



**HEPWORTH
PANTOGRAPH**



STRAIGHT LINE

Performance Designed
Wiper Systems



High quality,
precision engineered
Stainless Steel Fittings
and Deck Hardware

- Quote of the Month
- Wipers Supplied to National Coast Watch
- Marine Exhibitions SMM, Marintec, METS, OSEA, Pacific Marine & International Work Boat Show
- Monaco Yacht Show
- MMI Pull up Cleats
- MMI New Agents
- InnoTrans 2016
- Fabrication Update
- Automotive Update
- August Bank Holiday

Hepworth International Business and Newsletter

Issue 35

August 2016

Quote of the Month

“A smooth sea never made a skilled sailor.” Franklin D. Roosevelt

MARINE

Hepworth Marine will be exhibiting at SMM, Hamburg, 6th – 9th September, Stand B6.518. For the first time we will be co-exhibiting with our Marine agent for the Netherlands, Observator.

Boy Thijssen, Marine Account Manager will be attending the Marintec South America Exhibition during 19th – 21st September 2016 held at the Sul America Convention Center in Brazil. Boy will be available for appointments on our Marine agent Minura Establishment’s stand, No. 540.

Hepworth Marine will also be exhibiting at METS – Superyacht Pavilion – stand No. 10.108

At both exhibitions we will be showing our range of wiper systems plus our Monitor Marine products.

Jonathan Eddy will be attending OSEA exhibition where we will be co-exhibiting with our marine agent in Singapore, Noah.



Hepworth International recently supplied Wynn Type D windscreen wipers and 1000 Series control systems for the National Coast Watch’s lookout tower at Teignmouth. Originally received in 2014, the enquiry was for a basic pantograph system but the customer opted to go with the Wynn straight-line solution. We have since received several other enquiries from customers due to the success of this project.

In-Mar exhibitions

Pacific Marine Expo

November 17 - November 19, 2016
Seattle, WA

In-Mar Solutions are exhibiting in the Pacific Marine Expo. On display will be Wynn Marine Wiper Systems, Alu Design Helm Chairs, and West Mekan Passenger Seats. Please contact us for VIP passes.

International WorkBoat Show

November 30 - December 2, 2016
New Orleans, LA

In-Mar Solutions & In-Mar Systems are exhibiting in the International WorkBoat Show. On display will be FFS Fire-Fighting Systems, Wynn Marine Wiper Systems, Alu Design Helm Chairs, and West Mekan Passenger Seats. Please contact us for VIP passes.



SHIPBUILDING | MAINTENANCE | OPERATIONS

19 to 21
September 2016 • 1pm to 8pm
SulAmerica Convention Center
Rio de Janeiro • RJ • Brazil

VISIT OUR BOOTH

marintecsa.com.br

**METS
TRADE** NOVEMBER
15-16-17
2016



OSEA2016
The 21st International Oil & Gas Industry Exhibition & Conference
SINCE 1976



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www.b-hepworth.com

MONITOR MARINE

Hepworth International will be showcasing the Monitor Marine product range at the prestigious Monaco Yacht Show which is to be held on 28th September – 1st October. We will be located in the Superyacht UK Pavilion.

VISIT MONITOR MARINE ON STAND
NO. QS30 WHERE EXAMPLES OF
THEIR SUPERYACHT DECK
HARDWARE WILL BE ON SHOW.

mys
MONACO YACHT SHOW

28 SEPTEMBER
1 OCTOBER 2016

Over the past six months, Monitor Marine's Design Engineering Team has been involved in a number of new and exciting developments that will bring additional products to their current range of high quality, precision engineered stainless steel marine fittings.

The Load Tests carried out recently at Lloyds British on Monitor's range of Pull-Up Cleats were very successful, with better than expected results. On all four sizes from 120mm up to 320mm in length, the maximum Working Load calculated figures were exceeded by at least 25% in all directional loads. Not only will these cleats take higher loadings than other competitive designs, they are also low profile, require very little maintenance and are easily installed on to any type of deck structure.

