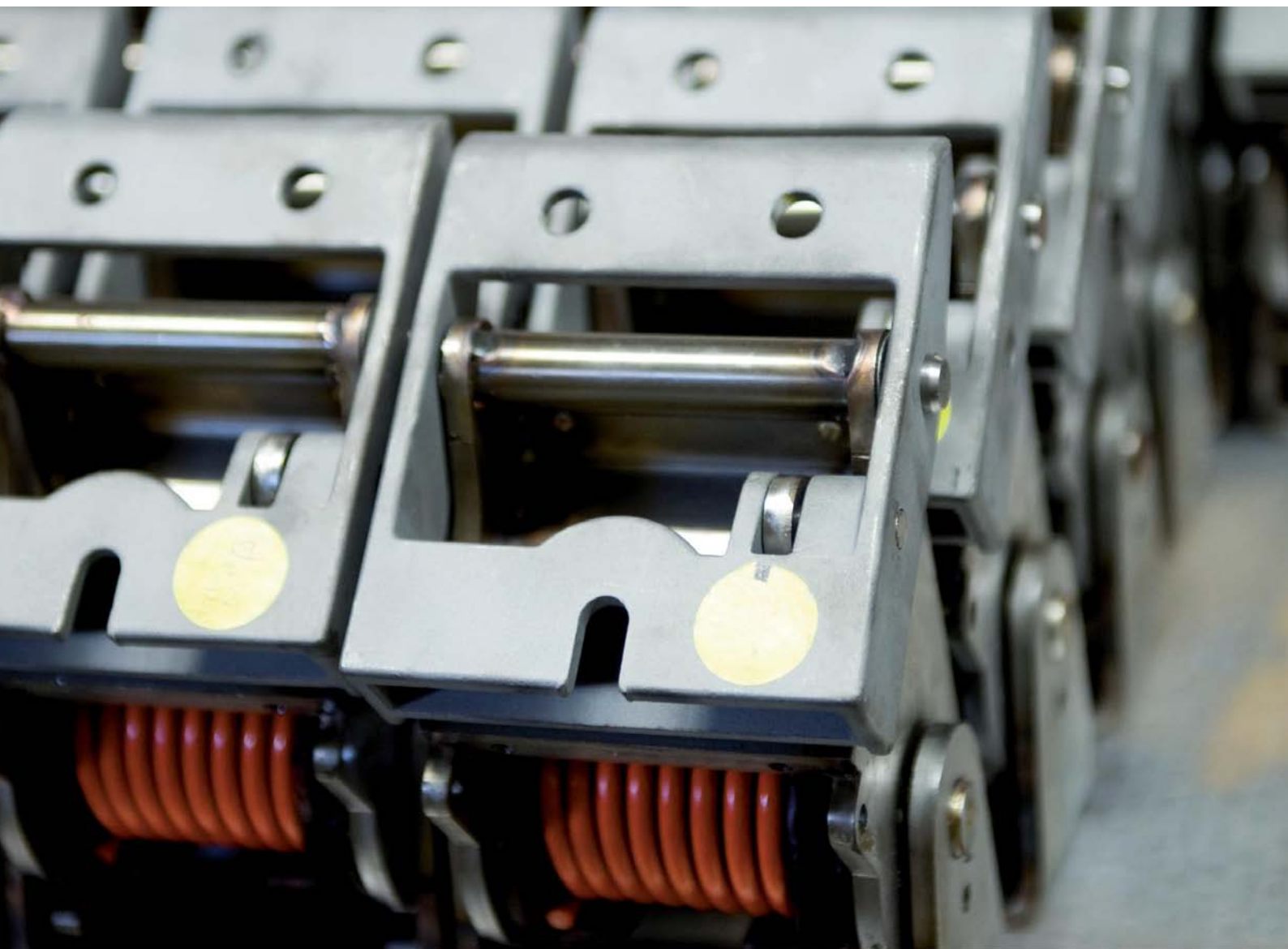


HOSCH *news*

The International HOSCH Magazine



- **Milestone Goes into Full-Scale Production**
New HD type scraper conquers the market
- **Teamwork that Knows no Bounds**
Close cooperation secures substantial order
- **HOSCH Company Gets Ready for the Future**
David Winslow takes over the management in the USA
- **Off into the Mud!**
HOSCH Polska takes customers on an off-road tour



Editorial

Concerted Efforts to Be Successful

Dear Employees!

“Many hands make light work” – “Only together we are strong”. There are many sayings that illustrate how important good teamwork is. It is of paramount significance to put this teamwork into action. To develop ideas together, to give each other tips, to support each other and to try to reach one common goal – all of these are important components of a well-performing team. And such a well-performing team is the basis of a successful company. For that reason, we have made it our business to demand teamwork within the HOSCH family of companies and to foster it. Two examples from this year demonstrate this well.

Through mutual support and the constant exchange of information between the department of research and development in Germany and the team in South Africa, we have been able to pave the way for the new scraper type HD and to develop

it up to full-scale production. Another example of successful teamwork is the smooth cooperation between HOSCH in Germany and HOSCH Polska. Frequent consultations between each other and well-coordinated action in Germany, Austria and Poland helped us to secure a substantial order in the Polish power station of Belchatow.

