Here at Pertemba we work on a Hybrid Wholesale Model. With this new approach we have revolutionised internet retailing.

We are present in major marketplaces and country specific marketplaces across the world including the UK, US Canada, Australia, Japan, China, India and across Europe.

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Interested?
Book an appointment with our business Development Team.
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0116 2964557
WELCOME TO OTS 2017

Now in its 12th year, OTS has established itself as the largest outdoor trade event in the UK outdoor industry.

Within the two exhibition halls, you will find over 100 exhibitors showcasing a variety of products from over 500 brands, and outdoors there are hundreds of tents on display on the grass areas.

This Visitor Show Guide contains all of the essential information you need for your visit, including an alphabetical list of exhibitors on pages 12 and 13 for easy reference.

Not only has the show been moved from September to July (for the first time in its history), but there are a number of other firsts you will notice, including the addition of a new partnership with the Outdoor Industries Association (OIA).

If you require any information or assistance, please do not hesitate to approach our registration desk staff or come to see us in the organisers’ office.

On behalf of the whole team, we hope you have a successful and enjoyable show.

MCS PR & Event Management
Moss Nook House, 6-8 Trenchard Drive, Manchester, M22 5NA
T: 0161 437 4634  F: 0161 437 3855
E: info@mcspr.co.uk  W: mcspr.co.uk
ENGAGE, REPRESENT & PROMOTE THE OUTDOOR RECREATION INDUSTRIES

JOIN US NOW!
Working to Get More People Active Outdoors
For further information and to join the OIA, please visit www.theoia.co.uk
Call 0161 498 6159 or email info@theoia.co.uk
THE OTS PARTY

Following last year’s successful event, the OTS Party is making a welcome return and will begin straight after the second day of the show (Wednesday 12th July) at 6pm in the Strollers restaurant (next to the entrance to Hall 2 and the foyer).

Hopefully you have already purchased your tickets online and are now heading to the organisers' office to collect your wristband - but if not, you may still be able to join the party so please pop in to ask us if there are any tickets still available for you and your colleagues.

Tickets cost just £10 per person, which includes entry as well as food (served from 6.45pm) and entertainment (the Goodfellows band have been booked to perform), and the finalists of the UK Outdoor Industry Awards will be announced in a special presentation at 7.30pm - find out more about the awards on page 7.

The rest of the evening is dedicated to networking and socialising - hope you enjoy it!

FOR TICKET AVAILABILITY, PLEASE ENQUIRE AT THE ORGANISERS' OFFICE
A UNIQUE FESTIVAL EVENT

REGISTRATION NOW OPEN!
EARLY BIRD DISCOUNT AVAILABLE UNTIL 14TH JULY

INSPIRATIONAL KEYNOTE SPEAKERS
BREAKOUT SESSIONS & WORKSHOPS
TEAMBUILDING & ADVENTURE CHALLENGES
HOG ROAST & LIVE MUSIC

5TH & 6TH SEPTEMBER 2017, ECCLESALL, SHEFFIELD
WWW.OUTDOORINDUSTRIESSOCIATION.CO.UK/OUTDOORSFUTURECAMP
TEL: 0161 437 4634
For the third year in a row, all of the innovative new outdoor products entered into the 2018 UK Outdoor Industry Awards will be on display in a dedicated area in Hall 1.

For the first time, visitors will also be able to vote for their favourites across all ten categories on the iPads provided - to help our judges decide which products will become the finalists in each category.

The prestigious panel of judges consists of leading experts from the industry, including Lee Bagnall (JD Sports), Pete Cole (Outdoor & Cycle Concepts), Anthony Greasby (Countryside Ski & Climb) from retail, and Ben Weeks (Trail), Tom Hutton (OE Retailer), and Will Renwick (OutdoorsMagic) from the media, as well as Claire Carter - writer, film producer, KMF Director and OIA Engagement Officer, representing the OIA.

The finalists will be announced at the OTS Party (see page 5), which presents a fantastic networking opportunity for visitors and exhibitors to get together socially at the end of a hard day of buying and selling.

The UK Outdoor Industry Awards is an initiative launched by the Outdoor Industries Association (OIA).
The EOS is a key event in the outdoor trade calendar. Supported and attended by brands, manufacturers, retailers, suppliers, distributors and service providers.

Join us to look at key topics that stimulate debate and discussion in a non-competitive environment, with the ultimate aim to improve business practices and promote growth and innovation.

Besides great speakers it is the ideal platform for networking and offers a unique occasion to interact with opinion leaders and decision makers from the outdoor industry.

www.europeanoutdoorsummit.com  +44 161 4374634  info@europeanoutdoorsummit.com
**WORKSHOP PROGRAMME**

**THE POWER OF RETAIL FINANCE**
TUESDAY 11TH JULY 12.30PM &
WEDNESDAY 12TH JULY 9.30AM
Jonathan Harrison,
Marketing Director and
Chris Hall, Head of business
development from ActSmart
Take it Outdoors retail finance is
now available in the outdoor
recreation market.
The workshop will show you why retail
finance is one of the fastest growing sales
tools in the UK sports & leisure markets
and demonstrates how to make the most
of it for your business.
It will show you how accessing finance is
easy and how it can be shaped to your
individual business to help you increase
sales and improve your margins.

**CAPTIVATING CUSTOMERS IS NO LONGER OPTIONAL**
WEDNESDAY 12TH JULY 12.30PM
Richard Smith, Head of Brand
Partnerships, Myagi
Richard will take a look at Experiential
Retail in the Outdoors- how telling
stories is essential to success and why
brands have to get involved in order to
deliver on customer expectations.

**THE IMPORTANCE OF DISPLAY**
WEDNESDAY 12TH JULY 12.30PM
Helen Goodwin from Made You
Look! Visual Display Training
Why first impressions are crucial for
business and how to stand out from
the crowd.

