



Lifecycle



www.s2s.uk.com

Further Expansion to Meet Demand

A unique closed loop solution offered for the lifecycle of electronics

Welcome to the new combined newsletter for S2S. Since the merger between S2S Electronics and Bruce RID Recycling in 2010 to form the S2S Group, many further changes have taken place so that we can offer our customers an optimum environmental solution for their electronic production and recycling. There are now four coinciding divisions within the group...



S2S Electronics

The Contract Electronic Manufacturing

(CEM) division that provides Design (Mechanical, Electronic and Sustainable) solutions, Box Build solutions and Circuit Board assembly. (Please contact our sales team on 01484 530893 for further details.)



S2S Data Destruction

(formerly known as Corporate Data

Destruction): The government approved data destruction division that provides certified software data wiping / degaussing, and the physical destruction of hardware off and on site to Impact Level 6 MOD standards. (Please contact our sales team on 0114 2433637 option 2 for further details.)



S2S Lifecycle Services (formerly known as Bruce RID Recycling):

The Authorised and Approved Treatment Facility (AATF) for all



commercial and industrial Waste Electrical and Electronic Equipment (WEEE). (Please contact our sales team on 0114 2433637 option 1 for further details.)



S2S Solutions

The specialist Mobile Phone and Smart Phone

recycling division that provides a secure and safe solution for your redundant (working and non-working) corporate phones. (Please contact our sales team on 0844 2511266 option 3 for further details.)

The evident synergy between the four divisions allows us to offer an unrivalled closed loop solution in the electronic and recycling industry. As the group is accredited to ISO 9001 (Quality Management System) and ISO 14001 (Environmental Management System), and is in the process of attaining ISO 27001 (Information Security Management System), you can be assured that our 'one stop shop solution' is consistent and efficient throughout while operating a zero landfill policy, and ensuring energy and ozone conservation.

For further information on our group services, please contact us on 01484 530893, or visit our website at www.s2s.uk.com.

Your 'Local' Electronics Solutions Provider

We are so much more than just a subcontract manufacturer

There is no denying that the Far East and Eastern Europe are renowned for providing extremely competitive large volume prices, but S2S Electronics still believe that they have a competitive edge within the Subcontract Electronic Manufacturing industry, with not only printed circuit board manufacture but also box build manufacture.

We believe what sets us apart, and what should be considered when making any outsourcing decision is flexibility, rapid turnaround on prototypes, and continuous support throughout a project's life. These 3 strengths should not be disregarded in favour of lower manufacturing costs overseas, as the 'hidden costs' and risks will undoubtedly far outweigh these in the end.

Considering local options as opposed to an off-shore alternative will obviously provide you with local / face-to-face contact which is essential when identifying and dealing with problems and changes during the design and manufacturing stages. Language barriers, cultural differences, and lowering exchange rates, are all potential risks with offshore manufacturing, not to mention difficulties in managing component substitutions and specification changes efficiently and effectively. S2S Electronics prides itself in its ability to provide excellent customer service support skills, which are imperative when providing a flexible turnaround on units to customer demand.

With experience reaching over a quarter of a decade, S2S Electronics

realises that demands are very rarely consistent, therefore it is essential that customers are supported with their goals to optimise their responsiveness within a dynamic marketplace. We therefore schedule their deliveries accordingly, on a weekly or monthly basis, so that their stock holding costs are kept low and their cash flow is therefore increased. This of course cannot be said of an offshore manufacturer, who would almost certainly send out the total consignment at once.



Seggy Segaran of Tele-Products Ltd said "S2S have been a good manufacturer to work with. They have always met their promised timescales and the quality has been fantastic. Kevin, who visits us regularly always projects a can-do attitude and is unflappable when under pressure. It has been a pleasure working with S2S over the last 5 years".

As flexibility is key to the S2S philosophy, low volumes i.e. 1 or 2 Printed Circuit Boards can be manufactured and / or assembled, with blank boards being provided on lead times as low as 24 hours. Since S2S Electronics first became established, we have found that no matter how well a project has been managed by our customers, a short lead time is still inevitable. Working with an established design team, and having two efficient production lines, S2S can reliably provide rapid

turnarounds on prototypes to customer requirements. Customers can also benefit from our purchasing leverage, therefore cutting costs. With this in mind it is no wonder than we have seen a surge in demand for our design services, despite being in such a comparable and competitive industry.