In our opinion, teamwork is not restricted to the way we deal with big projects, but takes place in the daily cooperation of colleagues. Due to mutual assistance and qualified support, employees know that they can rely on each other. Even when the schedule is tight and the situation is critical, one wheel interlocks with the other and keeps the machine going. This is very important in every company – and of course for HOSCH – but unfortunately, it cannot always be taken for granted. We would therefore like to thank all our employees for their commitment and are pleased to note that they consider themselves to be part of the big HOSCH family of companies.

We wish you and your families as well as our customers and business partners a Merry Christmas and a happy and healthy new year 2010.

Truly yours,

Hans-Otto Schwarze
Hans-Otto Schwarze

Eckhard Hell
Eckhard Hell

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A New “Flagship” for the Fleet of Vehicles

The transportation problems have been solved: From now on, there is a brand-new truck available in South Africa for the delivery of heavy and bulky goods. The new addition now completes the fleet of vehicles comprising a total of 27 as the new “flagship”.

Ephraim Nyembe is seated at the wheel of this truck. The 54-year-old has been working with the daughter company in South Africa since 1996. Due to his heavy-load licence and his long experience as a driver, he knows how to keep a fully loaded vehicle safely on the road.

Destination: Rustenberg

It is mainly Ephraim Nyembe who will drive the new truck into the area around the city of Rustenberg, which is located in the North West province. About 190 kilometers away from the company location in Johannesburg, there are platinum, gold and copper mines where scrapers and tracker rollers supplied by HOSCH are in operation.



Ready to start: Large load space makes even bulky goods transport easy

At least twice a month, Ephraim Nyembe sets out for Rustenberg transporting spare and replacement parts.

The 180 PS strong truck of the Indian producer Ashok Leyland can easily trans-

port a load of about eight tons. “In the past, we loaded the parts onto several small bakkies (sort of pick-ups)”, Johan de Koker, Manager of HOSCH South Africa, says. “With the new truck, transportation has become easier and faster”.

Problem Solved – Confidence Earned

A solution had desperately been searched: The operator of an iron ore mine in Brazil, CSN (Companhia Siderurgica Nacional) really had been racking his brains over the cleaning of belts with mechanical splices. Only a trial run with a HOSCH type C scraper in 2007 showed the desired results. Since then the Brazilian daughter company has been a frequent and welcome guest on the site of Casa de Pedra in Congonhas.



The team for CSN (l. to r.): Paulo Henrique, Luciano, Diogo and the leading service technician Cristiano

“With our efforts we have won our customer’s confidence”, says Peter Petzold, General Manager of HOSCH do Brasil. “To this day, we have installed 107 scrapers on the plant”. To meet the demand for service, meanwhile three service technicians take care of the maintenance of the scrapers. And in addition to this, the leading technician Cristiano sets out for the mine once a week, which is about 100 kilometres away from the company location in Belo Horizonte.

“We attach great importance to the comprehensive support of our customer”, Peter Petzold says. “That’s why we plan to employ a fourth service technician, who will exclusively be in charge of CSN”. In order to be able to work even more efficiently on site, there are plans to fit out a stationary workplace for the HOSCH technicians.

Well Trained

Theoretical training in India and practical training in Germany: In order to get even more familiar with the HOSCH technology, Sandip Kumar De travelled from Kolkata to Head Office in Recklinhausen in October 2009. The 39-year-old practised the installation of scrapers at the test conveyor belt and learned some tricks when dealing with the different systems.

Sandip Kumar De has been working for the Indian joint-venture company since 2008. The father of a little girl has a Bachelor in Science and a Master in Production and has been supporting S. K. Roy, Manager of HOSCH India, as his assistant and proxy.

Milestone Goes into Full-Scale Production

HOSCH launches new head-pulley scraper type HD onto the market – the extremely robust system cleans conveyor belts under the severest conditions

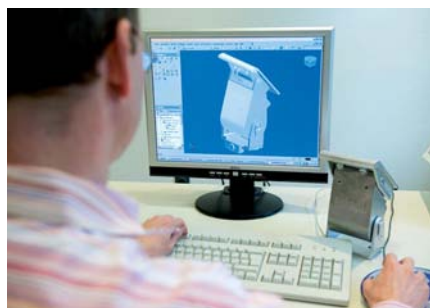


Dirt and debris beat down on the scraper. Covered in a thick layer of mud, the scraper removes anything from the conveyor belt which does not belong there. We are talking about the new HD type head-pulley scraper, which shows in a field test what it is made of. “On closer reflection, we were convinced from the start that the system will perform well”, HOSCH Managing Director Eckhard Hell says. “However, the actual results even exceeded all our expectations”.

The development of the new scraper had a long way to go and a busy time – but it was worth while. In March 2008, the employees of HOSCH South Africa produced the first HD prototypes. An intensive trial period followed. “We have carried out more than a hundred trial runs worldwide, testing the new technology thoroughly, and improved the prototypes step by step”, Eckhard Hell says. The HD type scraper is now ready for full-scale production.

Strong and Robust

One of the most striking features of the new system is the solid construction and the extreme robustness. “That way, we considerably reduce the maintenance cost and guarantee a high cleaning efficiency for a longer period of time”, the Managing Director says. Equipped with long-life tungsten carbide cleaning tips, the HD scraper is installed at the 3 o’clock position on the head pulley, where it is exposed to an enormous flow of material. But the extensive trials have shown that the system cleans the conveyor belt efficiently even under these difficult conditions – even very sticky bulk material does not cause any problems.



