

# Life in Motion

YOUR HEPCO NEWSLETTER

AUTUMN 2017

Welcome to the first edition of your new staff newsletter, [Life in Motion](#).

[Life in Motion](#) represents the whole Hepco family from HepcoAutomation in Telford, England to HepcoMotion China in Shanghai, not forgetting of course our factories, including Braintree Precision Components (BPC) in Braintree, Essex and HepcoMotion HQ in Tiverton.

Almost half a century on, we are now a global family of 378 staff and constantly growing! We are also truly international, with our staff representing dozens of nationalities. Through the power of print – or a high resolution PDF – [Life in Motion](#) hopes to introduce you to your colleagues from around the world, or even from the machine cell a few doors away.

Each quarter [Life in Motion](#) will be showcasing a different team and this quarter we start by saying **안녕하세요** *annyeonghaseyo* to our Korean counterparts.

There will also be a quarterly update from our Directors. This quarter's contributors are Sales Director, Graham Bramley and Manufacturing Director, Barry Engstrom.

For [Life in Motion](#) to be successful we need contributions from everyone across our global organisation – we are very open to ideas and welcome feedback.

To submit a story or provide feedback, please speak to the Marketing Team or contact [lifeinmotion@hepcotion.com](mailto:lifeinmotion@hepcotion.com)

Finally, a big thank you to everyone who has contributed so far.

We hope you enjoy [Life in Motion](#).

Your Marketing Team

## Back in Time

We are now approaching 50 years of Hepco – with many locations and so many Hepco people, there are lots of stories to share. Every issue we intend to take a look back into Hepco's history, our first jump back in time being just over 25 years, when our main manufacturing facilities moved from Greenford in West London to Tiverton in Devon.

The group photo, from left to right, includes the senior management team at the time: Allan Gordon – Financial Director, Bill Cardy – Director / General Manager, Gervase Forster – Chairman, Mick Kirby – Managing Director, Mick Doherty – Manufacturing Director, Ray Hall – Sales & Marketing Director.



New Facilities



Senior Management Team



Grand Opening

# MEET THE KOREANS

In each issue **Life In Motion** will introduce you to our different teams within the Hepco family. This quarter we are introducing our Korean team, led by Seung-Yong Hwang – better known as James.



**Seung-Yong Hwang (James)**  
Branch Manager



**Mi-Hyang Lee (Michelle)**  
General Office Manager



**David Western**  
Sales Operations Team Leader



**Hye-Ji Oh**  
Office Sales Assistant



**Aram Ko**  
Marketing/Sales Administrator



**Tae-Kyun Kim**  
Branch Sales Administrator



**Joo-Chan Lee**  
Technical Sales Engineer



**Sung-Kyu Choi**  
Technical Sales Engineer



**Hyung-Geun Park**  
Shop Floor / Factory



**Duck-Hwan Baek**  
Shop Floor / Factory



**Jin-Young Choi**  
Shop Floor / Factory

James and his team have done incredibly well in 2017, with year-to-year sales increased by 50%. Each member of the team is playing an important part in building for the future. Well done, team-Korea, for your successes this year. Keep up the good work.

## Hepco Korea at Tiverton HQ

Hepco HQ were delighted to host Joo-Chan Lee, Sung-Kyu Choi and Aram Ko who together with our Korean business consultants at Intralink, Michal Witkowski – Project Director and Ji-eun Yi – Research Analyst, flew all the way from Korea to attend a variety of product training sessions. We hope they enjoyed their week in Tiverton as much as we did having them.

# MANUFACTURING UPDATE

## All in it Together – Barry Engstrom, Manufacturing Director

We have seen our productivity increase and we are now operating at levels as high as we achieved in 2008, our best ever year.

We have also seen that demand from our customers has been greater than our available capacity, which has led to challenges.

We have many improvement projects planned for the coming months to help increase output, stocks and improve customer service. The 'Cavalry' arrives with the following new machines: Blackfast, Hedelius 2, Sigma 2 grinder, Robo 4 & 5 drilling machines at Tiverton and Hembrug Lathe, Studer 2 grinder and Auto assembly pairing process at Braintree.

Our three priorities for the next few months:

Firstly, we need everyone to ensure that they keep the customer in mind and make sure work done is to the required specification and 'right first time'. It is important we improve our shipped quality, and everyone throughout the supply chain can help with this.

Secondly, we need to work together to increase our output and help to provide the best customer service, until the 'Cavalry' arrives, with new projects between December and March.



Thirdly, we must focus on completing our improvement projects in a timely and efficient manner.

We must all work together through the coming months by continuing to work hard with diligence as we look forward to a well-earned Christmas break.

Finally, thank you to everyone for your hard work.

## The CNC Cell

Highlighting some of our recent investment, the 'Big CNC' machines are integral, machining key products, including 1-Trak and GFX track system. The machines are manned by Richard Frank, Glen Hooper and Richard Gunn (L - R), who have over 65 years of Hepco experience between them.



## BPC Assembly Team



At its 25,000 square foot factory in Braintree, BPC produce all of Hepco's V groove bearings, which enables the Group to control the quality and delivery of all linear systems and components. Up to two million units per year are produced around the clock. Pictured are the Assembly Team.

# SALES UPDATE

## The Perfect Storm – Graham Bramley, Sales Director

As we enter the final period of 2017 we are on course for another hugely successful year. Since the beginning of 2016 our sales teams have seen several records broken.

So, how have we achieved this?

We know we have high quality advanced engineering products, in particular our GFX that works in combination with Beckhoff's market leading XTS technology.

