

# clipper RETAIL

From front of house to back  
and everything in between,  
**Clipper offer simple,  
effective retail solutions.**

- 1 Explore** our range of retail fixtures, fittings, equipment and consumables
- 2 Understand** how our team of consultants work with retailers to reduce GNFR costs
- 3 Discover** our unique range of innovative, sustainable in-store solutions

Future proof your business with  
our proven retail solutions

Let's talk shop®

# Clipper. The right retail solutions. The right price & on time.

Clipper Retail is a leading global supplier of high-volume retail fixtures, fittings, equipment and consumables.

We are an extension to a retailer’s sourcing team, working with manufacturers worldwide and providing solutions to many of the world’s largest retailers, either directly or through consolidators.

- 45 years of industry expertise
- Portfolio of leading Blue chip & Fortune 500 retailers
- The retail service offering like no other



## Why Clipper?

With a wealth of knowledge and a long history in retail supply. **Clipper Retail brings a unique offering to retail that challenges the status quo on sourcing GNFR.**

**Over 45 years experience** in supplying fixtures, fittings and equipment.

The scale of what we have produced gives our customers access to **extremely competitive pricing.**

Our main countries of supply are China, India, Vietnam and Italy. **No one country supplies more than 30% of our revenue**, reducing reliance on one particular region.

We have an **experienced sourcing team** with a dedicated team approach.







Whilst we have long-standing relationships with proven suppliers, we are **constantly challenging our existing suppliers against new ones.**

Throughout 2022, **we delivered 99.9% of orders on time, in full.**

**We hold stock for consolidators and retailers.**

Our customers describe us as **nimble and adaptable.**

The **5** key areas we add value:

- **Stock holding**  
We have the capacity to hold stock as required and ship direct-to-store
- **Preventing long lead times**  
Working to customer's forecasts
- **Cash Flow**  
We release money tied up in stock and offer generous payment terms
- **Product knowledge**  
We have a deep knowledge of the products we supply and take a consultative approach
- **Global buying power**  
Due to the high volumes we import
- **Reducing costs**  
We have been proven to reduce costs significantly for retailers

“Keep looking and pushing ahead, always remaining consistently focused on the needs of the retailer.”



# Retail-Focused Product Range

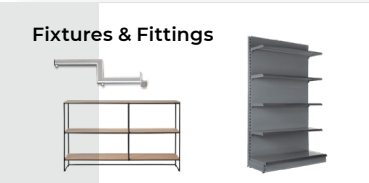
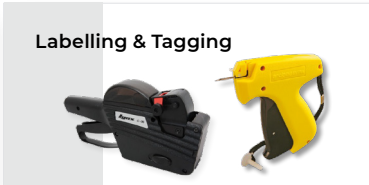
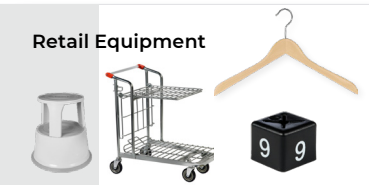


Our significant global buying power will ensure that you always get what you need at the best possible price.



As retailers, you will already have significant global buying power and a strong network of suppliers. We understand this. Clipper will aim to compliment this and with our robust sourcing mechanisms and vast experience across a broad range of retail support, you'll find whatever it is you need, we can provide it saving you time and money. Guaranteed.

**Hassle-free single-sourcing retail support leaving you free to do what you do best.**



...and much more.



**Do you have a new product in mind but don't know where to start?**



You may have been requested by another department to source an 'out-of-the-box' product to enhance your operation. This is where Clipper Retail fits in as a true sourcing partner.



**We work with authorised and certified factories guaranteeing the most professional production process**

Committed, experienced  
& with you all the way.

Charities  
Supermarkets  
Variety Stores  
Fashion DIY  
Electricals & Technology

Here are the key principles that underpin our operation, along with a pledge to **constantly maximise our offering with attractive prices...**

## WE LISTEN. WE RESPOND. WE COMMUNICATE.

With over 45 years experience supporting major retailers we know from experience that **Clipper's responsive and active communication driven by our experienced and dedicated team of industry experts sets us apart.** We have a strong foundation in supplying products. We are proven in delivering operational excellence to large-scale national and international retailers, many of which are manufactured under license exclusively for us.



**Seamless transition**  
to new and more sustainable alternative products



Deliver **high value** products to a high value scale



**Work with a high quality, proven manufacturer** with capacity to deliver on your volumes exclusively.



Offer **products that are 100% compatible** with your existing inventory



Provide an **easy route to introducing the new products** to your maintenance providers



Maintaining an excess stock holding buffer of 10% of your volumes to **shore up your supply chain** and prevent delays



Manufacturing capacity to deliver your potential volumes. **99.9% OTIF on time in full for direct-to-store delivery**



**WE'RE HERE TO HELP.**  
**GETTING YOU THE RIGHT PRODUCTS, AT THE RIGHT PRICE**  
**NO MATTER WHAT, NO MATTER WHEN.**



**BOOK A STORE AUDIT**  
WITH US TODAY

Find our exactly what you need and how we can help.



