

B Hepworth & Co Ltd

# Business and Newsletter

Issue 22

July 2015

## Quote of the Month

**"The quality is remembered long after the price is forgotten."** Sir

Henry Royce

## B. Hepworth & Co Ltd announces acquisition of Monitor Marine International



B. HEPWORTH & CO LTD Announce the recent acquisition of **Monitor Marine International**, a privately owned Company, established 30 years ago to develop and manufacture a wide range of high quality, precision engineered stainless steel fittings and deck hardware for the Super Yacht & Quality volume Boat Builders. The products were developed utilising Innovative Designs and combine durability, aesthetics and superb mirror polish finish.

*"We are pleased to announce this highly strategic transaction and are excited to welcome the Monitor Marine team to B. Hepworth",* said Mr Jonathan Eddy – CEO. *"Monitor Marine is an excellent acquisition and complements our existing Marine product range, offering the opportunity to expand our presence and product range in this very important market."*

These products are the ultimate superyacht and quality boat hardware and include a comprehensive range of deck fillers, hatch handles & latches, cleats and unique Helicopter Tie Downs.

Hepworth International manufactures the world-leading Wynn and Hepworth range of performance wiper systems including controllers and washing equipment for Marine, Rail and Commercial Automotive applications.

Hepworth has over seventy years' experience specialising in the design and manufacture of high performance window wiper systems, despatching daily to over 50 countries, either direct to end-users or through their worldwide network of agents.



Should you subsequently choose to unsubscribe from the Hepworth mailing list, please contact us to remove your details.

HEPWORTH  
PANTOGRAPH

**Wynn**

STRAIGHT LINE

PERFORMANCE  
DESIGNED  
WIPER SYSTEMS

www.b-hepworth.com

- Quote of the Month
- Hepworth announce acquisition
- Wynn supply new border patrol boat
- Marintec South America
- Super Yacht MTB
- SeaWorks Southampton
- IRIS
- Rail
- Fabrication

**Marintec**  
**SOUTH AMERICA**

Visit us on Stand No. 242

Hepworth Marketing  
Gemma Pinfold  
gemma@b-hepworth.com  
Tel: +44 (0)1527 612 43  
Fax: +44 (0)1527 668 36

## *Marine*

### **Wynn supply New State Border Guard Service patrol boat**

Hepworth International new marine agent, Marintech MT Ltd, covering Estonia, Latvia and Lithuania has recently supplied 5 x Type D Wynn Straight line windscreen wipers and 6000 series control systems to a new Lithuanian State



Border Guard Service patrol boat. The vessel was named 'Aleksandras Barauskas' after a border guard who fell as the first victim to the Soviet invasion in 1940. The vessel was launched in June at Baltic Workboats shipyard, it is 26.5m long with a beam of 6.2m.

### **Marintec South America**

Hepworth International will be participating in the Marintec South America Exhibition on 11 – 13<sup>th</sup> August 2015 held at Centro de Convenções Sul America, Rio de Janeiro, RJ, Brazil. We will be welcoming visitors from around the world and showing the **Hepworth Marine International** range of products together with the newly acquired **Monitor Marine** range of Super Yacht Deckware, Interior Cabin fittings and a unique range of Helicopter Tie-Downs.

A warm welcome will await you at stand No. 242 located on the first floor.

Boy Thijssen, Marine Account Manager will be looking forward to meeting you at the event and discussing your future requirements for our ever increasing range of Marine Product

### **Super Yacht MTB ~ Algarve**

At the Meet-the-Buyer Super Yacht event, Hepworth presented the Monitor Marine range of high quality stainless steel Deckware, Interior Cabin fittings and Helicopter Tie-Downs for the first time.

Peter Turnock attended 24 one-to-one pre-arranged meetings with Superyacht/Mega yacht Shipyards, Designers, Naval Architects and Fleet operators together with a number of supplier and specialist companies from around the world. The Monitor range was very well received which has led to a good number of specific enquiries and quotations for new builds/re-fits. There was also renewed interest in the Wynn & Hepworth wiper systems.

### **SeaWorks Southampton**

Seawork 2015 was a successful show with a high level of interest on our stand as Hepworth were displaying the Wynn & Hepworth Wiper range together with some examples of the Monitor Marine products. New contacts were established over the three day event, including some large potential accounts. There were several boat builders from the UK exhibiting along with international ones from France, Netherlands, USA and Australia amongst others. The exhibition has been growing steadily over the last few years and has reached capacity at its current venue so the organisers will be looking to move it to a larger site next year.



### **ISO and IRIS Audits**

Hepworth have successfully completed our surveillance audit for both IRIS and ISO with no non-conformances raised and retain our certification for a further 12 months.

Linda Bates ‘We have successfully completed our 2 day surveillance audit and have retained our current certification. I would like to thank everyone involved for their support and time during the audit and a big thank you to everyone within the business for continuing to support the quality systems we have in place and help drive through continued improvements ‘

Jonathan Eddy ‘Can I also thank everyone for the successful completion of our Iris Audit’

### ***Rail***

The Rail Department had a successful month receiving a large order from Bombardier for the overhaul of the class 376 fleet and new enquiries from First Group for retrofitting the wipers on class 165 and class 166. Ian Lockett, Rail After Sales Manager carried out a productive onsite training program at Dalian Tilist in China for overhauling wiper systems on CSR 350 fleet.

Bert Thijssen, Sales and Marketing Director visited Austria to discuss new potential projects for De Lijn and Vienna. The Rail team have also arranged a visit to Poland for the TRAKO exhibition in September. They are planning to book meetings and visits in week 39 for any existing or potential new customers. Please do not hesitate to contact [alastair@b-hepworth.com](mailto:alastair@b-hepworth.com) or [ianlockett@b-hepworth.com](mailto:ianlockett@b-hepworth.com) if you would like to organise a meeting.

### ***Fabrication***

Several new customers acquired and in discussion from a variety of new industrial markets. Some of these new market areas include Labelling machinery, Artistic Fabrications and a new innovative poker table.

Several new team members were added to help with the exciting developments and growth of the ever expanding fabrications sector.

Also, we are very close finalising/securing a large contract with a previous rail customer.