

B Hepworth & Co Ltd

# Business and Newsletter

Issue 23

August 2015

## Quote of the Month

**"I remind myself every morning: Nothing I say this day will teach me anything. So if I'm going to learn, I must do it by listening." Larry King**

### Marine



Our Norwegian Distributor, Servi, has supplied Wynn Type D wipers with Series 8000 Controllers to the Havyard shipyard in Norway, which have been fitted to two Siemens Service Operation Vessels (SOV's), the Esvagt Froude, and the Esvagt Faraday.

These two SOVs will be supporting service and maintenance operations on wind farms in the Baltic Sea and the North Sea. The SOVs are increasing productivity, accelerating response times and implementing advanced safety mechanisms that will allow turbine access in significant wave heights of up to 2.5 metres, higher than with traditional crew transfer vessels (CTV).

With a large onboard parts storage area and comfortable accommodations, as many as 40 Siemens' technicians will live and work on the SOVs near the wind farm for several weeks at a time, significantly reducing the time traveling to and from the wind turbines. This will help to increase the technician working hours in the turbine by as much as 50 percent over traditional CTVs.

Latitude Yachts recently announced the sale of its 53 metres long Galaxy trimaran, which was fitted with 6 x Hepworth 80Nm Wiper Systems and Wynn Marine 6000 Series Controller system. It is a three-deck luxury all-composite trimaran driven by two MTU 16V 2000 M94 marine diesels that ensure a top speed of 28 knots and a cruising speed of 20 knots. Accommodating up to 12 guests and 6 crew members, the layout of the trimaran features three different social areas: the saloon under the superstructure, exposed deck, and flybridge with a sundeck for real sun enthusiasts. Amongst the other amenities offered are a large pool/jacuzzi on the sundeck, the presence of a big garage for a 5m tender and additional aft garage for 2 wave runners.

Our US agent, In-Mar, supplied 12 Wynn Type C Straight Line Wipers with Series 3000 Controllers for the USS Little Rock, bringing it one step closer to patrolling the world's shorelines and open seas when it was launched by Marinette Marine Corporation shipyard. Following the christening and launch, Little Rock will continue to undergo outfitting and testing before delivery to the Navy later this year. The Little Rock is one of seven littoral combat ships under construction at Marinette Marine. Manned by a crew of fewer than 100 sailors operating under a concept known as the "3-2-1 plan", the US Navy will rotate three crews for every two ships, keeping one of those ships underway at all times. The Littoral Combat Ship (LCS) will have a core crew of about 50 sailors, then a specialised crew for each type of mission. The LCS is the model of modularity; it will be a launch pad for aircraft (manned and unmanned) and unmanned surface and underwater vehicles.

In-Mar, our US distributor, has supplied 19 Wynn Type C Straight Line Wipers with 3000 Series Controllers for a National Security Cutter, built for the US Navy.

The National Security Cutter James sailed away from Huntington Ingalls Industries' Ingalls Shipbuilding division on July 12, just one month after being delivered to the United States Coast Guard.

Ingalls has delivered five NSCs and has two more under construction. Earlier this year, Ingalls was awarded a construction contract for an eighth NSC. National Security Cutters, the flagships of the Coast Guard's cutter fleet, are designed to replace the 378-foot Hamilton-class high-endurance cutters, which entered service during the 1960s. NSCs are 418 feet long with a 54-foot beam and displace 4,500 tons with a full load. They have a top speed of 28 knots, a range of 12,000 miles, an endurance of 60 days and a crew of 120.

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HEPWORTH  
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## *Monitor Marine*

Monitor Marine International Ltd., the company acquired early in July is being integrated into the Hepworth Marine division and our engineering and design teams have been heavily involved in maintaining production and supply to our worldwide customers. To date, all orders have been delivered on time to locations ranging from South America to Australia.

New product development is also under way with two key items – A stainless steel 1 tonne SWL version of the unique 3 tonne SWL Multi-Purpose Plug-In Connector, and a bridge controlled electrical system for the Retractable Cleat range.

Key Monitor customers have already been visited and there are a number of joint design projects now under way. The existing range will be enhanced by customer led requirements and the Hepworth team of experienced technicians, design engineers and superb, modern manufacturing facilities at their Redditch, England plants.

A new production line facility is nearing completion and will be operational this month. It is our aim to shorten delivery and availability once production is increased to satisfy the increasing demand for the high quality Monitor products.

## *Rail*

New enquiry for Alstom Class 175 overhaul – Following on from the successful overhaul of Alstom class 334 and current trial of Alstom class 458 with the introduction of the Parvalux wiper motor Alstom have now enquired about another fleet Class 175.

New enquiry for Bombardier Italy for Palermo Tram overhaul – Bombardier have approached us for the overhaul of their Palermo Tram in Italy. There are 34 cab sets with plans to start the overhaul in September.

Ian Lockett, After Sales Manager and Alastair Timmis Rail Account Manager will be attending the TRAKO exhibition in Poland, Gdansk September 22<sup>nd</sup> – September 24<sup>th</sup> 2015.

## *Fabrication*

The Fabrications division is currently the fastest growing part of the business, with the highest growth potential. The division has attracted a number of new clients, including one based in South Wales who supply modular components for train toilets. This particular project started with an initial enquiry in November last year and we have been able to provide a solution to the issues that they were having. They have now received their first order from us and are looking to place additional sheet metal work with us in the future. Other areas we are looking to expand into are the street furniture and architectural art markets.

The Fabrications division has had a new automatic saw delivered which cuts bigger sizes of sheet metal. Hepworth used to sub-contract out some of the sawing work, so now with the arrival of this new piece of equipment, Hepworth will be able to keep all the work in-house, have greater control of this particular part of the business and also reduce our manufacturing costs and times.

## *Exhibitions*



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. Boy Thijssen, Marine Account Manager, 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. Stand No. 242



Hepworth Marine International will be supporting their Marine Agent, Benson Marine at the Inmex India exhibition, which is being held at the Bombay Exhibition Centre, Mumbai, from 23<sup>rd</sup> – 25<sup>th</sup> September 2015. Bert Thijssen, Sales and Marketing Director, will be available for the entire event. Visit us on Stand No F50 where a very warm welcome awaits you and we look forward to seeing you at the show.

## *Other*

**Change to working hours** - The company is embarking upon a trial of a change to our core working times. The following change will be effective from Monday 3<sup>rd</sup> August and the new core working times will be as follows:

Monday – Thursday	Start	7.30 am
	Lunch	12.30 – 1.00 pm
	Finish	4.30 pm
Friday	Start	7.30 am
	Finish	1.30 pm

This trial is envisaged to run for at least a four week period, at which time we will obtain feedback from employees, suppliers, customers etc., and make a formal decision going forward.

**August bank holiday** -Due to August bank holiday, our company will be temporarily closed on Monday 31<sup>st</sup> August 2015. The Company will resume business as usual on Tuesday 1<sup>st</sup> September 2015 from 8:00am to 5:00pm. Should you have any concern, please feel free to email or call us prior to the holidays for customer assistance. We would like to thank you for your understanding during this holiday period.