



QUARTER THREE
JUL - SEPT 2026

DEPENDABLE WORKWEAR FOR THE TURN OF THE SEASON

Q3 OFFER:
**FREE CORE BODYWARMER WITH
SELECTED HERITAGE BOOTS**

NEW!

Core T-Shirts in Army Green & Sand Beige

EXCLUSIVE INTERVIEW

Gortavoy Feeds & Farm Supplies tells us
what they want from a workwear supplier

THE UNDISPUTED DEFIANTS

The numbers behind our best-selling
product...EVER!

SEASONAL SPACE

Why today decides your Q4

& MUCH MORE!

TURN OF THE SEASON

 **Xpert™**

2026 QUARTER THREE

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Q3 OFFER

Free Core Bodywarmer with Heritage Dealer, Legend or Rancher boots.

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MAKE IT YOURS // FREE EMBROIDERY

Free left-chest logo on Pro Bodywarmers, Jackets and Half Zips.

09

SOCK REFRESH

New Core Crew Sock 5 Pack + new look to packaging.

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THE UNDISPUTED DEFIANTS

Our number one bestseller for five years running.

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FREE

XPERT CORE BODYWARMER

WHEN YOU BUY THE
XPERT HERITAGE DEALER,
LEGEND OR RANCHER BOOTS

Q3 OFFER - JUL-SEPT

**BUY 10 SELECTED XPERT HERITAGE BOOTS,
GET 10 XPERT CORE BODYWARMERS FREE.**

MINIMUM QTY 10 PAIRS | MIX & MATCH STYLES

DEALER
XPH1250



TRADE (ex VAT) **£49.95**
RRP **£79.99**

LEGEND
XPH1210



TRADE (ex VAT) **£54.95**
RRP **£84.99**

RANCHER
XPH1270



TRADE (ex VAT) **£44.95**
RRP **£84.99**

The Heritage range is the pinnacle of Xpert craftsmanship. Made with premium leathers, **COMFORT-X™** footbeds and the quality your customers would spend more for.

FREE!



**MIX & MATCH
COLOURS**

CORE BODYWARMER

XP4310 GREY
XP4320 NAVY
XP4330 GREEN

WORTH RRP (inc VAT)
£31.99



ORDER TODAY! CALL +44 (0)28 9083 9090 OR REACH OUT TO YOUR AREA MANAGER

T&C's Apply | Turn over for your Promotional Tool Kit

YOUR **OFFER** PROMOTIONAL TOOL KIT



IN-STORE POSTERS | A3 FORMAT



PROMO STAND | T&Cs APPLY

**DOWNLOAD THE FULL
TOOL KIT HERE:**



ORDER TODAY! CALL +44 (0)28 9083 9090 OR REACH OUT TO YOUR AREA MANAGER

T&C's Apply | Subject To Availability

PARTNER EXCLUSIVE

MAKE IT YOURS.

PRO RIP-STOP BODYWARMER
XPP6300



TRADE (ex VAT) **£21.95**
RRP (inc VAT) **£40.99**

PRO HALF ZIP TECH FLEECE
XPP6210



TRADE (ex VAT) **£14.95**
RRP (inc VAT) **£27.99**

PRO RIP-STOP HYBRID JACKET
XPP6500



TRADE (ex VAT) **£27.95**
RRP (inc VAT) **£51.99**

FREE
LEFT CHEST
LOGO

ON ORDERS OVER 20 ITEMS

ORDER TODAY! CALL +44 (0)28 9083 9090 OR REACH OUT TO YOUR AREA MANAGER

UPDATE

SOCK REFRESH.

CORE COMFORT WORK SOCK - 3 PACK
XP10



TRADE (ex VAT) **£4.50**
RRP (inc VAT) **£8.99**

CORE CREW SOCK - 5 PACK
XP66



TRADE (ex VAT) **£5.50**
RRP (inc VAT) **£10.99**

NEW

PRO ACTIVE WORK SOCK - 3 PACK
XPP12



TRADE (ex VAT) **£6.95**
RRP (inc VAT) **£12.99**

NEW
PACKAGING
DESIGN

ORDER TODAY! CALL +44 (0)28 9083 9090 OR REACH OUT TO YOUR AREA MANAGER

THE UNDISPUTED DEFIANTS



The dealer boots customers keep coming back for, over, and over again. Our number one bestseller for five years running. Trusted by thousands of rural workers across the UK and Ireland.

