

Hepworth International Business and Newsletter

Issue 30

March 2016

Quote of the Month

"If people like you, they'll listen to you, but if they trust you, they'll do business with you." Zig Ziglar

Marine

Hepworth International will be attending three marine 'Meet the Buyer' events in 2016. Boy Thijssen, Marine Sales Account Manager will be attending MTB Americas held on 9th – 12th March in Mexico.

Bert Thijssen, Sales & Marketing Director, will be attending MTB Asia on 13th – 16th April in Singapore and Peter Turnock, Monitor Marine Sales Director will be attending MTB superyacht held at Lake Maggiore on 15th – 18th June 2016.

The Marine Sales team will be promoting the Wynn Straight Line and Hepworth Pendulum/Pantograph range, Clearview screens, along with associated control and wash systems. We will also be showing examples of Monitor Marine stainless steel deck hardware and helicopter tie-downs.



In-Mar Systems Inc, Hepworth International's Marine agent for the USA, supplied 8 x Wynn Type C Straight Line Windscreen Wipers with 1000 Control System for M/V Squall, the fourth and final platform support vessel (PSV) built under a program that began in 2012. Construction of the 252-foot-long ship, M/V Squall, began in Florida in December 2014 and it was delivered on January 31, 2016, joining the M/V Breeze, Thunder, and Lightning, which were delivered in 2014 and 2015. All four ships have been designed to support close-in oil exploration platforms by shuttling supplies, equipment, limited amounts of product, plus crew members to and from shore.

Monitor Marine

Recent major activity has centred on finalising the design, development and manufacture of new additions to the product range including a new Mini Pad Eye and the low profile, stainless steel range of Pull-Up Cleats.

The new cleat range is manufactured in marine grade 316, mirror polished stainless steel and offers 120mm up to 320mm base lengths, and will eventually include a 400mm size.

Order of the month was for twelve commercial T45C Helicopter Tie-Downs to be installed on an oil platform off the coast of South America. Scheduled orders for our UK boat builder accounts are all ahead of forecast, with orders and deliveries for fittings being increased and/or brought forward.

The newly installed laser is producing very high quality SuperYacht finished stainless steel lettering in a range of sizes for installation on tenders and yachts. The first order is being delivered to Scorpion Ribs who supply the Land Rover BAR Americas Cup Team chase boats.

European orders have increased significantly, especially from Scandinavia, probably helped by the Pound/Euro rate. We have also received some serious enquiries from the USA, again possibly helped by the stronger US \$.



**HEPWORTH
PANTOGRAPH**



STRAIGHT LINE

Performance Designed
Wiper Systems



High quality,
precision engineered
Stainless Steel Fittings
and Deck Hardware



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Components

- Quote of the Month
- Marine MTB Events
- Monitor Marine
- Fabrication
- Automechanika
- New Rail Product
- Automotive



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Fabrication

Hepworth Fabrications see an increase in orders across a variety of sectors. Being able to produce high quality market-specific products for a variety of sectors including Rail, Marine, Art, Retail, Automotive and Medical is testament to our ability as a fabricator. Each job is carefully considered, dependant upon the destination of the end product. Come and visit us at the DPRTE event in Cardiff on 16th March, or Auto-Mechanika in Birmingham on 7-9th June!!



automechanika

BIRMINGHAM

The UK's leading exhibition for the
automotive supply chain & aftermarket.

→ see us on
stand 11L40

7-9 June 2016
NEC Birmingham

→ register for
free now!

Rail

New design rail filler spout!

Hepworth Rail is happy to introduce the new Filler Spout Assembly (2101-WASH) into our product range.

The new filler spout, manufactured in 316 stainless steel, has been precision designed and engineered in order to prevent the commonly occurring damage to standard caps that happens during the filling procedure in today's environment.



