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Expanding *Your* Shop Floor



- Speedboard makes extra space for customers, adding 3,000 sq m to *your* shop floor.
- The additional space is dedicated to warehousing and bulk storage of products used on Final Assembly.
- Speedboard's facilities, over two adjacent sites in Windsor, now cover 25,000 sq ft.
- This extra capacity will provide real benefits for customers in terms of productivity and high levels of service.
- The extra capacity will allow us to do more Final Assembly work on the shop floor, whilst having a more ergonomic layout which will promote more efficient working.



And The Winner Is.....

Last year Speedboard was shortlisted for the prestigious Elektra award in the category 'Manufacturer of the Year'. Over 400 guests attended the 2016 Elektra European Electronics Industry Award ceremony, held at Grosvenor House Hotel on 1st December 2016.

The award is presented to the manufacturer who has demonstrated the most impressive level of commercial success and new business projects in global markets during the last 12 months.



Neil Owen receives Elektra's prestigious Manufacturer of the Year award

Speedboard was recognised for the level of support it provides its customers, with increasingly collaborative relationships, where the CEM acts like a virtual shop floor for its customers. Elektra judges took into consideration how, in 2015, Speedboard rose to both technical and logistical challenges leading up to and during the launch of a range of high-tech cameras for its customer Vicon Motion Systems Ltd.



Contract Manufacturing Milestone

We have recently supplied our customer JENOPTIK Traffic Solutions UK with its 2,000th VECTOR camera unit. We have been assembling JENOPTIK's VECTOR units, of which there are a number of variants, since January 2014, through a service in which responsiveness, flexibility and product quality are essential.

JENOPTIK is a world-leading OEM of cameras for Automatic Number Plate Recognition and its products are renowned for their ability to work in harsh environments and in a variety of lighting conditions. Typically located in hard-to-access places, such as on the tops of poles and on motorway gantries, the units are exposed to all the elements.

Geoff Collins, JENOPTIK's Sales & Marketing Director, comments: "This is an incredible milestone to reach, particularly considering the VECTOR range was only launched a few years ago and that we're serving rather specialist markets with high-end, high-quality products. We must thank Speedboard for helping us support our customers and, leading up to the launch of the VECTOR range, the provision of invaluable design-for-manufacture and design-for-test guidance."



Richard Watson, Speedboard's Owner/Director hands over the 2000th unit to Kevin Chevis, JENOPTIK's Managing Director (left).

Relationships Built To Last

Speedboard Average Customer Years

We are pleased to have long term relationships with our customers, having worked with some for over 20 years. We look forward to continuing to develop long-lasting relationships with more companies into the future. After a recent review we found that our average customer relationship is around 9.7 years.

The customer experience matters as much as the service itself. We strive to deliver added value, proactively suggesting new ideas and delivering high quality work, in turn developing the trust and loyalty of our customers.

Shortage Of Copper Foil

Over recent months, more and more printed circuit board suppliers in China have increased their PCB prices. The reason for the price increases is because the upstream Copper Clad Laminates (CCL) and Copper Foil demand continues to rise sharply.

Currently PCBs need about 34,000 tons/month of copper foil, but there is only about 31,550 tons supplied. There is a shortage for both the PCB industry and lithium batteries. Pan Pacific Copper Co. predict that demand for copper will exceed supply by 52,000 tons in 2017 after a surplus of 110,000 tons in 2016 and shortfalls will continue through the end of the decade.

Some material suppliers have started to increase stock, ordering 80 tons copper foil, when their actual usage is about 30 tons copper foil per month which of course has an impact on the supply chain.

It takes about 12-18 months for upstream copper foil companies to expand productivity, therefore it is anticipated that the rise in PCB pricing will continue until May or June 2017.

Speedboard have a long term relationship with our preferred PCB supplier, so at this time we don't anticipate any significant price increases although it is likely that the supply of copper foil will reach a critical stage before improving. We will keep our customers updated on the impact this copper shortage may have on the supply chain.



Speedboard supports Old Apostolic Church (England) & Trussell Trust

The Old Apostolic Church (England) would like pass on its thanks to all at Speedboard for their generosity in support of the Trussell Trust's Stop UK Hunger food drive campaign. The Trussell Trust was set up in 1997 to bring communities together, regardless of faith, to end hunger and poverty in the UK.

Speedboard's Buyer, (Priest) Brendon Jones is an officer of the church and was delighted when Speedboard's employees responded generously to the request for donations and filled his car boot with tinned food, cereals, pasta and more.