**INTRODUCING KEY COMPLEMENTARY PRODUCTS TO YOUR CUSTOMER**
THURSDAY 13TH JULY 11AM
Don Gladstone, Director, Peoplework
Far too often retail teams think of
'add on sales' as an irrelevant and
inconvenient factor in the sales
process. We help them to understand
the genuine benefit to the customer of
relevant complementary product.
This change of focus creates a much more
practical approach to achieving higher
sales revenue and just as importantly a
more educated customer who has now
bought into the culture of your business
as well as feeling more comfortable, and
safer, on their travels.
NEW BRANDS AREA

A special area in Hall 1, dedicated to new brands showcasing their products.

Exhibitors include:

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MOSQUITOES & TICKS HATE US, HERE'S WHY!

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OTS 2017 - STAND 56
01284 763152
office@keeblecare.co.uk
INDOOR EXHIBITORS

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ON THE 1000 MILE STAND YOU WILL FIND OUR NEW RANGES OF TECHNICAL OUTDOOR AND WALKING SOCKS, ULTIMATE PERFORMANCE OUTDOOR AND SPORTS ACCESSORIES AND ULTIMATE PERFORMANCE SPORTS MEDICAL AND SUPPORTS. WE WILL ALSO HAVE COMPEED BLISTER PLAGERS AND NOENE INSOLES. MANY NEW PRODUCTS WILL BE AVAILABLE TO ORDER FOR IMMEDIATE DELIVERY.

2PURE

STAND 410

2PURE BRINGS YOU:
THE GRAYL: “ALLOWS THE TRULY ADVENTUROUS TO DRINK FROM ANY BODY OF WATER AND THE LESS ADVENTUROUS TO DRINK FROM ANY HOTEL SINK” - ESQUIRE MAGAZINE

EARTHWELL: MAKES HIGH-QUALITY STAINLESS STEEL HYDRATION PRODUCTS DESIGNED TO PRESERVE AND PROTECT YOUR THIRST FOR ADVENTURE. HONEYSTINGER: HONEY BASED DELICIOUS NUTRITION

ACAI

STAND N8

PERFORMANCE, FASHION AND FUNCTION. ACAI SHOWCASES NEVER SEEN BEFORE OUTDOOR WEAR ALONGSIDE HIGH PERFORMING GYM/ACTIVE WEAR. TECHNICAL DETAILS AND FASHIONABLE CUTS ARE ALL PART OF A STAND OUT COLLECTION DESIGNED TO MEET THE DEMANDS OF ACTIVE AND STYLE CONSCIOUS WOMEN.
ALLCORD

STAND 158

C.A.M.P. climbing hardware and equipment, ClimbX climbing shoes, Lomer hiking and outdoor lifestyle casual footwear, Fizan trekking and nordic walking poles, Gramicci clothing, Icepeak clothing, Tendon ropes and cords, Acecamp and Munkees accessories, TSL snowshoes

ALPINA

STAND N7

Alpina is a vertically integrated footwear manufacturer located in Slovenia that makes high quality footwear for the Outdoor and Ski category. This year the company celebrates 70 years since its foundation.

ARCTIC FOX/STARLING

STAND 52

We invite you to Stand 52 to see our two hat brands, (1) STARLING knitted hat collection and (2) ARCTIC FOX range of faux fur bombers, trappers, headbands, caps, gloves and scarves, including a microfleece head balaclava to protect the wearers head and ears under the helmet.
ARmadillo Merino® designs and manufactures the world’s most advanced next-to-skin clothing by harnessing the unique performance properties of merino wool. Our champions are professional users and outdoor enthusiasts including astronauts, special forces, police, fire, ambulance, motor sports, search & rescue and people who live for outdoor adventures with skin-side comfort.

ASi

We will be showing all that is new for SS18 from our prestigious brands: AKU - Italian footwear - made in Europe; Alite - lightweight furniture and packs; CMP - Europe’s fastest growing Italian clothing brand; Leki - The UK’s no.1 pole brand; Tyny Tools - useful little accessories.

Backpacker offers a high-quality range of outdoor clothes and gear for backpackers, walkers, hikers, campers, climbers and adventurers. We are launching the Backpacker Flying Tent a 4 in 1 camping system, Backpacker waterproofing and a range of Backpacker outdoor clothes and equipment.
BCB Adventure Ltd, 
Units 7/8 Clydesmuir Rd. Ind. Estate 
Cardiff, CF24 2QS
Contact: George Carter 
Position: UK Sales Manager 
E: gc@bcbin.com 
T: 02920 433700 
F: 02920 433701 
W: www.bcbadventure.com

BCB Adventure supplies niche, high quality developed products for both high performance outdoor activities and everyday casual lifestyle use, including: all weather and eco-friendly FireDragon outdoor cooking fuels; unique BCB cooking systems; rucksacks; trekking and survival kits; Insect Repellent; medical packs, tactical equipment and new "gift" range.

Sunderland Enterprise Park, 
12 Colima Ave 
Sunderland, SR5 3XB
Contact: Sarah Breddy 
Position: Field Account Manager 
E: sarah.breddy@berghaus.com 
T: 07966 127954 
W: www.berghaus.com

Berghaus is an outdoor clothing and equipment brand based in the north east of England with over 50 years' experience creating outdoor gear that's built to last. We know great kit is the difference between enjoying the outdoors and truly loving it.

16 Mill Street, 
Oakham 
Rutland, LE15 6EA 
Contact: Graeme Campbell 
Position: Brand Manager 
E: graeme@bradshawtaylor.com 
T: 07768 553115 
W: www.bradshawtaylor.com

This year, Bradshaw Taylor is delighted to be exhibiting a fuller offering at OTS from our global brand portfolio: Black Diamond, Icebreaker, Keen, Royal Robbins and Sherpa Adventure Gear - please ensure you call by to see what exciting and innovative developments you can look forward to in SS18.
YOU CHALLENGE YOURSELF, WHY NOT YOUR WATER CHOICE?