Broken cap chains, damaged hinges and missing caps are some of the issues which have long-term cost implications and these can now be prevented; the simple push and pull hinge handle makes the cap simple to use and prevents the need for cap chains and screw caps which can be easily damaged. The spout can be used for diesel, toilets, waste, wash fluid and water applications.

As well as being highly durable, the overall streamlined look and satin finish helps to give a classy appearance to the vehicle. For further information on the cap please contact one of the Rail Team who will be happy to discuss the product and pricing.

- *Unlatches and opens in one smooth movement*
- *Handle is disconnected when locked.*
- *316 stainless steel and black acetal sleeve construction*
- *Acetal sleeve accepts 38mm, 50mm and 63mm hoses*
- *Manufactured to CE requirements*



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Ian Lockett, Technical Sales Manager, and Luke Russell, Fabrications Sales Executive will be attending the Eurasia Rail Exhibition in Istanbul on the 04th March 2016. Eurasia Rail is dedicated to International Rolling Stock, Infrastructure & Logistics.

The Rail and Fabrication team have scheduled appointments with Turkish clients and aim to better understand the market in Istanbul.

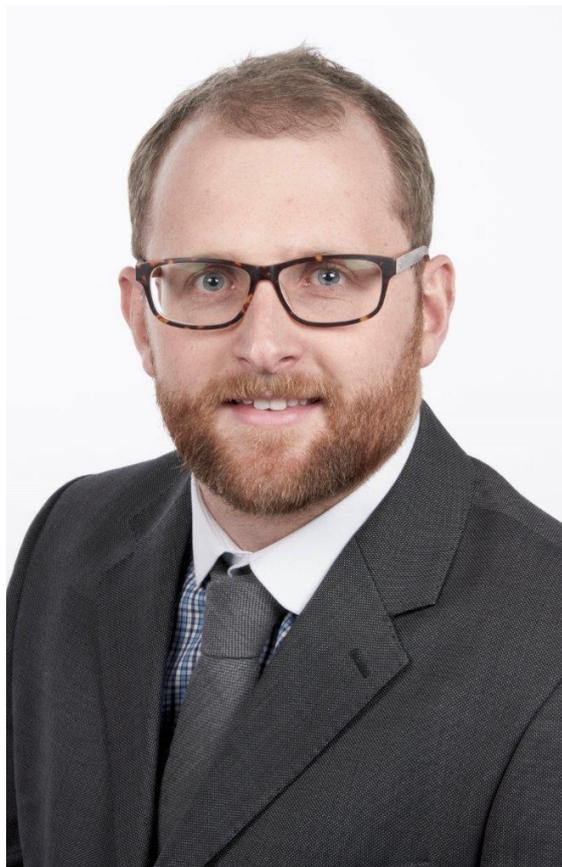
If you would like to schedule a meeting during the exhibition, please do not hesitate to contact us prior to the event.

Automotive

For many years Hepworth's Automotive division has been designing and manufacturing products for specialist automotive customers, including prototype assemblies as well as bespoke wiper systems. One such project involved developing a linear windscreen wiper for a proposed City Car, and another project that we were involved with included heavy duty systems for Military and Municipal vehicles.

Having recently invested in over £1m of new plant and equipment, including a state of the art, high capacity laser cutter, Hepworth is already working with a number of Tier 1 and 2 suppliers, fabricating a range of products including metal components, enclosures and electrical assemblies.

To increase their presence and help growth in this important market segment, Tom Dunkley has been appointed Technical Sales Manager and will be heading up this division that is to be based at Hepworth's Redditch factories. Tom has years of experience working with the main OEM's both here and in Europe, particularly in the automotive after-market, and on rally cars and rapid prototype projects.



For the first time, *AUTOMECHANIKA* is being held in the UK this year, from 7th to 9th June at the NEC, Birmingham. Hepworth International will be exhibiting some of their latest automotive products on Stand No. 11 L 40 where their technical design and engineering team will be able to discuss our high quality production capabilities.

Showing the way.....