

# SPEEDBOARD NEWSLETTER

July 2015

For the latest Speedboard news and current developments

## Discerning Quality

We are pleased to announce that we have now installed a new in-line selective soldering system based on Ersa Versaflow 345. This is part of our strategic investment plan enabling us to support growing demand for increasingly complex double-sided, mixed-technology PCB assembly projects; and in particular boards which must be manufactured to the IPC-A-610 Class 3 standard.

The Ersa Versaflow 345 is a modular system, and our machine is configured as a single track system with fluxer, pre-heat zone and two solder pots (to support the use of two different nozzle sizes). Boards are loaded and unloaded automatically and the system has a high-resolution camera for viewing the soldering process. In addition, we have also purchased a Nitrogen generator to feed the solder pots – enabling the soldering to be performed in an inert atmosphere and thus produce better quality joints, as well as improved aesthetics.

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Selective soldering has much in common with wave soldering – in terms of fluxing, pre-heating and soldering stages – but components are soldered on a pin-by-pin basis and without disturbing pre-placed neighbouring components. We spent about six months researching selective soldering and considering the benefits of the different systems available on the market. We opted for a highly spec'd system as it meets our current and future requirements.



## Customer case study Win-Win

In the May edition of Electronic Sourcing, the magazine printed a case study explaining how the close relationship we have developed with our customer Vocality has taken outsourcing to an all new level.

Leaner processes, reduced lead-times and shared business interests. What's not to like?

Speedboard is Vocality's only CEM (previously we had been one of four) and whilst some may consider this at odds with the saying about never putting all your eggs in one basket, an extremely efficient and mutually beneficial relationship has formed through doing so.

For all intents and purposes, we have literally become Vocality's shop floor. The enhanced relationship stemmed from Speedboard taking the time to understand Vocality's requirements and recommending how their normal ordering

practices should change; including the implementation of a Kanban system which was further enhanced with a Customise to Order (CTO) model. Under this scheme, rather than build and hold several of each product variant, common baseboards are held in Kanban with all the product specific components being managed on a min/max basis.

Then, when Vocality receives an order from any of its customers, it is Speedboard's responsibility to progress the build from PCBA to the required finished product variant and deliver within an agreed five-day time frame.

The full feature is available on our web site.



## All customers set to benefit

Speedboard has signed up to SC21 as part of our commitment to achieving high performance in both business and manufacturing excellence, and to becoming a leaner, more efficient and responsive organisation.

The supply chain improvement programme was developed and managed by the trade organisation ADS for companies operating in the aerospace, defence, security and space industries; but has the potential to make

companies operating in all industry sectors more efficient and competitive. The programme will enable Speedboard to demonstrate and be recognised for the quality of its services plus its ability to meet delivery dates.

"This is an essential element of Speedboard transforming from being just a CEM to becoming a manufacturing partner of choice"



## Contract electronics manufacturer of the month

Speedboard was selected as Company of the Month by Industrial Process News and featured in the June edition of their magazine. The Company of the Month feature commends businesses that go above and beyond the level of services expected of them in their particular niche; demonstrating a competency to effectively differentiate themselves from their competitors. Companies are chosen based on their remarkable commitment to excellence, innovation and professionalism, and are noted specifically for their quality products and stand-out services in a certain sector.

"Industrial Process News was particularly impressed with Speedboard Assembly Services for its exemplary contribution to the contract electronics market. We selected the manufacturing company for its concentrated ethos of breaking the mould of traditional customer-supplier relationships and for going that one step further to add extra value for its customers."

### Contract Electronics Manufacturer of the Month

## Delivering success



**Industrial Process News is pleased to feature Speedboard Assembly Services as its Contract Electronics Manufacturer of the Month.**

The UK-based CEM was founded in 1983 and is currently owned by Richard Watson and Neil Owen, both of whom were former customers of Speedboard Assembly Services prior to their acquisition of the business. The establishment is based in Windsor Berkshire, where its factory occupies approximately 22,000sq ft of space with a workforce comprising 90 staff members.

Speedboard offers a broad range of manufacturing services, ranging from traditional build-to-print through to full lifecycle including Design for Manufacture (DFM), Design for Test (DFT), Design for Purchasing (DFP), prototyping, full production, packaging, delivery to end customer, repairs and after sales support.

