

# HOSCH *news*

The International HOSCH Magazine



- **Service Makes the Difference**

HOSCH focuses on extensive customer care

- **A Suitcase – Just in Case**

The “black box” facilitates sales activities

- **First Performance under Water**

Tracker rollers operate under water surface

- **Unintentional Stop in the Desert**

Giancarlo Leombruno ran out of petrol in Chile



## Editorial

### Technology Meets Service

Dear HOSCH employees!

*The best technology is worthless unless it works perfectly. Even if this sounds simple and makes sense – the important thing is also to act accordingly. Since the foundation of our company, we have therefore always relied on extensive technical support and comprehensive service. From individual advice, the demonstration of the efficiency of our systems, installation and maintenance to training and installation drawings, not only do we supply our technical equipment to our customers, but also our complete know how.*

*The service idea is one of the mainstays of the HOSCH company philosophy. It determines our daily thinking and behaviour when dealing with our customers, but also in the*

*cooperation of the HOSCH employees amongst themselves. Now we have got to translate this service idea into action. This can only be successful when every HOSCH employee worldwide thinks about the steps which he/she could take in his/her working day in order to make it easier for his/her colleague to do his/her job. In this context, efficiency is the key to our common success.*

*We are proud of our comprehensive service offer, as it enables us to confront problems and critical situations united and with optimism and to emerge from the crisis with even more strength. Our customers all around the globe know for sure that they can rely on us – and this trust, in the long run, results in confidence and satisfaction.*

Yours truly

*Hans-Otto Schwarze*  
Hans-Otto Schwarze

*E. Hell*  
Eckhard Hell

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## Change of Scene for HOSCH Italia



Visit in Italy (from left): Eckhard Hell, Mariangela Vassallo, Mario del Pezzo, Roberto Capone, Giancarlo Leombruno und Gerardo Fernicola

Move to independence: In December 2008, the Italian daughter company relocated from Milan to Pontecagnano. With this step, HOSCH Italia not only changed rooms, but at the same time separated from their external consulting firm, with

which the company had been working since its foundation in 2006. For the second youngest HOSCH daughter company, this means more independence and freedom of choice, but at the same time also more responsibility.

The new headquarters in Pontecagnano were chosen with good reason: The small place between Salerno and Naples is the residence and workplace of Mario del Pezzo, Manager of HOSCH Italia. On the occasion of the official company move, Eckhard Hell, Managing Director of HOSCH, and Giancarlo Leombruno travelled to Italy in order to take care of the required formalities together with Mario del Pezzo. Among other things, a new bank account was opened for the daughter company and the cooperation with the new tax adviser Antonio Genzale commenced.

Shortly after the move, there has been another addition to HOSCH Italia. Since April 2009, Emanuele Bacco has been working for the HOSCH daughter company in the south of Europe, next to Sales and Serviceman Gerardo Fernicola and Service Technician Roberto Capone (for more information please refer to the personnel ticker on page 7, "Employment in the North East").

## Thrilling Technology



James Stamelos tries out the Claas pedal car

Combines, chaff-cutters and tractors: On the occasion of the International Management Meeting in November 2008, the managers of the worldwide HOSCH companies set off for Claas, manufacturer of agricultural machinery. In Harsewinkel near Guetersloh, during a guided tour, the group had a good look at the company headquarters. The HOSCH managers, enthusiastic about

the technology, were particularly impressed by the production facilities and came to the following agreement: "Gigantic shops, huge machines, intelligent production sequences and sophisticated logistics – that was really impressive".

Since the foundation in 1913, the family-owned company Claas has specialized in the production of agricultural machines, which today are out and about on fields and farms all over the world. More than 9,100 employees all around the globe work for the growing success of the group. Following their guided tour through the company premises, the HOSCH managers let the day come to an end with a common dinner in the hotel Klosterpforte in the neighbouring village of Marienfeld, before they set off home to Recklinghausen.  
[www.claas.com](http://www.claas.com)

### A Visitor from India

A well-coordinated team for eighteen years: On 4 May 2009, company founder Hans-Otto Schwarze met with Madan Mohanka, owner of the MM Group of Companies and business partner of HOSCH in India to hold their yearly board meeting. In 1991, the two managers started HOSCH India as a joint-venture company. Since then, the Asian daughter company has been growing steadily and has turned into an important member of the HOSCH family of companies. "The cooperation between India and Germany is very constructive – the successful business year 2008 proves this once again", says Hans-Otto Schwarze. "For that reason, we would like to consolidate and extend our cooperation even further in the future".



They know exactly what they are doing: Every day the HOSCH service technicians care for a reliable and efficient operation of scrapers and tracker rollers

## Service Makes the Difference

Installation, maintenance, repair: Extensive customer care plays an important part for HOSCH, in addition to state-of-the-art technology

Mike Jähmig shines his torch onto a tracker roller. Screws, braces, wearing parts – with his critical look, he does not miss even the smallest defect. “Everything okay”, he says and ticks the box in his maintenance report. The 43-year-old regularly checks and repairs more than 300 scrapers and tracker rollers in the E.ON hard coal-fired power station in Gelsenkirchen-Scholven. The service of some of the systems in the ash is to be found on this day’s agenda. Maik Jähmig again switches on his torch and closely inspects one of the scrapers.

