



To Have The First Word

Kevin and Gary have a Say

February 1989, the birth of Sprint... Not the best time to start a business with the recession in 1990/1991. We realised that to get through this we had to be different from the others, so we set our stall out on quality, service and niche markets.

20 years have passed and again we are faced with possibly the worst credit crunch on record. Sprint, true to their history, have changed and diversified to react to this. It is important, too, to have a good team; no heroes, but people who are excellent at working together, with one common goal: to give the customer the best and fastest service possible - time is money.

The credit crunch makes us appreciate the team we have working for us and the customers we are working for. We will prove to our customers and suppliers that we are here for the long term, - here's to the next 20 years.

Time Marches On

Twenty Years On

It is amazing how time flies. It does not seem that long ago that we were visiting all the major high street banks to see if we could get some funding to start Sprint. We eventually found a responsive ear from the TSB who were at the time more famous for supplying dog licences than business funding, but to be fair, they came up with a package that allowed us to get on the first rung of the ladder. Our first few weeks at Sprint were amazing with our 1200 square foot warehouse which had concrete floors, no offices, no racking and no stock, – what a way to start. We always pride ourselves on our stockholding but at that time in the company's history it took up about 3 of the 1,200 sq ft.



Members of the Sprint Team gathered around the two directors, Gary and Kevin.



But we were determined to make it a success, and it's amazing how having your house taken by the bank as security focuses your mind. We set about visiting contacts that we felt would definitely support us. Think again! As always, it was the ones that you didn't feel were certainties that did back us. After just 2 weeks of being in business we were contacted by the major bearing manufacturer Steyr in Austria who asked if we would be interested in becoming an authorised distributor. What to do? They wanted us to buy stock and we had very little money. But this was too good an opportunity to turn down, as it was a great way for us to gain credibility in the market place.

Steyr were eventually taken over by SKF, so we were back to square one. A few years went by, we were sourcing products from other authorised distributors, when we were approached by FAG. This again was a major point in the history of Sprint: The world's 2nd largest bearing manufacturer was asking us to work with them and to become an authorised distributor.

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May I Introduce Myself?

1st April 2009 will be my twelfth birthday with Sprint. I joined Sprint in April 1997 as a youth trainee 4 days a week to help Carol in the Accounts Department. I can also admit to the fact that thanks to Carol I know most of the songs from all the musicals, Patsy Cline and Frank Sinatra!! I gradually started to cover a couple of days with the sales team and after a year of being with Sprint Gary and Kevin offered me a full time position with inside sales.



Over time I got more and more involved with the lubricant side of the business; last year I was promoted to become Lubricants Manager taking responsibilities for Sprint's resources and growth expectations on this exciting product sector.

When anyone says to me that I have been with Sprint a long time I always state that I have grown up with Sprint from leaving college to getting married to becoming a mum. I am proud of my achievement within the company but equally appreciate the opportunities I have been given and the professional training and the career mentoring that I have received over the last twelve months.

Watch Out

Coming Soon To A Road Near You



We just thought we would give you a sneak preview of our new liveried fleet that will be in operation from mid April. All vehicles feature GPS tracking for real-time delivery status.

Another Feather in the Cap

PIX Europe are delighted to welcome Sprint Engineering as the latest member of their UK Distribution network.

The PIX/Powerdrive range of products, and the associated support of one of the world's most dynamic manufacturers of Mechanical and Fluid Power Transmission components, is currently the "hot ticket" in the industry.

PIX are able to offer a truly premium quality product in tandem with cost savings associated with highly efficient production facilities.

With Sprint Engineering, PIX are pleased to continue their policy of supporting the "cream" of Europe's independent Power Transmission distributors. As a highly efficient and forward thinking enterprise, Sprint have already demonstrated that they are a major player in the Kent, South East London, and South Essex areas. With a renewed policy of focusing on strategic brands, such as SKF, FAG, Shell, Klüber and PIX/Powerdrive, the company is poised to take their service levels and product offering to a completely new level.

PIX's Distributor Business Development Manager, Nigel Rose, comments: "The partnership with Sprint is a key milestone in our business plan, and one of the final 'pieces of the jigsaw', as far as our UK distribution is concerned. We have been highly impressed with their professional approach, and their ability to offer genuine engineering solutions."

**When work is a pleasure, life is a joy!
When work is a duty, life is slavery.**

Maxim Gorky (1868-1936), Russian Writer

This gave us the opportunity to make our name in the market; FAG was a brand that was accepted in nearly every industry that we supplied, it was, and still is today, synonymous with quality.

Many more years passed and Sprint went from strength to strength; we grew from 2 people, myself and Gary, to 15 and eventually moved into the new premises that we occupy today with a 12,500 sq ft warehouse. We had grown in turnover, too, and the good old TSB were struggling to cope with the extra work, so we also changed banks. It was on 7th January 2005 that the greatest compliment that could ever be paid to Sprint was made: SKF, the largest bearing manufacturer in the world, who had not appointed an independent distributor in the UK for something like 40 years, asked Sprint to become an authorised distributor.

Sprint today has a product portfolio to be proud of and distributes for many of the world's major names in the industry: SKF, FAG, Shell, Klüber, Fuchs, Sedis, Optibelt, PIX and many more. This combined with a team that is possibly the best in the country are the solid foundations that Sprint's success is built on, which makes Gary and myself proud to be a part of.

Kevin Donovan

“Integrity without knowledge is weak and useless, and knowledge without integrity is dangerous and dreadful.”

Samuel Johnson (1709-84) English writer, author of A Dictionary of the English Language

Smooth, Sensuous, Stimulating

Sprint Launch **Lube Line** for all your lubrication needs

Over the last 15 years Sprint have developed an innovative lubrication offering, based on their ethos of customer service and value for money initiatives. Sprint are proud to now offer an enhanced service which capitalizes on their responsiveness and technical know-how.

On 1st March 2009 Sprint launched Lube Line™, an easy contactable one-stop-shop for all lubricant and lubrication related products and services. Lube Line gives you direct access to the South East's most comprehensive stockholding of industrial oils and greases manufactured by the world's largest producers.

LubeLine offers to you:

- 250,000 litres of industrial oils and greases in stock at any given time
- UK distribution from Gravesend warehouse
- Full technical support to include application recommendation
- Real-time MSDS/TDS datasheets
- Shell's specialist products for the food and beverage industry
- Full range of Klüber's oils and greases
- Fuchs's biodegradable and synthetic products
- High performance lubricants for the railway industry
- Ambersil's fault detection, welding, anti-corrosion cleaners and degreasers
- Condition-monitored oil analysis
- Spill control and lube stores management
- Full range of fluid filtration products
- Waste oil disposal

For RFQ please contact Sprint's Lubrication Team on 01474 534251.



Last But Not Least

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 April 2009".

Send this e-mail to: sigrid.donovan@sprint-uk.com for your chance to win one of the following prizes. Deadline for entering the prize draw is 29th May 2009. 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

Winners of the last Spot The Difference were: Carol, Dave, Sue & Lew, Michelle, Kerry, Martin, Sam, Janice.

Keep On Running

Unknown Qualities In Sprint Director



When problems come calling you all know that Gary is the first to get in a car, on a plane, a ship or a train, to solve your problems. Recently he has even taken up serious running: 5, 10, 15 miles and beyond. In fact, he likes it so much that he has entered in this year's London Marathon. He will support a good cause, too:

The aadc research trust

(see their website on www.aadcresearch.org).

Please call Gary on Sprint's office number for any sponsorship that you might wish to donate.



Check out our website
<http://www.sprint-uk.com>

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