In December 2016, Priest Brendon Jones and his family delivered the donations to the local Trussell Trust food bank in Bracknell. The donation was gratefully received by manager Pat Hallet and assistant manager Claire Mather, of the Food Bank, relaying their thanks to the Old Apostolic Church (England), and to all at Speedboard for their generous support.



Priest & Sister Jones, with son Leuan, delivering donations to the Trussell Trust foodbank's Pat Hallet and Claire Mather

Riddle

I have a mouth, but never eat
I run but have no legs
Fish go in my mouth, but I never digest.
What am I?

Answer on back page

What Has Happened Since The EU Referendum Result

Britain got a new Prime Minister - Theresa May. The former home secretary took over from David Cameron, who resigned after losing the referendum.

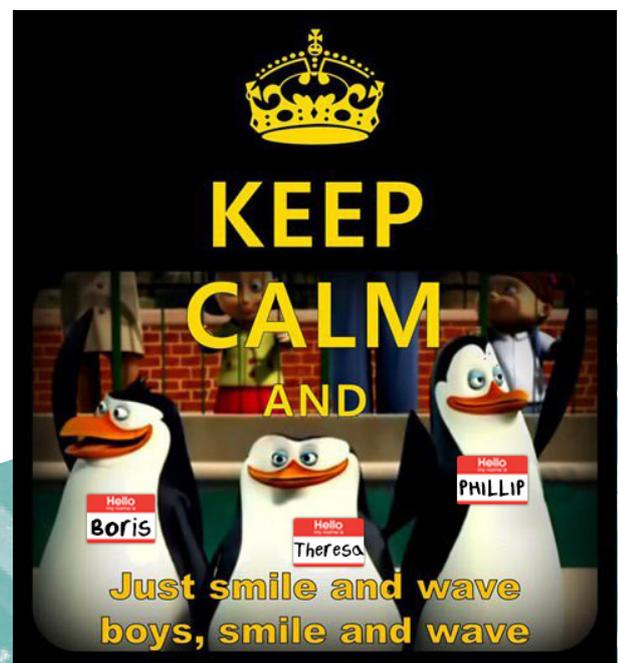
In January 2017, the Supreme Court dismissed the government's appeal in a landmark case about Brexit, meaning Parliament was required to give its approval before Article 50 is invoked and official talks on leaving the EU can begin.

In February, MPs voted by a majority of 384 to allow Prime Minister Theresa May to get Brexit negotiations underway. This allows the bill to progress to the next, more detailed legislative stage.

The bill now faces further scrutiny in the Commons and the House of Lords before it can become law.

The Prime Minister has announced that Article 50 of the Lisbon Treaty will be invoked on 29th March, getting official talks with the EU started.

Talks with the EU are expected to last up to two years, with the UK predicted to leave the 28-member organisation in 2019. Unpicking 43 years of treaties and agreements covering thousands of different subjects was never going to be a straightforward task. Further complicated by the fact that it has never been done.



Staff Spotlight

We have pleasure in welcoming three new members to the Speedboard team:

Andy Thwaites – Sales & Business Development Director

Andy joined Speedboard in December and has over 25 years experience working with leading-edge technology companies in the electronics manufacturing sector.

With a strong test and engineering background he has held senior roles within the Capital Equipment and EMS sectors focusing on business development, sales management and marketing.

Living in West London, Andy is married to Teresa with a teenage son and outside of work volunteers on the leadership team in the local church. Playing bass guitar he is a keen musician and dabbles in photography when not hiking up the nearest mountain or engaging in a motorsport activity.



Sophie Duwensee – Account Manager

Sophie joined our growing team of Account Managers in January. Prior to joining Speedboard, Sophie spent three years with Future Electronics, working in marketing and also as a buyer.

Sophie is currently in the process of purchasing her first home and is hoping to move in April. Last year Sophie took on an allotment, so everyone can look forward to lots of fresh fruit and veg over the summer. She also enjoys pottery, wool felting, cross stitch and has a pet snake called Francis.



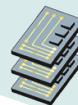
Kate Morris – Marketing Coordinator



Kate joined Speedboard in January having spent over 17 years working in the Logistics industry in marketing & communications roles.

Kate is married with a 12 year old son. Kate enjoys baking, and has set up the Purple Hen Bakery, making cakes for friends and family. She is also a keen walker, having completed the 26 mile London Moonwalk and enjoys

photography. Kate also has the beginnings of a small holding, with 17 year old cat, Gizmo, two chickens and two guinea pigs. One day Kate would also like a couple of donkeys, some ducks, pigs, and a dog....but will have to move house for that to happen!



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Riddle answer: A river