Our designers are currently finalising a smaller version of the successful 1 Tonne Multi-Purpose Connector, as well as a new type of 50mm Hatch Handle. Designed to match existing MMI highly aesthetic designs of the 50mm, 70mm, 80mm and 100mm handles, the new products will add to an already very superb quality "suite" of furniture for all new builds or re-fits.

Distributor Appointments

Three Distributors have now been appointed in three key market areas to expand the coverage and service of Monitor Marine products.

TURKEY

NEMOMARIN based in Istanbul for the growing boatbuilding market in TURKEY. Nemomarin have been a very successful distributor for many years of the Hepworth and Wynn range of wiper systems.

CANADA & USA

NORTH WEST MARINE DISTRIBUTORS based in British Columbia will be promoting and supplying monitor Marine products into the expanding North American markets.

USA (East Coast)

WWT INC., based in Connecticut, a subsidiary of B. Hepworth & Co Ltd., will also be stocking and distributing the Monitor range in addition to their existing Wiper Systems business.

Negotiations are underway in other key market areas including Australia & New Zealand, Malaysia & South America.

All contact details can be found on the Hepworth and Monitor website.

www.b-hepworth.com & www.monitor-marine.co.uk

RAIL



InnoTrans 2016
20-23 SEPTEMBER · BERLIN





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*Should you subsequently choose to
unsubscribe from the Hepworth
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contact us to remove your details.*

www.b-hepworth.com

Hepworth Rail will be exhibiting at Innotrans 20th – 23rd September 2016 in the City Cube A, stand 402. We have invested in a larger exhibition stand this year, due to the increasing numbers of visitors coming to see us year on year. The Rail sales team and design department will be on hand to answer any design and manufacturing capabilities questions that our visitors may have.

Ian Lockett, Rail Technical Sales Manager, has scheduled trips to China and Korea the beginning of August, and will be visiting both new and existing customers. The aim is to understand the market changes and show our support to existing customers.

If you would like to schedule a visit with the Hepworth Rail team, please do not hesitate to contact us and we will be happy to meet your request.

FABRICATION

This month has seen Hepworth Fabrications securely cement their position within the rail sector as a quality supplier of fabricated goods. With the recent acquisition of two national metal fabrication contracts with two separate rolling stock manufacturers, Hepworth can look forward to an increased involvement within the industry for the foreseeable future. Hepworth continues to manufacture to the highest quality and boast a reputable 'one stop shop' approach to metal fabrication processes.

AUTOMOTIVE

Comments from Tom Dunkley, Technical Sales Manager:

I attended the SMMT Innovation and Engineering Group meeting at MIRA on the 6th July. The day consisted of several presentations on emerging technologies within the automotive industry along with networking sessions thought out the day.

On the 7th July I attended the Niche Vehicle Network – Competition launch. There were over 200 key people who work in the low volume and niche vehicle industry. It was a great opportunity to see existing contacts as well as networking with new potential customers.

At the event there was a consortium building session, with people looking for manufacturer's help to bring their concepts to reality.

On Friday 29th July I will be attending the Billing Land Rover Show at Billing Aerodrome. I will be promoting the Hepworth automotive products along with meeting potential wholesalers.

OTHER

Due to August bank holiday, our company will be closed on Monday 29th August 2016.

The Company will resume business as usual on Tuesday 30th August 2016 from 7:30am to 4:30pm.

Should you have any concerns, 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.

FEEDBACK

How did we do? - Newsletter Feedback

Hepworth would like to get a sense of how satisfied you are with our Corporate Newsletter. We are constantly striving to provide an excellent service to our customers and would appreciate your feedback.

Would you like to see any other content in the newsletter?

General thoughts?

Is the content interesting and relevant to you?

What is your overall impression of the newsletter?

We thank you for your comments in advance.

Showing the way.....

*If you would like to include any information in the future newsletters, please
contact Gemma Pinfold, Marketing Department.*