NEW
ACTIVE XL

73%
CATEGORY SHARE OF FILTER BOTTLE MARKET*

VISIT STAND 34 TO FIND OUT MORE.

*GFK UK Filter Bottles Market share value Jan-March 2017
SELK BAG, the original sleepwear system. The all-new Selk’bag 5G Original offers maximum mobility, comfort and warmth. Featuring removable booties, a kangaroo pocket, and an anatomical shape, Selk’bag 5G Original is their most advanced model ever! Available in 5 colourways and various sizes ranging from small to Xlarge.

Brita has been the trusted choice for water filters since 1966. Our products improve the taste of tap water, making it easier to stay hydrated whether you are at home or on the go. We are exhibiting our existing and new products designed for the Outdoors at the show.

The British brand Buffalo brings more than 30 years of experience to bear in the innovative design and manufacture of high performance clothing and sleeping bags.
Buffera Ltd,
Cranborne House, Cranborne Road
Potters Bar, Herts, EN6 3JN
Contact: Andrew Martin
Position: Sales Director
E: sales@buffera.co.uk
T: 01707 852244
F: 01707 443166
W: www.buffera.co.uk

Showcasing the new and upcoming AW17/18 collection which includes a complete Merino Wool Collection; Lightweight, Midweight & Heavyweight, plus the brand new Thermonet® BUFF® made from Primaloft® fabric. The SS18 collection will also been shown, which includes the all new Cap collection, available 1st March 2018.

163 Parker Drive,
Leicester, LE4 0JP
Contact: Stewart Cameron
Position: Head of Sales - Outdoor & Sports
E: sales@burton-mccall.com
T: 0116 234 4611
F: 0116 235 8031
W: www.burton-mccall.co.uk

Showcasing our wide portfolio of outdoor brands and including product ranges and accessories ideal for camping, running, walking and more. Brands on display include; Adventure Medical Kits, Bridgedale, CamelBak, Aladdin, Stanley, Maglite, Overboard, Victorinox, Rite in the Rain, Jetboil, Goal Zero, Treksta, Barska, Freeloader, Satmap and humangear.

1 Open Barn Backridge Farm
Business Centre, Twitter Lane
Bashall Eaves, Clitheroe, BB7 3LQ
Contact: Iain Harris
Position: Director
E: iain.harris@cadacuk.com
T: 0333 2000 363
W: www.cadac.uk.com

Since 1948 CADAC, the South African BBQ company, has designed and engineered an extensive range of portable gas barbecues. Easy to build, easy to use, easy to clean and easy to stow each model offers an excellent range of drop-in modular accessories suitable for all guy rope gourmets.
CARE PLUS / KEEBLECARE

STAND 56

The extensive range of insect repellents on show from Care Plus and Incognito provide travellers and outdoor enthusiasts with the very best protection from ticks, mosquitoes and other biting insects. Our Mosquito nets, first aid kits and hygiene products help to ensure safe travels and only good stories!

CARROT BANANA PEACH

STAND 402

Naturally fabricated eco-clothes with performance benefits; donned in yoga, running, fitness and travel by athletes and enthusiasts around the world. Carrot Banana Peach is a UK based company, born in the 90's, who strive to provide the most comfortable and stylish products made to the highest quality.

CATALYST COMPUTER SYSTEMS

STAND 102

Software & systems for businesses. Point of sale, stock control, e-commerce, accounts & much more. Flexible, powerful and 27 years in business & great support. "Your success is our priority"
Celestron Global Limited,
Unit 2 Transigo
Gables Way, Thatcham, RG19 4JZ
Contact: John Loughlin
Position: Business Development Manager UK
E: jloughlin@celestron.com
T: 07471 931650
W: www.celestron.com

Celestron is a specialist in the optics arena with over 50 years experience in the manufacturing and supplying of telescopes, binoculars, microscopes - most recently launching accessories for the outdoor market.

Channel Jumper Ltd,
8 Victoria Street
Alderney, British Channel Islands,
GY9 3UF
Contact: Jessica Matthews
Position: Shop Manager
E: jessica@channeljumper.com
T: 01481 822202
W: www.channeljumper.com

Channel Jumper brings you finest quality genuine traditional Guernsey jumpers from the Channel Islands. Born in the seafaring communities and made using the highest quality worsted wool, our jumpers have a rich history and a hard-wearing reputation.

2 Police Square,
Milnthorpe, LA7 7PY
Contact: Hannah Stevenson
Position: Marketing Manager
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T: 01539 562069
W: www.cicerone.co.uk

Publisher of over 350 guidebooks for walking, trekking, mountaineering and cycling throughout the world. These highly respected award-winning guides are noted for reliability, depth of information and clear design.
MOTOR TRADE INSURANCE FOR CARAVAN AND MOTORHOME DEALERS

We’re committed to providing you with our best possible rate for caravan & motorhome insurance. With over 30 years’ experience in dealer insurance, we’re here to offer friendly advice to help you get the best quote and support you with any claims.

- Discounts for National Caravan Council Members
- A leading touring caravan claims handling team
- Administering insurance schemes for caravan and motorhome for over 30 years
- Tailor your policy to suit your business needs

Call our commercial team for a quote on: 0345 604 3352
or visit: devittinsurance.com/caravan
or email: commercial@devittinsurance.com

Caravan and motorhome dealer insurance is arranged by Devitt Insurance Services Limited and underwritten by Liverpool Victoria Insurance Company, registered office: County Gates, Bournemouth, Dorset BH1 2NF. FCA registration no. 202810.
CITRUS-LIME

STAND 130

Citrus-Lime focuses on providing retailers in the outdoor, cycle and equestrian retail sectors with tools for effective stock control and success both in-store and online. We seek to increase your profitability and reduce your overheads. NEW: Citrus-Lime Cloud POS - the simplest, most powerful and most affordable solution for you.