TRADE (ex VAT)

£29.95

RRP

£45.99

S3
SAFETY

COMPLETE PROTECTION

Protective steel toecap
and midsole



QUALITY LEATHER

Water resistant waxy leather upper



COMFORT X™

Shock absorbing PU foam footbed for optimum comfort

A PAIR SOLD EVERY 13 MINUTES

ORDER TODAY! CALL +44 (0)28 9083 9090 OR REACH OUT TO YOUR AREA MANAGER

PARTNER EXCLUSIVE

GLOVE BUNDLES



The glove range landed in Q2 and now it's time to give it a home on your shop floor. Two ready-to-sell bundles, each with a free display stand.

ORDER TODAY! CALL +44 (0)28 9083 9090 OR REACH OUT TO YOUR AREA MANAGER



BUNDLE 01 – LARGE

SIZES M-XXL · 312 PAIRS

XP54 SUPERFLEX // Dexterous Nitrile Palm – 24/size
Trade £1.95 | RRP £3.99

XP56 MULTIPURPOSE // Nitrile Palm Work – 24/size
Trade £0.95 | RRP £1.99

XP58 AQUAFLEX // Waterproof Fully Coated – 12/size
Trade £1.95 | RRP £3.99

XP60 THERMDRY // Waterproof Thermal – 6/size
Trade £3.95 | RRP £7.99

XP62 TOUGH CUT // Level C Cut Resistant – 12/size
Trade £3.95 | RRP £7.99

+ FREE LARGE DISPLAY STAND

FOR ONLY **£656**

FULL RETAIL VALUE **£1,341**

BUNDLE 02 – SMALL

SIZES L-XXL · 234 PAIRS

XP54 SUPERFLEX // Dexterous Nitrile Palm – 24/size
Trade £1.95 | RRP £3.99

XP56 MULTIPURPOSE // Nitrile Palm Work – 24/size
Trade £0.95 | RRP £1.99

XP58 AQUAFLEX // Waterproof Fully Coated – 12/size
Trade £1.95 | RRP £3.99

XP60 THERMDRY // Waterproof Thermal – 6/size
Trade £3.95 | RRP £7.99

XP62 TOUGH CUT // Level C Cut Resistant – 12/size
Trade £3.95 | RRP £7.99

+ FREE SMALL DISPLAY STAND

FOR ONLY **£492**

FULL RETAIL VALUE **£1,006**





THE THINGS A 40-YEAR MERCHANT WANTS FROM A WORKWEAR BRAND

Gortavoy Feeds & Farm Supplies has spent four decades serving farmers in Co. Tyrone. Katie on why Xpert keeps its place on the rails, the one product the shop won't be without, and what dependable looks like from behind the counter.

Walk up the lane to Gortavoy Feeds & Farm Supplies and the scale tells you most of what you need to know. A feed mill, a line of silos, and a yard stacked with the fencing, drainage and supplies a working farm gets through in a year. The shop sits at the front of it. Since the move into the new building last autumn, it has become a lot more than a counter for meal and nuts.

The clothing side has felt that change more than most. Footfall is up, and the rails now pull in people who might once have driven past. "It has definitely increased our customer base, especially on the clothing end of it," says Katie. The business has been trading in one form or another for over forty years, the retail side for about fifteen. The new shop is the biggest step it has taken.

Workwear is a category a farmer can buy almost anywhere. Every merchant carries it, and every brand promises much the same thing. So the interesting question is not what Gortavoy stocks. It is why Xpert keeps

earning its place on the shelf.

The answer, to start with, has very little to do with fabric or safety ratings. It is about the relationship. "It's a support system," Katie says. "You know you're going to get it, and they're there on the end of the phone every time you want them." That support is what started it. Gortavoy first came to Xpert around six years ago through Stephen, their rep at the time, who came in with fair deals and made it easy to try the range. When the new shop opened, Neil picked up the account. The deals were good, the brand was not pushy, and the kit turned up. Six years on, that is still the headline.

It helps that the range earns its keep on the shop floor. Asked for the one product the shop would not be without, the answer comes back without a pause: the Bib and Brace. "The farmer would love the Bib and Brace," says Katie. "They're not as sweaty as the majority of the others, and we sell a lot of them." That tracks with what we see on our own channels, where Bib and Brace posts consistently outperform everything else we put out. It is the farmer's staple, and it does the job a farmer needs it to do.

