

# BUSINESS NEWSLETTER

www.b-hepworth.com

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**HEPWORTH GROUP**

## SEASONAL MESSAGE

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

The company will be closed on Friday 22nd December 2017, re-opening for business on Tuesday 2nd January 2018 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.

## QUICK READ

NEW MARINE CONTROLLER  
NASA CRAWLER  
45 YEARS SUCCESSFUL PARTNERSHIP  
EXHIBITION REVIEW  
HELICOPTER TIE-DOWNS  
RIM MOULDING EXPANSION

## QUOTE OF THE QUARTER

To win in the marketplace you must first win in the workplace. *Doug Conant*

## HEPWORTH MARINE INTERNATIONAL

marine@b-hepworth.com

## KEY DATES 2017 - 2018

### NEW PRODUCT ANNOUNCEMENT

We have now introduced an automatic wash/purge module for the 1000 series controllers. Using timer relays, the time for wash and purge can be set to the required length of time by the user.



Ideal and cost effective for navigation bridges and other control rooms on board ships with a requirement for small quantities of straight line wipers. In addition to the module we have introduced a 5-way controller into the 1000 series range.

For more information contact our marine sales team.

### 45 YEARS SUCCESSFUL PARTNERSHIP WITH HANS BUCH



We celebrated a 45 year anniversary this July, with our Danish distributor Hans Buch. We can date our partnership back, under various names including G&O Trading, to 1st July 1972. Long may it continue!

### NASA CRAWLER-TRANSPORTER

Our US agent, In-Mar has supplied a Wynn type D Mk5 Straight Line Wiper system, with an externally mounted motor unit to the Kennedy Space Centre at Cape Canaveral for a Nasa Crawler.



The NASA Crawler-Transporter has been an essential part of the US space program for more than 50 years. The launch facility at the Kennedy Space Centre is reliant upon these massive vehicles as they are used to move the complete launch platform and rocket from the Vehicle Assembly Building (VAB) to the launch pad and return the platform after the launch.

The Kennedy Space Centre has been using the same two crawlers since their initial delivery in 1965, each having been designed and built at a cost of US \$14 million.

The Crawler-Transporter is controlled from two cabs located at either end of the vehicle, and travels along the 3.5 mile crawler way at a maximum speed of 1 mph loaded, or 2 mph unloaded. The average trip time from the VAB to Launch Complex 39 is approximately five hours!

**METS TRADE** MARINE EQUIPMENT TRADE SHOW  
14-15-16 NOV 2017  
AMSTERDAM

Super Yacht Pavilion - Stand No. 10.108

**In-Mar Solutions Inc**  
USA - Exclusive contact for US Military Applications and Straight Line Wipers



**pacific marine**  
e x p o

Seattle - 16<sup>th</sup> - 18<sup>th</sup> November **Stand No. 842**

INTERNATIONAL  
**WORKBOAT**  
SHOW

New Orleans - 29<sup>th</sup> November - 1<sup>st</sup> December  
**Stand No. 1035**

**Kent Marine**



France - 2<sup>nd</sup> - 10<sup>th</sup> December  
**Hall 2 - 1 Stand No. C29**

# HEPWORTH RAIL INTERNATIONAL

rail@b-hepworth.com

## RAIL EXHIBITION REVIEW

**TRAKO** is the largest and most prestigious rail industry meeting in Poland and one of the largest in Central and Eastern Europe. A presentation of state-of-the-art transport systems and railway infrastructure in Poland, Europe and round the world, the Fair takes place every two years. Held on 26<sup>th</sup> – 29<sup>th</sup> September, Alastair Timmis and Ian Lockett attended the very successful exhibition and were so pleased with the amount of orders that were received on the stand, that they have already decided to exhibit at the 2019 show! Thank you to all new and existing customers that visited the stand.

Alastair Timmis and Ian Lockett also attended **RVE**, held on 5<sup>th</sup> Oct, in Derby, the only UK show specifically focussed on rail vehicles and enhancements. Encompassing an exhibition, a conference, a meet the buyer event and the Rail Forum East Midlands Workshops, the show draws in international exhibitors, buyers and a broad range of visitors from train owners, operators and consultants, to heavy maintainers, integrators, designers and the supply chain. The show has consistently grown for the past 5 years leading to the exhibition doubling in size for 2017.



## SUCCESS IN USA

In recent decades, there has been a noticeable revival of rail in the US and Canada. The volume of passengers is rising, the number of rail routes and networks growing, infrastructure and rolling stock are being modernised.

