



# TEAM TALK

The Newsletter of Dynamix Teamwear

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Well time certainly flies. Here we are at the end of February and I find myself completing the newsletter I started back in January. From that you can gather it's been an extremely busy start to the year, for which we are grateful. We've banished that dreadful phrase "global financial crisis" and the even more dreaded "r" word from our presence, and got down to the business of

bringing you more great ways to keep your teams looking good and performing at their best in the coming year. In these times of uncertainty it is essential to stay positive and more important than ever that you stand out from the crowd. There's no better, and more cost effective way to do that on a daily basis than through the way your team dresses.

## NEW PRODUCTS

Our New Releases Catalogue is now available on our web site at [www.dynamix-team.co.nz/new.pdf](http://www.dynamix-team.co.nz/new.pdf). This brings together all of the new products released at the end of last year, and two new suppliers in the form of Gildan Apparel, and Lichfield NZ.



Gildan is an American brand specializing in tee shirts. Style 2000 Ultra Tee is not only better quality, but cheaper than comparable shirts, and comes in a massive 52 colours, all available ex stock. Check it out.

We're now eagerly awaiting new ranges for winter from our two biggest suppliers – Essentials and Biz Collection. By all accounts they'll be bigger and even better than before. Hopefully more on that next time.



Lichfield is a household name in quality New Zealand menswear, and really requires no further introduction, except to say they've augmented some of their traditional mens shirts with matching womens blouse styles so you can outfit your full team with the same great quality.

## DYNAMIX STOCK RANGE

Perhaps at this time it is pertinent to restate the criteria for a product to be included in our Stock Range.

Before we even consider a product, the supplier must pass scrutiny of their service and quality standards and of their corporate ethics. We place our reputation, and yours, in their hands and we need to know that this trust is not misplaced.

For inclusion garments must:

- Be in stock and available for **immediate delivery**.
- Reach our minimum construction **quality** requirements. (Our manufacturing background gives us a huge advantage in making these assessments).

Preference is then given to garments that are 'team friendly':

- Have an **extended colour range** and/or a colour range that offers a point of difference.
- Offer a **wide size range** covering kids & adults, and/or men & women.
- Offer **value for money** at particular price point.
- And we make a subjective assessment as to the look and **relevance** of the designs.

You know that when you select one of the products from Dynamix Stock range that it is the best of its class. All you have to do is choose the look, style and colour that suits your team. The alternative is that we hand you 9 or 10 catalogues, some several hundred pages long, and leave you to it! Which would you prefer?

## RUGBY & WOMENS SPORT FLYERS

We have recently put together mini catalogues for rugby and womens sport uniforms. Anyone needing information should contact us for a copy.



## PRICE INCREASES

Already a number of our suppliers have put up product prices, while others have flagged increases for 1 March. The reasons are pretty obvious (falling exchange rate, increased input costs, and increased costs of production in China) and while we hate doing it we have to pass the rises on. If you are contemplating purchasing new uniforms or promotional products, do it now – they'll never be this cheap again.

# SPECIALS OF THE MONTH



### FB-J3150 Flash Jacket

Sports jacket for kids & adults. Up to the minute contrast detailing.

Lots of colour options. Matching pant available

6 – 14yrs: \$38.50 **SAVE \$5.50**

XS – 5XL: \$42.00 **SAVE \$5.50**

For colours & details:

<http://www.bizcollection.co.nz/ViewProduct.aspx?id=603&page=0>



### FB-J3887 Reactor Jacket

Medium weight anorak jacket with 5000mm water proof outer &

polar fleece lining. Contrast paneling and piping detail. The perfect

winter jacket for sport or business.

S – 5XL: \$49.00 **SAVE \$10.00**

For colours and details:

<http://www.bizcollection.co.nz/ViewProduct.aspx?id=713&page=0>