Our complete electronics solutions capabilities include:

- **PCB design: Mechanical, Electronic and Sustainable**
- **Re-engineering and new PCB technology options**
- **Gerber file and fully RoHS compliant parts list generation**
- **Design for disassembly and carbon foot-printing**
- **Pre-compliance EMC testing**
- **RoHS sample testing**
- **IPC trained staff**
- **Prototyping, including low volume**
- **Surface Mount Technology (SMT), Conventional (through-hole) technology and mixed technology**
- **Full test service**
- **Manufacture of test rigs**
- **Full device programming facility**
- **Comprehensive stock holding**
- **Flexibility towards assembly**
- **Two Pick and Place machines on site – react to customers' urgent demands for SMT production and prototype batches**
- **Conformal coating of boards**
- **Environmental chamber testing**
- **ATE testing**
- **Box build solutions**
- **Wiring / harness assemblies**
- **Panel building facility**

For further information on our Subcontract Electronic Manufacturing solutions, please contact S2S Electronics on 01484 530893, or email sales@s2s.uk.com.

Designed in Devon... made in Yorkshire

Choose a UK Softstart manufacturer for a risk free service.



As already discussed within the previous story 'Your 'Local' OEM', UK electronics companies are increasingly re-assessing offshore manufacturing. The movement of production back to the UK over concerns about quality, the increasing costs and the poor communication channels is not centred solely around printed circuit board and box build manufacturing however, but also with Softstart manufacture.

The original attraction of outsourcing was that it allowed OEMs to concentrate on core activities such as the design and development of products. The added benefit of lower production costs overseas meant outsourcing was both viable and cost effective. More recently however increased costs associated with labour as well as freight and energy costs has meant the cost savings are not as significant as they were a few years ago. This has led to many UK OEMs re-assessing their production, and in many cases, repatriating it back to the UK.



For S2S Electronics this has meant taking on one contract for manufacturing that was previously done in India. The product, electronic soft start was made in India to keep costs down to a minimum but over time it had become apparent that this was not the only factor to consider.



The quality over time had become variable, the costs were increasing, deliveries were unpredictable and communications were poor. Fairford Electronics asked S2S Electronics to take over the manufacturing of the product at its premises in Huddersfield.

The products are ordered on a rolling order basis where Fairford are then

able to alter demand each month to suit their own customer variable demand profile. S2S had experience of soft start and box build production having manufactured its own range of soft starts for over 20 years. This coupled with the S2S circuit board manufacturing capability made S2S electronics the ideal manufacturing partner for the soft starts.

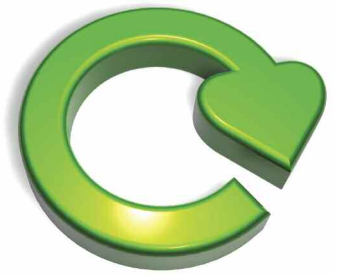
Mark Shepherd, MD of Fairford stated 'Bringing back production to the UK was not a difficult decision as we needed to keep control of our costs and ensure on time deliveries to our customers all over the world. Working with S2S has allowed us to do just that whilst keeping quality to the very high standards that we and our customers expect from our soft start products'.

The global recession has certainly made OEMs consider their outsourcing locations with the weakening pound making imported products more expensive as well as increasing expectations that UK manufacturers should source products and services locally to improve their green credentials. Many factors add to the growing argument that UK OEMs should certainly consider UK contract electronic manufacturing as part of their outsourcing review process. Let S2S Electronics quote you today....

For further information on our Softstart products, please contact 'Fairford Electronics' on 01752 894554 or visit www.fairford.co.uk.



Re-use, Not Just Recycling



Refurbishing and Re-Marketing of Redundant IT in-line with the WEEE Directive

The S2S Group of companies are dedicated to providing 'lifecycle services', which do not just cover recycling, but also the refurbishment and re-marketing of redundant IT and telecommunications equipment. Therefore the whole units or parts can be put back onto the UK market, or re-used, therefore increasing your cash flow, and achieving a return on investment on units that have already been used to their full potential. Thus, you can add value to your redundant assets, and of course lower your carbon footprint.



