

# HOSCH *news*

The International HOSCH Magazine



- **HOSCH at “bauma 2010” in Munich**  
Team spirit guaranteed a successful presentation
- **Precise Work at the “Three-o’Clock” Position**  
State-of-the-art technology in Gotthard tunnel
- **He Has a Farm in Africa**  
Frans Kemp goes hunting with bow and arrow
- **HOSCH Austria to Be Founded Shortly**  
Branch office is located on the Woerthersee



## Editorial

### The Team Spirit is Crucial

Dear HOSCH employees!

“We are a team!” During the football championship in 2006, Juergen Klinsmann, Head of the German team, often used this sentence in order to motivate people. Above all those who did not stand on the football field, but who nevertheless played an important role in Germany in 2006. Another football championship is going to take place soon. In South Africa it will again be the team spirit and the right attitude that will decide on success or failure.

HOSCH has quite a lot in common with the team sport football. We also rely on the team spirit and working together as a team. Matthias Sutter, Professor of Experimental Economics at Innsbruck University, has carried out many experiments in which individuals competed against groups of people. He found out that teams make their decisions based on strategies, they make fewer mistakes and when confront-

ed with very complex matters to decide upon, they are often well ahead of individuals taking decisions on their own.

At HOSCH, we form teams in order to complete a certain task. In these cases, “we” is the focal point of attention and not “I”. Examples of such teamwork are for instance the successful presentation at “bauma 2010” in Munich, which could only be achieved in a well-tuned team and in a double pass between the management, the sales and the technical departments. We would also like to mention the co-operation in the monster tunnel project in Canada, in which the support received from South Africa helped HOSCH Company to finally secure the order. Another example is the foundation of our new branch office in Austria and the extension of our sales activities in Belgium and the Netherlands – the HOSCH family of companies would not be able to grow without the support given to each other.

We wish all of you, your families as well as all our customers and partners worldwide relaxing holidays and also a thrilling football championship.

Yours truly,

Hans-Otto Schwarze

Eckhard Hell

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# A Breathtaking Spin on the HD04 ...

HOSCH presentation at “bauma 2010” in Munich – team spirit contributes to success



The HOSCH stand at the “bauma 2010” was packed



Prior to the breathtaking spin on the HD04

Hall B2 at the exhibition site in Munich, a corner stand with the number 331: A little boy is standing in front of the revolving stage, looking at the HD0x scrapers and shouting excitedly, “Oh, how brill!” He then got permission to go for a spin with and on the HD04 ...

This is just one small episode that happened at “bauma 2010”, but it says a lot about the success of the HOSCH presentation on the 29th International Trade Fair for Construction Machinery, Building Material Machines, Mining Machines, Construction Vehicles and Construction Equipment. “The team spirit of the complete exhibition crew, the mutual support and the good mood also spread to the visitors that came to our stand”, Detlef Domke von Bichowski summed up the atmosphere. The HOSCH team welcomed up to 800 guests in the course of seven exhibition days. The stand, which was about 40 m<sup>2</sup> in size, was a real eye-catcher due to the sail-cloths onto which the striking HOSCH logo and the map of the world showing all the HOSCH locations were printed. Managing Director Eckhard Hell personally commented on the effect of our stand when he visited the trade fair. However, due to the flight restrict-

ions following the volcano ash cloud, his visit to the exhibition was a bit shorter than originally planned.

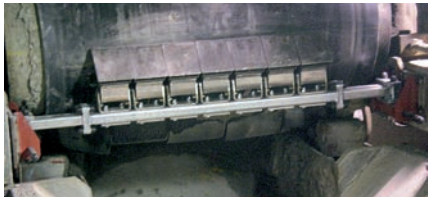
Potential customers could watch the operation of the scrapers in impressive continuous video clips shown on two LCD screens. One of these screens hung above a showcase in which some modules were on display. So the customer had the chance to also watch these modules during the working process. Above the revolving stage, on which the HD0x scrapers were displayed, the operation of the HD scraper was permanently shown on a 62 inch screen. Here, theoretical and practical aspects were combined as well, as the spectator had the opportunity to gain an impression of the function and the robustness of the HD0x scrapers.

A ThyssenKrupp purchaser, for instance, was able to see in detail how the HOSCH products functioned and then thanked HOSCH saying “Now I finally know why HOSCH is being used”. The report in the national media on the HOSCH commitment at the Gottard Basis Tunnel had lured representatives of the tunnel belt producer H&E to visit the HOSCH stand. Intensive

talks on the operation of the HD0x scraper in tunnel building followed – further discussions at a later date were agreed upon. And even one of the most important competitors of HOSCH paid a visit to our stand in Hall B2 and congratulated HOSCH on the new HD, “It perfectly fits into the range of HOSCH products”.

The unexpected flight restrictions on the days of the exhibition were reflected in the number of visitors to “bauma 2010”. The organizers counted approximately 415,000 visitors, which meant a decrease of about 17 % as compared to “bauma 2007”. In particular customers coming from Asia, India or America had cancelled their trips. The HOSCH team also recorded fewer contacts to visitors from abroad than in 2007, but their conclusion was still positive: “The response to our product range can be compared to the response we received to the trade fair in 2007; it was again very good. Our visitors asked us very specific questions, the focus of their attention being the functioning of the scraper”, said Detlef Domke von Bichowski after seven exhausting but also successful days at the leading exhibition for the construction industry worldwide.