The PC allows precise construction drawings

Deflection Function Fosters Safety

In addition, the HD is the first head-pulley scraper worldwide with the HOSCH-specific deflection function. Individual spring-loaded modules independently balance out any bumps or damaged parts on the belt surface. “We thereby considerably improve the operational safety of the conveyor belt system”, Eckhard Hell says.

On the Right Track

At the moment, preparations for the full-scale production of the new system are in full swing. As with the production of the prototypes, Head Office in Recklinghausen closely cooperates with the daughter company in South Africa. “We have already received a considerable number of enquiries and orders from many of our customers”, Hell says. “This very positive response and the excellent test results show us that we are on the right track with our new HD scraper”.

Flexible through its Modular Design

HOSCH launches a total of five versions of the scraper type HD to the market. They have been designed for different applications with different belt speeds and belt widths. “With the new system, we cover belt widths from 0.5 to 3.2 m and guarantee efficient belt cleaning for belt speeds up to 7.5 m/s – even in reversible operation”, Eckhard Hell says. “Due to its modular design, we can easily adjust the scraper to the conditions on site”. The scraper type HD can be operated at belt speeds up to 3.5 m/s even with clipped belts.

Milestone and Innovative Advance

“The new HD scraper is nearly more exciting to us, being experts, than the invention of the wheel” – these were the words of Johan de Koker, General Manager of HOSCH South Africa, with a twinkle in his eye during the production of the prototypes. He does in fact point out very well the importance of this pioneering system.

Eckhard Hell: “For HOSCH, the scraper type HD is another milestone in the history of the company – and an innovative advance in scraper technology worldwide”.



Manual work: Each module is assembled with care



Practised together at the test conveyor (from left): Benoit Albert, Rafael del Pino, Giancarlo Leombruno, Eddie Presch and Claude Trumpf

Training for Technology

What are the characteristic features of the new HD scraper? How is it installed properly? What are the problems that might arise? In order to be prepared in the best possible way for dealing with the new technology, employees of all the HOSCH daughter companies around the world are trained at Head Office in Recklinghausen. At the end of October, Eddie Presch, Sales Manager of HOSCH GB, as well as the General Manager of HOSCH France, Claude Trumpf, and his sales and servicemen Rafael del Pino and Benoit Albert visited Head Office in Germany in order to practise the installation of an HD scraper at the company’s test conveyor.

More international visitors came to Recklinghausen at the beginning of November. Training Manager Thomas Legner introduced a total of three new servicemen to the sophisticated details of the HOSCH technology and in particular of the HD scraper: Valentino Quadrifoglio (HOSCH Italia), José Tiscar (HOSCH Iberia) and Dirk Hauk, new serviceman at the HOSCH branch in Altenburg, Thuringia.

Business ...

In October, representatives of all the HOSCH daughter companies held their International Management Meeting



Golden module for South Africa (from left): Eckhard Hell, Hans-Otto Schwarze, Johan de Koker, Hella Pankoke and Mayor Wolfgang Pantfoerder

“Nice to see you”, “Has it really been a year since we last met?”, “How are you?” – Whenever the Managers of the HOSCH daughter companies come together at headquarters for their annual International Management Meeting, the atmosphere is similar to a big family reunion. There is quite some chatting, laughing and shop talking – and, of course, some work to do. The main topic at this year’s conference was the new HD type scraper.

“It is of paramount importance to us to keep all the HOSCH daughters informed in detail about the current development”, Managing Director Eckhard Hell says. “We can deal with

many matters over the phone or by email – but much better than that is the common personal exchange of ideas”. That is one of the reasons why you can always hear some mumbling in the offices around the big conference room during the conference breaks. “The participants take any and every opportunity to talk about current projects, their experience and the ideas they have”, Eckhard Hell says. “Most of them do, in fact, only meet once a year”.

Extraordinary Commitment was Honoured

The introduction of new employees, the revision of the website, supplementary material in the training programme and, of course, the new HD scraper were the topics of this year’s meeting agenda. As every year, the HOSCH Award was also granted in recognition of excellent performance. In the past, the award was mainly granted because of outstanding sales increases; this year, however, exceptional performance and outstanding personal commitment were the focus of attention.

Golden Module for Johan de Koker

“From the manufacture of the prototypes over the trial phase up to the full-scale production which has just begun, we cooperated very closely with our daughter company in South Africa in developing the new HD scraper”, Eckhard Hell says. “This was an excellent job of the General Manager Johan de Koker and his team”. Together with Wolfgang Pantfoerder, Mayor of Recklinghausen, Eckhard Hell and company owner Hans-Otto Schwarze presented the Golden Module to the Manager of the South African branch.

... Before Pleasure

After the conference the participants of the meeting enjoyed some much needed relaxation by a campfire

A particular highlight always awaits the participants at the end of their International Management Meeting. In past years, the HOSCH Managers visited for instance big power stations or manufacturing companies. This time, the international guests wanted to let it go nice and quiet. For that reason, they met one evening for a cosy get-together at a campfire, enjoying grilled meat and good talks.

