

B Hepworth & Co Ltd

# Business and Newsletter

Issue 11

August 2014

## *Quote of the Month*

**If a plan doesn't work, change the plan but never the goal**

### *Marine Projects*

SeaKing Electrical have recently placed orders with us for wipers as part of the refits for the RFA Orangeleaf and RFA Fort Victoria being carried out at the Cammel Laird Shipyard in Merseyside. We are supplying seven Type B straight-lines for the bridge and four 30Nm pantographs (to replace the original Wynn 1603 units) for the RASCO on the Orangeleaf, and forty-four 30Nm motors for the RASCO on the Fort Victoria. There will also be further opportunities for us to supply replacement wipers for other areas of the Fort Victoria as part of its year-long refit.

We have already supplied wipers for the refits of the Wave Knight and Wave Ruler, as part of the Cammel Laird contract for supporting nine ships of the RFA fleet.



New Zealand Company, Marinair Technology Limited, recently completed an extensive wiper replacement programme on the Interislander Line's largest ferry, "Kaitaki". The original Hepworth pantograph wipers were replaced after being on the vessel for over 20 years. Due to severe conditions often experienced in the Cook Strait, Twelve 24V DC Type D straight line wiper systems were installed on the bridge windows. Much of the work having to be undertaken during the one and two hour turn-around time at the Wellington terminal.

While the main ship's supply is 230V 50/60hz 1 Phase, the operator required that many of the new straight-line wipers be operated from existing 24V switches that previously controlled individual pantograph units. This necessitated development and installation of special relays with extra diodes to preserve the self-parking function of the Type D wipers. The Wynn/Hepworth team was instrumental in creating a solution to the problem and the wipers are reported to be operating to the ship's complete satisfaction. 1000 Series Controllers were installed to operate two sets of grouped wipers at the centre helm positions.

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

- SeaKing Refits
- NZ Ferry
- Rail News
- Bank Holiday

HEPWORTH  
PANTOGRAPH

Wynn

STRAIGHT LINE

PERFORMANCE  
DESIGNED  
WIPER SYSTEMS

[www.b-hepworth.com](http://www.b-hepworth.com)

Built in Rotterdam and launched January 1995 as Isle of Innesfree, "Kaitaki" is the largest in the Interisland Line fleet of three rail ferries that provide rail and vehicular services between the North and South islands of New Zealand.

Chartered by P&O in 2002 and renamed Pride of Cherbourg and later operated by the Stena Line until 2007 as Stena Challenger, the Interisland Line, New Zealand, took over charter in 2007 and renamed the ship "Kaitaki" which is the Maori translation for Challenger. The 22,365 GT vessel with a 1650 passenger and 600-car capacity currently services the 3.5 hour Wellington-Picton route which includes the Cook Strait, a notoriously rough stretch of water between the North and South islands of New Zealand as well as including the beautiful, tranquil Marlborough Sounds.



Tony Rollason, Managing Director of Marinair, reports that all Interislander ferries are now equipped with Wynn wipers. Tony's experience with Wynn goes back to the late 60's when he was responsible for securing the NZ distributorship, a relationship that has continued to the present day.

### *Rail*

B.Hepworth and Co's rail division are actively searching new business opportunities within the Chinese rail sectors. Hepworth Rail International have visited several rail companies residing within China to discuss the possibility of us providing our products onto the varying forms of rolling stock currently operating with the country. During the month long expedition the rail division will also be actively searching for the potential to increase our presence within the market by utilizing the discovery of newly found distribution opportunities.



**HEPWORTH RAIL**  
INTERNATIONAL

### *Bank Holiday*

**Due to the August Bank Holiday, our company will be closed on Monday 25<sup>th</sup> August 2014, re-opening for business on Tuesday 26<sup>th</sup> August 2014 at 8am.**

**Should you have any concern, feel free to email or call us prior to the holidays for customer assistance.**

**We would like to thank you for your patience during this time.**

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