available to order in bespoke colours as well as the standard silver colourway. As with the other models in the **Electra** range, the **Electra Ballpen** and the **Electra Touch**, the **Rollerball** can be engraved or printed with a spot colour.

The **Cheviot** range also gains a new stablemate with the introduction of the **Cheviot Steel**. As with the **Cheviot Touch**, **Oro** and **Argent** lines, the **Cheviot Steel** is a slimline twist action ballpen. Thanks to its stainless steel finish, the pen's barrel is resistant to fingerprint marking and printed images are less prone to wear. The **Cheviot Steel** can be engraved or printed with a spot colour on the 40mm x 18mm print area. It is supplied with a free presentation pouch.



Introducing the first metal pen with full colour print

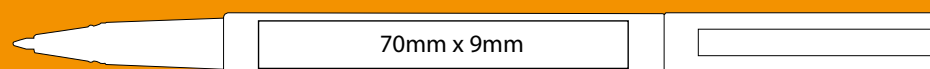
New to the Pens Galore catalogue for 2015, the **Oval Metal Ballpen** is the first metal pen with a full colour print. Full colour digital images can be printed directly onto the substrate thanks to its oval styling. As well as offering a uniquely shaped writing instrument, the **Oval Metal Rollerball** also boasts a competitive price point making it perfect for promotions where price is key.



Oval Metal Rollerball full colour



Oval Metal Rollerball spot colour



Oval Metal Rollerball print area

For more information contact our sales team on 01252 400270 or email sales@pens.co.uk

NEW PRODUCT

Roll out the BARREL



Creating a stand-out promotional pen is now even easier thanks to the new **Abacus Ballpen** range of pre-themed barrels.

The themes are printed in eye-catching full colour over the whole barrel area and hundreds of designs are available to suit any party theme or celebration as well as numerous business types. The pre-themed barrel can also be overprinted with a message or logo.

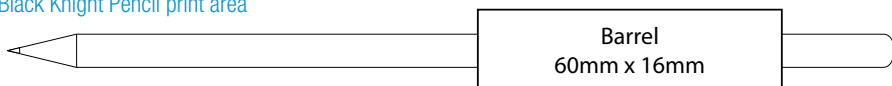
Theme categories include celebrations such as weddings, birthdays, Valentines and Christmas as well as businesses and services such as education, estate agents, sports and fitness and florists. Although the pre-themed barrels are available in hundreds of different designs to suit any requirement, bespoke themes can be designed by The Pen Warehouse completely free of charge.



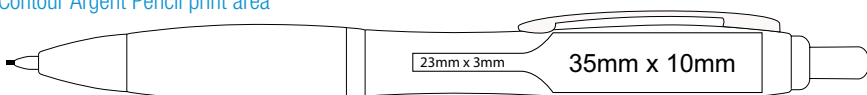
The **Abacus Ballpen** is also available with a range of pre-printed attractive backgrounds which can also be augmented further with a shaped LogoClip. The straight, round and tapered clip styles can be printed in full colour using our free clipart, or with a personalised design or logo.

The clip can be printed in-house or it can be sent to your favourite trade print company for personalisation.

Black Knight Pencil print area



Contour Argent Pencil print area



Extra! Extra! Read all about the new Supersaver Extra

Europe's most competitive range of plastic promotional pens now includes a new line for 2015. The **Supersaver Extra** is a two piece value promotional pen as with its companions, the **Supersaver Click, Twist Frost, Foto** and **Foto Deluxe** Ballpens.

Plastic pens are ideally suited to high volume promotions and the **Supersaver Extra** is a perfect option for promotions where price is pertinent. Created by in-house specialists at The Pen Warehouse, the **Supersaver** range is design registered

throughout the EU and the United States. The pen's fresh white barrel allows company logos or corporate brands to stand out to maximum effect. Designs can be printed in up to four colours on both the barrel and the clip.

The **Supersaver Extra Ballpen** operates with a push button action and comes with a choice of four classic clip colours. It is available on an express delivery service to help meet tight deadlines.



Supersaver Extra



Supersaver Extra print area

Get straight to the point with our new pencils

Thanks to their broad appeal, promotional pencils have many marketing applications from school and charity fundraisers to corporate giveaways at conferences.

Now The Pen Warehouse is augmenting its offer with two new models for 2015.

The **Contour Argent Pencil** follows the styling of pens in the best-

selling Contour range and is now available with a black rubberised grip as well as the blue option.