The HD scraper performs well around the clock

For tunnel builders all over the world it is the construction site as such – drilling through the Swiss St. Gotthard Massif for two railway tubes of 57 km length each, which will soon become the longest tunnel in the world. At the Gotthard Massif, HOSCH-Fördertechnik GmbH uses special scraper systems, thus seeing to it that the mammoth project “Gotthard Basis Tunnel” does not come to a standstill. Thanks to the technology produced in the Northern Ruhr, the conveyor belts, which bring overburden and debris out of the mountain into the open, can be operated around the clock. And that is absolutely necessary. The schedule of the ten-billion-dollar project, which is to be completed by December 2017, is very tight: “Time is Money”.

Detlef Domke von Bichowski also confirms that “time is money”. The graduated engineer based at HOSCH in Recklinghausen has been in charge of the construction site between the portals at Erstfeld in the canton Uri and Bodio in the canton Ticino. Two employees of the HOSCH daughter company in Switzerland are in control on site – Uwe Machaczek, Head of the Swiss branch office and Service Technician Florian Bantle. The two of them are “at and in the mountain” regularly in order to check the state-of-the-art technology supplied by the forge of ideas in Recklinghausen, the new head-pulley scraper type HD. The work load is enormous. 181.84 km of tunnels, galleries and pits will be built there.

#### Like a protective shield

“Our scrapers have been running perfectly for nine months”, Domke von Bichowski proudly says. In June 2009, the first two scrapers were installed at critical positions of the conveyor belts; a third scraper followed soon. The

## Efficient Cleaning at the “Three-o’Clock Position”

Top-of-the-range technology cleans and protects conveyor belts at the construction site for the longest tunnel of the world

HOSCH HD scraper consists of several individual modules which – similar to a protective shield – keep the belt clean. Each module follows the belt travel; in case of obstructions on the belt surface, it can deflect so quickly that this is not discernible with the naked eye. If we take just the measurements of this approximately arm-length head-pulley scraper, it is seemingly a lightweight in comparison to those machines which are up to 300 m long, drilling or blasting their way through the rock. The impact that the HD has is exceptional, as it protects the conveyor belts against

sticky by de-mixture along the more than four-kilometre-long transportation route. “Our scraper protects the conveyor belt system”, Domke von Bichowski explains the function of the HD. “It is permanently in contact with the conveyor belt, irrespective of how wide it is or how fast it runs”. There are five different product versions of the HOSCH HD scraper, covering belt widths from 0.5 m to 3.2 m. A high cleaning efficiency is guaranteed for a belt speed of up to 7.5 m/s. The individual spring-loaded modules deflect independently in case of obstructions on the belt surface.



The longest tunnel in the world is built here

standstill. If the belt stops, the drilling machines have to stop as well. Each second of unnecessary delay costs money.

The new head-pulley scraper type HD, which was built at Head Office in Recklinghausen and intensively tested in South Africa, is operated at the drive pulleys of the loading and the long-distance conveyors at the Gotthard Tunnel – at the so-called three-o’clock position. It removes bulk material from the belt which does not belong there and which obstructs the belt travel. Due to its stability and the extremely robust construction, it even removes overburden from the belt which has become very

#### Employees on standby

But what would happen if it should come to the worst case – a standstill – despite everything? In such a case, Uwe Machaczek and Florian Bantle from the Swiss HOSCH team would be required. Detlef Domke von Bichowski explains, “It is just this teamwork between Recklinghausen and our much committed branch office in Switzerland that is a crucial factor of our success. Our employees in charge of the Gotthard project are always on standby and even possess a commuter ticket for the tunnel. Within a maximum of three hours, they would have replaced a scraper and then the system would run again”.

For the 43-year-old Deputy HOSCH Sales Manager, the work HOSCH Recklinghausen carries out at the Gotthard Tunnel is the project of his life. His pleasure and pride in participating in this mammoth project can be heard when he says, “We will accompany the tunnel project as partners till its final completion”. The opening of the tunnel is currently scheduled for December 2017. At that time, the first train from Zurich to Milan shall pass the tunnel in 13 minutes only. “Time is money”.

# “The Meanest Material I Have Ever Come Across”

A “monster” project: HOSCH Company installs a special HD underneath the City of Niagara Falls



The entrance to the monster tunnel, which will be over 10 km long

Much sought-after and finally found: The Austrian construction company STRABAG, operating worldwide, is currently drilling a giant tunnel deep underneath the City of Niagara Falls in Canada. After its completion, which is scheduled for this year, this tunnel will be used to divert water from the nearby Niagara River to the Sir Adam Beck Power Station. When removing the rock, problems occurred mainly at the booster conveyor. STRABAG asked HOSCH Company for a solution of their problems – and David Winslow and his team became active.

“This is a real monster tunnel”, the General Manager describes the dimensions of the project and points out some superlatives: The tunnel is drilled with one of the largest hard rock Tunnel Boring Machines (TBM), the tunnel is 14.4 m wide (according to David Winslow “incredible”) and will be more than 10 kilometres long. The problem that occurred at the booster conveyor leading from the TBM to outside the tunnel, was the compacted, heavy and muddy material overloading the system, causing serious wear issues and drawing pre-

vious power. Several other pre-scrapers on the market had already been tested by the customer, before HOSCH got involved. “We have analysed the situation closely. After some trials, it was recognized that a monster scraper was needed”, David Winslow said. With the help of Germany and the quick efforts of HOSCH South Africa, the much needed solution was presented to the customer – the HOSCH scraper type HD04. The modules were a special case, produced specifically for the booster conveyor. The blades were produced by HOSCH South Africa and included tungsten carbide wear-strips along the entire backside of the blade. “This was needed to combat the aggressive wear anticipated by the cut shale-rock”, David Winslow explains. He describes the material as the “meanest I have ever seen”.