The company has five SMT lines which, between them, comprise 15 Siemens SPlace machines. It has a selective soldering line and a dedicated offline prototyping area; with standalone solder paste, pick & place and vapour-phase machines. Inspection and Test capabilities include Automatic Optical Inspection (AOI), X-ray, BGA Scope, Boundary-scan, In-Circuit Test (ICT - both flying probe and bed-of-nails), Functional Test and Soak Testing. The company also offers Kanban stock holding, operating a Quality Management System which is ISO-certified as being compliant with ISO 9001.



Nick Fairhead, Sales and Marketing Director at Speedboard Assembly Services, said the company stands out in the industry for its versatility and flexibility. "Most CEMs have the technical capability and are very similar in that respect," he muses. "We feel our key differentiator is our focus on customer service and our people. It's here where we are truly breaking the mould - we are developing the traditional customer supplier model and going way beyond that."

"We offer a 'configuration to order' (CTO) service where we customise 'vanilla' equipment to meet specific end customer requirements. This gives our customers the benefits of scale of economy, ie manufacturing large batches, plus the flexibility to define the final specification at the last minute."

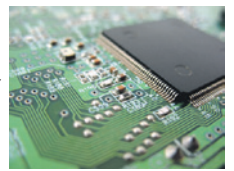


Speedboard serves customers in a variety of high-tech sectors. Its main focus point is the low to medium volume assembly of high technology assemblies, predominantly in the industrial, defence, medical, communications and security sectors.

The company has also just signed up to SC21, the supply chain improvement programme developed and managed by the trade organisation ADS, thus enabling Speedboard's customers to benefit from the high standards demanded by the aerospace sector.

Neil Owen, Speedboard's Managing Director, commented, "Signing up to SC21 is part of our commitment to achieving high performance in both business and manufacturing excellence, and to becoming a leaner, more efficient and responsive organisation. Becoming a part of SC21 is an essential element of Speedboard transforming from being just a CEM to becoming a manufacturing partner of choice."

"Our ethos surrounds the notion that 'we are your shop floor'," Nick added. "We want to take the



relationship beyond normal OEM and CEM, ie, customer and supplier, and really become integrated within our customers' businesses so we are literally regarded as their shop floor."

Significant recent investments in capital equipment includes an upgrade to the Siemens SPlace SMT line to give 0201 capability, and purchases of new apparatus such as a 2nd S Axis X-ray Inspection Machine, a Vapour Phase Reflow Machine and a Selective Soldering line. The investment in this equipment ensures that Speedboard has the correct capacity and capabilities to meet their Sales strategy.

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The full feature is available on our web site.



## Speedboard appoints new Finance and Admin Manager

Paula Higgs joined us in March as Finance and Admin Manager. Richard and Neil have looked after this part of the business for many years, but with our continued success and growth Paula adds an essential boost to our capacity and levels of expertise in these areas.

