



# baywatch

July Edition



## PH Appreciation Week:

A fun-filled week for our staff in Manila

## New Product Launch:

The Aqua is making a splash... & we love it

## Happy Anniversary!

Celebrating staff tenure

## Meet Charlie Billington:

Senior Product Designer

## June Jedi

June's top Sales performers



## STEVE'S WELCOME: AN INTRODUCTION TO ISSUE THIRTEEN

Hi Flashbay Global Team,

Welcome to the July Edition of Baywatch. It's been a busy month for our Sales Teams across the globe and #jackpot\_july has been in full swing! Well done to everyone who's posted an order to the channel and shared their success with the whole team. It has also been great to see so many new names on the sales leader boards as we push to grow the sales teams based in the UK and USA - welcome to everyone reading Baywatch for the first time.

Our product expansion continues and this month's edition features an interview with Senior Product Designer Charlie Billington, the creative force behind many of Flashbay's most attractive and successful products.

As the summer (or winter in Australia!) draws to a close the peak sales season will soon be upon us so it's time for us all to pull together and step up a gear to build momentum month on month from now until the end of 2018.

Everyone has a vital part to play so let's all push hard and put in a performance we can be truly proud of.

Steve Webster  
CEO

## OUR MAIN NEWS

### Meet Charlie 3

Flashbay's Senior Product Designer

### Flashbay Anniversaries 3

Acknowledging Flashbay staff with 5+ years service

### June Jedi 4

Top Sales Performer's for this month

### PH Employee Appreciation Week 4

A fun week in Manila

### Product Launches for June 5

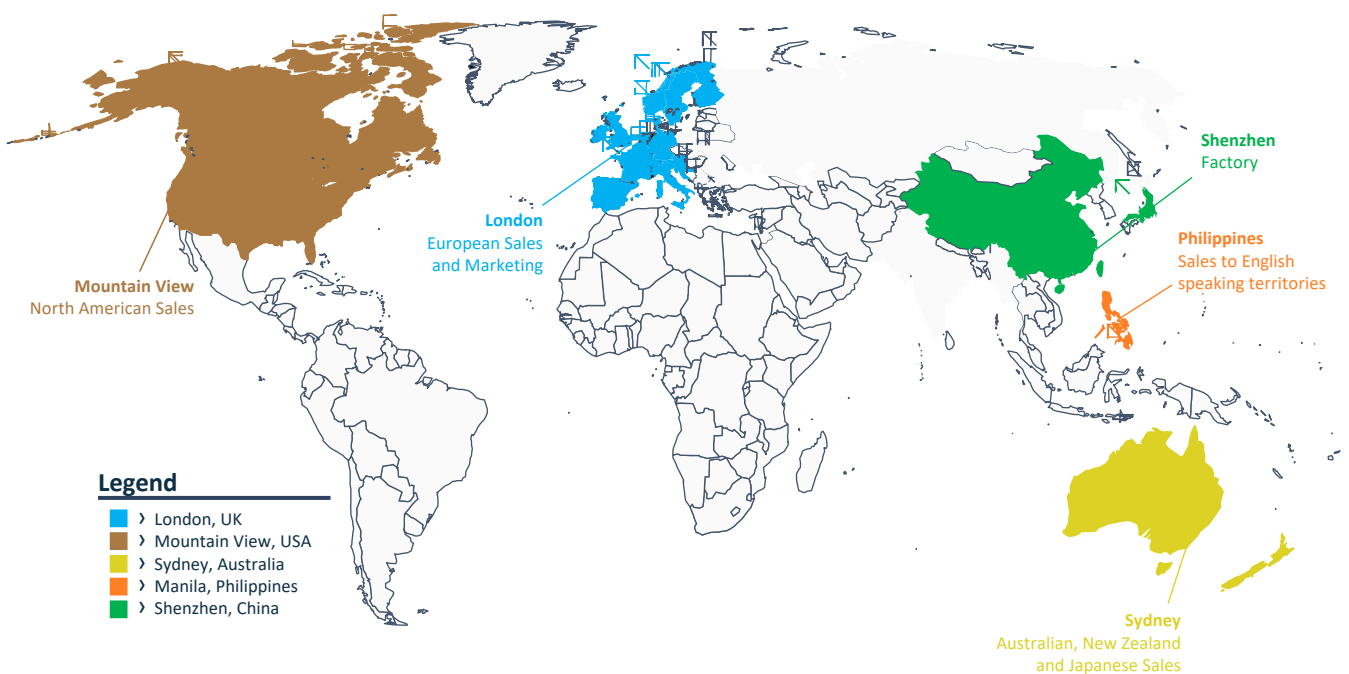
The Aqua is the speaker everyone is talking about



#### Meet our Cover Stars!

Vaneza Varona (left) is a Graphics Technician and Diana Reyes (right) is a Sales Admin and Operations Specialist. Both ladies work in our Philippines office and are pictured here celebrating Employee Appreciation Week.