Since 1990, Jähmig has been employed as a service technician with HOSCH in Recklinghausen. However, the skilled

machine and facilities fitter does not have his actual workplace in the company headquarters, but rather in the neighbouring town of Gelsenkirchen in close vicinity to the power station. Two containers on the works premises serve Mike Jähmig as the basis for his inspection tours. One of them is equipped with a desk, a laptop computer workplace and filing cabinets. The other one serves as a workshop – with a combined drilling and milling machine and a band saw the service technician can carry out smaller repair work directly on site.

### Support from the Headquarters

“We store our spare parts in the central warehouse of the power station”, says

Maik Jähmig. “So we are in a position to react promptly even in the case of unforeseen breakdowns“. Nonetheless, should a part be lacking, he can just give his colleague Ralf Schult a call, who is in charge of coordinating the work in the hard coal-fired power station from the company headquarters. In his job, Maik Jähmig is also supported by the service technicians Volker Merschhemke and Marcus Niehues, who reinforce the HOSCH outpost in Gelsenkirchen, if required.

### Overcome the Crisis with Service

Maik Jähmig’s work is an example of the extensive service that HOSCH offers in addition to their scrapers and tracker



rollers. Professional installations, training of the personnel on site, service and repairs: „It is of paramount importance to us that our technology works perfectly at the customers”, says Managing Director Eckhard Hell. “For that reason, we attach great importance to service”. In such a way only, long-standing relationships to customers and customer satisfaction can be secured, Hell thinks. “With the service, we offer an increase in value further to our products. This in turn helps us to overcome even critical situations such as the one we are currently experiencing due to the worldwide slack period”.

### Cast an Eye on the Own Company

However, the HOSCH service idea does not only play an important part when dealing with customers, but also in relation to the own company philosophy. “All employees worldwide should let the service idea as a fundamental aspect of the HOSCH philosophy become an integral part of their daily work”, Eckhard Hell says. “They perform service to their own company and also to their colleagues”. Commitment, dedication and efficient support among themselves – all this would be essential so as to be successful even in bad times.



Milling, drilling, sawing: Maik Jähniq carries out small repairs in his workshop container

### Exact Maintenance Statistics

Meanwhile, Maik Jähniq's inspection tour has come to an end and he sets out on his way back of the office container. At his desk he inserts the results of his tour in the maintenance statistics.

“We keep an exact record of every scraper and every tracker roller so that we can always meet the recommended service intervals”, Jähniq says. As an additional service, he takes down any kind of wear to idlers and tension pulleys, drive and discharge pulleys as well as the chute. “Subsequently, I discuss all the required maintenance work together with the operating company”.



Office work: Maik Jähniq fills in the maintenance statistics

### Good Service by Being Close to the Customer

Actually, Maik Jähniq is already a fixture for the employees at the power station. “I am on site nearly throughout the year. I am the one to contact in case of technical problems and I know the whole plant inside out from my many years of working there”, the 43-year-old says. “On the one hand, I am an employee of HOSCH, on the other hand, I also consider myself as a member of the power station team”. It is exactly this proximity to the customer that is the key to good service. Eckhard Hell: “Efficient maintenance, a smooth work flow, prompt support – I can only guarantee all that when I offer service directly on site and locate my personnel accordingly. The HOSCH companies around the globe prove this day by day”.



### Energy for the Ruhr

*With its six power station blocks and a total output of about 2,200 megawatt, the plant in Gelsenkirchen-Scholven in the heart of the Ruhr is one of the largest hard coal-fired power stations in Europe. The power plant, which was originally built in 1908, is closely related to the development of the region and to its industrial history. The big energy supplier E.ON operates another two hard coal-fired power stations in the neighbourhood of Scholven. These two locations in Herne and Dortmund are also taken care of by Maik Jähniq and his colleagues from Gelsenkirchen. A total of 71 systems supplied by HOSCH are operating at these locations.*

[www.kraftwerk-scholven.com](http://www.kraftwerk-scholven.com)



## A Decade with HOSCH

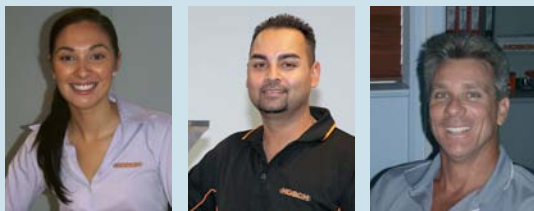


Dave Ferguson (left) and James Stamelos

Congratulations, Dave Ferguson! At the beginning of May, the WA State Manager celebrated his 10<sup>th</sup> anniversary at HOSCH International. Managing Director James Stamelos congratulated the 54-year-old and thanked him for his continuous commitment to the Australian daughter company. Stamelos: “These days, it is quite usual that employees often change jobs and careers within a short period of time. The happier are we that Dave Ferguson has been loyal to us for a decade”.

