



To Have The First Word

Andy Has a Say

Having returned to the industry after a year's sabbatical I found the challenges that face the UK PLC very similar to those experienced in the early 90s: Manufacturing confidence very low, certain industry sectors decimated by the impact of the credit crunch, and fuel costs soaring. We have all been there before. But perhaps, instead of being pessimistic, you should seize the opportunities that do exist in today's climate. You might want to examine the way you operate your business and choose a supply partner who can impact on total acquisition costs - and not just deliver a product, which in turn will boost your bottom line. We at Sprint, in conjunction with our supply partners, have developed the concept of "The Troublefree Partnership" which looks at every aspect commercially and from an engineering perspective to increase your efficiencies and bottom line.

(See page 3 for more details)

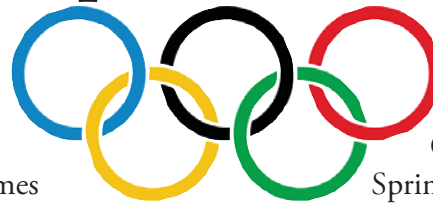
Games Without Frontiers - From Munich to Gravesend via Swanscombe

The Olympics Start With (a) Sprint

In 1972 two major events took place:

1 - The Olympic Games opened in Munich; 2 - A new bearings and power transmission company called Olympic Bearings opened in Swanscombe. The branch was founded by Andy Devine, now Managing Director of Distribution at Sprint Engineering & Lubricants Ltd in Gravesend. In 1982, Jackie Huggett joined the Olympic business and for many years held the position of Branch Manager in Swanscombe. Jackie's husband, Andy, joined the team in 1992 and has held several senior positions including Logistics and Contract Manager, looking after several Onsite and VMI customers.

It gives Sprint great delight to announce that both Jackie and Andy Huggett have agreed to join the Sprint Family as of 18th August,



re-forming the old Olympic Team at Sprint.

Andy Devine is very pleased with this addition to the Sprint Team. "Jackie brings with her 25+ years of customer service, product and technical know-how operating within the Southeast area. As Sales Office Manager she will complement the strength of the existing team" enthuses Andy Devine. "Andy Huggett will give us more logistical depth and his VMI expertise will enrich Sprint's innovative approach to store solutions."



Jackie comments: "It's exciting to become part of the Sprint Family. Their innovation, facility and local stock holding are second to none. This gives us the ability to offer a focused customer service and a flexible approach to our customers' needs."

Sprint Increases External Capabilities

Consistent, Tenacious, Professional, Reliable and Ethical... Sounds like wishful thinking?

Not at all, because these are the stringent personnel profile attributes which Sprint applies to the recruitment process for any new team member.

As a result Sprint are delighted to welcome to the sales team Steve Gerrelli and Steve Bramley.

Steve Bramley comes to Sprint with a wealth of experience from the industrial coatings and PPE industry. Both are potentially new, exciting sectors to be added to Sprint's product portfolio. Steve, as a 16 handicapper, will also add weight to Sprint's golf team. He is a Tottenham Hotspur supporter which his colleagues won't hold against him.

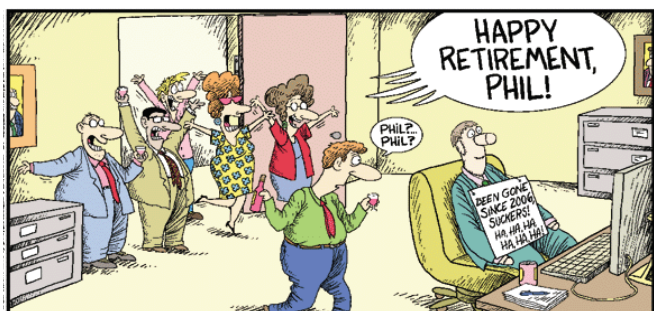


Steve Gerrelli joins with a notable track record in the consumable MRO industry. He will add experience to Sprint's already successful consumable offering, both on VMI and standard methods of trading. On a more personal note, Steve can be heard on the karaoke circuit in Essex. Rumour has it, if it wasn't for his new love of bearings and PT, he might have made it to this year's X Factor on TV!



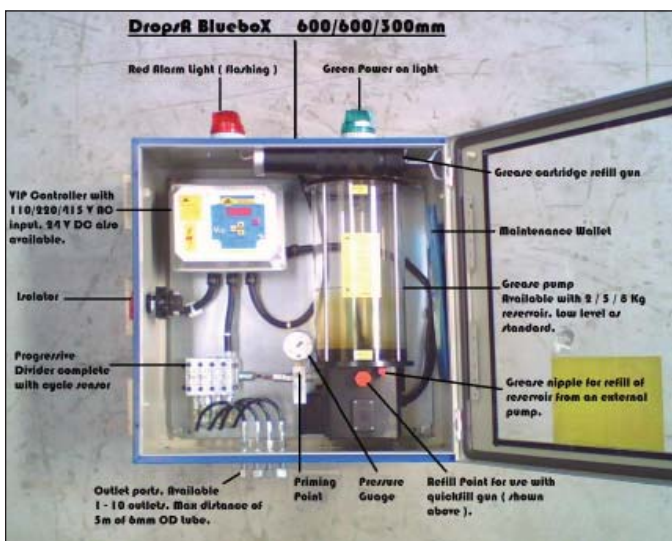
Both new "Sprinters" have had extensive induction into Sprint's products, services and work ethos.

Be sure, over the coming weeks one of the Steves will be contacting you to arrange a visit.



