

# HOSCH *news*

The International HOSCH Magazine

- **Working at Minus 32° C**  
HOSCH in Russia's Most Modern Coal Terminal
- **Anything But a Holiday Resort**  
Manganese Extraction in Moanda

- **Always on Tour**  
An Interview with Norbert Beermann
- **Canteen, Fair, Cologne Dome**  
International Exchange Visits to Continue



## Editorial

### On the right track

*Dear HOSCH Employees!*

*What a start! The news of a new HOSCH magazine had hardly been spread within the company than letters, emails and photos from all our daughter companies landed on our desks. This reaction shows us that our idea to knock the internal communication into shape is excellent. Many thanks to all of you!*

*Why does a global player like HOSCH need a company magazine? The answer is quite obvious. We want to strengthen and to consolidate the team spirit within the company. We want to establish contact between Brazil and Poland, between South Africa and Spain. We would like to introduce people who work for or with HOSCH, in order to turn strangers into colleagues. For a company like HOSCH, in which the individual employees with their individual performance have a notable influence on the business success, solidarity across all cultural borders is of paramount importance.*

*How is HOSCH kept together? We share a common idea of our corporate objectives, of the management of knowledge, of customer orientation and quality. We have come to an*

*understanding about basic values and principles, which we exchange during our conferences. Our last meeting in December 2005, showed how strong our identification with the company is. The new magazine HOSCH news, gives these ideas a common ground and completes, connects and explains them.*

*We at HOSCH are proud of this “We” feeling – it shall find a home in the HOSCH news. The magazine, a well-established medium, takes on future tasks – to motivate people, to pull down borders, to create identity.*

*Of course, we know that communication is not everything. But, without communication everything becomes nothing. We are on the right track; let us go together. We look forward to the new HOSCH news and to receiving your contributions shortly.*

*Yours truly*

*Hans-Otto Schwarze*  
Hans-Otto Schwarze

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Thanks for a job well done – HOSCH Award presented to Satish Kapoor (center) by HOSCH Managing Director Hans-Otto Schwarze, Lord David Heaton, Eckhard Hell and Wolfgang Pantförder, Mayor of Recklinghausen.

### Award to HOSCH India for Perfect Service

On the occasion of the 20th International Management Meeting, HOSCH India was presented with the HOSCH Award 2005 for increasing sales by 40 per cent. In December 2005, the award was handed over to Managing Director Mr. Satish Kapoor from Calcutta, at the HOSCH Headquarters in Recklinghausen, by Mayor Wolfgang Pantförder. "These days, to increase sales by this amount is very rare indeed", Mr. Hans-Otto Schwarze, Managing Director of HOSCH-Fördertechnik GmbH in Recklinghausen, praised the performance of the Indian company. Mr. Schwarze said, that "HOSCH India does not only sell excellent products, but also consistently puts our idea of perfect customer service into effect".

### Letters to the editor

How do you like the new HOSCH news? What would you like to hear about? What do you miss? We will publish your letters. Just send to: [mail@hosch.de](mailto:mail@hosch.de)

### HOSCH USA First Aid Training in Mining Industry

At the beginning of 2006, the team of HOSCH USA met in the Appalachian Mountains to hold their Annual Health and Safety Training for employees in the mining industry, carried out by the Mine Safety Health Administration (MSHA). Mr. Frank Hay instructed the partici-



Be on the spot in an emergency.

pants in first aid and safety matters. The safety training takes place by order of the authorities; it lasts for two days. Items on the agenda were, among others, the health assessment of emergency patients and their first aid provision. First aid knowledge was also imparted to the attendants on the basis of the MSHA Regulations for first aid.



Always in contact: Prof. Dr. Lech Gladysiewicz, Wroclaw University, and Janina Heberling from HOSCH in Recklinghausen

### Student at Wroclaw University Writes Thesis on HOSCH

HOSCH presents itself as a partner in scientific discussions: Mr. Pawel Storm, a student of Mining Technology in the 10th semester at Wroclaw Technical University, writes his thesis, entitled "Measurement and Analysis of the Cleaning Efficiency of Scraper Systems". His supervisor is Prof. Dr. habil-Ing. Lech Gladysiewicz, the Dean of Wroclaw University. The thesis is based on the Carryback Measurement developed by HOSCH, whereby it is possible to calculate the efficiency of HOSCH scrapers in comparison to competitive products. Good relations have been established between HOSCH Polska and Wroclaw Technical University. Mr. Krzysztof Lebioda, the Manager of HOSCH in Poland, has been invited by Prof. Gladysiewicz to hold a guest seminar on conveyor belt cleaning in the near future. When talking to Mrs. Janina Heberling from HOSCH in Recklinghausen recently, Prof. Gladysiewicz was very pleased about the chance to put theoretical knowledge acquired at Wroclaw Technical University, into practice with the support of HOSCH. Once again, HOSCH presented itself as a company that is always very interested in co-operating with scientific institutions.