COAST

STAND 30

The full range of Coast LED torches, head-torches, multi-tools & lanterns. New for 2017 will be numerous new POS display packages & an innovative head-torch display system designed to increase sales in-store. Special early bird offers for extra profit. www.bbb-leisureproducts.co.uk

CRAGHOPPERS

STAND 92

We're delighted to announce our most comprehensive range of travel clothing available on the market for SS18. Demonstrated through the introduction of innovations such as the NosiLife Luna Tight, our latest collections uphold our core values - keeping it simple without compromising your protection.
DALESMAN

Dalesman are a leading distributor of technical outdoor equipment. At OTS 2017 we will be showcasing new products from top outdoor brands, including Garmin, Gerber, Aquapac, UCO, iProtec, Esbit and more.

DEVITT INSURANCE

Caravan and motorhome dealer insurance and retailer cover from Devitt Insurance Services. Tailor your policy with Devitt to suit your business; for premises, stock, road risks, demonstrations, liability and legal expenses plus cover for exhibitions and shows. Devitt also provides discounts for NCC members.

DEXSHELL

Dexshell’s market leading waterproof socks, gloves and hats use only the highest quality materials. Our comprehensive collection includes the thinnest waterproof socks available to a fully thermal product range - protecting your hands, feet and head from any conditions. Dexshell is constantly innovating to remain the ultimate waterproof accessories brand.
Scott Sports UK,  
Unit 3 Baker Road  
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Contact: Scott Ritchie  
Position: Sport Marketing Coordinator  
E: scott.ritchie@scott-sports.uk.com  
T: 01670 593588  
W: www.scott-sports.com

Scott Sports is an international sporting goods company, designing, manufacturing and selling bikes, running equipment, wintersport and motorsport goods. Also under the Scott Umbrella is the Dolomite footwear brand.

ECOSMO BIKE

Unit 14 (Gate A), Yarwood Works,  
Ledsam Street, Birmingham,  
B16 8DW  
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E: bikestore2017@gmail.com  
T: 01214 549446  
W: www.ecosmobike.com

Ecosmo is a folding bikes company supplying quality bikes at competitive price to the trade and public.

FALCON TECHNICAL

Hill Farm, Northwich Road, Dutton,  
Cheshire, WA4 4LE,  
Contact: Chris Williams  
Position: Owner  
E: sales@falcontechnology.co.uk  
T: 01928 759239  
W: www.falcontechnology.co.uk

Falcon specialises in electronics for the motorhome, caravan and camping market. On our stand you will find our range of camping satellite TV systems, travel televisions and antennas, the Rangemaster WiFi booster and our motorhome & caravan sat navs.
FALKE

8-12 Broadwick Street, W1F 8HW
Contact: Adam Renshaw
Position: FALKE ESS Sales Manager
E: adam.renshaw@falke.com
T: 07572 451856
W: www.falke.com

Falke has realised that ergonomics must be the universal principle for sportswear design. Climate regulation, thermal insulation, preventing injury, limiting in-shoe shear stress; these are just a few examples of the important functions fulfilled by Falke ESS products.

FENIXLIGHT

Suite 1, Storage Giant, 376 Newport Road
Cardiff, CF23 9AE
Contact: Rob Balzan
Position: Company Owner
E: sales@myfenix.co.uk
T: 02921 157162
W: www.myfenix.co.uk

Myfenix is the UK distributor for the complete range of Fenixlight products. Supplying the latest award winning LED flashlights, lanterns, headlamps and bikelights since 2007. Visit our stand to see the latest Fenix products and Ruike knives. Join the Fenix family. Fenix - Illuminate your adventure

FIRST ASCENT

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Contact: Jason Myers
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T: 01629 580484
W: www.firstascent.co.uk

New brands for 2017 - Dachstein boots and footwear from Austria, Boreas packs from the USA and Stormsure repair and proofing solutions from the UK. Plus existing brands with new products - Nalgene Bottles and storage jars - Cocoon Travel accessories, Ocun climbing equipment and shoes - Komperdell trekking poles.
GP on the outside. GP on the inside. Quality through and through.

Introducing Beam by GPDesign. A collection of flashlights meticulously crafted for easy handling and robust performance. See our vision for smart, user-centred design at www.gp.design.com

Available to order from GP Batteries UK
**FREEWATERS**

STAND N1

Freewaters is a new and progressive footwear brand from California, bringing unique value to its customers through super comfortable and innovative products. Each pair of Freewaters helps transform lives through its clean drinking water projects in Kenya, Haiti and the Philippines.

**GP BATTERIES**

STAND 31

GP Batteries (UK) Ltd is one of the world’s leading manufacturers of battery cells and portable power banks. Showcased in the UK for the first time will be the newly launched range of hand torches from GP Design. The Beam range have recently won the 2017 Red Dot design Award.

**GRANGERS INTERNATIONAL**

STAND 24

Grangers International is a British-based manufacturer of product protection solutions. Coming from a place of twin passions - British weather and British innovation - we’ve engineered a heritage based upon unyielding excellence and relentless performance. Our cleaning and waterproofing solutions are all you need to explore the outdoors completely uninhibited.
Hej International offers a range of high quality outdoor lifestyle brands, all of which focus on heritage, functionality & tradition without compromising on style. Innovation is a key priority for these brands, Maier-Sports, Wigwam and Kozi Kidz in order to meet rapidly changing consumer & retail demands.

Hi-Tec prides itself on manufacturing technical, performance and urban and leisure footwear, clothing and accessories for those consumer who love enjoying their time in the Great Outdoors.