Then there is the part of the relationship that never makes it onto a product label. Gortavoy

rates the Xpert trade portal, and for a reason that says a lot about how a merchant actually runs an order book. "It's easier, because you can actually see how many you have in stock," Katie explains. "A lot of other portals just say in stock or out of stock." The difference matters. If the screen says five, a buyer can confidently order five. With a simple in-or-out portal, the same buyer might order ten, take delivery of five, and be left short on the shelf. Real numbers let a shop order to the gap, not to a guess. It is a small thing. It is also exactly the sort of small thing that decides whether a supplier is dependable or just available.

Ask Gortavoy to sum Xpert up in a single sentence and you get three things instead of one. "Easy to deal with, good value, and great support." That is as good a definition of dependable as any we have heard.

Because in workwear, the kit is only half of it. The other half is the brand that backs the retailer who sells it. The one that answers the phone, ships what it says it will ship, and tells a shop exactly what's on the shelf. After forty years behind the counter, Gortavoy Feeds knows the difference. So do we.

RETAILER SUPPORT

XPERT EVENT KIT



The Xpert Event Kit. In-person shows and open days is where Xpert thrives, and now we've built a mini-event kit to back you up:

- Branded gazebo & flags
- Roller banners & table covers
- Catalogues, samples & literature

Have an event coming up you would like us there?

BOOK VIA YOUR AREA MANAGER

RETAILER SUPPORT

XPERT POS KIT

A new look for Xpert.

You may have spotted it already, refreshed branding is rolling out across packaging, POS and digital over the coming months. Same dependable products, sharper presence on your shelves. Full reveal soon.

POS updated. The point-of-sale range has been refreshed: headers, outdoor banners, roller banners, window vinyls and more. Order through your Area Manager or the Marketing Support section on TradeZone.



THE FACES

Every brand has a story, but it's the people who write it. The faces here are the designers, operators, sellers and problem-solvers behind everything Xpert does. Different roles and responsibilities, but the same high standards: getting it right for the people who wear our products every day.

IN ORDER OF SURNAME

MATTHEW **ARMSTRONG**
BUSINESS DEVELOPMENT MANAGER



DANIEL **EAGLEN**
DESPATCH TEAM LEADER



SINTIA **FOSTER**
HR CONSULTANT



GER **HORGAN**
AREA MANAGER



ZACH **MCKAY**
WAREHOUSE OPERATIVE



JACOB **MORRIS**
WAREHOUSE OPERATIVE



RENZO **PEEL**
SUPPLY CHAIN EXECUTIVE



ANDY **SAWYER**
AREA MANAGER



MOLLY **CARLESS**
OPERATIONS EXECUTIVE



MANDI **FISHER**
HEAD OF FINANCE



ABI **GLASS**
SALES SUPPORT



CRAIG **LEETCH**
CREATIVE CONTENT SPECIALIST



JENNA **MCKNIGHT**
CUSTOMER CARE EXECUTIVE



ANGUS **PATTON**
HEAD OF OPERATIONS



KYLE **POUSTIE**
GOODS-IN TEAM LEADER



PAUL **URQUHART**
BUSINESS DEVELOPMENT MANAGER



CORALIE **GLASS**
CUSTOMER CARE EXECUTIVE



KARL **MCALLISTER**
PERFORMANCE MARKETER



DARREN **MCMULLAN**
HEAD OF SUPPLY CHAIN



GLENN **PATTON**
MANAGING DIRECTOR



CHRIS **PRICE**
BRAND AMBASSADOR



VALENTINA **VANT**
FINANCE ASSISTANT



JACKSON **GLASS**
BUSINESS DEVELOPMENT EXECUTIVE



CAMM **MCEWAN**
AREA MANAGER



ROSS **MCMULLAN**
BUSINESS DEVELOPMENT MANAGER



LAURA **PATTON**
CUSTOMER CARE EXECUTIVE



REUBEN **QUINN**
SALES DIRECTOR



JACK **WILLOUGHBY**
HEAD OF BRANDS & MARKETING



STEPHEN **HEDDLES**
AREA MANAGER



GLENN **MCILWAINE**
AREA MANAGER



LIZ **MEALLY**
AREA MANAGER



NEIL **PATTON**
AREA MANAGER



DARRYL **PRICE**
WAREHOUSE MANAGER



ROSS **WILSON**
BUSINESS DEVELOPMENT EXECUTIVE



BEHIND
XPERT

NEW T-SHIRTS. HEAVYWEIGHT. HARDWEARING. TWO STYLES.



