

B Hepworth & Co Ltd

# Business and Newsletter

Issue 20

May 2015

## Quote of the Month

**Unity is strength.....when there is teamwork and collaboration, wonderful things can be achieved.** Mattie J.T. Stepanek

### Marine

**Hepworth's agent, AMI Marine in Australia, has successfully supplied 50NM stainless steel wiper kits to Palm Beach Motor Yachts** for their PB55 and PB65 model yachts. Hepworth's design team worked hard to create a superior 3 window wiper system for the Palm Beach 55 model (pictured) and the new Palm Beach 65. Palm Beach is very pleased with the quality, performance and service, and has confirmed that they will use Hepworth's stainless steel wiper kits on future models.

An exciting recent development saw Singapore's Grand Banks Yachts complete their acquisition of Palm Beach Motor Yachts of Australia. Grand Banks said the transaction would strengthen the position of the Singapore listed luxury motor yacht builder as a global company with two world-class brands that are well represented in the leading markets of North America, Australia, Asia and Europe. The manufacturing facilities of both brands continue to operate at their respective locations - Grand Banks in Malaysia and Palm Beach in Australia.

AMI is very positive about their future business relationship with this customer and looks forward to seeing more Hepworth wiper systems used across the range.



**Hepworth's agent AMI Marine have secured a wiper contract and already supplied 6 x Wynn Type C Single Straight Line Wiper Systems** for an 85m high speed Wave Piercing Catamaran Ferry.

Built at the Incat shipyard at Prince of Wales Bay, Hobart, the vessel was sea trialled late March, and has departed Hobart on her delivery voyage. The vessel will go into service in April with Sado Kisen, a long-standing ferry operator in Japan.

**A newly appointed agent for Hepworth, Marintech MT Ltd**, who will be covering the Baltic States – Estonia, Latvia and Lithuania - recently generated a high level of interest when they exhibited at a Marine exhibition in Tallinn during March using Hepworth promotional materials, including the Company video, brochures and leaflets. Hepworth is looking forward to a long and mutually rewarding association with Marintech and will give them their full support.

Should you subsequently choose to unsubscribe from the Hepworth mailing list, please contact us to remove your details.



**HEPWORTH**  
PANTOGRAPH

**Wynn**

STRAIGHT LINE

PERFORMANCE  
DESIGNED  
WIPER SYSTEMS

[www.b-hepworth.com](http://www.b-hepworth.com)

- Quote of the Month
- AMI
- Marintech MT Ltd
- UNIPART Rail
- USA and Canada road trip
- Railtex
- Made in the Midlands Exhibition
- Peter Turnock

Due to May and Spring bank holiday, our company will be temporarily closed on Monday 4<sup>th</sup> May 2015 and Monday 25<sup>th</sup> May 2015.

The Company will resume business as usual on Tuesday 5<sup>th</sup> May 2015 and Tuesday 26<sup>th</sup> May 2015 from 8:00am to 5:00pm.

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

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## Rail



### Hepworth Rail International in Partnership with Unipart Rail

**Hepworth has formed a partnership with Unipart Rail to provide a complete design, manufacture and installation service for the conversion of existing pneumatic windscreen wipers with a highly reliable and well proven electrical wiper system. With minimal maintenance requirements, Hepworth's electrical wiper system has a long-term service life by using high quality and durable components.**

Paul Markwell, Marketing Manager from Unipart Rail said: "the benefits of Hepworth's electrical wipers systems compared to pneumatic systems include the elimination of air pipe blockages, oil contamination and degradation, and greatly improved wiper operational reliability. Couple that with lower maintenance requirements and costs, and the reduction in time that vehicles will be out of service for wiper issues, it's an all-round winning solution."

Linda Bates, Hepworth's Project Director remarked "We are really excited to be working in partnership with Unipart Rail. It is a fantastic opportunity for both companies to work together, upgrading and refitting outdated rail wiper systems with Hepworth's high quality and reliable products."

### Hepworth Rail Road Trip taking the USA and Canada by storm!

**Hepworth Rail is currently out in the USA and Canada visiting our clients, suppliers and prospective customers, and forging and cementing relationships in order to further develop our business prospects.**

Alastair Timmis, Rail Account Manager and Ian Lockett, Rail Aftersales Manager have been to Seattle, Sacramento and Los Angeles via San Francisco, and then headed off to Ontario, Canada before working their way back down the East coast to Delaware, just south of New York before flying home. Alastair said: "It has been a very valuable and successful trip – it was a beneficial experience for both the company and customers by paying them a personal visit, where we were able to talk about our products and services face to face. In this age of the internet, emails and mobile phones it is all too easy to lose the personal approach and being able to build working relationships with the very people we are supporting. I think that our continuing road trips are proving that we cannot, as a company, forget this very important aspect of our customer service."

Hepworth's Rail and Fabrication Divisions will be exhibiting at Railtex 2015, on 12-14th 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. Please visit us in Hall No. 3-3a on Stand number D91 where you will be made very welcome.



## Fabrication

Hepworth will be exhibiting at the Made in the Midlands Exhibition, held at the GTG Training Centre, Wolverhampton on 14<sup>th</sup> May 2015. - Stand No. 100. *The Made in the Midlands Exhibition is a full day event which brings together the very best of Midlands manufacturing & engineering services from across a wide variety of sectors, including Aerospace, Automotive, Rail, Marine, Medical and Oil & Gas. The annual exhibition provides the ideal platform for networking with a view to doing more business and meeting like-minded companies from across the Midlands region.*



PROUD EXHIBITORS  
**MADE IN THE  
MIDLANDS**  
14TH MAY 2015  
GTG TRAINING CENTRE, WOLVERHAMPTON

## New Staff



Peter Turnock has joined B Hepworth & Co Ltd as Sales Director with his main responsibility being the growth of Fabrications within the Marine industry, specialised Marine and new product developments. Peter brings with him a wide range of experience and expertise from his varied and wide-ranging background. He helped develop and produce a range of aluminium workboats, motor yachts, racing dinghies, also superstructures for the MOD, fishing fleets and offshore operations together with one of the first unsinkable vacuum-formed dinghies that were sold worldwide. Subsequently, Peter was a Director of the British Aluminium Company, European Brand Manager for Dow Corning, based in Brussels, and a Distribution Manager for GE. He went on to introduce and distribute a wide range of silicone and polymer systems to industrial, engineering, artwork and the film industries including many James Bond and Harry Potter films.

For the last seven years, Peter has been MD of CMA Moldform Ltd., steering their rapid growth through the recession to become a major supplier of Rapid Prototype resin mouldings and production as Tier 1 & 2 for the automotive sector, as well as numerous other industries. This operation also included producing the largest CMA casting - a single poured piece of artwork weighing over 3,300kgs!

"I am looking forward to some interesting new challenges", said Peter. "There are lots of exciting developments in the pipeline to look forward to – watch this space!!"