The **Contour Argent Pencil** is a mechanical pencil which boasts the same large print area which has made its companions so popular.

An imitation gemstone on the top of the **Black Knight Gem** gives this pencil a luxury twist. The high grade black wooden pencil can be printed with a spot colour and there are four different coloured gems to choose from. The **Black Knight Gem** is the latest addition to the Black Knight range which also includes the **Black Knight WE** (With Eraser) and the **Black Knight NE** (No Eraser).

Black Knight Gem

Contour Argent Pencil



NEW PRODUCT

**NEW
PRODUCT**

Contour range expands

We've expanded the best selling **Contour** range for 2015 with the introduction of five new lines. These retain the original **Contour Ballpen's** aesthetic appeal, with the same signature sculpted styling, but boast additional features.

The **Contour Digital Touch, Digital Eco** and **Digital Argent** have a patented barrel designed to exploit the full potential of the digital printing process. Originally developed for the **Contour Digital Extra**, the barrel offers the largest print area in the industry - an innovative redesign by specialists at The Pen Warehouse.

As well as increasing the print height around the barrel to a size unmatched by any other supplier of promotional pens,

The Pen Warehouse has also improved print quality to provide a significantly higher definition and vibrancy; unseen in the promotional pen industry to date.

The **Contour Digital Touch** has a touch nib which allows the tip of the pen to be used as a stylus on both capacitive and resistive touch screen phones and tablets, while the **Contour Digital Eco** delivers on style and sustainability thanks to its recycled plastic barrel. The **Contour Digital Argent** has all the benefits of the **Contour Digital Extra** but with a satin silver finish, chrome trim and a comfortable rubberised grip in a choice of ten contemporary colours.

Businesses seeking to appeal to a tech savvy market now have a new option available with the **Contour Noir-i**. The twist action ballpen features a stylus which is compatible with both capacitive and resistive touchscreens. **The Contour Noir-i** is available as a solid black pen or in red, yellow, white or blue with matching plastic grip and a black trim.

Mix it up with the new Contour Mix and Match Ballpen

The popular **Contour Ballpen** is now available with a mix and match option which allows different grip and barrel colours to be combined to create vibrant colourways to suit any brand logo.

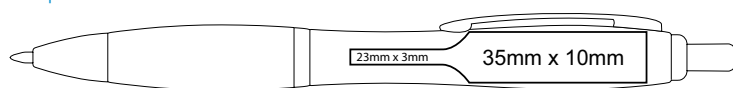


Contour Mix and Match

Contour Digital Touch

Contour Noir-i

Contour print area



Fantastic plastic pens from The Pen Warehouse

Exclusive to The Pen Warehouse, the Sparta Ballpen range has an unusual curvy clip and a chunky feel to create high perceived value. The twist action pen has a white barrel and is available with a choice of seven trim colours. Its companion, the Sparta Argent Ballpen has the same distinctive features as the Sparta Ballpen but with a silver trim. It is available in black or white.

The Sparta's competitive price point makes it suitable for a wide range of promotions.

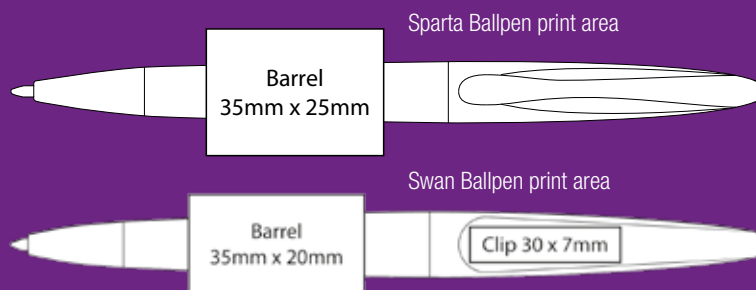
The popular Swan Ballpen is now also available from The Pen Warehouse. Its swan shaped clip allows the pen to be hung from a lanyard. The white barrel is offset by a silver nib and a choice of coloured clip trims.



Sparta Argent Ballpen

Sparta Ballpen

Swan Ballpen



Sparta Ballpen print area

Swan Ballpen print area

**NEW
PRODUCT**

**NEW
PRODUCT**

Fabulous full colour from The Pen Warehouse

The Pen Warehouse is extending Europe's largest range of full colour writing instruments by further exploiting the potential of its unique full colour digital wrap technology.