CORE TEE ARMY GREEN

XP4630



TRADE (ex VAT)

£7.95

RRP

£14.99

CORE TEE SAND BEIGE

XP4640



TRADE (ex VAT)

£7.95

RRP

£14.99

Built for everyday performance and all-day comfort. Premium 260GSM interlock fabric, 95% cotton with 5% elastane for natural stretch on and off the job.

- **ACTIVE X™ STRETCH** fabric — comfort with stretch performance
- Durable 260GSM interlock — a heavyweight t-shirt
- Modern close fit with timeless rib knit crew neck
- Reinforced yoke & shoulders for durability and moisture control
- Side slits for comfort and mobility; printed neck label
- Finished with Xpert graphics and branding

ORDER TODAY! CALL +44 (0)28 9083 9090 OR REACH OUT TO YOUR AREA MANAGER

GET AHEAD OF PEAK SELLING SEASON

When the season turns, waterproofs and wellies are the first things off the shelf. Stock the Swampmaster range early and let the weather do your selling.

The season never sends a warning. One week it's mild, the next the yard's underwater and every farmer for twenty miles needs waterproofs and wellies by the weekend. That rush is coming. The only thing you get to decide is whether your shelf is the one it finds full.

There's a morning every autumn when everything changes at once. The temperature drops, the rain comes in sideways, and the ground turns to slurry overnight. By the time your customer has pulled on his wellies and grabbed a waterproof, the choice is already made. He's wearing whatever was on the shelf when he needed it. The only question for you is whether that shelf was yours.

THE SPIKE YOU CAN SET YOUR WATCH BY

Wet-weather gear doesn't sell on a steady line. It sells in a wall. When the first proper cold snap hits, demand for waterproofs and wellies doesn't build slowly; it jumps, and it won't wait for your next order to land. The shops that win the season aren't sitting on the best gear in the stockroom. They've got it out front, in the right sizes, the week it's needed.

DRY WITHOUT THE SWEAT

The Stormgear range is easy to sell because it does the one thing most waterproofs can't: keep the rain out without cooking the person inside it. That's the No-Sweat technology, and it isn't just a name on a swing tag. The gear is fully waterproof and genuinely breathable, so your customer can graft all day and still stay dry. Jacket, bib and brace, trousers, all designed to be worn together and priced so nobody hesitates. That's a range that earns its shelf space.

FROM THE GROUND UP

A waterproof isn't much use if your customer is standing in a wet boot. The Swampmaster wellington range covers the other half of the job. It runs from the PVC Titan at an everyday price up to the thermal-lined Thermo for frozen mornings and the neoprene Trapper for anyone who lives in the wet. Most have S5 steel-toe safety built in. That gives you a proper good, better, best line-up on one stand: a keen price to shift volume and a premium pair to lift the basket. Put the waterproofs and the wellies side by side and you're not selling two products. You're selling a dry day's work.

THE EARLY SHELF WINS

Peak season rewards one thing above all, and that's being ready before your customer is. Order the wet gear and wellies now, while you can still pick your range instead of chasing stock, and you'll be selling the season while everyone else waits on a delivery.

STORMGEAR JACKET

SWP1510



TRADE (ex VAT)

£24.95

RRP (inc VAT)

£47.99

Also in GREEN SWP1520

STORMGEAR TROUSERS

SWP1550



TRADE (ex VAT)

£13.95

RRP (inc VAT)

£26.99

Also in GREEN SWP1560

THERMGEAR JACKET

SWP7010



TRADE (ex VAT)

£31.95

RRP (inc VAT)

£59.99

THERMGEAR TROUSERS

SWP7050



TRADE (ex VAT)

£20.95

RRP (inc VAT)

£39.99

XTREMEGEAR JACKET

SWP1710



TRADE (ex VAT)

£35.95

RRP (inc VAT)

£67.99

XTREMEGEAR TROUSERS

SWP1750



TRADE (ex VAT)

£23.95

RRP (inc VAT)

£44.99

CHAMPION

SWP670

BESTSELLER



TRADE (ex VAT)

£29.95

RRP

£54.99

TRAPPER

SWP790



TRADE (ex VAT)

£54.95

RRP (inc VAT)

£99.99

TITAN

SWP750



TRADE (ex VAT)

£17.95

RRP

£27.99

Also in BLACK SWP740

THERMO

SWP690



TRADE (ex VAT)

£43.95

RRP

£69.99

VORTEX

SWP770



TRADE (ex VAT)

£12.95

RRP (inc VAT)

£23.99



TRAPPER SWP790

DEFENDER

SWP650



TRADE (ex VAT)

£34.95

RRP

£54.99

CHALLENGER

SWP680



TRADE (ex VAT)

£45.95

RRP

£72.99



PROMOTE IT LIKE A BOSS!