The System To Lubricate

Sprint are universally acclaimed as being the premier supplier of oils and greases in the South East, holding at any one time over £350,000 worth of both standard and specialist grade lubricants. However, not many people know that Sprint not only supply but can also install a range of lubrication systems. Working in conjunction with DropsA UK, one of the UK's leading suppliers of lubrication systems, Sprint have successfully installed systems in over 20 process plants covering all industries. An exciting new development of DropsA is the BlueboX. It comprises of the usual components to make a progressive system packaged neatly in a box with flashing alarms. All wiring is done so that one need only wire into an isolator thus making the whole system more attractive and simpler to understand. The box is IP65 with a green and red light on top to show the operation and alarm phases. Inside the box is the pump capable of reaching 250 Bar, controller, isolator, pressure gauge, priming point, refill gun and progressive block which splits the grease to individual points or even secondary blocks, as required. The maintenance wallet contains all the manuals needed for the box making any troubleshooting easy for tech support over the phone. It measures 600/600/300 mm and can lubricate up to 50 points within 10 m distance of the box. The BlueboX is equally resistant in both internal and external applications and is proving very successful in sewage treatment works.



“Half our life is spent trying to find something to do with the time we have rushed through life trying to save.”

Will Rogers, US Humorist and Actor (1879-1935)

Repair or Replace? That Is The Question!

If one considers the high cost of plant downtime due to the failure of an electric motor the decision to repair or replace should be quite easy due to the competitive price and availability of new motors. However, although this might be true for motors up to 11kW, the decision whether to repair or replace a motor in the higher kW ranges is a lot more complex.

Even before the relative benefits of repair vs replacement are considered, what must be appreciated by the motor user is that a motor failure should also be viewed as a systematic failure in itself. The primary focus should not be on how to get a plant up and running quickly after a motor failure, but how to prevent the failure in the first place. Prevention is always better than cure, and regular condition monitoring surveys are already conducted in many plants to predict when and how a motor might fail. As all plant/maintenance engineers are acutely aware, if an unexpected motor failure does occur, the losses in production, delivery problems and lost revenues can soon spiral out of control.

Both the condition monitoring and plant survey should give clues to why a unit has failed, or is failing. Condition monitoring surveys can include electrical, thermal, noise, vibration and oil analysis, which can identify contaminated windings, failing insulation, bearings and lubrication to give engineers vital information as to the efficiency of the unit. The equipment survey, on the other hand, provides information that allows engineers to assess the suitability of the motor for its application. For example, a motor may be burning out because of insufficient power rating, or due to changes in the driven load or gearing as more power or torque output is required.

Environmental factors should also be taken into account, such as increased moisture levels or ambient operating temperatures, and the repair history of the motors can be used for working out the life expectancy of the unit after repair. Bearings are responsible for over half of all motors failures, and it is usually the result of poor maintenance practices such as overloading, using incorrect or excessive amounts of grease for the application, or lack of cleaning.

To keep downtime to a minimum standard 415V motors should be kept in stock on site. As a rule, standard motors of 11kW or less should be replaced as they are generally a stock item available at short notice and, more importantly, uneconomic to repair. The repair of larger motors can be completed quickly and efficiently to take advantage of predictive shutdown periods or returned to site as replacement stock. Several options are available from Sprint Engineering & Lubricants Ltd. A comprehensive stock of electric motors is held at the Gravesend warehouse and via the allied partner an efficient repair service and condition monitoring options can be offered 24/365.

There May Be Trouble Ahead

The Troublefree Partnership

Partnership is a well used word. Do we know what it means? Do you embrace the relationship you have with your supply chain to receive profit-enhancing benefits? Do you look for more from your supplier than just the ability to deliver the right product at the right price, the right time, and the right quality? Most suppliers should have the capability to accomplish that. After spending the last twelve months discussing with their major customers, Sprint Engineering & Lubricants Ltd have developed the Troublefree Partnership: which looks at TCO (Total Cost of Ownership) and total acquisition costs; which uses value-added programmes to help maximise up-time; which via efficiency-improvements enhances operational profitability. The programme is broken down into stages so that everyone understands the process. Surveys are undertaken in following areas: Engineering, Stores, Administrative Systems, and Environmental.

Engineering hotspots such as premature failure/root cause, applications, sealing, lubrication, and fitting are reviewed. In the Stores area Sprint analyse obsolescence, overstocks, spike demands, storing, OEM spares identification, demand planning, and lead times. Administrative Systems are dissected with the concentration on the cost of order processing, bought ledger, and the advantages of electronic trading. Environmental issues are also analysed, taking into consideration EU legislative directives, looking into areas such as spill control, emissions, and legislation training.

For further information on how Sprint can impact your operational efficiencies and enhance your profitability, please contact Sprint on their Gravesend phone number or send an e-mail to info@sprint-uk.com.

Spot The Difference



Spot the eight differences on the right hand picture and list them in an e-mail with the subject "Spot the difference September 2008". Send this e-mail to: sigrid.lindemeir@sprint-uk.com for your chance to win one of the following prizes. Deadline for entering the prize draw is 31st October 2008. Good Luck!

1. A bottle of Champagne;
2. A Sprint polo shirt;
3. A bottle of a Vintage Bordeaux wine;
- 4.-8. A Sprint coffee mug

The Proud Father

Shortly before this went to print Sprint received the fantastic news that Simon and Shelley have become the proud parents of twins; a girl, Hope, and a boy, Connor. Simon's colleagues are absolutely delighted at the news and send their congratulations!



“One morning I shot an elephant in my pyjamas. How he got into my pyjamas I’ll never know.”

Groucho Marx (1895-1977)

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