Well protected against the cold – Roland Lußky.

### **High Strategic Importance**

*Delivery of the coal to Ust-Luga is made by rail. Trains bring the raw material from the open-cast mining areas in North-west Siberia and mines in South-west Siberia over a distance of about 5,000 kilometres. As the first coal port on Russian ground, the plant has a high strategic importance. This port is designed to be the biggest and most modern transport junction in the North West of Russia. So far, the overall costs of this project amount to 2 billion dollars. At full utilisation, the present capacity of the plant lies somewhere between 15 to 16 million tons per year.*



# Working at Minus 32° C

Russia's most modern coal terminal uses HOSCH technology – Head of HOSCH Altenburg, Roland Lußky trained personnel for operation and maintenance – Extreme cold (minus 32° C) in Ust-Luga Port – Russia's President Wladimir Putin praises plant.

**An icy wind lashes in Roland Lußky's face. Cold pierces his jacket, his jumper, his shirt. He carefully sets one foot in front of the other, as the docks of Ust-Luga are one slippery ice rink: The Head of HOSCH Altenburg had to cope with these conditions when he visited the small port in the North West of Russia at the beginning of 2006. The country's most modern coal terminal lies 170 kilometres west of St. Petersburg; it is equipped with HOSCH sprung-blade scrapers of the most recent generation. From January 15 to January 22, 2006, Roland Lußky prepared the HOSCH high-precision cleaners for operation – in the most severe winter since 1943.**

Minus 32 degrees Celsius: "I only knew of such extreme temperatures from television reports", said 56-year-old Lußky. "Thank God it was quite a dry cold. Luckily we escaped snow at that time". For his trip to Ust-Luga, he had bought an extra pair of warm gloves, special socks and thermal underwear.

### **Training on Site Requested**

Roland Lußky has been the Head of HOSCH-Produktions- und Service GmbH in the Thuringian town of Altenburg since 1991. Long-distance business trips such as the one to Russia are more of an exception to him. "In this particular case, it was the customer's request to





Visit during the “hot phase”: The coal terminal in Ust-Luga was to start operating as soon as possible.

have the systems put in operation and the personnel to be trained on site“. Mr. Lußky first took the plane to St. Petersburg, and from there he travelled to Ust-Luga by car. “Our accommodation was very good compared to Russian conditions“, said Mr. Lußky. “It was of paramount importance for us to have a functioning heating system“.

#### **HOSCH Assures Quality**

The port at the mouth of the river Luga at the Finnish Gulf, is one of most modern ones in Russia. The newly constructed port mainly serves the export of hard coal from Siberia to Northern and Western Europe. The first complex of the coal terminal without any conveyor belt systems was put into operation as early as 2001. The second complex followed at the beginning of 2006. Another extension of the plant has already been planned. The terminal in Ust-Luga is the only one in Russia to apply a technology whereby coal can be cleaned from mineral inclusions and crushed. Thus the quality and the price of the coal can be increased considerably. It is with good reason that the plant operators rely on German top-quality technology. In co-operation with Leipzig-based MAN TAKRAF Fördertechnik GmbH, HOSCH sees to it that things run smoothly. Due to the permanent clean-

ing of the conveyor belts HOSCH makes a considerable contribution to quality assurance.

#### **“Hot Phase“ at Minus Degrees**

Despite extremely cold temperatures, Roland Lußky visited the port right in the middle of the “hot phase“. The coal loading was to start operation as soon as possible, though there were still tests and trial runs to be completed. “That was a very difficult situation“, says Mr. Lußky. “Trial runs with material could, in this plant often only be carried out after starting the final operation. However, we hardly had another chance to correct the precise adjustment of the scrapers. This was mainly due to the inaccessibility to part of the scrapers“, said Mr. Lußky.

#### **Working, Warming up, Working...**

Working at the port was also made difficult because of inadequate technical equipment. Whether it be the scaffolding, ladders or tools – often the necessary tools had to be procured with some difficulty. “We did not have any substantial language problems, thanks to the translators“, the HOSCH Manager said. “Nevertheless, work went very slowly“. Working, warming up, working...: “You could not stay outside much longer than an hour“.