## Support by Three

Administration, sales, service: In the past few months, HOSCH International could welcome new members of staff in all three departments. In October 2008, Kelsey Lynch (19) started as the new assistant with the HOSCH daughter company down under. In addition to her work in the office, the passionate cook studies for her bachelor in economics. For Service Technician Clayton McCarthy, his change to HOSCH meant a new professional start and a new challenge. Prior to his change, the 32-year-old had proved his handicraft skills in the construction industry. Paul Harris has also gained substantial professional experience. Prior to his change to HOSCH International in November 2008, the new Sales Manager for Western Australia had worked in the sales of tools and special equipment for the mining industry for more than 20 years.



Kelsey Lynch, Clayton McCarthy and Paul Harris (from left)

# Overcome the Crisis with Carryback Measurements

HOSCH International convinces customers with efficient cleaning performance and high cost savings



The measurement shows the carryback on the belt

Full order books, increasing profit, an awful lot of work: At the end of 2008 you would hardly notice the worldwide economic crisis in Australia. Above all, there was a boom in the mining industry. It was common to have up to 20 ships waiting their turn to load up in one of the two iron ore ports in Western Australia. “There was a frantic mode in the mines”, says James Stamelos, Managing Director of HOSCH International. “There was hardly any opportunity for us to stop and try new equipment”.

However, in the meantime the crisis has also enormously weakened the economy down under. “Many companies are compelled to save cost”, says James Stamelos. “We have taken the chance to convince potential new customers of the excellent cleaning performance of the HOSCH scrapers”. The key to success were ample carryback measurements. James Stamelos: “In each case, we always compared the cleaning efficiency of the existing scrapers to the results that could be achieved when using the HOSCH technology. These comparisons showed that the existing scrapers of competitive brands often left carryback on the belt that caused enormous cost of manual clean-up. In one of the mines, for instance, the calculations generated an annual cost saving of up to 56,000 Euro per belt with HOSCH scrapers“. For the total of 70 belts in this mine, this would mean an amount of three to four million Euros.

### Evidence of the Efficiency

“The days of simply selling a product have gone“, the HOSCH Manager firmly believes. “Today the customers require evidence of the efficiency and performance of a product. The carryback measurements do supply exactly that factual information“. With them, HOSCH International is on the right track. Engineers, designers and maintenance personnel from the different mines update their information on the scraper technology supplied by the Australian daughter company on a weekly basis. Within a few weeks only, as many as four trial runs have already been booked – and there are more on the way.

## A Suitcase – Just in Case

With his “black box“, Jari Iversen tries a new track in sales in Scandinavia

Black, practical and full of surprise: With a new presentation suitcase, Jari Iversen, HOSCH Sales Manager in Scandinavia, intends to improve his sales figures far up north. So the “black box” contains all the things that a salesman needs in order to conduct a successful customer call: from a USB stick with a Power Point presentation to a variety of testing utensils up to some small models of scraper modules.

“It is our target to agree upon a trial run of our scrapers with the customers at their respective conveyor belt systems”, says Jari Iversen. “But that is often easier said than done“. For that reason, the Dane by birth has developed a three-stage sales system. “So far we have always agreed upon a carry-back measurement with our customers, which at best was followed by a trial run”, says the Sales Manager in Scandinavia. “With the presentation suitcase we are now in a position to inform the customer thoroughly about the advantages of the HOSCH technology well in advance of the carryback measurement”.

### Twelve Black Suitcases for LBM

More than 50 employees of distributors in Scandinavia work for HOSCH every day – 12 of them for the Swedish company Lulea Bandtransport & Miljöservice AB (LBM) only. Since 1 May 2009, the LBM employees have been using their black suitcases when they visit customers. “For five years, I have been working successfully myself with the three-stage presentation system”, says Iversen. For that reason, he is convinced of the fact that it will also support his sales colleagues with their customer calls. “When the black suitcases do a good job in Scandinavia, the HOSCH sales people in other countries may also be equipped with the ‘black box’ soon.”



Ready for the job! Jari Iversen (on the right) with his colleagues of LBM

## Personnel ticker

### +++ Employment in the North East +++



A new man for HOSCH Italia: Since the middle of April 2009, Emanuele Bacco has been supporting the team around Managing Director Mario del Pezzo. The 37-year-old mainly travels the North East of Italy as a service technician. In the past two years, Mario del Pezzo succeeded in making close contacts with many customers in that area. “We must now cultivate and develop these contacts further“, the Managing Director says. For more than 15 years, Emanuele Bacco has been gathering experience as a service technician in different companies. Together with his wife Alessandra he lives in Venetia. He is fascinated by noble cars and fast motorbikes.

### +++ Loyal even at a Ripe Old Age +++



During his long career with HOSCH, Eugen Simon installed scrapers in many different countries, among them Spain, Sweden, Venezuela and Malaysia, and he spread his own knowledge to skilled personnel on site. On 30 March 2009, the man from Gelsenkirchen celebrated his 70th birthday. In recognition of his many years of loyalty to HOSCH, which the FC Schalke supporter and former track-and-field athlete maintained even after his retirement as a consultant, the Management presented him a food basket filled with many goodies and a certificate of thanks for his outstanding commitment to the company.

