

B Hepworth & Co Ltd

Business and Newsletter

Issue 5

April 2014

Quote of the Month

A person is only as good as the company they keep; a company is only as good as the people it keeps

Marine Projects

In-Mar Solutions LLC secured the wiper contract including 14 Type D's and associated controls for MV Tokitae, the first 1500 passenger, 144-car Olympic Class ferry. The vessel was christened at Vigor Industrial shipyard in Seattle on 20th March, 2014. The ceremony was open to the media, officials and workers. The Tokitae is the first of three 144-car ferries planned to replace the state's Evergreen State-class 87-car ferries, all of which are about 60 years old.



Marine

After 15 years with the company Denise Timmis will be retiring from her position as Sales Office Administrator on 30th April. Denise will be sorely missed by both co-workers and customers alike, however the forests of England will be saved due to the reduction of constant printing of emails and documents.

Some of our customers have sent the following messages with regards to her departure:

"Everyone at Princess Yachts International would like to wish Denise a long and happy retirement and to thank her for her professionalism and commitment, enjoy your retirement"

"Thanks for all your help and understanding looking after us, especially with the sometimes odd queries I've had. It's always been a pleasure to work with you these past 10 years I've been doing this, Congratulations on this big change. I wish you all the best and happiness in retirement from down here at Screen Wipers Ltd in New Zealand!"

Fabrication

In March Nicola Haynes became the latest addition to the sales department. Nicola will assume the role of Customer Account Manager for the fabrication division and will also be the customer liaison for fabrication, a vital link between sales and production. Nicola has previous experience in the automotive industry and has past experience of the same SAP system used at B-Hepworth. We all welcome Nicola to B Hepworth and hope she has a long and prosperous career within the business.



Fabrication Projects

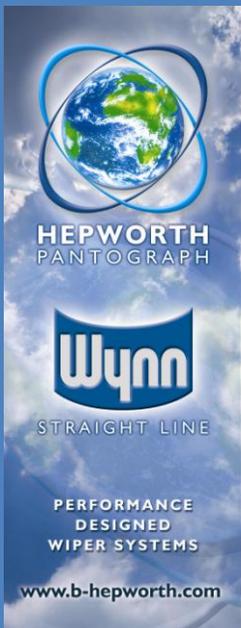
B Hepworth and Company's fabrications Sales Executive Tim Bell has been instrumental in securing over £1.2 million worth of business providing the UK's largest rolling stock manufacturer with safety critical fabricated products. As a result, the fabrication division is aiming to invest in new state-of-the-art technology enabling the continuation of competitive pricing, improved lead times and industry leading product quality.

Rail Projects

Lee Foxall has presented his Rail sales strategy to the team regarding his plans for the acquisition of new refit business. Lee has demonstrated the opportunity for rail specific wiper systems on an international scale and is seen discussing plans to capture business within his core markets. We look forward to seeing the results!



If you would like to include anything in next month's issue please contact the Marketing Department.



- MV Tokitae
- Staff Changes
- Fabrication
- Rail Strategy