In-house designers have created new lines and restyled others to allow distortion-free imaging over 360° around the barrel and offer a number of industry firsts.

The **Hi-Cap Ballpen** is a double ended ballpen with a highlighter, which can be wrapped in high resolution print on the entire periphery of the pen barrel to maximise the potential of an eye-catching brand or a photographic image. The pen is topped with a satin silver cap and is also available with a white cap when printed with a spot colour.

The **Quad Ballpen** has been restyled for 2015 to allow photographic quality images to be reproduced around the entire barrel and add greater appeal. The **Quad** is a retractable ballpen with four different colour refills and is available with a satin silver or matt black push button top.

The **Quad** range now includes the **Quad-i Ballpen**, which offers the same features as the Quad Ballpen as well as a capacitive and resistive screen compatible stylus to improve the accuracy of touch when using a small keypad or icons on a smartphone or tablet.

The **Hi-Cap Ballpen** and the **Quad** range are design registered across Europe and the United States.

The www.no-minimum.co.uk bespoke Ecommerce website, means that distributors can capitalise on the increasing appeal of full colour promotional writing instruments and other promotional gifts by selling online to small businesses and consumers.

The free website, which can be easily customised, offers business gift houses an off-the-shelf, end-user friendly, VistaPrint-style website to increase business by providing a similar offer to large web-to-print e-retailers.

For more details, or to order, contact our sales team on 01252 400270.

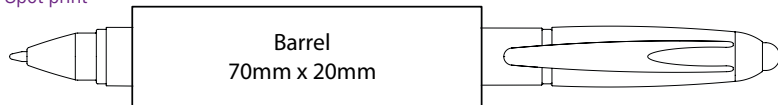
Hi-Cap Ballpen silver cap



Hi-Cap Ballpen white cap

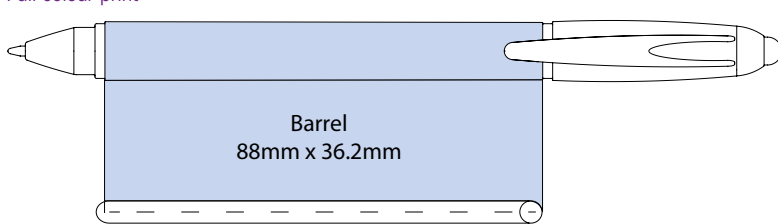


Spot print

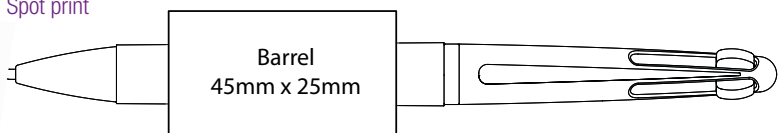


Hi-Cap Ballpen print areas

Full colour print

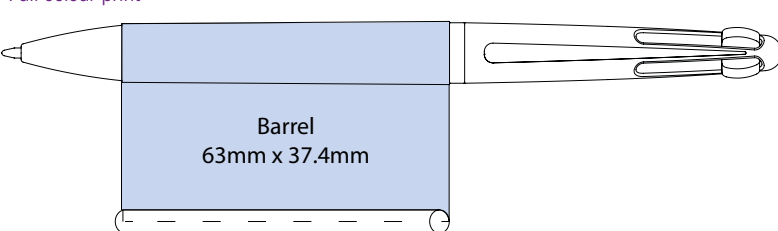


Spot print

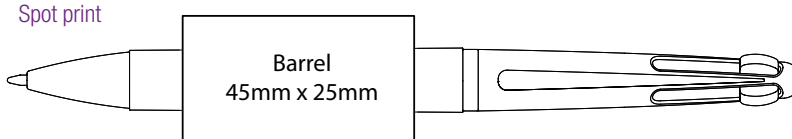


Quad Ballpen print areas

Full colour print

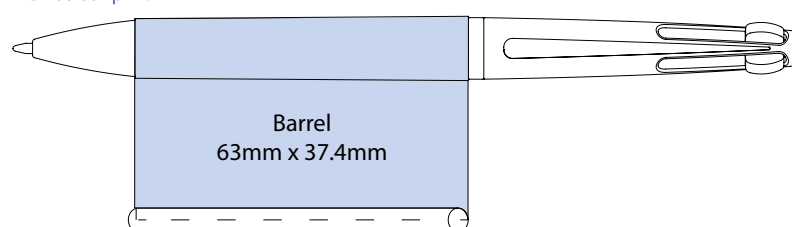


Spot print



Quad-i Ballpen print areas

Full colour print



Pen2Paper

Continuing our series of illuminating features which bring a new perspective on pens and the promotions industry, this Pen2Paper looks at pens and trends.