### +++ With Wedding Bells into the New Year +++



For Brigitte Tillmann (43), employee in the HOSCH headquarters since 1990, the year 2009 started with an outstanding event. On 9 January she got married to her partner Frank Becker (46) in the registry office in Recklinghausen. Numerous guests shared the happiness of the newly-weds.

### +++ Anniversaries in the Company Headquarters +++

Marcus Kraft: 10 years  
Uwe Machaczek: 10 years  
Michael Weinhardt: 10 years



# Enquiry

Maintenance work, the replacement of wearing parts, prompt support in case of technical problems – wherever in the world scrapers and tracker rollers from HOSCH are in operation, they are the ones that should be present in any case – the service technicians. Far more than 100 specialists and servicemen around the globe see to it daily that the HOSCH technology installed in mines, ports, power plants and other industrial companies is in perfect working order. But who are these men who as sales and servicemen are always in close touch with the customers? The series “Enquiry” this time presents some of them.

## HOSCH do Brasil



The Team of HOSCH do Brasil

## HOSCH Fördertechnik



Uwe Kühle



Frank Aurich



Jörg Derdula



Jürgen Göllnitz



Roland Friedel



Andreas Hentschel



Sven Kroner



Matthias Proft

## HOSCH G.B.



Gareth Morgan



Ian Horsfield



Eddie Presch



The Team of HOSCH India

## HOSCH India



# Enquiry

## HOSCH Italia



Gerardo Fernicola (l.) and Roberto Capone



Emanuele Bacco

## HOSCH South Africa



Heinrich Heinlein, Jaco Kuhn, Martin Louw and Carl Greyling (from left)



Clarke Laubscher (r.) with his assistants Alfred Kiet (l.) and Tebogo Moeti

## HOSCH Company



Gary Shamblen



Kevin Weidner



Michael Crawford



Stephen Vanover



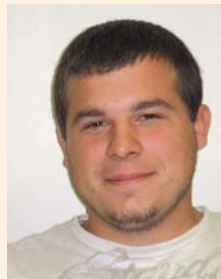
Clayton McCarthy



Andy Lizak



Barry Gasper



Brian Murray



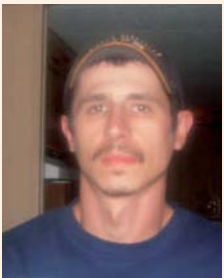
Clark Stallard



Wouter van der Bank



Shaun Baker



Clayton Jude



Ty Stallard



Roy Rodwell

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Kerstin Rau

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Tel +49 23 61 / 58 98 - 0  
Fax +49 23 61 / 58 98 40  
E-Mail mail@hosch.de

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# HOSCH Polska Boards the Auditorium

## Krzysztof Lebioda holds a lecture at Wroclaw Technical University



Krzysztof Lebioda explains the HOSCH principles

Practical knowledge for engineers-to-be: In January 2009, the General Manager of HOSCH Polska Krzysztof Lebioda swapped his office for the lecture room of the Technical University in Wroclaw. From conveyor belt cleaning to carry-back measurements reached the topics Lebioda discussed, explaining the principles and the function of the HOSCH technology to the students of geology.

“The roundabout 30 students were much interested, listened with great

attention and put down many notes”, says Krzysztof Lebioda. The Dean of the Faculty of Geo-Engineering, Mining and Geology, Prof. Dr. Lech Gladysiewicz, had invited the General Manager of the Polish daughter company and representatives of top-class companies from other industries to establish some contacts between the students of the last semester and potential employers.

### Competing for Most Intelligent Heads

“On the one hand, the prospective graduates already get an idea of what they are expected to do after their university studies”, Lebioda says. “On the other hand, we have the opportunity to present ourselves as an attractive employer, in the competition for the most intelligent heads and the best minds”. The Faculty of Geo-Engineering intends to offer lectures held by companies to their students once per year – HOSCH Polska will be among them.

## 10 Years – 10 Employees

Everyone starts off small: When HOSCH Polska was founded in December 1998, the new daughter company had one small office only, a storeroom with some shelves and just one single employee: Krzysztof Lebioda. On 1 January 1999, he officially started his job – and in May he installed the first scrapers at conveyor belt systems in a lignite mine in Konin. During shows and exhibitions in Posen in June 1999 and in Katowice in September 1999, Lebioda managed to make quite some contacts so that the number of regular HOSCH Polska customers increased steadily.

Today the lignite mines of Konin and Belchatów as well as the power stations of Belchatów and Patnów, the hard coal mine in Upper Silesia, the steel works of Arcelor Mittal in Kraków and some cement plants of CEMEX belong to the



A pioneer customer: the mine at Konin

most important customers of the Polish HOSCH daughter company. “In the past ten years, we installed a total of more than 1,100 scrapers”, says Krzysztof Lebioda. Meanwhile the Managing Director is supported by a highly motivated team of three more engineers, four service technicians, an assistant and a warehouse man. “Together we set off optimistically for the next ten years”.

## Better than Just Green Fingers

Since 1995 SKW Piesteritz, manufacturer of fertilizers, has relied on HOSCH technology

Wheat, barley, sweet corn, potatoes and carrots: Whenever farmers return from their fields with a large crop, this is also a little bit the merit of HOSCH – because since 1995 the fertilizer manufacturer SKW Stickstoffwerke Piesteritz GmbH has employed the HOSCH scraper technology.