Sock Specialists since 1882. HJ draws on 135 years experience, and combines technical innovation & quality. Covering all wearing needs, our Outdoor range includes our specialised Commando, Indestructible, Workwear and Rambler along with our Protrek range which offers all terrain high performance technical socks for more challenging pursuits.
HORIZON

5-6 Minster Park,
Collingwood Rd
West Moors, BH21 6QF
Contact: Russell Brown
Position: Director
E: mail@horizonsocks.co.uk
T: 01202 874874
F: 01202 874872
W: www.horizonsocks.co.uk

Horizon will be exhibiting their Premium, Performance, Heritage, Bamboo and Tactical ranges of socks for the outdoor market to cover all sectors. Rob Marsh, Matt Forward & Russell Brown will be pleased to meet new and existing customers. Horizon - we’ve got your feet covered.

INTELLIGENT RETAIL

Consort House,
42 Bone Lane
Newbury, Berks, RG14 5RD
Contact: Claire Rock
Position: Administrator
E: admin@intelligentretail.co.uk
T: 0845 680 0126
F: 0845 680 0128
W: www.intelligentretail.co.uk

A multichannel retail system that gives you complete control for your whole business; shop, eBay, Amazon and web - all in one. Allows you to know exactly what you’ve sold and where. No over-selling ever again!

JET PRESS

Nunn Close, Huthwaite
Nottinghamshire, NG17 2HW
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T: 01623 551 800
W: www.jetpress.com

Jet Press will be offering a large range of products from buckles and webbing to different press stud solutions. As a show exclusive, we will be showcasing the innovative ZlideOn zip replacement product. Simply fix broken zips by removing the old slider with pliers and opening and attaching ZlideOn.
JOBE SPORTS

Heerewaardensestraat 30, Heerwaarden, The Netherlands,
Contact: Joe Jellicoe
Position: UK Sales - UK Office
E: joe@jobesports.com
T: 07712 231395
W: www.jobesports.com

Our mission is to get you on the water. Every day we are working hard to make that happen. And every day we are working hard developing new products to make your life on the water both easier and more fun. Enhancing your performance is what we aim for.

KEELA

Nasmyth Road, Glenrothes Fife, KY6 2SD
Contact: Kylie Thomson
Position: Retail Manager
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T: 01592 777000
F: 01592 777007
W: www.keela.co.uk

For over 30 years, Keela has been engineering innovative products that allow you to push further, harder, faster. Keela has remained at the forefront of the latest technology and continues to offer flexible high-quality kit. Come and join us on the Keela stand to see our latest clothing designs.

KILLTEC

Zmmerstrasse 5, 21244 Buchholtz Germany,
Contact: Andrew Baguley
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E: denaliltd@gmail.com
T: 07810 301581
W: www.killtec.de

Killtec’s introducing its new active lifestyle and leisure collections for SS18. Brightly coloured textured fabrics for active and casual use inside and out. Killtec is a well organised family owned business based in Hamburg manufacturing high quality goods year round at competitive prices for over 35 years and in 30 countries.
FACE THE DARKNESS

With our new outdoor series: Switch on and focus single-handedly, instant battery check at front switch and fast charging thanks to USB 3.0.

SEE US ON STAND 148 AT

REQUEST A BROCHURE, SALES VISIT OR ORDER NOW.

01344 876 222
mail@ledco.co.uk

ledlenser.com

#LEDLENSERTHEONETHETYWANT
KITBRIX

H6 Romany Works Business Park, Wareham Road, Poole, BH16 6JL
Contact: Robert Aldous
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E: robert@kitbrix.com
T: 01202 620733
W: www.kitbrix.com

KitBrix is a military-inspired kit bag for passionate sports people who value time, organisation and quality in their active day.

KNAUS UK

Helmut Knaus Strasse 1
Jandelbrunn, Germany, D92418
Contact: Mike Lake
Position: Sales & Marketing, UK & Ireland
E: knausuk@gmail.com
T: 07964 218449
W: www.knauscaravans.co.uk

Knaus Tabbert produce Germany’s favourite tourist caravan. The brands, Knaus, Weinsberg and Pep are now offered for sale in the UK and Ireland. Please visit our stand and discover the retail opportunities with our caravan and awning brands.

LAUNDREEZEZ

63-65 New Road, Digswell, AL6 0AL
Contact: Ann Chappell
Position: Director
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T: 01438 716078
W: www.laundreez.com

Laundreez is the completely portable answer for keeping clothes fresh when away from home. Add water, detergent and clothes to gently soak and swish clean. Laundreez can be used as a dry bag, a packing bag and so many other ways. Laundreez - Wash Clothes Anytime, Anywhere!
LEDLENSER

STAND 148

Ledlenser is a proven sales winner and a leading international brand of torches and headlamps. State-of-the-art German engineering combines with outstanding performances to deliver breathtakingly bright light that both professionals and dedicated enthusiasts just love. Our multi-award winning lights are backed up by unmatched dealer support and consumer awareness campaigns.

LIFESAVER

STAND 151

LifeSaver portable water filtration products are relied on to turn dirty water into the cleanest, safest drinking water. Independently tested to NSF 231 standards, International Aid Agencies and Militaries around the world have relied on LifeSaver’s ultrafiltration technology for 10 years.

LOWA/TECNICA

STAND 50

For over 90 years, Lowa has been manufacturing the highest quality footwear, TKC Sales has been proudly distributing Lowa to the UK and Ireland since 2003, it gives us great pleasure to present the Spring/Summer 2018 collection at OTS.
LYON EQUIPMENT

STAND 2

Lyon Equipment are the leading distributor of quality climbing, mountaineering, caving and general outdoor equipment to outdoor retailers throughout the UK and Ireland. Brands include; Petzl, Exped, Gregory, GSI, Hydrapak, Julbo, Katadyn, La Sportiva, Light My Fire, Nortec, Optimus, Ortlieb, Solo Stove & Trek N Eat.