Take off the suit, put on your leisure wear: together the Managers of the HOSCH daughter companies and the Heads of Department from Head Office set out for the Muensterland – better to a farm in Schermbeck. While Krzysztof Lebioda (HOSCH Polska) and Mario del Pezzo (HOSCH Italy) furnished evidence of their accuracy in numerous games of darts inside the rented barbecue hut, Peter Petzold (HOSCH do Brasil) and Johan de Koker (HOSCH South Africa) put fresh



Campfire and October sun: The managers enjoyed the nice weather

pieces of wood into the campfire. “A perfect evening” – this was the unanimous opinion. “That was the highlight at the end of a very successful management meeting”.

Wedding Bells and Babies Crying

Five marriages and two newborn babies cause beaming faces worldwide

A marriage boom at HOSCH: In the past few months, the wedding bells rang several times – twice in South Africa, twice for employees of Head Office in Recklinghausen and once in Australia, where there was also other substantial reason for joy: Two little human beings saw the light of day Down Under.



HOSCH pioneer Jutta Dorodzala had been living together with her partner Willi Bessel for twelve years before the two of them said “I do” at the registry office of Recklinghausen’s neighbouring town Marl on 31 July 2009. After their wedding the two passionate bikers partied together with family and friends.



Only one week later, the next wedding at Head Office came up. Production man Detlef Maly entered into the bond of marriage with his girlfriend Tanja Aschauer. The 35-year-old suffers from MS (Multiple Sclerosis) and has been wheelchair-bound for about a year.



Double marital bliss in South Africa as well: serviceman Adriaan Burger led his wife Jurika to the altar on 26 September.



On 24 October, service technician Wynand van Rensburg and his wife Desire finally completed the international HOSCH marriage quartet.



HOSCH International service technician Clayton McCarthy married Celia Philippou on 21 November 2009. They chose to have a traditional Greek

Orthodox ceremony which was followed by a night of dinner and dancing overlooking Perth City. The happily married couple spent their honeymoon in Hawaii.



From an only child to the “big brother”: Three-year-old Brandon must get used to this change first. Marcella Cutler,

accountant at the Australian HOSCH subsidiary, gave birth to his little brother on 7 June 2009. Samuel Lucas – Sam for short – weighed nearly 3.7 kilograms at birth and was 55 centimeters tall.

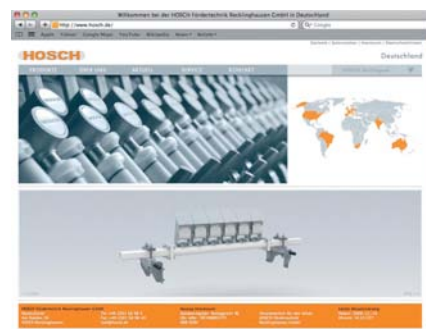


5 centimeters smaller and about 200 grams lighter – these were the measurements of little Krysta, born in St.

John of God Hospital in Perth on 21 October 2009. Far more important than her measurements, however, was her first look out of her dark big round eyes to her father James Stamelos, Manager of HOSCH International, and his wife Irene. In a few months time, she will go out and explore the world together with her brother Giorgio (5) – and thus keep her parents on their toes.

Anniversaries in the Company Headquarters

Georg Frankowski, 20 years
Heinrich Dobięglewski, 15 years
Delphine Léonard, 10 years



HOSCH 2.0

New website represents company worldwide in new design

A modern company needs a modern website – with this guideline in mind HOSCH got down to work to come up with a new Internet presence. “It was imperative for us to present the information in a concise, well illustrated form”, Managing Director Eckhard Hell says. Since October 2009 this new website has been online – and all subsidiaries worldwide are united under one Internet presence.

German, English, Polish, Spanish, Italian and Portuguese: In six languages the completely revised website informs on the company, on our products as well as on our service. Off it goes on the first page with a short tour through the HOSCH history – from our scraper type A of the year 1975 to our current milestone, the scraper type HD.

Lights, camera, action!

Every single aspect, as for example the carryback measurements, fields of application for rollers or the functioning of the new HD type scraper, is illustrated by short videos. “We are happy that not only our products, but now also our presence in the World Wide Web reflect the up-to-date face of our company”, Eckhard Hell says. “Many of our customers have already given us a very positive feedback”.

Enquiry

From asphalt works to sugar plants – HOSCH scrapers are performing in a wide variety of industries all around the world. Whether it be fine powder, coarse rock or sticky mud: each day, the HOSCH technology provides evidence at the conveyor belts that it works perfectly even with different materials and under considerable strain. This time, our series “Enquiry” gives you an overview of all the different industries in which scrapers and tracker rollers supplied by HOSCH allow conveyor belts to operate smoothly.

Asphalt



95 per cent of all the roads in Germany have an asphalt surface. Around the globe, this mixture of bound stone grains is also used as a floor covering in building construction and hydraulic engineering. Between 130 and 350 tons of mixed material per hour are produced in big

asphalt works. In view of such a volume of material, it soon becomes clear that HOSCH scrapers operate under the severest conditions in the production of asphalt.

Chemical industry



From fertilizers and cosmetics to pharmaceuticals. The manufacturers of profitable chemicals cannot do without scrapers. For many years, the HOSCH systems can be found in internationally operating chemical plants. The number of repair and maintenance calls is lower in this kind of

industry, as the strain on the belts and scrapers is relatively low in comparison to the mining industry.

Concrete and cement



Skyscrapers, bridges, stadiums – without concrete and cement, the construction of many buildings would not be possible at all. HOSCH supports the leading concrete and cement producers worldwide in keeping the conveyor belts in their building material production lines clean.