## THE FLASHBAY GLOBAL MAP



The Flashbay Global Map shows our offices around the world, highlighting our truly global footprint.

For ease of reference, our articles in Baywatch are colour-coded by geography, as indicated by the legend in this map. We hope you enjoy the second issue!

# Introducing: Charlie Billington

## Flashbay's Senior Product Designer

LONDON | UNITED KINGDOM



Charlie is our Senior Product Designer located at our London Office.

He has been with Flashbay for almost 9 years. Prior to Flashbay Charlie studied Industrial Design at Loughborough University before completing a masters at Cambridge.

### The Product Design team is a very cool team to be in at Flashbay, can you tell us a bit more about it?

My department (consisting of myself, Dan and Eddie) is responsible for producing new products. This not only includes our promotional products, but also includes the designing of their packaging and their accessories. We work closely with the UK Graphics Team to make our ideas look visually appealing and the China Engineering team to ensure our designs can be manufactured correctly and brought to life.

### What does your day-to-day look like?

A typical day for us would be working on CAD (Computer Aided Design) developing design ideas, running 3D printers to develop new prototypes of our products, and recently, using the laser engraving machine on sample materials such as leather. There is also a lot of interaction between ourselves and the factory, receiving feedback on what can and can't be developed, changes that need to be made etc.

### What have you been involved in since you started?

Almost every single product designed at Flashbay! I found out recently that Flashbay has sold over 100 million units of USB Flashdrives that I have designed. That's a pretty big number, and shows how far we have evolved from a start-up to international business.

### What is your favourite product and why?

I think my favourite product would have to be the Kinetic. It's the first USB Flashdrive that I designed so I am naturally particularly fond of it. It's a popular model and big seller. In 2017 we sold 1.7 million Kinetic USB Flashdrives and over 2 million units in 2016.

### What did you do before you worked at Flashbay?

I did some freelance design work before joining Flashbay, but early on in my career I worked within the wine trade, and as a professional extra in a number of films and TV shows! I was in 3 Harry Potter movies, and a number of well-known British TV shows!

### What is your fondest memory at Flashbay to date?

There are too many to mention, but perhaps singing Tina Turner's 'Simply the Best' with CEO Steve at a Christmas Party a few years ago...

**Thanks Charlie for taking the time out of your busy day to talk to us, we appreciate all the effort and contributions you have made to Flashbay over the last 9 years!**

# FLASHBAY ANNIVERSARIES

*In this regular section we recognise and give thanks to our Flashbay employees all around the world who have celebrated five years or more service to Flashbay in the past month:*