MAMMUT

STAND 16

Established in Switzerland, 1862, Mammut began manufacturing world class climbing ropes. Today Mammut has established itself as an industry leading supplier of premium products for adventure enthusiasts, including clothing, footwear, sleeping bags, backpacks and climbing gear. Driven by their heritage; innovation, reliability and functionality make up Mammut's unique DNA.

MAN O'LEISURE

STAND 54 + GRASS BLOCK 49-4

The MOL team will be showing innovative outdoor Italian brand Ferrino. Its expedition tents will be shown for the first time on the grass outside, and following its first showcase last year, the successful American hat brand Sunday Afternoons will be shown too.
Meindl is a premium German boot and shoe manufacturer. This year we will be featuring our wide fitting range - Comfort Fit. Source hydration systems are market leading care free hydration reservoirs, packs and bottles. Source sandals are high performance outdoor sandals. Visit the web addresses on the left for more information.

Moskito Guard® is a DEET-free insect repellent that is scientifically proven to provide protection against biting insects both at home and abroad. Containing 20% Picaridin, Moskito Guard provides 8 hours protection per application, has a pleasant fragrance, is water resistant and suitable for use by pregnant women and children 24 months+.

MBC is displaying the new collections from; Scarpa, Deuter, Sea To Summit and Lorpen. New approach, running and rock shoes are added to the Scarpa collection while a whole new pan range is introduced into the Sea To Summit offering. Deuter sees major changes including a new look Futura.
This year, Mountain King celebrates 21 years of manufacturing award winning hiking poles. The Trail Blaze and Skyrunner poles are essential kit for lightweight hiking and ultra marathons. All our poles are made in our factory in the UK.

MYCOAL
WARM PACKS

Mycoal has been supplying a range of quality accessories to the outdoor retail and wintersport trade since 1984. As one of the longest established businesses in the field, we know what it takes to help our customers to grow their own businesses. OEM branding is a speciality.

NEW HEIGHTS

The business continues to grow and we are delighted to present our brands at OTS which include from last year; Bla Band Freeze Dried Meals, Wildo Campware, Smidge, Garmont Footwear, Soto Stoves, Telic Recovery Footwear, Robens, Easycamp & Outwell. New for 2017: Blis-Sox and DrinkPure.
MAKING HEADLINES IN THE OUTDOORS FOR 35 YEARS

OVER £100M WORTH OF COVERAGE ACHIEVED

OVER 12 YEARS ORGANISING OTS

3 KEY ANNUAL INDUSTRY EVENTS MANAGED

WANT YOUR BRAND TO BE IN THE MEDIA SPOTLIGHT?

Call us on 0161 437 4634 or email us at either alasdair@mcspr.co.uk or marta@mcspr.co.uk

www.mcspr.co.uk
NIKWAX WATERPROOFING

STAND 122

Nikwax will be displaying its environmentally responsible aftercare range and revealing its latest product innovation. Come and chat with our friendly staff on stand 122 to find out more!

OCEAN KAYAK & OLD TOWN

STAND 422

Old Town, Ocean Kayak, Carlisle, Plastimo, Boaties Fry Pans, Overboard, Gerber, Aquaflow, Shurflo and Starbrite. Come and see us on the Bainbridge stand to find out more about our range of products that add additional sales and margin to your business.

ODLO

STAND 76

Founded 1946, ODLO is a performance sportswear brand. As the engineers of active layers, ODLO provides exceptional apparel for all sports from the inside out. Our commitment to technology makes us a world leader. With our Swiss design & European manufacturing, our quality is second to none.
OUTDOOR TRADE SHOW 2017

OUTDOOR INDUSTRIES ASSOCIATION (OIA)

Moss Nook House, 6-8 Trenchard Drive, Manchester, M22 5NA
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E: andrew.denton@theoia.co.uk
T: 0161 498 6159
F: 0161 437 3855
W: www.theoia.co.uk

The OIA is the UK trade association that engages, represents and promotes the Outdoor Recreation Industries, with a mission of getting more people active outdoors. Join today - 'Together We Are Stronger' and can support and grow the whole industry for the benefit of us all.

ORDERWISE

Newton Court,
Saxilby Enterprise Park,
Skellingthorpe Road
Saxilby, Lincoln, LN1 2LR
Contact: Karl Blakesley
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E: enquiries@orderwise.co.uk
T: 01522 704083
F: 01522 704084

OrderWise Business Management Software is a modular, scalable solution that can be tailored to a business's needs. From sales & purchase order processing, complete stock control & warehouse management (including wireless GS1 barcode scanning devices), marketplace integration and accounts, to website design & development or integration with existing websites.

ORTOVOX

Custom House, Hillside Farm,
Rempstone Lane
Wymeswold, LE12 6UE
Contact: Sam Noble
Position: Director
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T: 01509 889195
W: www.noblecustom.co.uk

Ortovox stands for the highest possible protection during alpine activities. As pioneers in the avalanche safety field, we have played a key role in the development of emergency equipment for the mountain. Mountain sports apparel made out of wool offers a first to third layer system for all mountain conditions.
In 1981, a brilliant scientist and adventurer named Ron Gregg watched his frostbitten partner get airlifted off a glacier on Denali. Somewhere along the way he realised he could both fix the gear problem and devote his life to pursuing his passion for adventure.

Blue Diamond designs, imports and manufactures caravan & camping accessories, breathable groundsheets and toilet fluids; fantastic margin opportunity, superb pricing and excellent quality. Outdoor Revolution’s unique signature designs ignited a demand for the tents and awnings in 2016; launching new technologies and designs in an extended range for 2017.