When the HD04 arrived at its destination, the customer was nearly speechless and his initial comments were “Now that’s a scraper!” With the help of the people at STRABAG, the HOSCH monster scraper was prepared and installed according to the exact specifications. The scraper was adjusted through sev-

## ➔ Titbits

*The City of Niagara Falls in Canada is not far away from one of the vantage points on the world-famous Niagara Falls. This place of wonder is comprised of three waterfalls.*

*Every second 2.9 million litres of water flow through there and produce about 4,000 megawatts of electricity, shared by the USA and Canada. The tunnel project began in 2005 and is expected to be completed this year.*

ral trials to optimize the performance. Meanwhile, the HOSCH scraper is doing an amazing job. David Winslow says: “The customer is very happy and plans to use further HOSCH products in this project in order to keep their conveyor belts clean”.

[www.niagarafrontier.com/tunnel](http://www.niagarafrontier.com/tunnel)



The tunnel under the City of Niagara Falls has been drilled since the year 2005 – its completion is scheduled for this year





Flying visit to South Africa: Dipl.-Ing. Wolfgang Schneider, Dr.-Ing. Stephan Uhlemann and Dipl.-Ing. Roland Lußky (from left)

## Huge Potential for the Operation of Scrapers

Engineers of MIBRAG visited South Africa

South Africa is not only an absolutely beautiful country, but with an area of more than 1.2 million square kilometres, it is also a huge country. And it is just this size, which calls for high demands in logistics for the companies and enterprises located in the country at the Cape. In April, the engineers Dr.-Ing. Stephan Uhlemann and Dipl.-Ing. Wolfgang Schneider of the Mitteldeutsche Braunkohlengesellschaft mbH (MIBRAG), got to know how HOSCH South Africa handles these logistic problems.

## He Has a “Farm in Africa”

“I had a farm in Africa”. Millions of people are familiar with this sentence as they have watched the world-famous film “Out of Africa” either in the cinema or on TV, produced by director Sydney Pollack with Meryl Streep, Robert Redford and Klaus Maria Brandauer playing the major parts. Not “I had” but rather “I have a farm in Africa”, Frans Kemp, one of the Senior Salesmen and Service Technicians at HOSCH South Africa, is allowed to say since 2005.

Together with his family, his wife Santie and his son Francois Abraham, he lives on his farm “Rooipan”, about 400 km away from Johannesburg. Frans Kemp grew up on this farm; at the age of four, he shot his first Steenbok. Since then, hunting in the wide savannah bushveld of South Africa has been his passion. But in the last six years, he has not been hunting with a rifle any more, but rather takes a bow and arrow when he goes hunting.

“Rooipan”, owned by Frans Kemp, is much appreciated by big-game hunters who go there regularly. They can, for instance, stay overnight in the camp if they want to do some night hunting. Frans Kemp says, “We have the facilities to accommodate both bow and rifle hunters; among others, you

Invited by HOSCH Altenburg, the two engineers learnt about the operation of the HD0x-scrapers in the Grootegeeluk Coal Mine and in the Matimba and Majuba Power Stations. Roland Lußky of HOSCH-Fördertechnik in Altenburg accompanied the engineers on their tour. He took them, among others, to the hard coal opencast mine and to the coal-fired power stations, where excellent cleaning results and the long operating times of the HD0x units installed there were impressively demonstrated. His conclusion, “Our guests were impressed by the high quality of the production process, our presence in the market as well as the outstandingly organized sales and service. The two engineers were also surprised by the size of the country with its huge reserves of raw materials and the resulting potential for the operation of scrapers”.

As is typical of HOSCH, the guests were shown outstanding hospitality during their stay in South Africa. From the welcome at the airport to the visit to HOSCH Head Office in Johannesburg and the visits to the mine and the power stations – everything was perfectly organized. Their joint dinners in the evenings offered good opportunities for many technically interesting discussions, and Johan de Koker, General Manager of HOSCH SA, answered all of the engineers’ technical questions about our products.

MIBRAG is one of HOSCH’s bigger customers. All their conveyors that transport overburden and coal around about 130 in total are equipped with HOSCH scrapers, mostly C3L.



Frans Kemp with a bow and arrow in his hunting ground on his farm “Rooipan”

will find the following game on my farm: Zebra, Warthog, Bushpig and also Impala and Kudu”.

### Zebbras, Bushpigs and Impalas

At HOSCH South Africa, Frans Kemp is in charge of the operation of the new HD scraper in the Grootegeeluk Coal Mine and at the Matimba Power Station. Johan de Koker, General Manager of the South African daughter company, says about his hunting employee, “Frans is responsible for the other two service teams based in Ellisras and ensures that all the work runs smoothly”. And he adds with a big smile, “His paper work is always in order as well ...”

## A Conveyor Belt of Six Kilometres Length

HOSCH Italia solves problems in the region of Piedmont. Two B6-C scrapers clean the conveyor belt of a cement plant

Six kilometres through the beautiful landscape in the Italian region of Piedmont: This is not the length of a walk, but the length of the conveyor belt "Stereoduch", which conveys limestone from a quarry in the village of Roaschia to the Buzzi cement plant in Robilante in the province of Cuneo. Here, the customer now increasingly relies on innovations from HOSCH.