Company Directors, especially IT Directors, are under greater pressure than ever to decrease the amount of expenditure on assets, and to decrease their operating costs, whilst still supplying technologies that give them a competitive edge within the UK market. Many companies however do not recognise the residual value that is in their redundant IT equipment, and do not have the time or the resources to assess their equipment. S2S Lifecycle Services and S2S Solutions can take the pressure off you by evaluating your units for you, allowing



you to determine whether you want to re-furbish them for re-use or re-market them for re-use by others.

Equipment is only put through these processes at the request of the customer. Hard Drives for example will only be re-sold if the customer is completely reassured that the data stored on them is erased by Blancco's UK government approved software. A certificate of destruction will be provided once the Hard Drives have been wiped, stipulating this.

If our customers require their equipment to be destroyed, then their equipment will be destroyed irrespective of what condition they are in. S2S prides itself in providing services that not only meet the WEEE Directive but also the Data Protection Act 1998.

Before being placed back onto the UK market, physical checks are carried out to determine the condition of the units in question, followed by removal of all identifiers and a functionality test is carried out. PAT tests and physical destruction or data erasure of hard drives is carried out, followed by an external clean of the whole unit in addition. Therefore the units are turned back into saleable items that are of the same operational quality as they had been when they were manufactured.

Please contact 'S2S Lifecycle Services' on 0114 2433637 option 4 for further information on the refurbishment and re-marketing of general WEEE including IT equipment, or contact 'S2S Solutions' on 0844 2511266 for information on Mobile Phone solutions. Please also visit our website at www.s2s.uk.com for information on all of our services.

Many companies do not recognise the residual value that is in their redundant IT equipment. S2S Lifecycle Services and S2S Solutions can evaluate your units for you!

S2S Solutions - Revenue for your Mobile

Receive revenue credits for your redundant Mobile Phones and Smart Phones

There is presently in excess of 90 million Mobile Phones and Smart Phones within the UK alone, most of which are redundant. As technology becomes more and more advanced, not only do Mobile Phones become obsolete very quickly, more and more information is stored on them as they develop. Redundant Mobile Phones and other related electronic items can have a devastating effect on the environment and ozone if not disposed of in an environmentally friendly manner, as they contain hazardous substances such as Palladium, Lithium, Zinc, Copper, Lead, Beryllium, Cadmium, Mercury, Nickel and Rhodium.

S2S Solutions is focussed on the resale, refurbishment and recycling of corporate Mobile Phones and Smart Phones within the UK, and can offer you an unrivalled safe and secure solution that meets the stringent WEEE requirements while possibly generating you a rewarding bonus.

The division operates from the same high security site as S2S Lifecycle Services. 22 internal and

external CCTV cameras operating throughout the processing and recycling site which are manned by Chubb Security, as well as a 24 hour manned gate, 365 days a year, our customers can be assured that their confidential data stays confidential.

S2S Solutions service offering includes:



- Free collections from any UK mainland location.
- Deliveries welcome with prior notice.
- Detailed inventory reporting including listing all handsets' make, model, condition, IMEI number and carbon reduction measure.
- Turnaround within 14 days, from Collection through to reporting.
- All units are checked against the largest database of stolen / disabled / counterfeit goods in the UK – 'checkMEND'.
- Top market prices for working and non-working handsets, 14 day returns or used units.
- Working Mobile Phones are factory reset, and inbuilt software is upgraded to wipe data.
- Personal Digital Assistants (PDAs) and Smartphones are data wiped using Blancco Software (CESG approved data erasure Software).
- All SIM Cards are destroyed via granulation.
- Parts / elements from non-working Mobile Phones are re-used where possible.
- Certification for recycling and destruction given if required.
- Bespoke / tailored service provided.
- Lockable containers and quarantine storage provided if required.
- Dedicated account manager for each collection / delivery.
- Fully managed complete end to end recycling service.
- PES (Pre-Employment Screened) staff.
- Accredited to ISO 9001 and ISO 14001 standards and are in the process of obtaining ISO 27001.
- 'One Stop Shop' recycling solution that operates in line with the WEEE Directive.

If you want to reduce your impact on the environment, while generating a rewarding bonus, please contact our 'S2S Solutions' sales team on 0844 2511266, or visit our website www.s2s.uk.com.