Dependable outdoor adventure gear. Vehicle awnings, canvas swags, roof tents and hammocks are our core lines. Perfect for the 4x4, bushcraft, adventure and campervan markets.
PACSAFE

**STAND 109**

Enjoy life’s adventures knowing your gear is secure. On the road, in the city, on the fly, our patented Anti-Theft Technology keeps your valuables in check. Smart closures, quality craftsmanship and versatile function give you peace of mind to concentrate on things that matter. Do more, see more, be more. Safe Travels.

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T: 07971 015282
F: 01656 746542
W: www.pacsafe.com

P4 DISTRIBUTION

**STAND 116**

This year we are showcasing the ever growing Petromax brand, offering fantastic outdoor lighting and outdoor cooking equipment. From the classic HK500 Pressure Lantern to their newest additions to their versatile outdoor cooking range. Other brands on stand include Feuerhand, Storacell Battery Management, Zootility, EXOTAC, and FreeKey.

8 Beeches Mead,
East Grinstead, RH19 3PU
Contact: Anna Wilson
Position: Business Dev. Manager
E: sales@prepared-4.co.uk
T: 01342 775005
F: 07939 850853
W: www.p4distribution.co.uk

PÁRAMO

**STAND 120**

High performance, PFC-free outdoor clothing using unique Nikwax fabrics to provide superior protection and comfort for all outdoor activities. Páramo creates ingenious designs and ethically produces technical baselayers, travel wear, mid layers, durable and effective waterproofs and windproofs, plus effective overlaying insulation. Chosen by professionals such as Mountain Rescue & BAS.

Unit F, Durgates Industrial Estate
Wadhurst, TN5 6DF
Contact: Rich Tones
Position: Head of Sales
E: sales@paramo.co.uk
T: 01892 786444
F: 01892 784961
W: www.paramo.co.uk
PJS Wholesale features Outdoor Distribution Co., Wholesale Knife Distribution & Pocket Products. We distribute Beyond the Beaten Track - please stop by and taste a sample for yourself, Exotac - if you need fire anywhere, Our own brand Paracord, plus knives and tools for the great outdoors.

Powertraveller International Ltd is an award-winning manufacturer of portable power and solar chargers for mobile electronic devices. 2017 sees the brand launching a new range of products which offer better performance and more competitive pricing, all wrapped up in a stylish design.

UK sales agent for MSR, Thermarest, Platypus, Pack Towl, Seal Line, Eagle Creek, Expedition Food, Outdoor Research and Asolo.
Pyramid Travel Products is a specialist manufacturer of travel health products and its Head Office, along with the manufacturing facility, is located in the Scottish Borders. Pyramid specialises in a variety of insect repellents (both DEET/DEET-free), mosquito nets, midge and tick products, after-bite sprays and hygiene solutions.

Regatta enables people to live happier and healthier lives through great times spent outdoors with its extensive clothing, footwear and camping ranges.

With a comprehensive range of clothing, footwear, packs, tents and accessories, Rosker is proud to represent Fjallraven, Hanwag, Primus, Brunton and Mora. From mountaineering to walking to cooking to heating to lighting, we've got it covered. We pride ourselves on quality brands with quality service.
Royal At Home Out There

FPS, the proud owner of the Royal At home out there brand, offers you a wide range of quality camping, caravanning, travel and touring products. Be sure to visit the stand to see our exciting new range of air tents, air awnings, furniture and melamine.

Ruffwear

Performance dog gear to enhance and inspire exploration for canine outdoor adventurers and their human companions. Ruffwear products deliver the same technical features and quality as human outdoor gear, but for four legs instead of two.

Snugpak

Snugpak is the UK’s leading sleeping bag manufacturer, one of the last manufacturers of quality sleeping bags and insulated clothing, not only in the UK but across Europe.
OSC Limited,
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SPRAYWAY,
TREKMATES, OBOZ
AND RONHILL

STAND 178

Suppliers of outdoor clothing, footwear and equipment.

Spyderco is a family owned manufacturer of sports cutlery, and offers a variety of knives and knife sharpeners for outdoor enthusiasts. Based in Golden, Colorado, the brand pioneered many features that are now common in folding knives, including the pocket clip, serrations, and the opening hole.

SPYDERCO

STAND 64

Steiner offers over 600 products including sleeping bags, general camping and tent accessories, lighting, enamel, insect repellents & festival essentials. Updated Kozi-Tec colours and an extended range of furniture, lighting and travel products. Also introducing the new range of self-inflating mats for the 2018 season. Unbeatable pre-season offers, don’t miss out.

STEINER

STAND 419
**STORM**

**STAND 58**

Performance aftercare for clothing, footwear & equipment. Storm is the first brand, worldwide, to offer a true one wash method with C zero performance. With our dedicated filling site we are also able to offer low-run SMU products & a holistic design service through our sister company StormDFX.

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**SUMMIT INTERNATIONAL**

**STAND 100 & 20**

GRASS BLOCK GR6

Summit International is a specialised outdoor leisure business that boasts a collection of design led brands, delivering products with everyday dependability alongside eye catching designs and easily merchandised packaging. Summit products are thoroughly tested by our quality control team, held in stock for immediate dispatch nationwide.

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W: www.summitint.co

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**SUMMIT TO EAT**

**STAND 429**

Cooked and freeze dried at our factory in Preston, Summit to Eat meals are lightweight, convenient, nutritious and above all they taste great. A range of heart-warming breakfasts, deliciously moreish main meals and devilishly decadent desserts – including Vegan, Vegetarian, Gluten and Lactose Free.

45 Roman Way, Longridge Road,
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SUNNCAMP

The Coach House,
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W: www.sunncamp.co.uk

SunnCamp has been manufacturing outdoor products including caravan awnings, motor awnings, trailer tents and tents for over 30 years. Our full range of 2017 products are on display.