Giancarlo Leombruno

In August 2009, Gerardo Fernicola and Giancarlo Leombruno presented the HOSCH products to Buzzi Unicem, a globally active company in the cement and building materials industry, and were on this occasion asked for solutions to problems with the conveyor belt. The belt, which was inefficiently cleaned by systems supplied by Italian competitors, caused severe deflections, quick wear of the reversing rollers and a

build-up of bulk material along the six-kilometre-long gallery. After having carried out a specific analysis of the problems, HOSCH Italia recommended two scrapers type B6-C, a configuration with Z-blades 12N-240 mm, a parallel elasto-mount type C and double assembly carrier locking devices with a diameter of 76 mm. Buzzi Unicem accepted this and ordered trial products, which were installed by Norbert Beermann and Valentino Quadrifoglio. The success was overwhelming. Right after the initial operation, the customer was enthusiastic about the cleaning results, however, he asked for the completion of the 60-day trial period before giving a final response. During this period, the two B6-C scrapers worked smoothly under the severest strain – the co-operation between HOSCH and Buzzi could get started. Giancarlo Leombruno said, "The installation of additional HOSCH systems in the plant of Robilante has already been scheduled". Some more B6-C and HD01 have already been installed.

### ➔ Titbits

*Conveyor belt Stereoduch: Material limestone, load 1,400 t/h, speed 4.2 m/s, width 1,000 mm, centre distance of the pulley 5,735 m, driving force 504 kW.*



The mining area of Belchatow

## Successful in Belchatow since 2003

In the mining area of Belchatow, south of the town of Lodz, a scraper type HD04-2250 equipped with new modules has been at work since April. Belchatow is one of the largest and most state-of-the-art opencast mining areas in the world, and as early as 2003, the first HOSCH scrapers were installed there. In this mining area, HOSCH took up the challenge of a comparison on a conveyor road, which connects the new mining field Szczercow to the opencast mining area and the power station in Belchatow. On this route consisting of three belts (BB2250 mm,  $v = 6$  m/s), overburden and lignite are transported.

## So as to Bring up the Coal

In February 2010, HOSCH scrapers type HD01S-1400 were installed and taken into operation on two conveyor systems of utmost importance in the Polish Zofiowka Mine, which is owned by the JSW-SA coal mining company. The belts are 1000 metres and 1.4 kilometres long and connect the mines Zofiowka and Borynia. They carry coal from the underground mine Borynia to the lift in Zofiowka.

Krzysztof Lebioda, General Manager of HOSCH Polska, says, "Without this conveyor system it is impossible to bring up the coal. Therefore, it was decided that we installed the HD01S and the C2K to achieve really good results."

### HOSCH news – Letter to the Editor

*Dear Mr. Hell,  
Recently we received the latest issue of your HOSCH news, which we have read with great interest. Being an entrepreneur myself, I can understand very well, which efforts are necessary to publish such a magazine. For this reason, I would like to congratulate you on your professional HOSCH magazine and wish you and your team a successful year 2010.*

Alexandra de la Varga, Adminex, General Manager, Barcelona







An expert in handling the HD: Shaun Baker in the Pittsburgh training center

## Successful “Training Camp”

Service Technician Shaun Baker learns to handle the HD

“It’s so easy”. That is the way Shawn Baker summarized the outcome of his short HD training course in the Pittsburgh training department. The HOSCH Company Service Technician prepared himself for upcoming installations in the Appalachian Coal Region. He was as excited as his customers were, but after performing an installation on the training conveyor he could at once give the all clear signal.

Shaun Baker has been with HOSCH for over 4 years. He and his wife Bobbi reside in Vansant in the state of Virginia with their two children. While enjoying great adventures with his “Uncles” on their Harley-Davidson motorcycles, Shaun Baker also sets his own goals; in the meantime, he has passed his “Associates Degree in Mining Technologies”. Congratulations!

## Debut in Lexington

HOSCH Company stand on important trade fair

HOSCH Company participated in the largest exhibition for coal preparation companies in the USA. For that reason, David Winslow, General Manager of the American daughter company, and his team were among the 245 companies displaying their products and services in Lexington in the state of Kentucky. For the first time, HOSCH presented the scraper type HD01 to the US coal-preparation community at this exhibition and received a great response. David Winslow commented, “Our stand was crowded with many inquisitive visitors from all over the USA”.

[www.hoschusa.com](http://www.hoschusa.com)



The HOSCH Company exhibition team in Lexington in the state of Kentucky : Adam White, Shaun Baker, David Winslow, Mike Hudak and Dennis Robinson (from left)

## Professional Journal writes “HOSCH Gears up for Innovation”

The official magazine of the trade association of the quarry industry awards a prize to HOSCH for the development of the new head-pulley scraper in their series “Award-Worthy”

National papers in Germany reported not only on the commitment of HOSCH at the multi-billion Gotthard Tunnel project, but also on the new head-pulley scraper in general. “HOSCH Gears up for Innovation in Scraper Technology” – this was the title of an article published in the magazine “Die Industrie der Steine + Erden” in their series “Award-Worthy”. The magazine “Die Industrie der Steine + Erden“ is the official publication of the trade association of the quarry industry and according to their own statement, it is the only professional journal that

reaches all the companies in Germany busy within the raw and building materials industry. The focal point of the report is the important regulations issued by the trade association and topics concerning occupational health and safety. The article on the HOSCH HD0x scraper fitted perfectly into this segment, as the trade association for raw materials and the chemical industry awards a prize to their member companies for efficiently investing money into particularly safe, ergonomic and health-conscious technology.



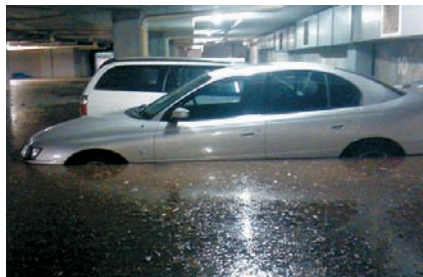
# A Strong Winter and a “Cloud”

Everybody is talking about the weather – and so are we!