#### **Putin Praises Port**

Despite these difficult conditions, the plant successfully started its operation on time. Only two days after Roland Lußky’s departure, Russian president Wladimir Putin paid a surprise visit to the coal terminal at Ust-Luga. On that occasion, Putin praised the port as “one of the largest infrastructural projects in Russia in the last decade“. Even if Roland Lußky did not witness the Russian President’s visit, he is pleased about his praise of the port. After all, HOSCH to some extent, contributes to the success of the plant. The 56-year-old would travel to Ust-Luga again to make sure that things stay as they are now. “Next time, I’d rather go in the summer though...“.



## HOSCH Australia

### Wedding Bells

Wedding bells Down Under: On 21 January 2006, James Stamelos, General Manager of HOSCH International, got married to Irene (photo below). Their son Giorgio was christened on the same day. All their guests enjoyed a wonderful day at Margaret River, 3 hours south of Perth.



### Newcomers in the Team

Since 2005, the team of HOSCH International has increased with Rory Butcher (Store), Warren Voss (Sales, photo below) and Christian Besson (Service). A warm welcome to them!



### A heart for Children

HOSCH International shows a heart for children with a yearly donation to the Constable Care Foundation. This donation supplies T-shirts with the HOSCH logo, and distributes them to young children in the remote Mining Areas of Western Australia. Constable Care police officers hold puppet shows during the year at various schools to promote health and safety for young people.

For more information contact:  
[www.constablecare.org.au](http://www.constablecare.org.au)



The world's largest tunnel excavator weighs 4,300 tons. It is used together with HOSCH scrapers.

## Tunnel Excavation for Madrid

German top-quality technology, moves tremendous amounts of earth at construction of a new underground urban motorway – HOSCH Iberia cleans excessively 'stressed' belts

**To speed up traffic and to relieve the inner city – that is the reason for building a new urban motorway (M-30) in Madrid. The crux: The road is moved underground for about 3.6 km. A project during which tremendous amounts of earth have to be brought to the surface until its completion, which is scheduled for 2008.**

The world's largest tunnel excavator with a drilling diameter of 15.2 meters and a weight of more than 4,300 tons, is employed on this road construction site. The giant, manufactured by the German company Herrenknecht digs its way through Madrid – whilst being constantly and efficiently cleaned by HOSCH scrapers. The constructors want to be on the safe side and therefore also rely on German top-quality technology, for cleaning the extremely dirty conveyor belts.

Since the 1990s, Spain has been experiencing an enormous economic upswing, in the course of which big cities such as Madrid and Barcelona, have been faced with heavy traffic problems. The often, old infrastructure is unable to cope with the steadily growing number of vehicles. The solution: Part of the traffic is moved underground.

The new urban motorway is not the only project in which HOSCH scrapers are used for underground work. HOSCH is also represented with technical equipment and know-how with the construction of the longest tube in Europe, underground line No. 9 in Barcelona.

For more information contact:  
[www.herrenknecht.de](http://www.herrenknecht.de)



HOSCH Manager Claude Trumpf (2. from right) with workers of the manganese ore mine in Moanda.



Moanda

### *Manganese Ore Extraction in Moanda*

*Gabun lies on the Western Atlantic Coast of Central Africa and is one of the richest raw material countries on this continent. Next to oil and gold, it is mainly manganese that is extracted there. The heavy metal mainly serves the desulphurization of iron and steel. The Comilog Mine in Moanda extracts about 3 million tons of manganese ore per year. This is transported to the port of Owendo – a distance of 600 km - by train and is shipped from there.*

## Gabun – Anything but a Holiday Resort

The Manager of HOSCH France, Mr. Claude Trumpf trains employees of Comilog Manganese Ore Mine in Moanda – A hot climate and lack of hygiene make the trip a difficult one

**More than 200 conveyor belts at three different locations: HOSCH scrapers have been used in the Comilog Manganese Ore Mining Company in Gabun since 1989. The manganese ore exposes the hoists and the conveyor belts in the mine in Moanda as well as those at the Owendo Loading Station to extreme wear. Regular maintenance and well-trained personnel are of paramount importance. A task that the Manager of HOSCH France, Mr. Claude Trumpf takes care of: He travels to Gabun two to three times every year – a country of adverse conditions.**

Arrival in Libreville, the capital of Gabun. From here he travels to Moanda, more than 600 km away, the main location of the Comilog Manganese Ore Mine. “If you are lucky you’ll find an operating aeroplane on site”, says Claude Trumpf. “If not, you’ll have to make the trip by train”. In the latter

case, you also have to be lucky. According to the official schedule, the trip lasts about 12 hours. “It may, however, also last several days“. In addition, Central Europeans have to get used to the climate. Temperatures of more than 45° C with a humidity of about 100%. “Gabun is anything but a holiday resort”, says Claude Trumpf.