SUPERFEET

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T: 01313 447980
W: www.superfeet.com

Introducing FitStation. A complete, end-to-end solution from Superfeet Worldwide and technology leader HP. With tailored, off-the-shelf shoe + insole recommendations, fully personalised 3D-printed insoles and custom-designed footwear, the future of fit is here.

SWIZA

70 Albert Road,
Caversham
Reading, RG4 7PF
Contact: Terry Cordy
Position: Director
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W: www.classic-time.co.uk

Davosa Swiss made watches have launched an exciting range of Apnea Freedive watches, adding to an extensive range of professional diving watches including helium valve. Swiza produces a range of high quality and unique multi-function pocket knives and watches also Swiss made.
Target Dry Ltd has been offering waterproof and breathable clothing for over 25 years. Our Xtreme series offers technical jackets and trousers, and our waterproof fleeces continue to be very popular and value for money. Mac in a Sac is the best performing packaway in its class.

Task Force Distribution Limited is the UK importer and distributor of the Lowa Task Force collection of military, tactical, police & emergency service boots. We stock and distribute a wide range of the Lowa Task Force collection including Lowa's certified safety boot collection.

See Terra Nova's new record breaking tents - extremely light with an unbelievably tiny pack size. Its "Best in Class" tent range expands with new backpacking tents for the value conscious, year round explorer. Wild Country tents displayed offer reliability and ease of use, with new styles aimed at continental travellers.
THE GEOCACHING GUY

STAND N9

Adam Redshaw is “The Geocaching Guy”, one of the most prominent geocachers across the UK, and edits UK Cache Mag, the only dedicated magazine for this activity in the UK. He runs works with outdoor retailers to engage their customers with the activity, through instore events.

THORLO

STAND 67

Thorlo unveils its new outdoor collection. Visit Thorlo, a sock brand manufactured in the US dedicated to foot protection. Thorlo has peer reviewed research that our most protective padding reduces pain, blisters, moisture and pressures. Thorlo will be exhibiting its existing outdoor products as well as the Experia line.

THULE

STAND 144

Thule helps you transport anything you care for safely, easily and in style so that you are free to live your active life. Whatever your passion, whatever your pursuit. Wherever you’re going, whatever you’re bringing. With Thule, you’re free to live your active life to the full.
**TICKET TO THE MOON**

**STAND 198**

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W: hammockology.com

Ticket to the Moon are the creators of the original parachute silk hammock. Leading the world in lightweight, compact and durable yet comfortable hammocks we have a range of accessories and POS display options. The brand has been growing very fast in recent years and is selling well in countries throughout the world. We would be delighted to demonstrate this superb hammock and show you its innovative design features.

**TILLEY ENDURABLES**

**STAND 105**

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Cornwall, TR13 0QD  
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T: 01326 574402  
W: www.tilley.com

Tilley Hats proudly made in Canada for men and women the world over.  
To provide unparalleled protection and confidence to people seeking adventure and fulfilment from the outdoors.

**TOP TO TOE**

**STAND 417**

Senator House, 2 Graham Road,  
Hendon, NW4 3HJ  
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Position: Head of Sales  
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T: 020 3376 5888  
W: www.toptotoe.com

Easy and efficient stock management and EPoS specialists for clothing, footwear and outdoor retailers. Retailers can get correct and precise stock, sales and order information in seconds. From small, single outlets to multiples or those wishing to start an online presence, Top to Toe guarantees to increase business efficiency and drive profits.
Established as one of the country’s most successful outdoor clothing brands, Trespass offers a range of great value, high performance garments. From everyday jackets and fleeces, to high-end softshells and waterproof jackets. Our brands include Trespass DLX® Tres-Tex® Duoskin® Airtrap® Moskitophobia® Tresgrip® and Qikpac®.

Troll will have plenty of new products for 2018 from Kayland, Trezeta, Macpac, Climbing Technology, Terra Peak, Troll, Boot Bananas, PowerFinger & KletterRetter.

With over 50 years of experience, Vango specialises in designing innovative tents, vehicle awnings and camping equipment for all outdoor enthusiasts. From mountaineers to family campers, Vango’s kit enables everyone to enjoy the outdoors and find their Spirit of Adventure!
VENTURE WHOLESALE

STAND 168

Wholesale maps and travel guides. We help you offer the ideal travel literature range to your customers at the optimal stock depth with our range planning, category management and merchandising services. We are OS specialists, supplying the entire range of OS Explorer and Landranger maps. Excellent trade discounts available.

VIBRAM

STAND 33

Vibram’s new UK distributor Charles Birch Ltd will present the 2018 range of Vibram FiveFingers. The new styles V-Trek and V-Aqua are perfectly placed for the outdoor community to embrace the minimalist “barefoot” experience. Watch out for the Vibram sock promotion on the strong sellers, V-Trail and Trek Ascent.

VITA ENERGIES

STAND 186

Vita Energies Ltd is the sole distributor to a wide range of solar energy powered products that enable you to build your own electricity grid in your home, office, warehouse or campsite anywhere in the world. Our products are designed for people who require power supply in remote isolated locations.
WALKER
CAMPING STYLE
GRASS BLOCK GR8

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W: www.walker-awnings.co.uk

Manufacturer of Walker awnings, based in Holland

WHITBY & CO

STAND 128

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W: www.whitbyandco.co.uk

Distributing for over 50 years, Whitby & Co supplies some of the foremost international outdoor accessory brands to independent retail stores and large multiple retail chains across the UK. Brands include Leatherman, Klean Kanteen, BioLite, Nite Ize, Princeton Tec, Inova, UST, Sunwise, Zippo, Opinel, Deejo, Buck and Helle.

ZEMPIRE

GRASS BLOCK 32-1

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