**Shuiming Wang: 12 years**  
(Engraving, Group Leader, CN)

**Yongqiang Yang: 10 years**  
(Printing, Group Leader, CN)

**Nengwen Chen: 10 years**  
(Printing, Assistant Group Leader, CN)

**Yunli Luo: 10 years**  
(Warehouse, WH Keeper, CN)

**Yanxiu Wan: 10 years**  
(Printing, Film-making Technician, CN)

**Brenda Bravo: 9 years**  
(Accounting Manager, US)

**Bartosz Wojszko: 9 years**  
(Graphics Designer, UK)

**Donghong Zhong: 9 years**  
(Plastics and Leather, Mould Engineer, CN)

**Tong Qiao: 9 years**  
(Printing, Worker, CN)

**Wenchuan Zhuang: 9 years**  
(Graphics, Technician, CN)

**Xiyun Liu: 8 years**  
(Production, Worker, CN)

**Mingrong Yuan: 8 years**  
(Graphics, Technician, CN)

**Lukasz Kukulka: 8 years**  
(Warehouse Supervisor, UK)

**Wenxia Wang: 7 years**  
(Production, Worker, CN)

**Jianjun Xiang: 6 years**  
(Printing, Worker, CN)

**Zhou Liu: 6 years**  
(Production, Operation Manger, CN)

**James Park: 6 years**  
(Group Leader, AU)

**Richard Lam: 6 years**  
(Senior Sales Account Manager, AU)

**Xia Zhengxing: 5 years**  
(Metal Mould Technician, CN)

**Huang Xiangjun: 5 years**  
(Plastics Technician, CN)



**Well done to Team Sweden – the only team whose members have ALL passed the FSE**

# JUNE JEDI

most: **TOTAL PROFIT**

**JILL KAVANAGH**  
United States  
£91,557

most: **TOTAL PROFIT (probationer)**

**CORNELIA SCHENK**  
Germany  
£26,614

most: **NEW BUSINESS PROFIT**

**SILVIA BURIAN**  
Germany  
£20,273

most: **NEW BUSINESS PROFIT (probationer)**

**MAXENCE JUTEL**  
France  
£10,160

largest: **PROFIT FROM A SINGLE ORDER**

**MATT KUSANOVICH**  
United States  
£19,671

largest: **PROFIT FROM A SINGLE ORDER (probationer)**

**CORNELIA SCHENK**  
Germany  
£12,292

highest: **NUMBER OF ORDERS PLACED (last month)**

**JILL KAVANAGH**  
193

## HIGH WATERMARK ACHIEVERS

**ARISA KUSAKAI**      **SOPHIA CALUPITAN**  
£36,500                      £21,041

**CARLA GARCIA**      **MARK TOLETE**  
£16,757                      £11,005



## Flashbay Philippines Celebrate Mom & Dad Day

MANILA | PHILIPPINES

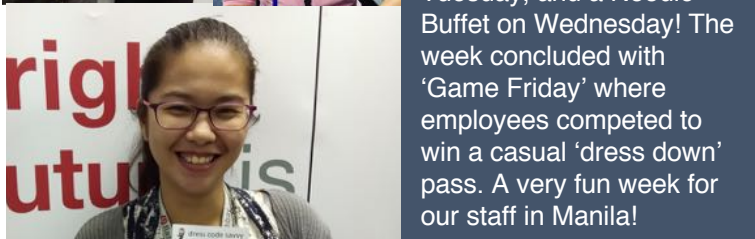


A tribute to all of our hard working Mothers and Fathers and their families at Flashbay!



## Flashbay Philippines Celebrate Employee Appreciation Week

MANILA | PHILIPPINES



PH celebrated Employee Appreciation Week from June 25th to June 29th. Employees were treated to delightful snacks on Sweet Monday, cupcakes on Tuesday, and a Noodle Buffet on Wednesday! The week concluded with 'Game Friday' where employees competed to win a casual 'dress down' pass. A very fun week for our staff in Manila!

# New Product Launch: THE STAGE

SHENZHEN | CHINA

The Stage Mousepad Inductive charger can be photo printed. The top right corner features an inductive charging zone to wirelessly charge compatible devices, including the latest iPhone and Android smartphones. A great desktop accessory.



## New Product Launch

The Aqua

SHENZHEN | CHINA



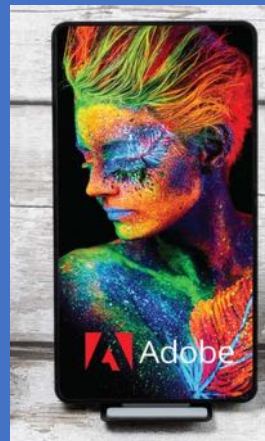
The Waterproof Aqua Bluetooth Speaker is available in 8 colours. The suction cup at the base of the speaker allows it to be stuck to screens and windows – great for the shower or the great outdoors. The Aqua is compatible with any Bluetooth enabled device.

## New Product Launch

The Stand

SHENZHEN | CHINA

The Stand Inductive Charger has an enlarged branding area that can be Photo Printed with an image, slogan, website address and more. It is built with the latest Wireless Charging technology that supports any Qi-enabled device, including the latest iPhone and Android Smartphones.

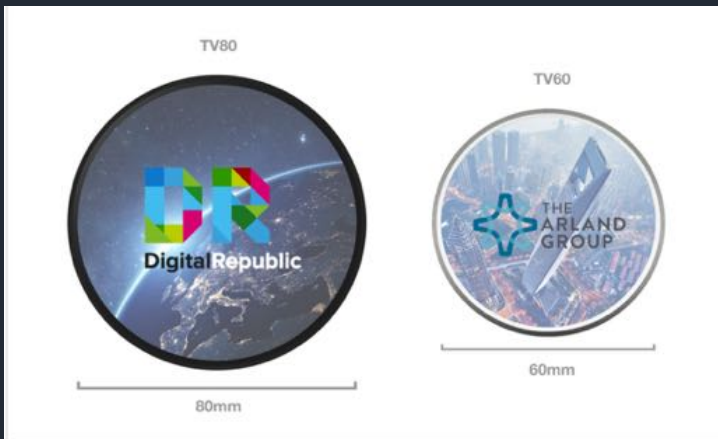


## New Product Launch

The Tavolo

SHENZHEN | CHINA

The Tavolo Inductive Charger seamlessly integrates into tables to wirelessly charge smartphones and devices in a convenient way. The surface of the Tavolo can be Photo Printed and comes in 2 sizes suitable for mounting in office tables, conference desks, reception areas and café tables.



## New Product Launch

The Incline

SHENZHEN | CHINA

The Incline Inductive Charger boasts a large silicon branding area that can be Screen Printed. Using the latest technology, the incline can charge any Qi-enabled device, otherwise known as Wireless Charging Devices. This includes the latest iPhone and Android smartphones



### Suggestions and Questions

If you have any suggestions for future editions of our Baywatch newsletter, or should you have any questions on this issue, please email: [newsroom@flashbay.com](mailto:newsroom@flashbay.com)

We are always excited to hear your thoughts!