

SPEEDBOARD NEWSLETTER

June 2012

For all the latest Speedboard news and current developments

As Seen on TV!

Speedboard strengthen the Customer Service team again

• Page 2

Sales and Marketing move forward

• Page 2

Speedboard continue to invest

• Page 2

Improvements in efficiency

• Page 2

Things you didn't know about Speedboard

• Page 3

Focus on Box Builds

• Page 3

Quote of the Quarter

• Page 3



We're delighted to announce our participation in the Manufacturing Solutions programme, scheduled to appear on SKY channel 212 on the 18th July at 20.00.

Executive Television is being launched for broadcasting on the BBC/ITV freesat, Sky digital television networks. The programme Manufacturing Solutions will analyse the significant role manufacturing has played over many years and its importance to the growth of the UK economy.

Neil Owen will be talking about the contribution Speedboard have made as well as sharing thoughts on industry and related issues.

As we go to print, the schedule is not completely confirmed, so you can expect to receive an email with a link to the video from us soon.

Speedboard strengthen the Customer Service team again



Always looking to improve on our excellent customer relationships, Speedboard have recently appointed Lesley Stokoe to the Account Managers team, bringing our total to 5 full time Account Managers. Taking up responsibilities for selected key customers, Lesley will use her years of customer service experience to ensure that Speedboard's customer satisfaction results remain at the highest level.

The best part of the job? "Getting deeply involved in the whole process" said Lesley.

Lesley enjoys live music and comedy, from small local venues to festivals and has even braved the Brit Awards 4 times "when it was a bit more fun because of someone behaving badly every year". She also has become a keen gardener after moving house recently and having a new garden to contend with.

Speedboard continue to Invest

We are awaiting delivery of 4 new magazine board handling units from NUTEK, 2 x NTE0710LL loaders and 2 x NTE0710UL. These units will complete the upgrading of our older board handling units, following last year's updating of 6 pick and place machines to a higher specification. We expect to complete the final 2 pick and place machine specification updates within the next year.



Sales and Marketing move forward

Neill Sibley has joined Speedboard as the new Business Development Manager to take on responsibility for Sales and Marketing as Speedboard head into their 30th year of operation. With a matching 29 years of experience within the electronics production industry in Service Engineering, Process Engineering, Account Management and Sales he brings a complete understanding of Customer requirements and knows what it takes to provide the best service.

"My target is to take Speedboard forward to utilise the full capacity of the factory in Windsor. Though the market is being hit by financial uncertainty, British manufacturing will be able to take advantage of the changes in the world. Most manufacturers would prefer to stay in the UK if it were financially practical. The level at which the risks and the costs of management of 'off shore' sources outweigh the lower piece part cost is rising all the time. Speedboard is perfectly positioned in the marketplace to offer an alternative with the added comfort of UK standards of quality and IP control".

Away from work he enjoys motorcycling, boating and mountain biking and occasionally has been known to sing in bands. With 2 teenage children there is never a dull moment.

Improvements in efficiency

As the business requirements have changed Speedboard have invested in a re-layout of the Windsor factory to improve the overall 'flow' and gain much more space for the increasing demand for Box Build and Turnkey services. This is currently 'work in progress', full news of this will be in the next newsletter.

Things you didn't know about Speedboard

- Congratulations to Account Manager Andrew Henderson who has just got married
- Speedboard's output totalled 433,500 assemblies this year
- We can see if the Queen is in residence or not with the clear view of Windsor Castle's main tower and flag pole from our canteen. When the Royal Standard flag is raised, rather than the Union flag, Her Majesty is at home
- Speedboard have used 566 KG of solder in the last year, the weight of an adult male Polar Bear
- Account Manager Alan Butters' son currently plays football for the Chelsea Academy and will play in the Gothia World Youth Cup in Sweden this year
- Make sure that you get put 'on hold' at some point when calling Speedboard, it'll bring a smile to your face. But can you remember which film the music came from?
- Motoring enthusiast Production Engineer Neil Campbell has just returned from his annual trip to pit his nerves against the great Nurburgring motor racing circuit in Germany, in one of his high performance Japanese sports cars. One lap is 13 miles long!
- Adventurous Supervisor Mike Bayne has, in the last few years...
 - been to the jungles of Borneo photographing Orang-utans in the wild
 - looked after Tigers in a Buddhist Temple in Thailand
 - been a big carp fisherman
 - played guitar in a blues band
 - possibly been the model for the 118118 adverts as a younger man



Focus on Box Builds

As our customers demand higher levels of build, Speedboard are adapting to the requirements. Some Box Builds are straightforward, building from bare PCB to a completed and tested unit in one continuous set of operations. Others are not so easy. For example, a customer with a high-tech product has Box Build requirements, but the configuration of the Box Builds can change at the time of order. This requires sets of sub assemblies to be built and then selected individually at the time of order, to assemble the Box Builds required. A specific holding area was created for the sub assemblies, ready to become fully assembled, tested and delivered to the customer within 5 working days.

The Speedboard team worked hard to create the working model and worked hand in hand with the customer to get the best out of the system.

What does this mean for you?

Trust Speedboard to assist and guide you along every step towards your goal of outsourcing at all levels. We recognise that one size does not fit all and work in conjunction with the customers to achieve the best manufacturing solution. Our vast experience of PCBA can be now combined with an efficient Sub Assembly, Box Build or Turnkey Build to free you up to concentrate on your core business. We can even despatch directly to your end customers!

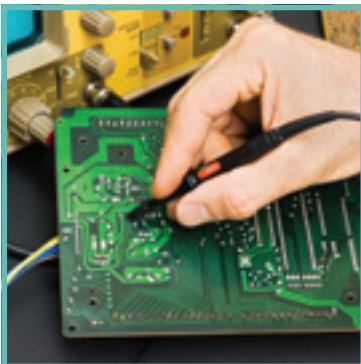
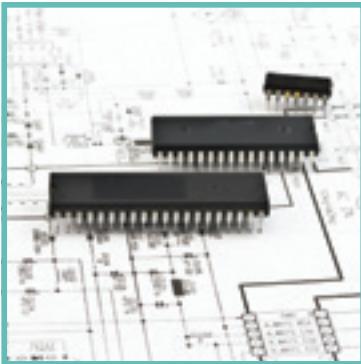
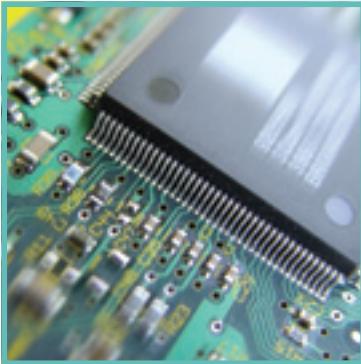
Exceptional service we do, but miracles can take a little longer!

We were recently asked to confirm a delivery date for a new job.

"No problem, all we will need is the Gerber files and the Bill of Materials".

"Unfortunately neither are available yet but the Sales Team really need the delivery date confirmed anyway!"

Just another normal day in the life of a contract manufacturer!



If you would like to discuss some aspects of the work we do today, or how we can add further value to your business, please call Neill Sibley, or your Account Manager, to arrange a visit.

Our normal office hours are:
8.30 to 4.30 Mon - Thu, and 8.30 to 13.00 Fri.

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 **Speedboard**
Assembly Services



We are looking forward
to celebrating our
30th Anniversary
in 2013

"Delivering Success"