Glass



To look out of the window, to drink from a glass, to watch the pizza in the oven – we seem to take the presence of glass in our everyday life for granted. However, the way to the end product is complex and involves a variety of different components. In order to guarantee the right composition of limestone, quartz sand and cullet (used glass) to become a transparent material, HOSCH scrapers allow for smooth production processes in glassworks all over the world.

Mining



Coal, iron ore, gold, salt – HOSCH technology is in operation wherever mineral resources are being transported out of the interior of the earth to the surface. In Brazil, for instance, 90 percent of all the scrapers are operated in iron ore production. In Australia and South Africa, the mining industry is also very strong. In Europe, the HOSCH technology can also be found in opencast lignite mines.

Power stations



What would the world be like without electricity? For most of us, life without the energy coming out of a socket would be inconceivable. Above all, in coal-fired power stations, the HOSCH technology helps people all over Europe to be supplied with electricity. Scrapers of the B and C series as well

as the new head-pulley scraper type HD are being used in huge energy plants in Germany and in power stations in Poland, Italy, Spain and Bulgaria.

Enquiry

Quarries



On the road, around the house, in the bathroom – we find tiles, natural stone and marble nearly everywhere and every day. The required material is extracted from quarries which are many square meters in size and transported out of them on conveyor belts.

Sand, gravel and quartz



From coarse-grained to powdery-fine. From dusty to muddy. The extraction of sand, gravel, quartz and other minerals is always accompanied by a lot of filth and dirt. The task is not an easy one – and a challenge that the scrapers supplied by HOSCH like to engage in.

Steel



Cars, machines, buildings – steel is an important material to be used in countries all over the world. After a downturn due to the worldwide economic crisis – approximately half of all the steelworks reduced or even stopped their production last year – the steel industry is

now recovering slowly. Especially in Germany, HOSCH is present in the biggest steelworks in the country and looks for clean conveyor belts when firing the ovens.

Sugar



The HOSCH scrapers also demonstrate their efficiency in a sweet industry. Not only in Germany, major sugar refineries rely on the technology so as to gain substances out of the sugar beets for the production of sugar crystals, ready-to-serve dishes, biological fuel and domestic animal food.

Trading centres



From Europe to Asia, from Africa to America: The exchange of goods in the world is enormous. The different bulk materials are transported by ship, truck and train. Timely and prompt delivery is the most important thing. Therefore, HOSCH systems are in operation in the

most important ports and trading centres in the world in order to guarantee fast reloading.

Tunnel construction



The train races through the tunnel at high speed. Where earth and rocky masses could be found only a short while ago, you now have a tube extending over several kilometers. Above all, in tunnel building projects in Europe, scrapers and tracker rollers supplied by HOSCH support

the fast removal of the extracted material.

Waste incineration and recycling



If something is not needed any more, it is thrown out. But quite often there are still valuable raw materials left in the waste. Recycling these materials already plays an essential part today and will be even more important in the future.

The waste is transported through the recycling plants on conveyor belts. HOSCH can also be found in waste incineration plants when something cannot be recycled and reused.

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Teamwork that Knows no Bounds

Smooth cooperation secures substantial order in Poland



The power station Belchatow produces 4,440 MW

To achieve more together – for HOSCH, that is everyday company routine. Through intensive cooperation between Head Office, the HOSCH branch office South/West and HOSCH Polska, a substantial order could be secured for the extension of the Polish coal-fired power station in Belchatow.

The first talks between the operator of the power station and HOSCH took place as early as June 2007. After submitting the first quotations and draw-

ings, the hot phase began in spring 2009. “The drawings and plans had to be adjusted and extended again and again”, Detlef Domke-von Bichowski, the coordinator of the project said. The main purpose of this project was to come to an agreement between the OEM in the Saarland, the operator of the power station in Austria and the conditions on site in Poland.

Sacrificed Vacation

“All the people involved in this project were highly committed”, Detlef Domke-von Bichowski says. “One of our employees even sacrificed part of his vacation in order to make some new drawings”. This commitment was worth while: In August 2009, 60 scraper systems were supplied to Poland in time – with the option to deliver another 16 systems. “Therefore, the whole team deserves recognition of their efforts”, he gladly remarks. “Well done, a great performance”.

A Fresh Impetus to Production

Dirk Heidhues is in charge of the full-scale HD production at Head Office

A new man for the new technology: In January 2009, Dirk Heidhues took over the management of the production department in Recklinghausen. His first major task was the full-scale production of the new HD type scraper. “We have successfully completed the prototype and trial periods”, Heidhues says. “The important thing now is to implement these conditions in a running production”.

To save time and costs – without making any compromise on quality. “It is my main target to analyze and to optimize our production processes”, Dirk Heidhues says. For that reason, the qualified engineer and his team currently test a new type of rubber strip for the modules of the C series for instance. “With these rubber strips, we would not only reduce our costs, but also shorten the installation time”, Heidhues says.



Dirk Heidhues (l.) talking to engineer Martin Kiel

Enjoying Time with his Children

Outside the production of scrapers and tracker rollers, the 36-year-old likes to spend his time with his wife Ulla and his children Ben (3) and Anna (1 1/2). “The two of them grow up so quickly”, Dirk Heidhues says. “I want to enjoy the time with them now”. That was the reason why in summer 2009, he said goodbye to his third “baby” – his motorbike. However, he is quite sure that “I will certainly buy a new bike when the two children are a bit older”.