The company is the largest German manufacturer of urea and ammonia, two of the main basic materials for the production of fertilizers. At the two locations in Cunnersdorf near Leipzig and Piesteritz near Berlin, SKW have 769 employees in total, and maintain their own department of research and development.

### Technology has Proved Successful

Once a year, Roland Luřky, head of HOSCH Altenburg KG, visits the com-



1993 the modern plant started its operation

pany. “As the material is rather light, the belts and scrapers are not stressed as much as they are in the coal mining industry for example”, says Luřky. In total, there are currently 42 scrapers in operation at the fertilizer production plant. “Also for all new conveyor belts

HOSCH scrapers have been specified”, says Roland Luřky. “This is the best evidence that our technology has also there proved to be a success.”

### Tradition since 1915

As a specialist in agricultural and industrial chemicals, the SKW Piesteritz GmbH looks back to a long tradition. Already in 1915 the first nitrogen production plants were established on today’s company premises in Piesteritz. 80 years later the old plants were torn down, and the AKWP, a daughter company of the SKW Trostberg AG, is located there until the present day. At the location in Cunnersdorf the company currently carries out research into the agricultural application of new products.

[www.skwp.de](http://www.skwp.de)

## Nearness to the Customer Leads to Success

Rubens Dimas Santana and André Guilherme Araújo Limone strengthen the team of HOSCH do Brasil

Short ways, rapid service – with these principles, the Brazilian daughter company did not only succeed in expanding their customer base over the past few years, but also managed to grow their team to 19 employees.

Since July 2008, Rubens Dimas Santana has been travelling for HOSCH do Brasil in the Baixada Santista Metropolitan region in the state of São Paulo. About 700 kilometers away from the head office in Belo Horizonte, the 42-year-old father of two children mainly looks after the Brazilian manufacturers of fertilizers Bunge, Termag, Fosfértel and Mosaic. “Rubens Dimas Santana lives in that region and knows it like the back of his hand”, says HOSCH do Brasil General Manager Peter Petzold. “He has been trained in Belo Horizonte for one week, and now I visit him every

two months in order to resolve problems which have come up together with him and the customers”. There is a total of more than 100 scrapers in operation in that area.

### Convinced 100 Per Cent

A little bit up north, also the second new employee, André Guilherme Araújo Limone, mainly looks after customers in the fertilizer industry. Since January 2009, he has been working 500 to 600 kilometers to the west of Belo Horizonte, among others for Bunge and Mosaic. “With more than 200 plants in the fertilizer industry, the area has a large potential”, says Peter Petzold. And HOSCH do Brasil is on a good way, as Nilson Pereira, Maintenance Manager of Bunge in Guar, confirms: “I already knew the HOSCH scrapers from my former employer, and when I took up



Rubens Dimas (l.) and his colleague Willian Alves

my job at Bunge Guar, I was immediately aware of the fact that there could only be one reasonable solution for conveyor belt cleaning: HOSCH. In order to demonstrate to my colleagues that I was right, I asked HOSCH for a 30-day trial run. It only took a few operating hours to convince even the sceptics among them.”



## Two New Servicemen



Initial training: David Winslow (on the left) with Roy Rodwell and Gary Shamblen (on the right)

From cook to service technician: For Roy Rodwell, the change to HOSCH Company meant a new start in a completely different working environment. Scrapers instead of frying pans, tracker rollers instead of pizza ovens – the now 28-year-old had worked in a branch of the chain restaurant UNO Chicago Bar & Grill, before he attended a retraining as a car mechanic at Richmond Technical Center. Since the end of March 2009, Roy Rodwell has been using his technical know how for HOSCH Company. Together with his wife Adrienne and his two daughters Carlisia (3) and Rihanna (1), he lives in Richmond in the state of Virginia. He likes it best to spend his leisure time together with his family. He also likes working on cars or cheering on his favourite American Football team – the Dallas Cowboys.

Gary Shamblen, the second new man at HOSCH Company, had before been in the field as an independent service technician, installing, servicing and repairing automatic teller machines. For his start with HOSCH, the 48-year-old left his old home in Florida together with his wife Cindy and moved to West Virginia. In his leisure time, the father of two and grandfather of a little grandson likes action; motorcycling, scuba diving, hunting and fishing are among his favourite hobbies.

## HOSCH Company Supports Recycling

American daughter company fits out carbon ferromanganese plant in Pennsylvania with scrapers

To use resources sensibly and to protect the environment: In March 2009, the Rider Plant, part of the mineral and stone processing company Bateman, started its operation in Johnstown in the state of Pennsylvania. Among others, HOSCH Company also contributed to a successful start of the enterprise. The American daughter company equipped half of the conveyor belts in the new plant with their scrapers in the process to equip all.



The Rider Plant reclaims valuable ferromanganese

Salesman Mike Hudak and Service Technician Andy Lizak look after the plant, which is located about 100 km east of the company headquarters in Pittsburgh. The plant makes an important contribution to the recycling of valuable raw material. During the treatment, slag from a nearby stockpile is being processed further. It is the objective to filter out ferromanganese, which is required for the production of metal alloy.