We have also seen an increase in sales of our HDS2 gantry systems. This is a product range we are committed to developing further, to meet market demands.

When we assess industry and look closely at our markets, we find that our real strength is helping our customers with their productivity improvement projects. This is particularly evident not only in packaging – our biggest market, but in automotive and electronics.

Add to this our 45 highly motivated and professional Sales Engineers, dedicated Customer Service Teams and extremely skilled Technical Sales / Application Engineers, we have many advantages over our competitors.

In addition, our brand recognition has changed and improved dramatically over the last five years. We are proud to say we now access blue chip companies in all markets that we couldn't a few years ago.



So, you could say it's a perfect storm. We can't be complacent though – we have strong competition who are challenging for our business and there is a big industry shift to robotics, so we need to keep developing and improving every day.

We all know there is political uncertainty throughout the world and of course we will do all we can to make good decisions to counter any challenges that come our way, but for now we will celebrate our success and get ready for the final push of 2017.

## Breakfast in France

A school of thought that breakfast meetings are more productive than lunches among those who have to meet the rigorous demands of busy schedules has been taken on board by our French Sales Engineers, who recently got together to prove just that.



## Motek Messe Mania



Our German Sales Team has recently come back from the 36th production and assembly automation trade fair, Motek, which takes place annually in Stuttgart. With more than 900 exhibitors from over 25 countries, Motek is one of the largest trade fairs in the world. Stiff competition amongst exhibitors is always evident, but everyone just kept on smiling.

# TEAM UPDATE

## Happy Retirements

The Hepco Group is sad to see many long term employees retire within the last few months. With a staggering 163 years of service between our nine Retirees, their knowledge and expertise will be missed. We wish them all a long and happy retirement.

BPC saw David Smith retire after 25 years as Technical Prime Team Leader – Grinding, Alison Tibbey after 11 years as an Assembly Operative, Richard Croft after 13 years as a Toolmaker and Robert Kent after 11 years as a Production Controller.



Tiverton HQ saw Adrian Rowe retire after 25 years and Bill Elston after ten years as Cell Machinists.

Russell Gellman retired after 25 years as Ancillary Products Manager and Geoff Smith retired after 25 years as a Sales Customer Service Assistant. In addition, Housekeeper, Sue Winn retired after eighteen years.

Pictured are Russell Gellman (left) with Graham Bramley, Sales Director and Geoff Smith (above) on his last day.



## Welcome, Bienvenido, Willkommen, 환영

Recent starters at Tiverton HQ are Peter Moorhouse – Senior Buyer; Richard Stone – Senior Quality Assurance Engineer; Hercules Steyn – Maintenance Engineer; Gemma Haycock – Temporary Customer Service Assistant; Sam Pearson, Jonathan King, Jack Tackle and Neil Burnell (pictured right) – Cell Machinists; Jake Carney – Temporary Cell Machinist, Joseph Starnes – Stores Controller; Hayden Jones – Higher Apprentice; Patryk Zdunczyk – Raw Materials Controller; James Campbell – Materials Handler; Rosie Hunter and Chloe Shute – Housekeepers.



At BPC are Manny Sagot – Grinding/HPT Setter/Operator; Ryan Reid and Michael Mallorie – Grinding Operators; Jordan White – Trainee Maintenance Electrician; Ian Ronsky – Setter/Operator; John Ellison – Technical Prime and Oliver Sampson – Warehouse & Factory Assistant.

HepcoAutomation saw the recruitment of Marc White – Senior Automation Engineer whilst in Hepco Korea, Aram Ko – Sales Applications & Marketing Administrator joined. New to the Sales Team are Spanish Sales Engineer Alberto Quevedo Sanz (pictured left) and German Sales Engineer, Alexander Fenske (pictured right) also joining us.



A very big welcome to you all!

# OUT OF THE OFFICE

## Bake Off UK

**B**raintree Precision Components (BPC) in Essex and Tiverton HQ recently took part in the annual World's Biggest Coffee Morning in aid of Macmillan Cancer Support, who provide support and advice to people with cancer, and their families.



BPC raised a whopping £210, with Tiverton raising over £100. Hepco has kindly agreed to double the amounts raised.

## Charity Fundraising

**Pete Williams**, Design Engineer, has set himself the goal of running a total of 200km by the end of October for Alzheimer's Research UK, in honour of a family member who suffered from dementia. The charity's campaign is called Running Down Dementia. If you would like to donate to Pete's cause, his fundraising page is: [www.runningdowndementia2017.everydayhero.com/uk/pete](http://www.runningdowndementia2017.everydayhero.com/uk/pete)



**Kelvin Peard**, Health & Safety Manager, has recently completed, not one or two, but three sporting initiatives to raise money for Hospiscare, who provide free and specialised nursing for terminally ill patients in Exeter, Mid and East Devon. If you would like to contribute, Kelvin's Just Giving page is: [www.justgiving.com/fundraising/kelvin-peard2](http://www.justgiving.com/fundraising/kelvin-peard2)

## Wonderful Weddings – Congratulations to our newly weds

Natasha Spiller, Marketing Assistant, with Floyd.



Alexander Fenske, Sales Engineer, with Ayla.



Antonio Miguel, Sales Engineer, with Maria.



## Hepco v Ashfords

A team from Hepco HQ Tiverton had a fantastic cricket match in August against local Tiverton law firm, Ashfords. It was a strong win for the Hepco team. Well done, Hepco!



## Twyford Spartans Football Club

Hepco is pleased to continue to sponsor the great local football team, Twyford Spartans. We wish them well for the season!