HD Celebrates Premiere in UK

HOSCH GB tests the new scraper in an opencast mine

Heavy wind, torrential cloudbursts, unpredictable weather: Scotland is known for its harsh climate. These are the perfect conditions for an extensive trial run of the new HD scraper – thanks to its robust construction the system is well prepared for the extreme conditions. In July 2009, HOSCH GB installed the first unit of the innovative head-pulley scraper on the British Island in an opencast mine of the operator ATH Resources Plc. – a successful premiere.

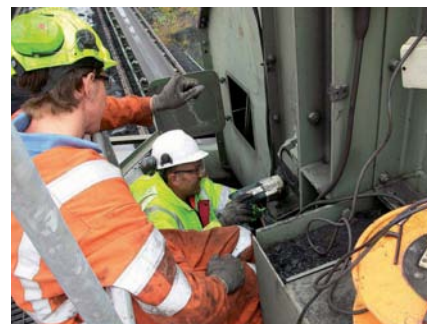
“We have been working together with this customer for a long time”, HOSCH GB General Manager David Patterson says. Together with the service technicians Mark Skelton and John Tuckley

he personally travelled to Scotland and took care of the installation. Immediately the new system revealed its true potential. It was coal slurry, mixed with lumps of coal and rock, which the scraper had to remove from the one meter wide conveyor belt.

Cleaning round the Clock

“The HD has fully satisfied our expectations and runs very reliably”, David Patterson says. For five days per week the new scraper cleans the conveyor belt, which is about 400 meters long – round the clock, no matter what the weather conditions are.

For further information:
www.ath.co.uk



Installation: Mark Skelton (l.) and John Tuckley



These six HD modules wait for installation

To Australia and Back Again

Emigrant John Tuckley started his HOSCH career Down Under – and is now a valuable addition to the team in his home country Great Britain

“I was looking for a new challenge” – John Tuckley explains in a few words his reason for migrating to Australia. Explore a foreign country, get to know new people, experience some adventure – in November 2006, he turned his back on his home country Great Britain and set out for his journey to Perth in Western Australia.

After he had been employed in some odd jobs, the today 39-year-old signed on as a service technician with HOSCH International. “I enjoyed my work very much”, John Tuckley says. “I travelled to many different customers and I have seen a lot of Western Australia. It really is a huge and just overwhelming country”. In his leisure activities, Tuckley was also always open for new things: Excursions to the beach, surfing, and a barbecue with workmates. “I have made many new friends”, the British emigrant says.



Back in England: Even after his return to his homeland, John Tuckley remains faithful to HOSCH.

Homesickness Ends Adventure

But there was always a little bit of homesickness hidden in John Tuckley – he was yearning for his familiar surroundings,

his relatives and acquaintances. In May 2009, he finished his adventure in Australia and returned to the British Island.

Customers in the Whole of Great Britain

HOSCH International Managing Director James Stamelos had already been in touch with David Patterson, General Manager of the British daughter company. “He is a very valuable employee for us, being so experienced and such a keen traveller”, David Patterson says. As a result, the service technician now works for customers in the whole of Great Britain and Ireland.

Making New Friends

John Tuckley: “My trip to Australia was a great experience, but I am pleased to be home again – and I look forward to making new friends among my new colleagues”.

HOSCH Company Gets Ready for the Future

David Winslow takes over the management of the American daughter company, relying on expansion



Rely on growth in family of companies: David Winslow (l.) and Eckhard Hell

HOSCH Company makes a fresh start: Together with their new General Manager David Winslow, the team of the American daughter company located in Pittsburgh looks into the future full of optimism. “It is my target to increase our production capacity and to employ additional qualified staff in order to be able to improve our customer care”, David Winslow says. “Good service is one of the mainstays of long-term company growth and expansion of the whole HOSCH family of companies around the world”.

Since 2008, the 40-year-old has been working for the daughter company. After his studies of mechanical engineering and his master’s degree in economics, David Winslow gathered some experience in organisation and marketing in different companies. “I am very glad about my move to HOSCH”, David Winslow says. “I really enjoy my job here, with its many variations. That is exactly what I like”.

A World of Rails in the Children’s Room

His favourite leisure activity is spending his time with his wife Melissa and his two children Justin (6) and Meredith (4). “My son just loves trains”, Winslow says. “In the children’s room, we have already built huge rail constructions”. The fascination for engineering seems to run in the Winslow family. “Many of my ancestors were engineers”, the new General Manager says. “Since I was a child, I already tinkered around with old cars in our garage together with my father”. A pastime, which is among one of his favourites even today – “time permitting”.

Rude awakening

At the end of July 2009, HOSCH Managing Director Eckhard Hell set off for the United States in order to pay a visit to the HOSCH daughter company in Pittsburgh. During his stay he had an exceptionally unpleasant experience right in the middle of the night. “Suddenly, there was a shrill alarm”, Eckhard Hell remembers. Rudely awakened, he had to leave his room. The hotel close to the airport of Pittsburgh was evacuated due to a fire alarm.

“I have never been informed who or what caused the alarm to go off. Anyway, I have not seen any fire”. After a while the excitement had died down. Eckhard Hell: “I then went back to sleep and slept well”.