Crushing, screening, jiggling: The plant in Johnstown processes about 25,000 tons of slag per month and reclaims about 500 tons of high-quality ferromanganese out of the slag. Through this, however, the recycling is not completed yet. The crushed remains of the slag can be sold to the aggregates industry to be used as building material.

For further information: [www.atoll.co.za](http://www.atoll.co.za)

## Wedding in White

A white wedding for Adam White and Mary Weddington: On 6 December 2008, the two of them got married and proved that it is not only their surnames that match wonderfully. In the presence of their relatives and closest friends, the HOSCH Company employee for many years and his partner said yes to each other.

Mary Weddington exchanged vows in a snow-white off-the-shoulder dress with a long train. Matching her bridal bouquet and the flowers at Adam's breast pocket, an arch made of white and red large-leaved flowers framed the ceremony in the romantic Nolan Freewill Baptist Church near Williamson in the North-American Federal State of West Virginia.

Out of two small families emerges a bigger one: Adam White's two girls



Just married: Adam White and his wife Mary

from his first marriage together with Mary Weddington's little daughter really keep the two on their toes.

## First Performance under Water ...

HOSCH GB installs the first tracker roller under water worldwide



Dry run: Eddie Presch at the last check



Flooded: tracker rollers in operation under water

**HOSCH GB submerges:** The British daughter company fits out a conveyor belt in Northern English Teesside with the first underwater tracker roller in the world. The belt of the industrial group Koppers is used for the conveyance of pitch, a by-product of coal-tar. Mis-tracking and extreme wear – these are the problems which shall in future be settled by the HOSCH tracker rollers.

“Even before the tracker roller was installed under water, we had been asked by Koppers in September 2008 to fit a conveyor belt out with one of our tracker rollers”, says Eddie Presch, Sales Manager at HOSCH GB. “So far, the belt, which conveyed pitch, had to be replaced in intervals of three months because

it showed signs of wear. Each time this meant cost of around Euro 19,000.”

### Try an Experiment

Since October 2008 a tracker roller type RG2 has successfully been in operation. Eddie Presch: “Beginning of 2009 we were therefore asked to install a tracker roller also to that part of the conveyor belt, which runs slowly through a water basin to cool the material down after the pressing.” Together with his colleague Mark Skelton Eddie Presch tried the experiment. And it was worth it: So far, the underwater tracker roller works very reliably – and this is why in future even more HOSCH technology might be used on Koppers conveyor belts.

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

## Obviously Convinced

Quality stands for its own. In December 2008, HOSCH GB applied for an order from the British gypsum production plant “Robertsbridge” at the south coast of England. “We competed against a company, who had already had a service contract with the plant for four years”, says HOSCH GB General Manager David Patterson. “Though our offer was higher in price, we won the tender, and in January 2009 we installed seven C1V-scrapers in the plant. “

“The installation went according to schedule and without a hitch”, Rudy Menzhausen, Project Manager at “Robertsbridge” remarks gladly. “Meanwhile we have signed a service contract with the company and will fit out four additional conveyor belts with our scrapers”, says David Patterson. Thanks to the convincing performance of HOSCH the project at “Robertsbridge” was also subject of the 9th Global Gypsum Conference, which was held in Rio de Janeiro mid of May 2009 – with a presentation of the successful scraper technology.

## ... and above the Clouds

With a parachute jump Emily Patterson raised funds for breast cancer research

**A jump through the clouds:** 4,500 meters above the ground Emily Patterson plucked up all her courage and plunged out of a small propeller plane. With her first parachute jump, the daughter of HOSCH GB Manager David Patterson collected more than 1,100 Euro for breast cancer research.

Fitted out with a special suit, helmet, gloves and safety goggles, Emily Patterson set off for dizzy heights. “Only when the other skydivers left the plane one after the other, my knees turned to jelly”, says the 21-year old. There was, however, not much time left for her to

be scared: Strapped to the belly of her professional tandem partner, she also hopped into the free descent. For 45 seconds Emily Patterson raced towards the ground at a speed of about 300 km/h, until the parachute opened. She floated across the Langer airfield near Nottingham, and finally touched down safe and sound.

### Determined and Courageous

“She was extremely courageous and determined to dare this jump in memory of her mother”, says David Patterson. Since his wife Mandy’s death in January 2006 the HOSCH GB Manager and his



Emily Patterson enjoyed the free descent

family have been very dedicated to breast cancer research with various events. Relatives, friends and employees of HOSCH GB donated more than 1,100 Euro for this parachute jump.

# Unintentional Stop in the Desert

HOSCH employee Giancarlo Leombruno ran out of petrol during his drive through Chile



Infinite vastness – and no petrol station in sight

The engine put-puts and mumbles – and suddenly it is totally quiet. Just the rolling of the wheels can be heard. A look to the tank display shows: empty.

HOSCH Engineer Giancarlo Leombruno, Engineer Jose Villalobos and Sales Technician Deni Pinto from the Chilean distributor Lanzco park their red pickup truck at the roadside and start walking to the next village – in search of some petrol.