A Google search of the term 'pen' will return almost 29 million results in under a third of a second. The story of the transformation of the pen from prehistoric stick used by hunter gatherers to status symbol of business executives, charts our own interest in individuality and self-expression.



The first writing instruments, used by the early cave dwelling hunter gatherer communities, were adapted tools used primarily for hunting. When the quill pen was first developed in the 8th century AD, an opportunity arose for individuals to make choices about the appearance of their written words. Whilst goose feathers were the most commonly used, a writer could select from a range of birds' feathers to produce a finer or broader script. The introduction of the steel dip pen in the early 19th century allowed for an even greater opportunity for the expression of personal taste, both in terms of the appearance of the pen and the style of handwriting.

It seems fitting that Lewis Waterman, the inventor responsible for the first commercially viable fountain pen was a salesman. His company, alongside others such as the Parker Pen Company, invested in extensive and extravagant marketing campaigns in the first decades of the twentieth century. These saw pens thrown from planes and the top of skyscrapers to assure consumers of their durability and quality. Magazine advertisements promised success in business, better grades at school and a happier home with the purchase of a quality pen.

Sales figures from both manufacturers and retailers of fountain pens show significant growth over the last four years. Fountain pen enthusiasts from the business world are keen to highlight the importance of the personal touch, both in terms of accessories but also handwritten communication, in an increasingly digitised world.



Fundraising ...

Keep on Running!

The Pen Warehouse was pleased to support Ross Anderton, Sales Manager at Everything Branded when he took on the Great North Run Challenge once more. Ross raised over £900 for LOROS Hospice, which provides skilled nursing and medical care for people in Leicestershire and Rutland who are suffering a terminal illness. Ross says: "LOROS Hospice provide amazing care for people with cancer who are coming to the end of their lives. It needs to raise £4.5million each year to deliver its much needed services and relies on donations and participation in fundraising events to help cover costs. Thank you to The Pen Warehouse for your support."



Every little helps!

Encouraging staff in their volunteering and fundraising efforts is one of many ways in which we show our support for our employees. Led by Customer Services Manager, Terri Baker, our staff have been busy recently raising funds for MacMillan Cancer Care and Jeans for Genes.

We have donated pens to the King's School in Burundi and we're also arranging a shipment of pens and pencils to Pens for Kids. This charity aims to help children around the world by removing one of the hurdles on their way to an education - the cost of a pen.



You can keep up to date with our fundraising efforts by liking our Facebook page.



A WINNING TEAM

Meet Sam Evans, who tells Talking Pens more about her role at The Pen Warehouse.



How long have you worked at The Pen Warehouse?

I've worked here for nearly two years.

What is your role at The Pen Warehouse?

I'm the company's Credit Controller. My role involves contacting customers who have outstanding invoices, or who have exceeded credit limits and carrying out credit checks on new customers.

What changes would you make to improve your job?

I've been a Credit Controller for many years and I can honestly say that the job I have at The Pen Warehouse is very well structured and thought out and I wouldn't change a thing.

How do you see yourself progressing within the company and how could training help to achieve this?

I am hoping to build a long career at The Pen Warehouse as the work is challenging and also enjoyable. I'm very interested in training for an 'ICM' (Institute of Credit Management) qualification which provides an understanding of the concepts, processes and techniques that underpin best practice.

Quick Fire Round

What was the last film you saw?

The Wolf of Wall Street

What was the best present you have ever received?

Risport ice skates and a crystal pendant which I was given by my fiancé, Darran.

Most memorable moment?

I have two! One was taking part in an ice skating show and the other was discovering that I was going to be an Auntie for the first time.

Everybody needs good neighbours



While the continued expansion of The Pen Warehouse is good news in many ways for the local community, increasing staff numbers, visitors and deliveries have caused some concerns for local residents.

To ensure that the company maintains good relations with our neighbours, The Pen Warehouse has embarked upon a large scale resident engagement programme which has already received positive feedback.

We recently invited residents to an open meeting to discuss issues such as noise, litter, light pollution and parking, which was led by our Health and Safety Officer.