Famous for its tramway the world over, be it in film, TV, fiction, or daily life, San Francisco is just one of the USA's major cities that is stepping up a gear. Part of the Muni public transport network, the San Francisco tramway comprises six lines, extends over 36.7 miles, and is served by 151 trams. Ridership currently stands at 730,000 passengers daily and yet the popular system is already over capacity and the fleet more than two decades old. Furthermore, with upwards of 130,000 new households and 310,000 new jobs expected in and around the city within the next 20 years, boosting the network capacity and efficiency is a must. Upwards of 80,000 additional tram riders per day are anticipated from 2040. HEPworth have recently won an order to supply wiper systems for another 100 vehicles for the San Francisco area.

# HEPWORTH FABRICATION

fabrications@b-hepworth.com

## FABRICATION EXHIBITION REVIEW

The **Northern Manufacturing** exhibition, held in Manchester on 27<sup>th</sup> – 28 September was successful for our Fabrications division, with some very positive sales feedback and lots of new contacts being made.



Northern Manufacturing & Electronics is the largest exhibition dedicated to serving the needs of manufacturing and electronics industries in the North of England. When it comes to sourcing and investigating emerging technologies locally, there is no more comprehensive display of precision engineering products, materials, components and state of the art manufacturing processes. Whatever sector, be it Automotive, Aerospace, Defence, Electrical / Electronic Engineering, Handling, Industrial Machinery, Mechanical Engineering or Metal Processing sectors, the exhibition gives an unrivalled opportunity to see the very latest manufacturing technology and production techniques

Tom Dunkley and Richard Beddard attended on the stand and would like to thank everyone who visited them at the show.

# MONITOR MARINE INTERNATIONAL

mmi@b-hepworth.com

## HELICOPTER TIE-DOWNS

The importance of having a helipad aboard a yacht was recently highlighted, giving an explanation of the whole helipad ecosystem. Since the late 1990's Monitor Marine has established its presence aboard many prestigious vessels.

Recent years have seen huge increases in the size of superyachts; with precious leisure time becoming an even more highly-sought after commodity, mid- to large-size superyachts with helicopters have become an increasingly more common sight.

Monitor Marine has stamped its trademarked quality all over the finest helidecks, owing some of its DNA to this modern vision of the superyacht. The Worcestershire-based company produces, amongst other products, a prestigious range of the world's only rotating helicopter tie-downs. The fittings are engineered to fulfil the brief for a range of completely flush tie-downs with a pedestrian-safe surface, where there is no chance that a stray heel or luggage wheel could possibly be trapped in the fitting.

"Monitor Marine works with some of the world's top superyacht yards and, because of our in-house engineering capabilities, we tailor exquisite deck equipment worthy of being seen on the finest superyachts" stated Neil Cramb, MMI's Sales Director.

The Monitor engineering team build their tie-downs from a range of high-lustre stainless alloys. Their accompanying mounting systems are all engineered in collaboration with each shipyard to create a comprehensive package that can be supplied as a build-in solution for quick and convenient fitting.

Some of their solutions are MMI's signature 4-Bar Tie-Downs, engineered to fit flush in a teak deck, as well as a range of blind-mounted T45-R installations supplied with weld-in mounting pods, where everything is fitted from above-deck into a sealed deck-structure below.

Neil continued: "We are expecting to be able to offer the client a bespoke solution with our fittings, so that a vacant helideck can be safely used as valuable leisure space with no intrusion from unsightly fittings"

Monitor Marine will be exhibiting at METS 2017, where they will be showcasing their range of Helicopter Tie-Downs, as well as a range of other solutions including helicopter rotor-ties and folding pad-eyes.

# HEPWORTH RIM

## MOULDING

moulding@b-hepworth.com

**The RIM Moulding division is going from strength to strength**, with the purchase of another new RIM Moulding machine, and a second temperature-controlled moulding room including extraction has been built. This has doubled our moulding capability as well as increasing the size of parts we able to produce. The space for the trimming area has more than doubled, and purpose-built racking has been fitted to house the increasing number of tool and jigs that we now have on site. A large post-curing box oven has been installed that will be used for the production volumes of several contracts.

The division's expansion is required due to the committed low volume automotive components contracts we have won, along with increasing demand for some larger moulded components.

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

[www.monitor-marine.co.uk](http://www.monitor-marine.co.uk)

[www.hepworthmouldings.co.uk](http://www.hepworthmouldings.co.uk)

### Hepworth Group

4 Merse Road, North Moons Moat, Redditch, Worcestershire B98 9HL, United Kingdom T +44 (0)1527 61243 F +44 (0)1527 66836

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