

B Hepworth & Co Ltd

Business and Newsletter

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Quote of the Month

Working hard and working smart, sometimes can be two different things
(Byron Dorgan)

Marine Projects

Hepworth's US agent, In-Mar Solutions are proud to announce that they supplied the wiper systems for the American Navy Destroyer USS Zumwalt (DDG-1000). The 610 ft vessel, the first of three currently under construction at General Dynamics-Bath Iron Works shipyard in Bath, Maine, USA, represents next-generation multi-mission destroyer technology for the US Navy.



The contract included the supply of 17 x 70Nm dual pantograph wipers and 6000 Series control system.

The USS Zumwalt was christened on April 14th 2014 during a ceremony at Bath Iron Works shipyard, Maine, and is expected to be commissioned in late 2015 to early 2016 into the United States Navy. Her construction began in 2009 and her keel laying was conducted November 17, 2011.

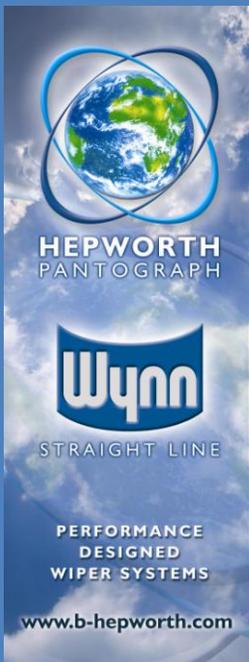
Interview with Sales & Marketing Director Bert Thijssen

Q. What do you think we can do to distinguish ourselves from the competition this year?

A. We have always distinguished ourselves from the competition. Our focus has always been on inhouse design and production, wiper performance quality, durability and reliability. In the last 5 years a lot has been invested in new machinery, production and processes. We have not only managed to get production times down but more importantly we deliver over 95% of our orders in time. The main priority for this year is the focus on customer satisfaction.

Q. What are we doing to position ourselves for changes in the economy over the next year?

A. We have managed to bring the growth back into the wiper business in the last few years thanks to the investments we have made. The focus for sales is on new products and new markets. A good example is the successful introduction of Hepworth Fabrication over 4 years ago. This part is the fastest growing of the group and there is more to come in the near future.



- Navy USS Zumwalt
- Interview with Sales & Marketing Director
- New Backup Motor
- Staff News

Q. Where do you think the most significant growth will occur in the company in the next few years?

A. The areas with the largest potential are Rail and Fabrication. With the strategic plans that we have in place, the amount we want to grow is more than achievable in the next few years.

Q. Looking back, what decisions have you made in your career that you feel were mistakes and what have you learned from them?

A. I have learned the most from people saying one thing and doing the other. At the same time I have been lucky to work with people that I could trust who helped me to avoid making the wrong decisions. I feel privileged to work with people within the B. Hepworth group that are as dedicated and motivated as I am and can be trusted. This is a nice moment to thank all my B. Hepworth colleagues for what we have achieved together and will achieve for sure in the future.

Rail

Imagine your typical train in service on a very wet February morning during peak service time. The wipers fail. Service is disrupted causing long delays, frustrating customers and accruing penalties for the operators.

How different this picture could be if, when the wipers stop working, an automatic secondary motor engages and the disruption of the functionality of the wipers lasts merely seconds. Is this purely fantasy?

With ever increasing requirements for higher quality, improved reliability and overall safer rolling stock, Hepworth Rail International continues to look ahead and focus on how to improve the general perception of how a wiper system functions.

With both fully automated electrical and mechanical back-up systems that disengage the motor thereby enabling it to be manually operated, Hepworth Rail is excited to offer these new developments as part of their ever-increasing product portfolio.