Following the meeting we have established a resident engagement policy which sets out how we will maintain a safe, clean and an attractive environment for the health and well-being of our neighbours and visitors.

We have already made a number of improvements including:

- a new silencer on the duct ventilation system
- better on-site parking provision for employees and visitors including a dedicated space for motorbikes
- a new location for the smoking shelter with additional signage reminding staff to use the ashtrays provided
- the installation of new opaque windows with locks to improve privacy and reduce noise

Further improvements will take place over the next few months and we'll continue to meet regularly with our neighbours.

A Big Thanks!

To everyone who voted for us in the Sourcing City Awards.

Job Club

Amanda Deallie represented The Pen Warehouse recently at the opening of Camberley's new job club. Amanda joined the Rt Hon Michael Gove MP and the Mayor of Surrey Heath, Cllr Bob Paton, to find out more about how the job club will help local unemployed people back into work.

The Pen Warehouse is providing a range of job opportunities for the local community, including both part-time and full time roles, as well as work experience opportunities.

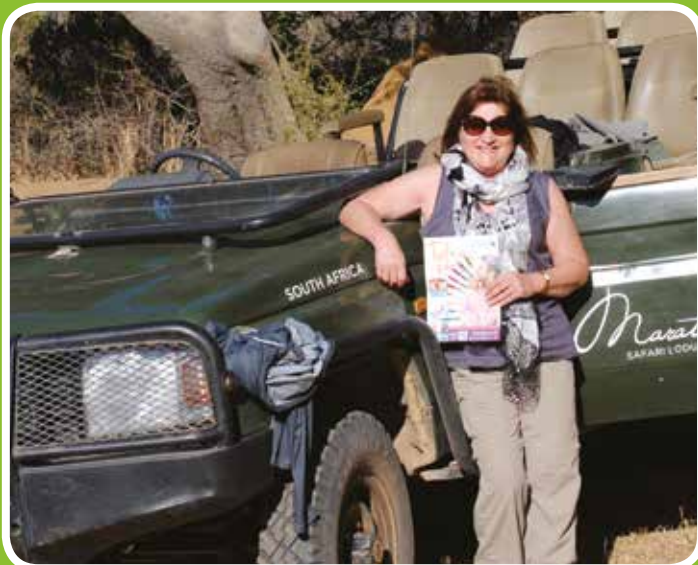


Competition winners



Last year, we launched a competition asking readers to send us a picture of yourself with an issue of Talking Pens at your holiday destination.

Congratulations to **Ann and Stephen Ward from Ad-Options Ltd** who took their issue to Menorca and **Sue Lowry from Reflex Marketing** who travelled with issue 6 all the way to Marataba Safari Lodge in South Africa. A case of wine is on its way to you.



The Trussell Trust can bank on our support

When MD Neil Cleere read an article about the increasing demand for the services provided by The Trussell Trust, he was so inspired by their belief that everyone should have the opportunity to live in dignity with hope for the future that he got in touch with the charity to offer our support.



Carol and Paddy Henderson founded The Trussell Trust in 1997 based on a legacy left by Carol's mother, Betty Trussell. Moved to help forgotten people, The Trussell Trust's initial Bulgaria projects focussed on improving conditions for the 60+ children sleeping at Central Railway Station in Sofia. The Trust's work soon expanded not only in Bulgaria, but in the UK too.

Today The Trussell Trust's House of Opportunity Programme is the only project of its kind working to help Bulgaria's orphanage leavers to build successful futures free from crime, prostitution and drug abuse. The Trust's fast-growing UK foodbank network feeds hundreds of thousands of people in crisis in the UK and its Community Enterprises provide vital funds as well as volunteering opportunities for people of all backgrounds and abilities.



We visited the Trust's HQ before Christmas to find out more about the great work they do to support people in need in the UK with their nationwide foodbanks, and their Christmas box scheme which sends boxes of essentials and treats to people in Bulgaria. We donated some pens to help fill

some of the shoeboxes and we are encouraging staff to regularly donate food items for our local Trussell Trust foodbank for people in need in nearby Farnham.

Find out more about their work at <http://www.trusselltrust.org/>

Going gaga for Eagle Radio

Surrey and Hampshire's 96.4 Eagle Radio visited The Pen Warehouse before Christmas as part of their Lovin' Your Work feature. We loved presenter Kim Robson's Krispy Kreme donuts and returned the gift with one of our own - some Contour Ballpens!



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