It Pays to Recycle

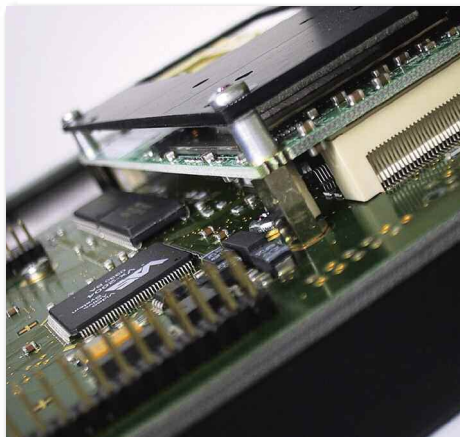


A Cost Neutral Solution provided for your Recycling Requirements

As the S2S Group's mission is to provide the most cost effective solution to our customer needs, as well as offering the best market rates available in the UK for redundant electrical equipment and parts such as Printed Circuit Boards and Mobile Phones. S2S Lifecycle Services also endeavours to offer a cost neutral recycling service, where achievable, for our customers. Therefore you can offset the cost of recycling your labour-intensive hazardous WEEE such as TFTs, Laptops and CRTs, against the monetary value of your redundant Mobile Phones where possible.



As well as helping Blue Chip companies, S2S Lifecycle Services has helped major engineering solutions contractors and manufacturers throughout the UK, to endure the downturn in the economic climate, by not just cost effectively disposing of their industrial electrical equipment, but also by offering them a credit as well. More and more engineers are now starting to understand that their industrial electrical equipment can sometimes generate enough scrap value to offset the cost of disposal and collection. The recycling and processing facility based in Sheffield, can offer a recycling and collection solution for all



commercial and industrial equipment, whether loose or palletised, including Control Panels, Electrical Motors, Drives, Inverters, MCCs, Oil filled (PCB or non PCB) and dry Capacitors including Power Factor Correction Capacitors, direct from your, or your clients' sites. Top prices can be paid for ferrous metal, precious metals (such as Gold, Silver, Palladium and Copper), Copper Cabling, Copper Bearing Transformers and Motors, Aluminium, Low Grade TV Boards, and High Grade TV Boards. Therefore you can fulfill your WEEE disposal obligations without breaking the bank.



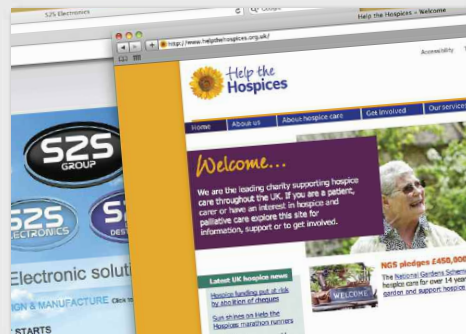
Revenue credits can also be donated to a charity on your behalf if required. Please call us on 0114 2433637, option 4 for further details on our WEEE recycling process, or contact S2S Solutions on 0844 2511266 for further details on Mobile Phone solutions.

Give Back to Society as well as the Earth

Make charitable donations while meeting the requirements of the WEEE Directive



As you have the opportunity to generate revenue credits through the recycling of redundant electrical equipment and parts, or re-marketing of redundant Mobile Phones, S2S Group can set up a quarterly charitable donation, to a charity of your choice or to our preferred charity, 'Help the Hospices' in association with the KCOM Group PLC, on your behalf if you choose.



For further information on our charity donations solutions please contact us on 0114 2433637 option 5.

Confidential Means Staying Confidential

Software Data Destruction
using Blancco Software

 **blancco**



“Dan Smith, UK Country Manager, of Blancco, is proud to welcome S2S as one of its first Mobile Phone customers.”

The S2S Group recognises the importance of data security to all industries, and has achieved a market leading reputation in data destruction within the UK. The group is an existing contractor to many financial institutes, as well as many other blue chip companies within the UK.

Not only are our customers assured that their redundant IT equipment and Mobile Phones will be tracked throughout the whole disposal cycle, and that their units will be delivered to site in security sealed consignment crates, they can also be assured of 100% software data erasure and certified.



As ‘S2S Data Destruction’, (previously branded as ‘Corporate Data Destruction’) is an approved user of ‘Blancco’, the worldwide market leader

- Certified Data Erasure using UK Government approved software
- Ability to granulate 1000 hard drives per hour
- Mobile granulation from 15mm to 6mm onsite
- Granulation from 15mm to 2mm offsite
- ISO 9001 / ISO 14001 accreditation
- High security site with CCTV throughout
- 24 hour manned security gate and site
- Asset tracking / Serial manifesting
- Detailed reporting / certification
- Secure transport and quarantine storage

for computer refurbishing and recycling solutions, CESG approved software can be provided. Units therefore do not have to be physically destroyed when not necessary; thus refurbishment and re-marketing options can become available.