Brrrr, it was ever so cold. A winter which really deserved to be called winter, had a good grip on Germany and the rest of Europe and even the whole world. Whether in Recklinghausen or in Barcelona, in Pittsburgh or on the British Isle – between December 2009 and April 2010, it was not only bitterly cold everywhere, but we also had loads of snow.

And when the winter had – at last – said goodbye, the ash cloud followed. The ban on the European air traffic also had an impact on HOSCH: At “baum 2010”, a major part of the visitors from America and Asia cancelled their trip, and HOSCH Head Office in Recklinghausen had to wait quite a while for modules ordered from South Africa. Only two weeks later than usually expected did the parts arrive in Germany – which, fortunately, did not disturb the production process.

In particular, HOSCH International in Australia experienced quite an unusual winter. Employee Kate Preston remembers the caprioles the weather made in Perth: “After a rather hot and humid summer in the months of December up to February, we eagerly anticipated the upcoming months of autumn and winter. Winter came unusually early, in March, right at the beginning of autumn. And together with it came the storm, the worst to hit Perth in over 20 years. We stumbled from one extreme into the next. Flooded roads, footpaths submerged in water – pedestrians were literally pushing their bicycles and their motorbikes through waist-deep water. Then the hail came down, but not just small balls of frost, but large heavy slabs of ice the size of golf balls. Cars were dented, windows smashed from the hail bucketing down. The rain was so heavy that gardens resembled giant sandpits, as the rain and hail had washed all the grass away. Even the emergency departments at a few hospitals had to be evacuated as the roofs caved in”.



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## Congratulations!

A birthday, a wedding and two newborns cause beaming faces



Turning his back on the world of employment? Retirement? Company founder **Hans-Otto Schwarze** would never think of this! Even if he

has retired from the operative side of the business in the last few years, he still takes care of his life's work daily – the HOSCH headquarters in Recklinghausen. On 16th May 2010, Hans-Otto Schwarze celebrated his 73rd birthday. The HOSCH news congratulates him – together with our best wishes for the new year of his life!



**Claudia and Markus Steffens**

About 5 years ago they got to know each other during their shared hobby: Engineer **Claudia Symalla** (41), HOSCH employee in the Technical Purchasing Department, and **Markus Steffens** (37) first met in the Wulfen Dog Sports Centre, they fell in love three years later, and in mid-May 2010 they got married in the old town hall at the market square of Dorsten.

Happy about her little brother is Sara, the daughter of **Mario Del Pezzo**, General Manager of HOSCH Italia. The little son, who was born on 11th March in Salerno, is called Marco, and from the beginning he knows how to delight his mum and his dad, though he "... keeps us quite on our toes during the nights". At his birth, Marco was 51 centimetres tall and weighed about 3.2 kilograms.



**The happy Del Pezzo family with Sara and Marco**

Also an offspring on the British Isles: exactly at 5.02 a.m. on the 22nd April, Emily saw the light of day. Olivia (2) is especially happy about her little sister, who at her birth weighed 3.9 kilograms. "Directly after the birth mother Christine and the baby were very well", says the proud father **Scott McDonald**, husband of Christine, a HOSCH employee for many years, who is now kept busy by the three-girl household.



**All together: Christine and Scott with Emily and Olivia McDonald**

### Anniversary in the Company Headquarters

**20 years:**

Maik Jähmig  
Josef Koper  
Thomas Legner  
Matthias Proft  
Michael Niehues

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**15 years:**

Ralf Barth  
Lucjan Jarek  
Andreas Hentschel

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## A Part-Time Student

Kate Preston is Administration Officer at HOSCH International, and is also applying for Honours in Psychology

"I enjoy the variety of work that this job offers. I enjoy keeping busy". In a few words Kate Preston (29) summarizes the reasons why she had been looking for a new job at HOSCH International in Perth, Australia in December 2009. Prior to joining HOSCH, she had been working as a counsellor and consultant in the field of psychology and she found, "...that these skills are transferable in so many different industries".



In addition to working for HOSCH International as an Administration Officer, Kate Preston is studying part-time at Edith Cowan University (ECU) in Crawley near Perth. The univer-

sity was founded in 1991 and belongs to one of the youngest universities in Australia. She aims to complete her undergraduate degree next year and will then apply for Honours in Psychology. But at the moment, Kate Preston is not a "normal" student, who has to go to the campus every day. "My course is very flexible and allows me to complete my units online at the computer, rather than attending lectures and classes". In the last few months, the major part of her studies was heavily based on theory, the 29-year-old mainly had to write short essays and analyse journal articles. The majority of practical experience will take place during her Honours – however, Kate hopes to find this fairly straightforward due to the insight she has already gained in working in the field of psychology.

Aside from her psychology studies, Kate also enjoys painting. Last year she experimented with oil paints and acrylics, "...creating some interesting pieces". The Australian is passionate about realism in painting, "...rather than about impressionism".



## “Branding” of HOSCH Service Vehicles in South Africa

A name with a good reputation should be shown to everybody: The vehicles of the 26 service teams of HOSCH in South Africa will be noticed even better now, as they do not only tour the giant country at the Cape with the HOSCH logo on them, but also in the HOSCH colours. With this “branding”, HOSCH SA wants “...to stand out from the normal crowd, who only have the company logo on the door of their vehicles”, General Manager Johan de Koker says.

Six new service vehicles have already been branded with the striking new design and some more will follow – in any case all the new service vehicles replacing old ones. Johan de Koker: “The service technicians are very proud of the logos and will definitely be noticed now on the plants when servicing. Customers actually phoned me to say that they like the concept and that our vehicles are standing out from the rest now”.