Endurance Test in a Hail of Stones

HOSCH Company installs its first HD scraper

It rattles and rumbles. Another searching look. “That looks great” – David Winslow, the new General Manager of HOSCH Company, is happy. At the end of June 2009, he installed the first HD scraper in the United States at Lafarge, a manufacturer of building materials near Pittsburgh, together with service technician Brian Murray.

“The customer was looking for a head-pulley scraper – and so the obvious thing to do was to start our first trial run with the new system at Lafarge”, David Winslow says. Running at a speed of 1.1 meters per second, the one

meter wide and roughly 35 meter long conveyor belt is relatively slow, but the conditions for the scraper are really severe: between ten and twenty hours per day lumps of rock and heavy dirt beat down on the construction.

“The customer is very satisfied – and so are we”, says David Winslow. Together with his team he already looks forward to installing many more HD scrapers.

For further information:
www.lafargenorthamerica.com



Big lumps – no problem for the new HD



Dream Team: Mike Hudak, David Winslow and Adam White

Like a Rock in the Waves

New HD scraper proves its stability in tunnel building projects all over Europe

The earth shakes. The tunnel excavators tirelessly dig their way through the rock. At the Gotthard Massif, one of the biggest tunnel building projects in the world, hundreds of tons of stone land on conveyor belts every day. The machines are subject to an enormous amount of strain. But there is one component to which these extreme conditions obviously do not make any difference at all: the new scraper type HD.

“It was mainly at the tunnel section near Sedrun where the conveyor belts permanently came to a standstill because the blocks had to be replaced at least once a week”, says Detlef Domke-von Bichowski, Deputy Sales Manager of HOSCH. “We have since installed two HD systems, which have been operating for months now.” Despite a general investment stop, a third system was ordered recently – “because each standstill costs a fortune”.

Tunnel Construction in Italy and Spain

The HD scraper has not only convinced the operators at the Gotthard Massif. Tunnel builders in Italy and Spain have also realized its advantages and rely more and more on the latest technology supplied by HOSCH. “In Spain, some major cities are currently connected by a new high-speed train network”, HOSCH Export Manager Giancarlo Leombruno says. “For that reason, there are so many tunnel building projects at the moment in Spain”.

Four Months without any Wear

Take for instance Sotiello: At the building site in the province of Asturias, it is not only the material which exposes the scraper to some considerable strain, but also the length of the conveyor belt. The belt has a total length of 3.7 km, and the operator was forced to replace the blocks of the previously installed scraper every eight hours. We installed an HD



Cesar Vigo could convince tunnel builders in Spain

scraper in July 2009, which extended the lifetime to a week. However, that was not acceptable for HOSCH. “We modified and reinforced the blades”, says Leombruno. “The scraper has been performing for four months now – and we cannot see any wear yet”. Another HD system for the parallel conveyor belt has already been ordered.

From Four to Four

“Let’s party” – HOSCH employees in Recklinghausen for some time now have wanted to have a HOSCH party and on 4 September 2009, their plans were finally put into action. The employees met around the boathouse of HOSCH Manager Hans-Juergen Niehues in Haltern-Hullern to have a barbecue, nice talks and a happy get-together. The meat and the drinks were sponsored by the HOSCH management – and on top of that, they allowed their employees to finish work earlier. The party started at 4 o’clock in the afternoon and only finished at 4 o’clock the next morning. Though not all of the employees stayed at the party that long, they were all of the same opinion: “Another party will be absolutely welcome”.

Go for a Swim with HOSCH

From shirt sponsoring to active support: for many years, HOSCH Head Office has been of great support to local sporting clubs. It was a matter of honour that the employees also put their efforts into “Games without Limits”, which was organized by the sports club and rifle association in Hullern, part of Recklinghausen’s neighbouring town Haltern. At the end of June 2009, the two clubs celebrated a big sports day in order to secure future club work with the proceeds.

“We participated in the organisation of the event with six employees from the department of installation and service”, Sales Manager Hans-Juergen Niehues says. At “Games without Limits”, the participants had to follow a certain course, clearing ten hurdles on the way. The last stop was a water basin, which



Full commitment at “Games without Limits”

had to be crossed on extremely wobbly boards. “We constructed this sophisticated obstacle”, Niehues says. From erecting the basin, designing the boards to overseeing the game – the HOSCH employees were in charge of all these matters. “We had a lot of fun”, Hans-Juergen Niehues says. “Particularly when we tested our construction personally, as none of us managed to cross the basin without getting our feet wet”.



Endurance test for man, quad – and washing machine



Downhill: The participants had to cross steep hills in off-road vehicles

Off into the Mud!

HOSCH Polska invited customers to an off-road tour and afterwards presented the new HD type scraper

Splattering mud, roaring engines, excited men: In July 2009, HOSCH Polska set out on an off-road tour via muddy tracks near the Silesian city of Zawiercie together with 20 customers and business partners. On small off-road vehicles (quad-bikes) and four-wheel drive vehicles, the men plunged into deep puddles and whizzed over steep hills.

Serviceman Maciej Majewski had got the idea to organize this spectacular event. “It was a bit like going back to your childhood”, he says. “Everybody had tremendous fun and they all got on

well with each other”. When a driver got stuck waist-deep in the mire, all the others lent a helping hand and drew the man and machine back onto firm ground. Free of mud splatters and dirt, the participants let the adventure end with a common dinner in the hotel Villa Verde in Zawiercie.

