

B Hepworth & Co Ltd

Business and Newsletter

Issue 4

March 2014

Quote of the Day

If opportunity doesn't knock, build a door. Milton Berle

Marine Projects

We have recently been awarded the order for the first batch of **OSRV vessels for ASGAARD** in Brazil. ASGAARD has permission to construct 10 of these so we will be expecting repeat orders for these hulls in the near future. These vessels are built by Estaleiro Aliança in Niteroi and each hull is fitted with 21 type D wipers and will be controlled by our 8000 series control system. The Oil Spill Response Vessels (OSRV) will operate within the Brazilian oil and gas fields and will be able to recover spilled oil as well as other hazardous waste from the ocean.



Rail Projects

Several projects in the south of the UK with a view to replacing aged Pneumatic wiper systems with an upgraded Hepworth Rail Electric System conversion. This will allow us to focus on all the other train operators and leasing companies in the UK and the World, going forward.

Newag in Poland have just ordered another 50 cab sets.

We have several new build projects in the pipeline around the world.

Marketing

At the beginning of February, Gemma Pinfold finally left the sales department to begin her new role working alongside Luke Russell, within the marketing department. Since the move they have begun looking into several new markets for B. Hepworth's rail, marine and commercial sectors. This includes looking into locations such as Japan, Korea and Malaysia. The Marketing Department is focusing on improving customer service, communication and relationships with our customer base. One of the tasks where this has been achieved is the continual improvement of the website and our up and coming e-mail monitoring system.

Production

Hepworth and RS Components in Partnership.

For the past few months RS Components have been working very closely with Hepworth in trying to identify ways of improving the management of our stock systems.

Initial subtle changes such as redirecting all our orders through their trade counter resulted in better communication and additional information on their deliveries, such as Hepworth's part number (location to be added shortly), enabling goods in to process deliveries more efficiently. RS have also agreed to hold stock on all our key parts. However the big win came this week with the arrival of the first fully kitted controller assembly (wire excluded). 1000-061-RS-PART-KIT- is the first in a long line of assemblies which RS will deliver on demand in returnable suitcases that they provide. Two other kits are already in the quoting stage with a view to being introduced in April.



- OSVR Vessels
- Rail Projects
- Marketing
- RS Components

If you would like to include anything in next month's issue of our newsletter, please contact Gemma Pinfold.