“Petrol stations are quite rare in this region“, says Giancarlo Leombruno. In April 2009 he set off for the Zaldivar copper mine, 175 kilometers southeast of the town of Antofagasta, together with the two Lanzco employees. “In the middle of the desert we ran very short of petrol”, Leombruno remembers. The three headed for a petrol station – but this had no more diesel to offer. “In order to keep our appointment with the customer, we still drove on – in spite of the risk of having a breakdown in the middle of the desert”.

## Long walk to the next village

On their way the three tried to wheedle some diesel out of a truck driver. “The man was willing to give us some petrol, but we had no hose to get it out of the tank”, says Leombruno. 20 kilometers before they had reached their destination, the car broke down. “Fortunately we could quickly reach a small workers’ village by foot. After numerous inquiries

we finally found a man, who could sell us 20 liters of diesel”, so the HOSCH employee. But with that the trip was not yet over and done. On their way back to the car Jose Villalobos was attacked by several dogs – but fortunately was not hurt.

## Trial installation agreed

„As a result of this trouble we had to postpone our inspection of the copper mine by one day“, says Giancarlo Leombruno. With an encouraging result: Company Barrick, the operator of the Zaldivar mine, started a trial run with HOSCH scrapers. “On the whole Chile holds a great potential for HOSCH with all its copper mines”, says Leombruno. Besides Barrick he also visited, together with the Lanzco employees, the operators of the mines BHP Billiton and Anglo America as well as the OEM Los Pelambres, SNC Lavalin and Thyssen Krupp to introduce the HOSCH technology.

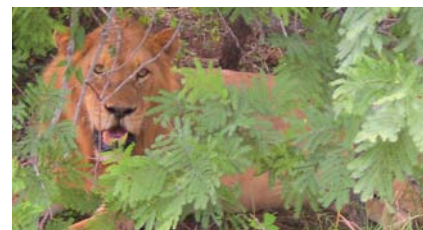
## Congratulations!

Retirement? Company founder Hans-Otto Schwarze doesn’t know what it means. Even if he has more and more drawn back from the operational side of the business in the past few years, he still looks after his life’s work on a daily basis – the HOSCH headquarters in Recklinghausen. On 16 May 2009, Hans-Otto Schwarze celebrated his 72<sup>nd</sup> birthday. HOSCH news wish him happy birthday and send their best wishes for the new year.

## Rubbing Shoulders with Wild Animals

From the Cape of Good Hope to Johannesburg: In February 2009, Hella Pankoke, Assistant to the Management in the HOSCH headquarters, and her partner Willi Spiekermann set off for a trip to the highlights of South Africa. Within two weeks, this tour took them along more than 5,000 km through this impressive country. “We saw spectacular sights and could observe animals in the wild which we only knew from the zoo”, Hella Pankoke says. As the tour ended in Johannesburg, she seized the

opportunity to pay a visit to HOSCH South Africa and to have dinner with General Manager Johan de Koker, his wife Doreen and his assistant Elizabeth O’Connell.



## HOSCH news – in the Readers’ Opinion

*“I read the HOSCH news regularly. With great interest, as I am absolutely curious to know, how HOSCH is moving forward – and with joy about the positive development of a medium-sized company in a business world, which is becoming more and more complex.”*

Marc Ambrock, Adminexpert (Barcelona, Spain)

send an email to: [mail@hosch.de](mailto:mail@hosch.de)



# Like a Short Vacation

This recipe is easy to prepare for everyone: Take some sunshine, a green meadow, a comfortable rug and a basket full of tasty tidbits. Mix all these ingredients, garnish them with some good friends and only a short time later, you can enjoy your picnic. Since the Middle Ages, this tradition has been stretching across the cultural history of the most different nations. At first, it was solely a matter of the simple workers to have a meal outside when travelling or having a break from their work in the fields. In the 17th century, however, the open-air fun also gained acceptance in noble circles. At summer parties or during hunts, it turned into a social event – in particular in France and England. In the 19th century, the British invented the classical picnic basket with rug, dishes and cutlery, including a mobile boiler for preparing tea. Today you will find groups of picnickers of any size all around the globe.

## Picnic Goodies

### Ham wraps with tomato caper butter

Ingredients for 4 persons

4 tomatoes  
2 tbsp capers  
150 g butter  
1 tbsp thyme  
250 g low-fat curd cheese  
1 pinch salt  
1 pinch pepper  
8 ready-made wheat-flour tortillas  
8 slices ham  
1 iceberg lettuce

#### Preparation:

Blanch two tomatoes with hot water, peel off the skin, cut them in halves, remove the pips and cut into small cubes. Chop the capers into little pieces. Melt butter in a pan and sear the thyme. The butter should not turn brown. Add tomato cubes and capers to the thyme butter and let it cool off. Cut the remaining two tomatoes in halves, remove the pips and chop up. Stir curd cheese into the ice-cold herb butter and season with salt and pepper. Warm wheat-flour tortillas in the oven, spread with the butter-curd cheese mixture and leave a two cm edge all around. Put ham, tomato cubes and stripes of iceberg lettuce on top. Turn down the edge left and roll up tight to a wrap. Cut the wrap in two diagonal halves with a knife and cover with paper or a napkin at the turned end.



