

B Hepworth & Co Ltd

Business and Newsletter

Issue 21

June 2015

Quote of the Month

Better to remain silent and be thought a fool than to speak out and remove all doubt. Abraham Lincoln

Marine

Three Queens salute Liverpool after 175 years

All three Cunard flagships have close to 100 Hepworth wiper systems and controls.

Queen Mary 2, Queen Victoria and Queen Elizabeth met in the Mersey in Liverpool on May 25th 2015, for a gathering in front of the Three Graces and thousands of people on the riverside.



Image of three Queens vessels courtesy of Cunard.

Liverpool is a city that has been Cunard's home from the beginning in 1840, until 1967. When Queen Mary 2 arrived on 24 May, she hosted a Champagne reception and lunch. On 25 May all three Queens reunited in Liverpool for the first time in history. Sailing in formation and meeting on the famous waterfront of their spiritual home, the fleet performed a water ballet together, creating a spectacular one-off event. Thousands of people viewed the display from the banks of the Mersey, which was later concluded with a brilliant firework display.

Hepworth would like to congratulate Cunard and thank them for the confidence they have in Hepworth's high performance wiper systems.



Long Beach Fire Boat

Hepworth International American agent In-Mar Systems Inc supplied 14 x Type D Straight Line Wiper Systems with 1000 Series Controllers to the new Long Beach Fire Boat.



**HEPWORTH
PANTOGRAPH**



Wynn

STRAIGHT LINE

PERFORMANCE
DESIGNED
WIPER SYSTEMS

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Commercial

SMMT Membership - Hepworth international are now members of SMMT.

The Society of Motor Manufacturers and Traders (SMMT) exists to support and promote the interests of the UK automotive industry at home and abroad. Working closely with member companies, SMMT acts as the voice of the motor industry, promoting its position to government, stakeholders and the media. Enabling the UK motor industry to fulfil its potential, SMMT addresses the major issues that impact on the automotive sector.

As we already supply our products to the Commercial Vehicle and Automotive industries as a Tier 1 & 2 supplier, Hepworth are planning to expand their product range for both the OEM's and after-market areas.

Rail

Company success at Railtex 2015

Hepworth attended Railtex 2015, held at the NEC, Birmingham on 12-14 May 2015. As the UK's leading rail event covering railway equipment, systems and services, Railtex is the industry's meeting place - where visitors and exhibitors come together to see the latest technology in action, learn about new products/services, hear about key industry projects and do business.



Hepworth was awarded Best Newcomer to Railtex and, in addition to the engraved glass trophy that was presented to Ian Lockett and Tim Bell by Roy Walker, Guest presenter for Railtex, Hepworth was given membership to Rail Alliance for the next 12 months.

Alastair Timmis, Rail Account Manager stated: "Railtex was an extremely successful show bringing in many new enquiries superceding our initial expectations of the show. Following a growing global trend, a large number of the enquiries were for our Electrical Wiper System to replace aging Pneumatic Wiper Systems."

For further details on the pneumatic wiper systems, please see the below link:
<http://www.b-hepworth.com/Windscreen-Wipers-Window-Wipersretrofit.html>

Or please feel free to contact Ian Lockett, Rail Aftersales Manager.

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Ian Lockett, Rail Aftersales Manager, is currently in China both to visit existing projects and also to carry out Overhaul Fleet Training for some of our customers there. Due to the obvious geographical limitations, Hepworth supplies overhaul kits to some of our high speed train customers so that they can carry out their overhauls in-house. Hepworth has now supplied over 80 projects into China for Trams, Passenger Local Trains and High Speed vehicles.

On the European Sales front, Bert Thijssen, Sales and Marketing Director, and Christine Hewitt, Design Engineer, visited Belgium last week to discuss new projects for Passenger trains and Trams. Bert said "We are very positive about the outcome of our meetings and look forward to receiving some new orders!"

Fabrication

Railtex was also a platform for promoting our Fabrication services into the industry. Over 30 potential new customers and suppliers were spoken to and we look forward to following up on all these very positive leads.

We are currently re-structuring and increasing our activities in the Fabrication Departments, integrating a new field sales executive and costing engineer into the team to achieve the testing targets set for the division, Hepworth's largest growth area.

Made In The Midlands Exhibition - *The exhibition was the biggest in the Made in the Midlands history and demonstrates the growth and confidence in the Midlands industrial community.*

Hepworth International exhibited examples of their stainless steel and aluminium fabrications, precision castings and assemblies at last week's Expo. Also on show were marine and rail wiper components, and electrical controllers together with automotive exterior trims, all manufactured in Hepworth's Redditch factory.

Sales Director, Peter Turnock commented – "It was an extremely rewarding day, with numerous sales enquiries and new potential clients trying to source a total service of design engineering in custom-made, precision fabrications"

Marine Exhibitions

NorShipping - Hepworth International will be at Nor-Shipping, held at Messes, Oslo on 2nd – 5th June 2015, supporting our agent for Norway, Servi Ulsteinvik AS. Bert Thijssen, Sales & Marketing Director, and Boy Thijssen, Marine Account Manager, will be amongst the Hepworth staff manning the stand who will be looking forward to meeting both current and potential customers. A very warm welcome awaits you at Stand No. E-0402.

Meet the Buyer - Hepworth International will be attending the Super Yacht Meet the Buyer, being held in the Algarve on 11th-13th June, We will be showcasing our precision fabrication and aluminium marine products to the elite buyers and designers of the world's largest private vessels.

Sea Work Port of Southampton - B Hepworth & Co Ltd will be participating at Sea Work International Commercial Marine Exhibition, which will be held at ABP Port of Southampton, from 16th – 18th June 2015. We would like to invite you to our stand No. 143 where we will be showcasing some of our new products and you will be able to meet the specialised Hepworth team, Bert Thijssen, Sales & Marketing Director, and Martyn Groves, Marine Account Manager.