Striking – the “branded” service vehicles

## Continuous Technical Progress is Necessary

HOSCH presented the development of the head-pulley scraper type HD at the bulk material handling conference

“From practical experience to practical application”. This was the motto of the 8th technical conference entitled “How to Produce and Store Bulk Material”, which took place in Fulda in May 2010. Invited by the association of German engineers called VDI, a number of experts gave the participants an insight into state-of-the-art developments and presented specific problems that exist in the bulk material handling industry to them. This conference, which first took place in 1996, has established itself as a forum for operators, producers and designers of bulk material handling equipment. In addition to organising presentations and lectures for the participants, it is a platform for the active exchange of views and experiences.

Managing Director Eckhard Hell, Sales Manager Hans-Juergen Niehues and his Deputy Detlef Domke von Bichowski represented HOSCH in Fulda. Their presentation topic was the market launch of the head-pulley scraper type HD01-04. The presentation, which was included in the section “New developments in belt cleaning technology”, was written by Eckhard Hell and given by Detlef Domke von Bichowski. It was quite evident in Hesse that to the experts, the new HD type scraper is nearly more exciting than the invention of the wheel. They were amazed at the results of the almost two-

year-long complex research at HOSCH, which Domke von Bichowski illustrated in detail during his vivid presentation. He talked about the development phase in which 3D software and simulation programmes were used, presented the different stages of the trial run which



The HD-development was explained to the experts

was documented with a high-speed camera and lastly explained how we came from the pre-series and prototype stage to full-scale production stage.

The main points of the presentation were as follows:

- The target of HOSCH was, and still is, to provide belt cleaning systems with the highest possible efficiency for operators of bulk material handling systems.

- For HOSCH, scrapers are high-performance machines which have to operate reliably even under the severest strain. On the basis of this assumption, we defined four targets for the development of the HD0x: 1. The cleaning efficiency should be at least as high as the efficiency of conventional pre-cleaners. 2. From the initial installation to the final wear, no readjustment of the blades should be necessary. 3. In case of obstructions on the belt surface, the scraper should deflect in a planned and systematic manner without causing any damage to the belt or to the scraper. 4. The scraper should operate perfectly with the use of extremely wear-resistant material.
- Today, we can say that we have exceeded all our ambitious expectations.
- With our innovative family of HD0x scrapers, we have certainly set new trends. These scrapers will considerably improve the operation of conveyor belt systems and will make a return on their investment within a short period of time.

Detlef Domke von Bichowski closed his presentation with the conclusion, “...that the development of the HD0x has revealed that continuous technical progress is necessary and still possible, even if for years and decades no considerable improvements have been made and the existing technology was virtually accepted as the optimum”.



On site: Employees of ThyssenKrupp St. Ingbert and KPC

## Respectable Work at High Speed

### C4-L scrapers support quicker ship loading in Borneo

Even for HOSCH, it was a real challenge when ThyssenKrupp St. Ingbert asked about scraper systems for a ship loader in Indonesia. The difficulties faced in the industrial docks included the fact that the conveyor belts were to run at a speed of 9.1 m/s in order to reduce the landing time of the ships (the longer this is, the more it costs) and that the belts are built up to two kilometres into the sea because of the draught of the ships.

The solution offered by HOSCH: The scraper type C4-L was designed especially for this application, two units of which were supposed to be installed at each of the two ship loaders. In order to accurately meet the specific demands on the scrapers, Norbert Beermann travelled to Borneo in March/April 2010. On site, he put the plant into operation and trained the staff on the use of the C4-L scraper. Beermann said of the results, "After having adjusted the two scrapers, the trial run was very smooth, in spite of the enormously high belt

speed. And at the same time, the cleaning performance of the first scraper was so efficient that nearly no dirt arrived at the second C4-L, which was installed behind." Now the scraper systems at the ship loaders are observed in close co-operation with ThyssenKrupp.

#### Presentation of the new HD

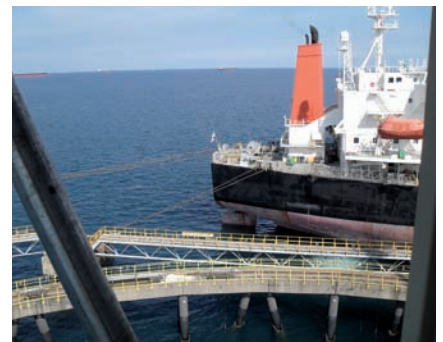
The hard coal producer KPC, who loads up the large cargo vessels, is already a HOSCH customer and is serviced by our distributor Patria Bima, who works

in close co-operation with HOSCH International in Perth. Norbert Beermann therefore used his stay in Borneo to present the new HD scraper to KPC.

His presentation was successful and attracted wide interest. Giancarlo Leombruno comments, "In co-operation between HOSCH Recklinghausen and HOSCH International, as well as our partner in Indonesia, the operation of the first HD0x on the sites of KPC will now be pushed".



The special scraper in operation



The landing time of the ships had to be shorter



## Expansion in Neighbouring Countries

### Direct service for the HOSCH customers in Belgium and the Netherlands

The HOSCH family in Europe keeps on growing. On 1<sup>st</sup> January 2010, HOSCH has dissolved their partnership with their local distributor in the Netherlands, whereby an increased quantity of HOSCH scrapers has been installed within the last few years. HOSCH now intends not only to guarantee their usual professional service to the existing customers with a HOSCH direct employee, but also to expand further in the Netherlands and in Belgium. 39-year-old Erwin Vogelzangs is in charge of this.