Our unrivalled Mobile Phone data erasure service assures our customers that we do not rely on factory resets and software upgrades, but we can guarantee the highest



levels of control when protecting their private data. S2S Data Destruction realises that corporate data such as personnel details, client based information and corporate data cannot and should not be released accidentally into the public domain. With ever increasing media coverage, as well as huge fines up to £500,000 dished out by the Information Commissioner’s office for negligence, data security breaches can be devastating to companies.

Where data erasure is not possible or not adequate for your company policies, full physical corporate data destruction off and on site is also an option, where hard drives can be granulated down to 6mm on site or 2mm off site. Hard drives can be granulated up to volumes of 1000 units per hour at our site.

For further information on data destruction, please contact the ‘S2S Data Destruction’ team on 0114 2433637 option 2, or for further information on Mobile Phone solutions please contact ‘S2S Solutions’ on 0844 2511266. For further information on all of our services please visit our website at www.s2s.uk.com.

End-of-Life Mobile Phones Solutions a Success!

S2S Data Destruction received 100% increase on enquiries at Infosec 2011.

S2S Data Destruction would like to thank everyone who took the time out to visit our stand at the Infosecurity Europe exhibition 2011, held at Earls Court in London.



The show proved to be a huge success for S2S Data Destruction once again, with growing interest in our mobile phone recycling / destruction, refurbishment and resale solutions division. We are delighted with the enthusiastic response that we received at the show towards our high security services, and are already looking forward to exhibiting at the show next year.

The prominent subject at Infosec, was the ever increasing concern about data protection and personal privacy, and what companies ought to be doing in order to protect people's personal details.

Historically many organisations clearly did not do enough to protect personnel details, client based information and corporate data. But even in today's media-strong society, where the publicity from a data leakage can have devastating effects on a company's hard-earned reputation, companies are still learning about the consequences too late.

We therefore received a very

welcoming response towards our UK government approved high security services, as not only can customers be guaranteed that the data on their electronic media is rendered completely unreadable, they can also be assured that their redundant units can be granulated to Impact Level 6 MOD standards, or have their software data erased by UK government approved software.

Chris Hare, Operations Manager for the S2S Group said, 'S2S Group found 'Infosec 2011' a major benefit in gaining quality leads within the industry. Our group's rebranding and marketing strategy with our new product portfolio presented the show with a fresh faced approach to recycling, data destruction and mobile markets.'

David Smith, Deputy Commissioner in the Information Commissioner's Office, within the opening Keynote at the show, highlighted the penalties companies could now face if they endure a major security breach, as well as describing the legal obligations that they must adhere to. It is these obligations that have lead to the growing interest in the mobile phone recycling / destruction, refurbishment and resale solutions division of our group.

Alanna Drysdale Marketing Manager at the S2S Group said 'Mobile Phones and PDAs have more and more information stored on them as technology becomes more and more advanced. With the introduction of the 'App', and Social Networks, thieves have all of your personal information at their fingertips. Our clients upgrade their phones on a regular basis and are starting to become aware that their information is stored on the phone

itself as well as the SIM card. They appreciate that even if they opt to have their phones refurbished for re-use or re-sale, all SIM cards are destroyed via granulation, and all phones are factory reset, and their inbuilt software is upgraded to wipe data.'

Alan Dukinfield, the Managing Director for the group said 'S2S saw a 100% increase in enquiries this year at the show compared to last year and we have booked for 2012 immediately. It was interesting to see that whilst the show was focused on security, many visitors had interests in other services we offered such as IT refurbishment and Mobile Phone recycling. The ability to get all these services from the same supplier as data destruction services, instead of different contractors for different services, appeared to be a key factor in visiting the S2S stand this year. Overall a great show and we are looking forward to working with new clients as a result of this year's attendance.'



For further information on our data destruction, please contact the 'S2S Data Destruction' team on 0114 2433637 option 2, or for further information on Mobile Phone solutions, please contact 'S2S Solutions' on 0844 2511266. For further information on all of our services please visit our website www.s2s.uk.com.