**PURCHASE FROM OUR**  
ECO CONSCIOUS RANGE

Shop sustainably with our FSC® Certified product lines



**EXPLORE BESPOKE**  
PRODUCT DEVELOPMENT

Talk to a consultant about our innovative product solutions



**LET US HELP YOU PLAN**  
FOR FUTURE STORE OPENINGS

Be prepared for future events with our meticulous store opening service



# Our Valued Partners

As a team, we are **100% focused on helping and supporting our partners growth**. We work with multi-store retailers to resolve challenges both in-store and back of house. Here are some of our valued clients:



  
**New Stores on the horizon?**  
Our team of experts can ensure you open smoothly.

  
**Need a product you can't find anywhere else?**  
We can source you a unique product that nobody has heard of before. Rely on us to find something new!

"If I was to be asked: 'How have they delivered what we need and expect?' My answer would be: 'in everything.'"

In a fast paced and ever-changing industry, Clipper Retail are here to support.

With new products, smarter spending, simplified ordering and great pricing, we ensure retail businesses excel and thrive – even through the most challenging times.

We continue to help our partners by taking the time to listen to their every need. We're passionate about problem solving and our response is to always find the right solution that is required.

"Clipper Retail gave us a degree of confidence that they would deliver what they said they'd deliver and, when tried and tested, the quality of product and the service was exactly as envisaged."



"We have now arranged for all of our stores to order consumables and service requirements directly, reducing management time considerably."



Our nimble, forward thinking business nature is exactly why clients love working with us.

Begin your journey with us today [denver.napthine@clipper-retail.com](mailto:denver.napthine@clipper-retail.com)



BOOK A STORE AUDIT WITH US TODAY

Find out exactly what you need and how we can help.



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# Credentials

Established in 1977  
- 45 years of industry expertise

45

Portfolio of leading Blue Chip & Fortune 500 retailers

Winner of The Queen's Award for Enterprise For International Trade (2021)

A foundation built on trust, dedication and reliability

A team of experienced, service-driven retail consultants

“impeccable service” “when we ask, we get, every time”

“key points about Clipper, good service, honesty, the right price, right quality, and good people”

Recent feedback from Poundland



## Future-proofing retail supply

We understand how retailers are increasingly focused on sustainability, not just in what they sell but what they use.

We can respond to those growing needs with our comprehensive knowledge of current products and solutions that are aimed at supporting retailer's future net zero goals.

- Examples:
- Cardboard hangers** made from 100% recycled, recyclable and biodegradable paper fibres. Even the ink used to print on the hangers is vegetable-based.
  - Eco-friendly trolleys.** A more responsible alternative to traditional trolleys.



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# Global Reach



6 distribution centres globally

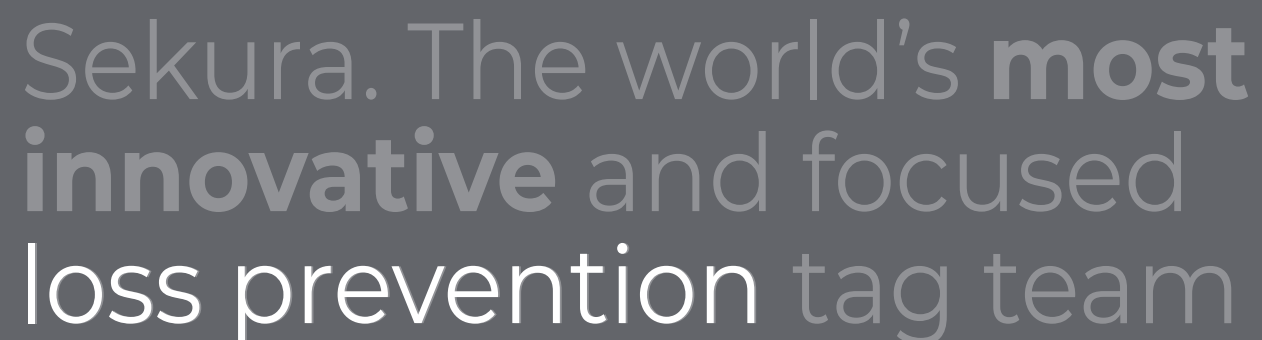
Supplying more than a third of the world's top 50 retailers

\$40m+ revenue

Consistent service across all regions

**50% growth in the last two years**





WE HEAR YOU.

– CHRIS NAPTHINE, GROUP DIRECTOR

[www.sekura-global.com](http://www.sekura-global.com)



## INNOVATION EXAMPLE

Here's just one example of our ground-breaking heavy-weight solution that has helped our retailer partners up their game in challenging times. **MEGALOC™**



# Proven stats.

Corroboration from a major Australian retailer revealed the rapid ROI from the **MEGALOC™** family of tags:

**Sekura solution: 12 week POC: *MegaLoc*™ + SlideTag™** on 3 categories of branded underwear

**Result: 40% reduction in shrink in just 3 months**

**= \$1.2 million  
annual shrink saving**

**Outcome:** Urgent request for 100% fleet-wide roll-out: 250,000 **MegaLoc™** + SlideTags distributed in 3 phases to 124 stores nationwide.







**Denver Napthine** – GNFR Consultant

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Denver specialises in helping retailers to optimise their GNFR spend, forging strong relationships with clients by listening to exactly what each partners needs are.

If you would like more information on any of the products or services covered, please get in touch.

**We will have the answers to your retail needs.**



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