SOLO STANDS AVAILABLE

SHOWCASES 3 STYLES





CHALLENGER SWP680

NON-SAFETY

SAFETY



Team Xtreme Take the Win at Dragon Boat Race for Air Ambulance NI

By Jack Willoughby

Last Friday, 18 of us from Xpert Workwear headed into the heart of Belfast to take part in the Dragon Boat Race in support of Air Ambulance Northern Ireland.

Across the morning and afternoon, 16 teams took to the River Lagan for a day of racing, team spirit and fundraising. We arrived as Team Xtreme, ready to give it everything.

The weather had other ideas.

It was one of the wettest days you could imagine. The rain was bucketing down from the moment we arrived, but the mood around the event was still incredible. No one there was fazed one bit. The DJ had the place buzzing, teams were getting ready, and despite everyone being soaked before the racing even started, there was a real energy in the air.

Thankfully, we were dressed for the occasion. The full team was kitted out in matching green Xpert Stormgear Bib and Braces and our new Sandy Beige Xpert T-shirts. We looked the part, even if we were about to get absolutely drenched.

Before heading to the boat, we gathered the team for a quick talk. The message was very simple: this was about putting into practice the Xpert DNA. Working hard. Pulling together. Not giving up. Everyone had a

role to play, and if we moved as one, we had a chance.

Then came the first heat.

To be honest, I don't think any of us expected what happened next. We absolutely flew out of the blocks and beat the first team comfortably. Not only that, but we recorded the fastest time of the day at around 50 seconds! For context, the other strong times in our runs were sitting closer to 54 and 56 seconds.

That first race changed the mood. Suddenly, we knew we had a real chance.

From there, we made it through to the semi-final and won again. The team was soaked, tired and running on adrenaline, but the rhythm was pretty much there. Everyone was pulling together, giving it their all, and the boat was moving well.

Then came the final.

It was tight. A proper photo finish.

By that stage, we had raced back-to-back, while the other team was fully rested and had more time to recover. There were also a few shouts from our boat at the start, with some feeling the other team had already started moving before the buzzer, while we were starting from a dead stop. But in the end, the result went our way.

Team Xtreme had won.

The celebrations said it all. Everyone was drenched through, but the smiles were massive. We

lifted the trophy together and enjoyed the moment as a team. For a group of people who spend most of our time working across different parts of the business, it was a brilliant reminder of what happens when everyone gets behind the same goal.

A big thank you also has to go to the Rapid Response Team (RRT) for keeping everyone well fed on the day. The sausage, bacon and egg baps were exactly what was needed after racing in that weather.

After the event, we headed back to the office and gave the trophy pride of place in the welcome area. A good home for it.

More than anything, the day was a brilliant team-building experience and a great chance to support an important cause in Air Ambulance Northern Ireland. The weather was rough, but the team spirit was stronger.

Team Xtreme showed up, pulled together and got the job done.

You can watch the full recap video on our LinkedIn by scanning the QR code.



FREE WORK BELT WITH EVERY PAIR OF CORE STRETCH WORK TROUSERS

FREE PRO SWEATSHIRT WITH EVERY PRO BLACK HOODIE

FREE CORE POM POM BEANIE & XPERT TORCH WITH EVERY PAIR OF PRO DROVER JUNIOR BOOTS

FREE CORE SOCKS & CORE POM POM HAT WITH EVERY PAIR OF PRO FORGE SAFETY BOOTS

FREE JUNIOR TOOLBOX WITH EVERY JUNIOR WORKWEAR SET: PRO TROUSERS, PRO BODYWARMER & CORE POM POM BEANIE

**GIVE
THE
GIFT**



**2026 CAMPAIGN.
COMING Q4.**



We're all in.

At Xpert, we make workwear that holds up in the toughest conditions. And we know the people wearing it do more than a hard day's work, they **keep families, farms, and communities running**. That's why we give 1% of our profits to charities and initiatives that support agricultural workers. It's our way of backing the people who put food on the table and care for the land. The Xpert Foundation exists to give something back. To support wellbeing. To invest in the future of farming. And to stand with the communities we serve. Because when we look after those who look after us, everyone is better off.

www.xpertworkwear.com/foundation