

B Hepworth & Co Ltd

Business and Newsletter

Issue 13

October 2014

Quote of the Month

A man who stops advertising to save money is like a man who stops a clock to save time. Henry Ford

Marine

Hepworth Wiper systems fitted to US's "best National Security Cutter yet"

U.S. Coast Guard took delivery of the fourth National Security Cutter (NSC) Hamilton from Ingalls shipbuilding division on September 16th 2014.

Hepworth's American agent, In-Mar Solutions Inc, supplied 22 Type C Straight Line wipers and 3000 Series Controllers for this vessel which is due to be commissioned on December 6th.

"After three years of fabrication and expert craftsmanship, Ingalls shipyard has delivered a great ship to the Coast Guard," said Capt. Douglas Fears, the prospective commanding officer of Hamilton. "The Coast Guard's Project Resident Office has fastidiously overseen the production of Hamilton through all key acquisition milestones."

The Legend-class NSC is the largest multi-purpose cutter in the Coast Guard fleet and is replacing the 378-foot high endurance cutter, which has been in service since the 1960s. The NSC is 418 feet long and has a top speed of 28 knots and a range of 12,000 nautical miles. It is capable of performing 60 to 90-day patrols.

"I'd like to thank Huntington Ingalls Industries and the craftsmen here at Ingalls for building a fantastic ship," said Rear Adm. Bruce D. Baffer, the Coast Guard's assistant commandant for acquisition and chief acquisition officer. "I agree that this is the best National Security Cutter yet. It is an awesome ship, and it's going to serve us for decades to come."

Ingalls has delivered three NSCs, and three more are currently under construction. A seventh NSC, Kimball, is scheduled to begin construction in early 2015.



B Hepworth & Co Ltd will be participating at Seatrade Middle East Maritime, which will be held at Dubai International Convention and Exhibition Centre, Dubai from 28th – 30th October 2014.

A very warm welcome awaits you at Stand No. C9 and we look forward to seeing you at the show.



28-30 October 2014
Dubai International Convention
and Exhibition Centre, Dubai, UAE



HEPWORTH
PANTOGRAPH

Wynn

STRAIGHT LINE

PERFORMANCE
DESIGNED
WIPER SYSTEMS

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- Q&A's with Rail Project Director
- Fabrication New Starter

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

Rail

Linda Bates – Rail Project Director

Q. Are you enjoying your new position within the company and how this will benefit Hepworth?

A. Although I had a fantastic time and worked with a great team in the Design Office I am now looking forward to an exciting new challenge with the Sales team. With my experience in Rail, project management and my extensive knowledge of our customer base. I am looking to be able to work with and support the whole sales team to drive ahead the growth of the business with increased sales.

Q. What do you think we can do to distinguish ourselves from the competition this year?

A. We have been working hard over the last 18 months to push innovation to put us ahead of our competitors. At the InnoTrans show this year we are launching the manual back up wiper, the full electrical back up system and the 110v and 72v 50Nm motors for the locomotive markets.

Q. What are we doing to position ourselves for changes in the economy over the next year? A. The company has invested heavily in both personnel and machinery to ensure that we have the best possible position in the market place in order to achieve sustained growth.

Q. Where do you think the most significant growth will occur in the company in the next few years? A. We are looking for growth in all sectors of our business and as always will diversify to meet our customer needs. Fabrication is one of the key areas for growth in the next few years.

Q. Looking back, what decisions have you made in your career that you feel were mistakes and what have you learned from them?

A. Rather than view any decision that I may have made as a possible mistake, I see them as opportunities to learn and grow, both for work and personal development.

Q. Describe your strategy within the Rail market?

A. In addition to the new build market, we are now concentrating on retrofit and overhauls and Ian Lockett has recently come on board within the Sales team to help strengthen this area of our business and give it added focus. Ian brings with him a wealth of product and customer knowledge, this along with his drive and enthusiasm will bring added strength to the department.

Fabrication

This month, Darren Lee will be joining the Hepworth Family as our Fabrication's Business Unit Manager. Darren is a production specialist, who has been working in the sector for over 20 years. During this time he has worked for giants in the sector, including Caterpillar.

He is currently tasked with the overall responsibility for Hepworth Fabrications, including improving the efficiency and production systems within the division to meet the constantly changing demands of our customer base. We all wish him the best and look forward to his offerings on his 'Cake Day', especially as he is a qualified Chef.