### Potato salad with butter mustard dressing

Ingredients for 6 persons

750 g potatoes  
2 red onions  
4 ripe tomatoes  
1 cucumber  
1 bunch radish  
1 bunch chives  
1 small shallot  
100 g butter  
200 ml vegetable soup  
8 tbsp vinegar  
2 tbsp mustard  
1 pinch pepper  
1 pinch salt  
1 pinch sugar

#### Preparation:

Wash potatoes and boil until soft, peel, let them cool off and cut them in slices. Peel onions and slice in rings. Chop tomatoes in cubes. Peel cucumber, cut in halves, remove pips and slice finely.

Quarter radish, cut chives in small rolls, add all ingredients to the potatoes. For the dressing, peel shallot and chop finely, brown in butter, add vegetable soup and vinegar and bring to the boil once. Finally stir in the mustard. Spread the warm marinade over the salad and mix gently. Season with pepper, salt and a pinch of sugar.

#### Tips for a Successful Open-Air Treat

1. Take along sufficient quantities of water – containers that can be closed again would be best.
2. Have garbage bags ready – so that the chosen meadow stays clean for the next picnic.
3. Scrutinize the spot for the picnic: It should be at ground level, free of roots and clear of the remains of other visitors.



**HOSCH International (Pty) Ltd.**  
**Australia**  
 P.O. Box 2848  
 Malaga WA 6944  
 67 Boulder Road  
 Malaga WA 6090  
 Western Australia  
 Tel +61 8 9209 3466  
 Fax +61 8 9209 3477  
 E-Mail mail@hosch.com.au



**HOSCH do Brasil Ltda.**  
**Brazil**  
 Avenida do Contorno 6846  
 Sala 203 - Lourdes  
 CEP 30110 - 110 Belo Horizonte  
 Minas Gerais  
 Tel + 55 31 32 84 80 68  
 Fax + 55 31 32 87 36 80  
 E-Mail hosch@hosch.com.br



**HOSCH France S. A. R. L.**  
**France**  
 51 Rue d'Ourdy  
 77550 Réau  
 Tel +33 1 64 13 63 60  
 Fax +33 1 64 13 63 61  
 E-Mail info@hosch.fr



**HOSCH Fördertechnik GmbH**  
**Germany**  
 Am Stadion 36  
 45659 Recklinghausen  
 Tel +49 23 61 58 98 0  
 Fax +49 23 61 58 98 40  
 E-Mail mail@hosch.de



**HOSCH (G.B.) Ltd.**  
**Great Britain**  
 97, Sadler Forster Way  
 Teesside Industrial Estate  
 Thornaby Teesside  
 TS17 9JY  
 Tel +44 1642 751 100  
 Fax +44 1642 751 448  
 E-Mail mail@hosch.co.uk



**HOSCH Hellas Monoprosopi E. P. E.**  
**Greece**  
 Allatini 33 & Amorgou Street  
 54250 Thessaloniki  
 Tel +30 2310 334318  
 Fax +30 2310 334319  
 E-Mail hosch@otenet.gr



**HOSCH Equipment (India) PVT Ltd.**  
**India**  
 40 / 1A, Block 'B'  
 New Alipore  
 Calcutta - 700 053  
 Tel +91 33 2478 9714  
 Fax +91 33 2478 1311  
 E-Mail hosch@cal.vsnl.net.in



**HOSCH Italia S.R.L.**  
**Italy**  
 Via Venezia s/n  
 84098 Pontecagnano (SA)  
 Tel +39 089 84 90 52  
 Fax +39 089 38 54 795  
 E-Mail mail@hosch.it



**HOSCH Techniki Transportowe Polska Sp. z o. o.**  
**Poland**  
 ul. Kamienskiego 201-219  
 51-126 Wroclaw  
 Tel +48 7 13 20 74 35  
 Fax +48 7 13 20 74 35  
 E-Mail info@hosch.pl



**HOSCH Fördertechnik (SA) (Pty) Ltd.**  
**South Africa**  
 P.O. Box 14738  
 Wadeville 1422  
 Burns Business Park  
 Unit 4, 12A Jet Park Road  
 Jet Park 1469  
 Tel +27 11 826 6940  
 Fax +27 11 826 6784  
 E-Mail sales@hoschsa.co.za



**HOSCH IBERIA S.R.L.U.**  
**Spain**  
 C/Diputación, 237 8º3ª  
 08007 Barcelona  
 Tel +34 93 467 49 10  
 Fax +34 93 487 38 14  
 E-Mail hosch@hosch.es



**HOSCH Schweiz GmbH**  
**Switzerland**  
 Birkenstraße 49  
 CH-6343 Rotkreuz  
 Tel +41 41 790 25 33  
 Fax +41 41 790 51 09  
 info@hosch-schweiz.ch



**HOSCH Company**  
**USA**  
 HOSCH Building  
 1002 International Drive  
 Oakdale, PA 15071-9226  
 Tel +1 724 695 3002  
 Fax +1 724 695 3603  
 E-Mail hosch@hoschusa.com