During the first few weeks of his employment with HOSCH, when Erwin Vogelzangs was briefed on the HOSCH technology and the existing applications of HOSCH scrapers in the Netherlands and in Belgium, he had support from Thomas Legner (Training Manager) and Giancarlo Leombruno (Export Manager). "It is my target for the first year to personally offer the existing HOSCH

customers the service and knowledge that they require, so that our scrapers are not replaced by products of our competitors. Furthermore, I would like to introduce HOSCH to the bigger customers. Among these are the Dutch and Belgian steel works with their blast furnaces, coal-fired power stations and some companies in the big docks of Rotterdam, Antwerp, Gent and Amsterdam". It is his aim to develop and further expand the business, "... as we already succeeded to do in other countries".

### Born near Kevelaer

Erwin Vogelzangs was born in 1971 on a farm in Wellerlooi, a small village in the Netherlands. It is only a stone's throw away from the German border, and quite close to Kevelaer, the well-known place of pilgrimage. He attended the Technical College for Engineering in Venlo and wrote his thesis in 1994 in an engineering office in Kosice in Slovakia.



Direct customer care in Belgium and the Netherlands by Erwin Vogelzangs

After that, Erwin Vogelzangs worked in the agricultural sector for 13 years, and three more years in the sales department of a demolition and recycling company, before he moved to HOSCH early in 2010.

Vogelzangs lives in Venray with his wife Mariëlle and his daughter Maud, who is two years old. Among his hobbies are swimming, photography and dancing, "...although since my daughter was born, I haven't had the time to do much of these things, especially dancing".

## Where others spend their holidays ...

### The daughter company HOSCH Austria will be founded near Poertschach on the Woerthersee

For a long time, the "face" of HOSCH for service and consulting at the Scholven Power Station in Gelsenkirchen was Maik Jaehnig, who has been working for our company for 20 years. He still remains a HOSCH-man – but in a totally different place – 1st July 2010, daughter company HOSCH Austria will be opening up in Techelsberg, a neighbouring commune of Poertschach on the beautiful Woerthersee in Carinthia, where many Germans enjoy their holidays.

44-year-old Maik Jaehnig will manage the new daughter company. With a lot of vigour and many new ideas, he expects good market opportunities in the Alpine Republic. "Here, we have an enormous potential of HOSCH cus-



The HOSCH Austria office moves into this house in Techelsberg, very close to Poertschach on the Woerthersee

tomers. The selection of the location has been very favourable, as the industrial areas in Slovenia, Croatia and Serbia can be reached within two or three hours, and Hungary and South Tyrol are just a short hop from here."

Jaehnig also sees great growth opportunities for HOSCH as it can be involved in a tremendous project which will be commencing nearby. "The Brenner base tunnel, which will begin construction at the start of 2012, will become an important topic for HOSCH".

Our existing customers appreciate the opening of HOSCH Austria, because this means that HOSCH staff in the fields of sales, installation and service can now be reached immediately.

# The Scots also Trust in Quality

Now HOSCH scrapers of type B6 clean the conveyor belts in the giant coal terminal on the west coast



Quality catches on! “We have won over the largest stronghold of our competitors”, HOSCH GB Sales Manager Eddie Presch rejoiced. The reason for his joy: The British daughter company has secured an agreement with the Peel Port Group in the Clydeport Hunterston Terminal project.

The coal terminal (photo) in the North Ayrshire region on the west coast of Scotland, opposite the small isle of Arran, was put into operation in the 1970s. The terminal now handles 7.5 million tonnes per year of imported coal

from all over the world, unloading ships up to 350,000 tonnes at a maximum rate of 2,400 tonnes per hour. “With up to four scrapers on each belt, Hunterston has been a stronghold taken by our competitors for many years,” Eddie Presch remembers. In autumn 2009, he began to take over this bastion. Together with Salesman Mark Skelton, he entered into negotiations with the port’s Mechanical Engineer, Peter Nesti, who then purchased a C3T scraper on one of the rail head conveyors. The HOSCH product lived up to the requirements of the Peel Port Group. It cleaned the belt

around the clock, no matter what the weather, and after a few weeks, the customer was convinced that the competitive scrapers they had been using before were inadequate for their requirements. For that reason, they placed an order with HOSCH GB for the installation of two scrapers type B6 on their bunker conveyors. In spring 2010, the installation of two more B6 scrapers on the jetty followed, and by April, HOSCH GB already received an order for two additional B6 scrapers.

Mark Skelton and Eddie Presch are in the process of developing a package for the customer, including a service agreement. Among other things, it incorporates the training of two of the port’s mechanical craftsmen.

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

## The Right Response to High Demands

HOSCH GB Ltd. has pulled a big fish ashore: Since the end of 2009, main scrapers supplied by HOSCH have been performing well in the Boliden Tara Mine (photo) in the Republic of Ireland.



At the mine, which is located near the small town of Navan, on the Boyne River, 6 to 7 million tonnes of lead and zinc ore are extracted per year at 50 to 900 meters below the earth’s surface. HOSCH scrapers of the B and C series have been operating underground in the mine and also in the mill for years, but the primary scrapers have mostly been supplied by our competition until that time. Shortly after HOSCH GB had formed an alliance in Ireland with ConveyorTek (CT) at the end of 2009, a meeting with the operators of the mine took place. Martin Buchanan, Sales Director for CT and Eddie Presch from HOSCH GB advised Andy Cruikshanks, Mechanical Engineer at Boliden and Jimmy Bellew, Mine Supervisor, that only the HD was

the right answer to the high demands of the mine. The outcome of the meeting was an order for two HD01S 1200 mm. In December, Eddie Presch, together with CT, supervised the smooth installation on two underground conveyors and killed two birds with one stone, combining the installation of the HD01 with a training session for the ConveyorTek engineers. In March 2010, at the first inspection of the main scraper, only very little wear at the tungsten carbide blade tips was detected. The customer was so pleased with this result that they immediately placed an order for another two HD01S 1200 mm with HOSCH GB, which were installed in the Boliden Tara Mine in April.

