



**HEPWORTH
PANTOGRAPH**



STRAIGHT LINE

Performance Designed
Wiper Systems



High quality,
precision engineered
Stainless Steel Fittings
and Deck Hardware

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Hepworth Group Business and Newsletter

Issue 39

December 2016

Quote of the Month

"Don't judge each day by the harvest you reap but by the seeds that you plant."

Robert Louis Stevenson

SEASON'S GREETINGS

The Hepworth team wish you a very Happy Holiday season and a peaceful and prosperous New Year.

OPENING & CLOSING TIMES & DATES

The company will be closed on Friday 23rd December 2016, re-opening for business on Tuesday 3rd January 2016 at 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.



END OF YEAR MESSAGE

Another year is almost over and the Christmas holiday season is fast approaching. I think we at Hepworth will all benefit from a hard-earned break as, fortunately, 2016 has been another busy year for us with many new projects and developments going on throughout our various divisions.

Highlights for 2016 include moving certification body to Bureau Veritas, who were able to offer a much-improved service to us with regards to our certification needs for IRIS and ISO. This move has been a very positive step.

Hepworth's Emily Woodall was crowned the winner of the Made in the Midlands Women in Engineering, an award dedicated towards recognising the outstanding achievements of women who thrive within an industry that remains largely dominated by male figures. Hepworth Group was 'Commended' in the Manufacturing Achievement Award category. We are very proud of both these awards.

It has been a difficult year for the Marine Industry world-wide. One major change we have made this last year is that we are now working directly with shipyards in China and Spain. Necessary to enable us to become more competitive and improve technical support to our customers, this move has proved to be a very effective strategy, resulting in more orders from those countries.



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We also developed and introduced a straight-line wiper with an extra heavy-duty arm capable of working with a 2 metre blade configuration. The quietest and most smooth-running wiper on the market, the redesign has made a significant impact on the wiper's price and cost of installation.

Looking to 2017, we are looking to increase our global network of Certified Service Stations, which have qualified engineers who have been trained by us. The following companies are qualified to install, commission and repair our wiper systems: Observator BV (Netherlands), Observator GmbH (Germany), Servi Ulsteinvik (Norway), JRC (Brazil), Nautic Solutions (Niteroi), AMI (Australia - 4 locations), Aquanautic (Singapore), Noah (Singapore) and Benson Marine (India -5 locations).

Monitor Marine launched a new range of low profile, high quality polished stainless steel Pull-Up Cleats and orders are increasing on a monthly basis as boat builders use them on their production lines. The comprehensive range of Helicopter Tie-Downs is gaining in market share too, now including three new models for over-deck installations and for flush mounting into concrete surfaces; this gives an increasing flexibility to the range of environments that they can be used in.

The Rail division has undertaken quite a few business trips to see both existing and potential new customers and, in doing so, have successfully turned many enquiries into orders. Sales for fleet retrofits, one of our target markets, has increased again from 2015 with a further increase predicted for 2017. Innotrans was a great show for us, with new build projects and more retrofit orders and enquiries being received. We are hoping for the same level of success at Railtex in 2017 and, with the addition of several members of staff strengthening the division including a Rail Technical Manager, we are looking forward to being able to give our customers faster design responses in the New Year.

For Fabrications, the highs of the year are securing continued business within the Rail UK market through the winning of a substantial contract on a platform vehicle. Staying on Rail, we have also been successful in winning 3 packages of work from a new UK customer; this has been a very difficult task as we do not fall in what they consider their 'catchment area' for suppliers. Now that we have our first purchase orders, we are hoping to build on our relationship to ensure that we are successful on future projects with them.

With our non-rail customers, it has been a mixed year and our focus for 2017 is to build up a more varied customer base.

The Automotive division has continued to push onto new areas, including the aftermarket and low volume production components supply. This expanding division had a very successful three days at the Automechanika Show, held back in June. Automotive exhibited a range of products including wiper systems, chassis/body parts and aftermarket accessories. Highlights of the event were visits from leading UK OEM's and discussions regarding new vehicle and motorbike designs, special editions and prototypes. Many new enquiries were received from both UK and overseas-based companies, in fact the event was so successful that we have already reserved a stand at next year's event.

Hepworth's Moulding division was introduced during the summer and has already seen several key contracts awarded, including moulded components for the Leisure, Motorsport, Automotive Prototype and Beverage industries. The moulding requirement for current contracts is expected to ramp up quickly from January onwards. 2017 is looking promising; there are further production projects on the cards, with supplier nominations taking place in the New Year - we are keeping our fingers crossed!

So on to 2017. We would like to thank all our customers, suppliers and staff for all their business and support during 2016, and wish you all a very Merry Christmas and a peaceful and prosperous New Year.

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

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