

B Hepworth & Co Ltd

Business and Newsletter

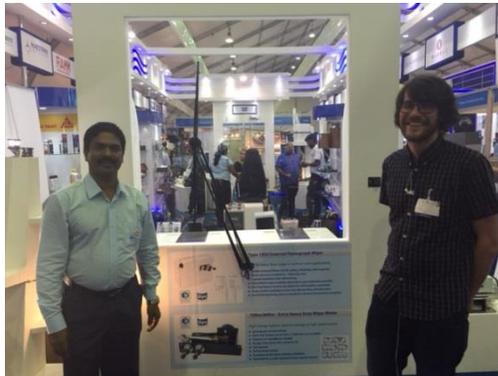
Issue 19

April 2015

Quote of the Month

Good business leaders create vision, articulate the vision, passionately own the vision and relentlessly drive it to completion. Thomas Hardy

Marine



March was another busy month for the Marine sales team with exhibitions in Dubai, Istanbul and Vietnam, plus a visit from our Norwegian agent Servi.

Hepworth attended the Dubai Boat Show with our agent Brook Marine, who had built a big stand with working wiper displays on either end. Venu Kayyil and his team were, as ever, extremely helpful and the show itself was a real eye opener. Mainly aimed at yachts and their equipment, there were some incredibly expensive toys on show; a different area of the industry for us, as Hepworth are usually found exhibiting at offshore shows.

At the Istanbul exhibition we joined Mete Tarihmen and his team from Nemo Marine, our marine agent for Turkey. The exhibition was relatively quiet, however we will be making a return visit in May to visit previous, current and potential customers. Vietnam is one of the rising stars of shipbuilding, having recently become the 5th largest in the world by tonnage build (in 2010 they were 11th). The Innex Vietnam exhibition was small in size but big in potential and there have already been a number of enquiries with more to follow, after many enthusiastic replies.

There were even surprise visits from Eugene Wee from Noah, and Aaron Smith and Samuel Huy from A.M.I, our agent in Australia. Servi visited us to showcase some of their own products in the hope of gaining our approval on further collaboration, which could have big consequences and increase our competitiveness considerably. Hepworth was happy to welcome them all and look forward to seeing them again, June 2 - 5 in Oslo for Norway's Norshipping exhibition.

Rail

Recent news includes contracts secured by the Rail Division for the Canadian Kingston & Vancouver new build train projects, 40 sets to be built and shipped to Millhaven in Canada beginning in May 2015.

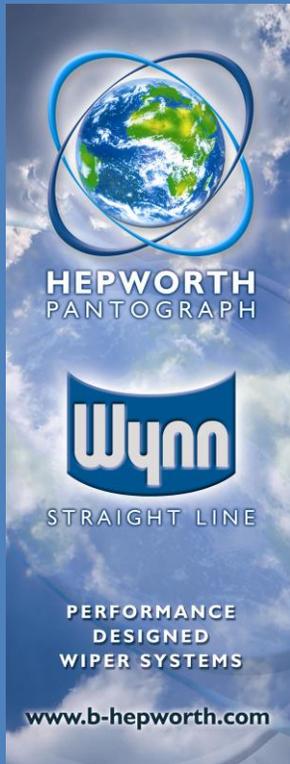
Fabrication

Hepworth's Rail and Fabrication Divisions are currently preparing for the Railtex 2015 exhibition, which will take place on 12-14 May 2015 at the NEC Birmingham, UK.

The two Divisions will have a joint stand showcasing both the high quality wiper systems and the wide variety of fabrication services that we can offer.

Sales & Marketing Director Bert Thijssen, Project Director Linda Bates and Rail Account Manager Alastair Timmis will be amongst the Hepworth staff manning the stand who will be looking forward to meeting both current and potential customers in the Rail and Fabrication sectors.

Please visit us on Stand number D91 where you will be made very welcome.



- Quote of the Month
- Marine exhibitions
- New Rail projects
- Railtex

Bank Holiday

In celebration of this year's Easter holiday, our company will be temporarily closed on Friday 3rd to Tuesday 7th April 2015.

The Company will resume business on Wednesday 8th April 2015 from 8:00am to 5:00pm.

We would like to thank you for your understanding during this holiday period

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