

## John T. Hepburn Limited

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**Address:** 7450 Torbram Road  
Mississauga, ON  
L4T 1G9

**Phone:** 416-671-2200  
**Fax:** 416-671-0499

**Export Contact:** Mr. Donald Eckhart, P. Eng., General Manager

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### Marketing Profile

John T. Hepburn, Limited (Hepburn), established in 1905, a designer and manufacture of custom built machinery, has earned a reputation for innovation and reliability. Hepburn products serve all major industries.

Hepburn provides a wide range of project manufacturing services from heavy machining and the production of weldments and assemblies, to the complete organization and handling of large complex projects. Each main product group is designed and serviced by a group of specialist engineers and technicians. All products can be customized as required.

Hepburn is the market leader in plastic moulding presses, winning orders for virtually all moulding presses purchases in the U.S.A. in the past two years. The Hepburn Paradyne-Plus short stroke press combines the energy efficiency of accumulator assisted hydraulics with a patented short stroke cylinder and active intelligent levelling to produce class "A" automotive parts with superior quality. The press is equipped with computer control with all of the screens required to mould various parts. The bulk of the company's production has been sold to moulders in North America. Over the years it has been successful in expanding its export efforts in the U.K., Taiwan and Korea.

The company markets its products internationally with the assistance of representatives who can communicate in the local language and co-ordinate with the Hepburn plant. Local service arrangements are also being put in place in these countries. Hepburn is always interested in speaking with potential new representatives. Target markets at present include Korea, Taiwan, Japan, People's Republic of China, Europe, and Mexico. The total export value of Hepburn sales of all product lines is approximately 85% of the total business.

### Products/Services Available for Export:

Presses for Plastics Moulding and Metal Forming