Another highlight awaited them the next day – the presentation of the new HD type scraper. Both HOSCH Polska Manager Krzysztof Lebioda and Maciej Majewski demonstrated the refinements of the new system to the participants.

“All of them were very interested and asked many questions”, Lebioda says. The first HD scraper was already installed in a mine near Warsaw. Further installations are in the planning stage.



Krzysztof Lebioda explains the HD scraper

Strengthen the Image of HOSCH

HOSCH International Sales Manager Paul Harris develops a new sales strategy



Managing Director Eckhard Hell (l.) welcomed Paul and Kym Harris at Head Office

There is a glass of sparkling, dark soft drink on the table. Most of you will immediately think of Coca Cola – even if it is of a different producer. “Coca Cola has successfully established the brand name as a synonym for the product behind it”, Paul Harris, Sales Manager of HOSCH International, says. “We would also like to achieve this with our systems. Whenever someone thinks of conveyor belt cleaning, he must immediately think of HOSCH”.

Paul Harris tries hard to intensify customer care in order to reach this target. The Sales Manager of the Australian

daughter company says: “You must always make the customers talk about you. The main thing is to position very special characteristics of your products and new developments of your company in as many places as possible – in letters, by email and in presentations”, Harris says.

When travelling to Europe in May 2009, the Manager from Down Under presented his sales strategy to HOSCH Managing Director Eckhard Hell. “We would like to put his sales concept into effect all over the world”, Hell says. “It is our intention to make HOSCH the synonym worldwide for conveyor belt cleaning”.

A Slim Christmas Meal

Delicious goodies, succulent roasts and opulent meals – around Christmas especially, we are tempted by loads of culinary delights. It is after the festive season that many people are shocked when looking at the scales. But it doesn't need to go that far from the start. In the HOSCH news, health expert Patric Heizmann and fitness-conscious Chef Hajo Jaeger give away how to gorge yourself with a delicious three-course meal without putting on weight. Enjoy!



Well-seasoned cheese soup with filleted oranges

Ingredients for 2 servings:

2 spring onions
1 clove of garlic
1 tsp butter
2 bay leaves
150 ml dry white wine
350 ml vegetable soup
80 g cheese spread
80 g Emmental-type cheese or fondue cheese
1 orange
Spices: white pepper, cumin, allspice, nutmeg, Cayenne pepper

Nutritional value

(per helping approx. 250 g)

Calories: ca. 329 kcal / Proteins: 25 g

Carbohydrates: 10 g / Fats: 21 g

Wash spring onions, halve and cut into thin slices. Peel garlic clove and chop up. Fry both with bay leaves in butter at medium heat, stirring constantly for about a minute. Top up with white wine and vegetable soup and bring to boil. Add cheese spread and grated Emmental-type cheese. Let boil at medium heat for about 8 minutes and season using above spices. Peel orange, remove outer white skin and cut out single fillets between the skin segments. Take out bay leaves shortly before serving and stir orange fillets into the cheese soup.



Duck breast with apple pesto and red cabbage with balsamic vinegar

Ingredients for 2 servings:

1/2 head of red cabbage
1 onion
50 ml dark balsamic vinegar
1 1/2 tbsp rapeseed oil
250 ml vegetable soup
200 g duck breast

For the apple pesto:

40 g basil
40 g parsley
1 lemon
1 sweet and sour apple
1 small clove of garlic
30 g walnut kernels
30 g olive oil
20 g Parmesan cheese
Spices: salt, black pepper, clove, nutmeg, coriander, cinnamon

Nutritional value

(per helping approx. 420 g)

Calories: approx. 630 kcal / Proteins: 28 g

Carbohydrates: 17 g / Fats: 50 g

Preheat convection oven up to 200 degrees. Clean red cabbage, cut into fine strips, mix with salt, pepper, clove, nutmeg and balsamic vinegar. Peel onion and chop up. Heat up one tablespoon of rapeseed oil in a pot. Steam onion at medium heat for a minute until transparent. Add red cabbage, steam for approx. 2 minutes. Top up with vege-

table soup, boil another 15 to 18 minutes. Rinse duck breast under cold water and mop off water until dry. Carve diamond pattern onto meat side. Fry skin side of duck in rapeseed oil at larger heat for approx. 2 minutes until crisp and turn. Put onto grill and cook slowly in the oven (middle rail) for about 15 minutes. For the pesto, chop apple coarsely and crush in blender together with lemon juice, herbs, garlic, walnut kernels and olive oil. Mix with Parmesan cheese and season with pepper, coriander and cinnamon. Cut the duck breast into thin slices and arrange them fan-like, add red cabbage and apple pesto.



Mandarin raspberry trifle

Ingredients for 2 servings:

125 g raspberries
2 mandarins
150 g sour cream (24 % fat)
150 g yoghurt (1.5 % fat)
1 tsp grated lemon peel
2 tsp maple syrup
2 tsp roasted chopped almonds

Nutritional value

(per helping approx. 250 g)

Calories: approx. 630 kcal / Proteins: 28 g

Carbohydrates: 17 g / Fats: 50 g

Peel mandarins, take out flesh of fruit, stir sour cream into yoghurt. Mix grated lemon peel and maple syrup with the crème. Roast chopped almonds without fat in a coated frying pan. Pile up the crème, the mandarins and the raspberries and top with almonds.



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