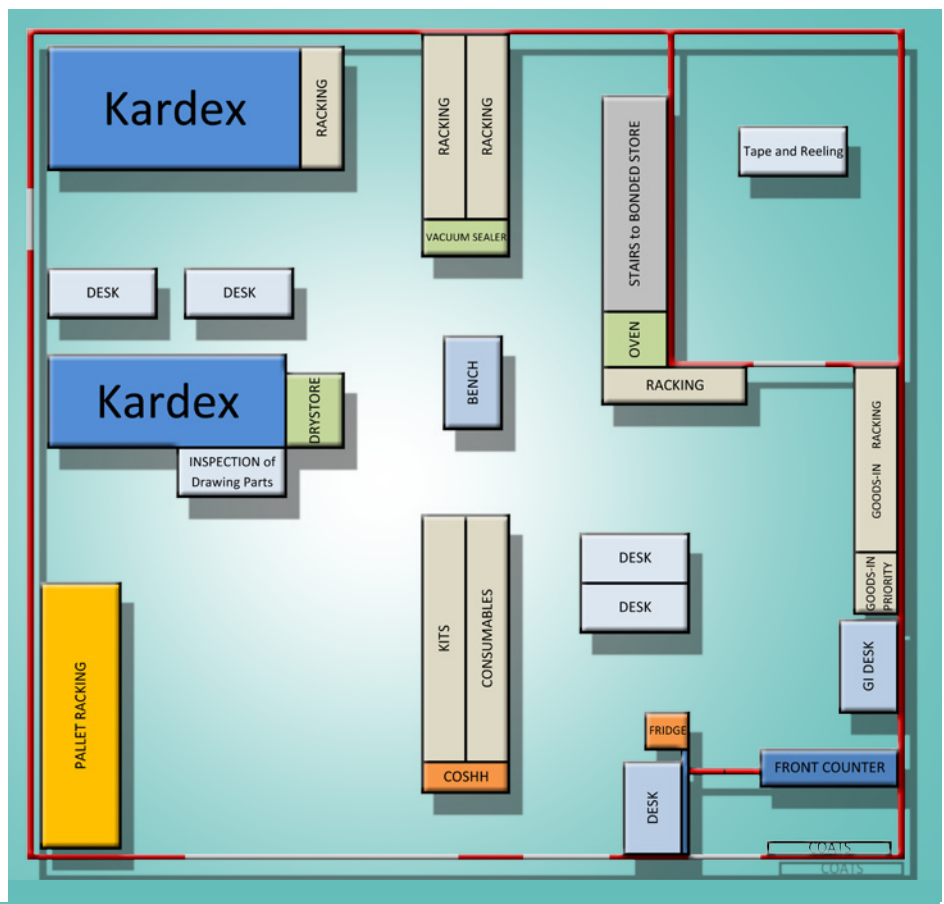
Paula has considerable experience in this role having worked previously in both SMEs and Global Organisations in Service and Manufacturing industries.

Outside of work Paula enjoys Snow Boarding and Scuba Diving and is qualified to dive to 30M. One of her more memorable experiences was coming face to face with a Whale Shark in the Maldives!!



## New stores layout improves material handling

Mark Coxhead joined us as Stores Supervisor in January this year. Mark who had previously worked at STI for over 14 years as their stores controller brings with him a huge amount of relevant experience and really hit the ground running. Mark is already making a significant difference and in addition to adding a new Vacuum Sealer, Component Dry Store, Tape & Reeling machine and Oven to bake MSDs and PCBs he has completely redesigned stores to improve material flow and create more space. These improvements ensure that Speedboard's Customers' needs can be met in the short-term and that the company has the correct capacity and capabilities to achieve continued progression in the long-term.



## 2014/2015 Year end results

Year ending June 2015 proved to be a record year for Speedboard with turnover reaching £9M. This year has been an exciting year for Speedboard and has seen many improvements including the appointment of new staff, the relaying out of areas of the factory and our investment in capital equipment. The company would like to again thank all of its staff for their continued hard work in helping achieve this... and of course our Customers for their well-placed confidence in Speedboard.



## Team building event

As has become tradition at Speedboard the management team embark on a regular team building event. The aim is to strengthen relationships not just through the event but also during the planning and organising stages. This year the Management team have organised an activity weekend including Cycling and Canoeing in the New Forest. We will report more on this in our next Newsletter.

## Attention to detail

Neil Owen's guiding principle and mantra is "attention to detail". However, hoovering the meeting room ceiling may be taking this to the extreme..

## 6 Nations

Earlier in the year of course we saw the 6 Nations Rugby and as usual there was plenty of friendly banter around the office, particularly between Richard Watson, Karen Health and Gwynne Jones who attended the England - Wales Game in February... what was the score again, oh yes I remember now;

England 21 : Wales 16.



## Encouraging tomorrow's engineers

Recruiting staff with the right skills is a challenge for any electronics manufacturer these days. To help overcome this and encourage young people to start a career in our industry we have been working with local Colleges and Schools. Most recently Jamie Price and Junior Mortimer gained work-experience to support their studies at East Berkshire College in Langley for their Diploma in Electronic Engineering. During their time at Speedboard both spent time in each of the key manufacturing areas to help them appreciate how technology has transformed life in today's modern manufacturing world. Both enjoyed the experience and commented on the friendliness of staff at Speedboard.

