

B Hepworth & Co Ltd

# Business and Newsletter

Issue 17

February 2015

## Quote of the Month

*A Challenge only becomes an obstacle when you bow to it.* Ray Davis

## Marine

### New Dutch cable-laying vessel fitted with Hepworth straight line wiper systems



Dutch offshore contractor Van Oord took delivery of Nexus, the first Damen Offshore Carrier (DOC) 8500 cable-laying vessel, at the end of December. Photo courtesy of Damen Shipyards. Once all the equipment is fully installed on the vessel, Nexus will install

electricity cables for the Gemini Offshore Wind Farm, which is to be built 55km to the north of Schiermonnikoog, Netherlands.

Jaap de Jong, Van Oord's Staff Director in its Ship Management Department, said, "By working closely together, Damen and Van Oord managed to build a fit-for-purpose and economical vessel in a very short period of time. The Nexus is an asset to Van Oord's fleet and its Offshore Wind Projects business unit."

Expertise was drawn from a number of companies within the Damen Shipyards group to complete the complex project in only 15 months. The 120m-long vessel has a beam of 27.5m and a dynamic positioning system (DP2), and is able to accommodate 90 people.

The Nexus is now at Damen Shiprepair Vlissingen in the Netherlands, where the installation of a carousel to enable the vessel to carry 5,000 tonnes of cable and a crane to lay the cables is being carried out.

The DOC concept, first introduced in 2012, is said to be a cost-effective multipurpose vessel that enables smaller heavy transport, offshore installation, and ro-ro capabilities. According to Damen, the design is highly adaptable and its modular construction means that it can switch quickly and economically between roles.



18 – 20 March 2015

Tan Binh Exhibition & Convention Centre (TBCEC)  
Ho Chi Minh City, Vietnam

The 5th Edition of the Leading & Definitive International

## Maritime Expo

in Vietnam and Indochina



- Quote of the Month
- New Cable Laying Vessel
- INMEX Exhibition
- Ariel Motors
- Rail – Back on the road

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

HEPWORTH  
PANTOGRAPH

Wynn

STRAIGHT LINE

PERFORMANCE  
DESIGNED  
WIPER SYSTEMS

www.b-hepworth.com

## *Commercial*

**Hepworth work with Ariel Motors.** Highly respected sporting motor manufacturer Ariel Motors showed off its new model, the Nomad, at the Autosport International show, held at the NEC, Birmingham on 8-11 January 2015.

Hepworth worked closely with Ariel on the design of the wiper system at the very early stages in the development of the car; we supplied the prototype back in 2012! Powered by a 2.4 litre Honda engine it will do 0-60 in an amazing 3.4 seconds and has a top speed of 125mph.

The Nomad's well-known road-going cousin, the Atom, holds the lap record around the Top Gear test track.



## *Rail*

Following the success of the “Road Trip” to Europe at the end of last year Alastair Timmis and Ian Lockett have completed another successful trip, visiting both new and existing customers throughout France. Due to their efforts we now have the opportunity to have our systems on the new Alstom platform tram, a regular build of around 200 systems per year.

The Sales Team are aggressively marketing our systems into both new build and retrofit projects and so far have been extremely well received by both existing and new customers. Building upon the momentum they have created, trips to America and Eastern Europe are being planned for later in the year.

The Rail Division is pleased to announce that Hepworth Rail have been successful in securing the Bombardier Queensland new build project (150 units) with the first systems due early March. Our agent in India, Benson Marine, has recently taken on new Rail sales in addition to their Marine sales business and have very quickly secured an order for 76 new Rail wiper systems! We wish Benson Marine every success in the development of their future rail business— keep up the good work.

## *Fabrication*

To meet our growth targets for the Fabrication Division in 2015/2016, we are actively seeking a new addition to the Fabrication Sales Team to work exclusively on new finding and developing new business, and our Marketing Team is on the case, working hard to find new contacts and market places to target.

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