## An “Award” to HOSCH GB

“A fantastic achievement”! The employees of HOSCH GB Ltd. were delighted to receive once again the “Investors in People” Award. Claire Race, the coordinator for the management of the British daughter company, said, “The award demonstrates the ongoing dedication of HOSCH GB to its people as well as the commitment of the company to continuous business improvement”.

The network “Investors in People” was founded in 1991. Companies that are committed to “taking special care of their customers” join this network on a voluntary basis. HOSCH GB has shown its particular commitment in this field for more than ten years and belongs to a select, but growing group, of more than 3,000 organisations and businesses of all sizes and sectors who have achieved such a significant honour. The standards for customer care set by the network “Investors in People”, are reviewed every five years.



# Having a Barbecue like the Champions

Have you also been gripped with football fever? Millions of Germans will sit in front of their televisions and keep their fingers crossed for the German football team playing in South Africa. Many of them will combine the good weather with the leather ball and set up their TV screens in the garden or on the terrace. What will you also find there? Oh yes, a barbecue. We have put together some recipes (both meat and vegetarian) for an enjoyable barbecue before, during or after watching the game on TV. We wish you Bon appétit and hope you enjoy the football world cup!

## The Original Hamburger

### Ingredients:

2-3 white onions, 750 g fresh minced meat (from beef haunch), 3 tbsp. full-fat curd cheese, Cayenne pepper, 50 g soft butter, 80 g gherkins, 1 bunch of chives, 100 g mayonnaise, 1 tbsp. medium-strength mustard, a couple of Worcester sauce squirts, 4 tomatoes, 8 burger rolls, 4 leaves of iceberg lettuce, 2 tbsp. oil, salt, pepper, 8 bacon rashers, 8 slices of Edam cheese, ketchup.

### Preparation:

1. Peel one onion for the hamburger, chop up finely. Mix with minced meat and curd cheese, season with Cayenne pepper and divide into eight portions. Flatten down each portion, spread butter on it, fold it up and form into a hamburger, 2 to 3 cm thick. Put in the fridge.
2. Chop up gherkins finely. Wash chives, shake until dry and chop up finely. Mix with mayonnaise and mustard and season with Worcester sauce. Put the gherkin relish in a cool place.
3. Peel remaining onions, cut into thin rings and put into cold water for about 15 minutes. That will make them mild and crisp. Wash tomatoes and slice, remove stalks, cut rolls horizontally in halves, wash lettuce leaves, dry and cut them. Let onions drain and dry them.
4. Heat up charcoal grill. Put oil on hamburgers, salt and pepper them. Grill for 1 minute on each side (at a distance of 10 cm to the embers) if you want it medium done or 3 minutes each side for well done. At the same time, fry bacon until crisp and roast halves of rolls.
5. Put burgers together to liking – basic with lettuce leaf, relish and steak or rich with additional bacon below the steak and tomatoes, onions, cheese and ketchup on top of the steak. Enjoy!



## Boerewors

Boerewors is the typical South African farmhouse sausage. It goes back to the first German settlers. Originally, the meat had been chopped up manually, as the first meat grinders only came into existence in the 19th century. Even today, Boerewors is often homemade.

### Ingredients (for 4 persons):

500 g beef, 500 g lamb or pork, 200 g bacon, one clove of garlic, 2 tbsp. Worcester sauce, 3 tbsp. vinegar, 1 teaspoon coriander seed, half a teaspoon Cayenne pepper, 1 tbsp. chopped thyme, a pinch of nutmeg, 1 teaspoon pepper, 1 tbsp. salt, sausage skin

### Preparation:

Mince the beef together with the lamb or pork and the bacon in the meat grinder. Peel clove of garlic, chop up finely and add the remaining ingredients. Mix carefully and season strongly. Fill the meat into thin sausage skins and turn firmly to form sausages. Grill the sausages on the charcoal grill for about 8 to 10 minutes.

## Grilled Pineapple with Pepper Sauce

### Ingredients for 8 helpings:

One pineapple, 2 tbsp. coarsely chop-

ped pink pepper, 1 tbsp. margarine, 4 tbsp. brown sugar, 3 tbsp. rum, a pinch of salt, 200 g cream

### Preparation:

Peel the pineapple, remove stalk and divide lengthwise into eights. Pin the pieces on spits or wooden skewers (soak skewers thoroughly first). Caramelize the margarine with sugar, salt, pepper and 2 tbsp. water lightly and add the rum. Stir in the cream. Grill the skewers for about 10 minutes and serve on pepper sauce.

## Dessert: Grilled Peach, stuffed

Prepare one large half of peach per person. For the stuffing, make a mixture of quark or sour cream, marzipan and some powdered sugar. If you like, add some amaretto or peach liqueur. The mixture should be set and not dissolved. Rub some butter onto the bottom of the peach halves and put the stuffing inside the halves and onto the cut surface. Wrap the individual peaches carefully into aluminium foil and grill for about 10 minutes. If you like, sprinkle with cracknel prior to serving.

## ➔ Titbits:

*In South Africa, the country where the football championship 2010 will be held, the barbecue is called Braai and the sausage Boerewors. Boerewors is a scollored sausage. Unlike Germans, South Africans put fewer sausages on the barbecue, they prefer beef or lamb as well as poultry. Specialities at the Cape are Kudu, Springbok and ostrich. Braai has a high social importance in South Africa; and for that reason, you will find public Braais everywhere.*



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