### **“You get used to it”**

As far as accommodation is concerned, Gabun does not meet European standards either. At the mine’s location Moanda for instance, you’ll look in vain for stars to categorise the different hotels. With respect to food, Mr. Claude Trumpf is always cautious – he is aware of the lack of hygiene. Despite all the inconvenience, the experienced HOSCH Manager will continue to travel to Gabun during the next few years. He says, “After years of experiencing Gabun, you do not notice these adverse conditions any more ... “

## HOSCH GB

### Regional Sales

In February 2006, Mr. Ian Horsfield took over the job of Regional Sales Manager at HOSCH GB. He had been employed with HOSCH as a Service Engineer since August 2004, a task that he performed with dedication and enthusiasm. In April 2006, Mr. Peter Wood started as Ian's successor. Peter is a qualified fitter and has gained a lot of experience in the steel industry. We all wish Mr. Ian Horsfield and Mr. Peter Wood a lot of success in their new jobs!

### Fresh Impetus to Mining Industry

In 2005, sales to UK Coal rose by 27%. A further increase can be expected for 2006, as UK Coal's plans, to extend mining at the mega coal mine of Kellingley in North Yorkshire, have been approved. UK Coal, the owners of the mine, want to reach an output of 5 million tons in the Great Heck Area within the next 6 years. HOSCH GB stand a good chance to secure the order for the additionally required scrapers.

### Full of Praise for Effective Training

Since 2005, Power and Chemical Plant Group (PCP) in Ireland, have been working as distributors for HOSCH GB. In order to familiarize the PCP staff completely with all the HOSCH products and services, HOSCH GB carried out a two-week workshop for five PCP employees in November and December 2005. This has turned out to be a good investment in time and manpower, as PCP become more and more versatile in the installation and service of HOSCH products. This workshop also met with the approval of PCP – not only because of the hospitality and entertainment that HOSCH GB extended to the PCP staff, but also because of the professional and easily comprehensible training.

## Adventure Trip Into the Deep

Adele Travis-Jones and Claire Race from HOSCH GB were given the chance to make a trip underground in Yorkshire



What a difference to the office: Claire Race, Adele Travis-Jones and Eddie Presch underground.

**In February 2005, Adele Travis-Jones and Claire Race, two employees in the HOSCH GB office, got the chance to visit an interesting customer- UK Coal Harworth. This visit took place because of the good relations Eddie Presch enjoys with UK Coal. The two ladies did not give up the opportunity to get to know one of the last active coal mines in England.**

On February 8, 2005 it was ice-cold when Eddie, Claire and Adele met on the HOSCH premises at five o'clock in the morning, to drive to Harworth in South Yorkshire. On their arrival, the two ladies received some health and safety instructions, supported by a video clip. Then they received their protective clothing for the day: an orange overall, kneepads, shoes with steel toe-caps, gloves, a fluorescent-coloured waistcoat, safety glasses, a helmet, a torch and a life-support mask. What a difference all this was to their usual office clothes!

### A completely new experience

Fully equipped, Claire and Adele were ready to travel underground. It was a strange feeling for them to enter the mine shaft together with a group of miners. For those men, it was a usual working day, but for the two ladies, it was a completely new experience. On their way underground, they jumped

onto a carriage which took them closer to their actual destination. Closer is perhaps the wrong word, as they still had to walk for another 2.5 miles in order to reach the actual coal seam.

It was not easy for them to walk on the uneven surface in heavy boots. The heavy helmet with the battery-driven lamp did not make things easier either. The two visitors were not used to such an exertion. The closer they got to the coal seam, the hotter it was. From time to time, they had to rest in order to take a breather. Regular drinking breaks were such a relief to them.

### Scrapers in operation

They were, however, lucky to reach the coal seam quite quickly. They were impressed to see the mighty coal planes scrape the coal out of the mountain. Unfortunately, Claire was not able to walk any further. Therefore, the ladies got exceptional permission to take the conveyor belt for their return travel, which was another terrific experience for them! During this trip underground, they were also able to see two HOSCH scrapers in operation. It was the first time for both Claire and Adele to witness HOSCH technology in operation at a customer's.

Adele and Claire agreed that they would never forget that day. It was a day to tell your grandchildren about later. And that shows that the two visitors were more than pleased to return to their desks at HOSCH GB.

For more information contact:  
[www.rjb.co.uk](http://www.rjb.co.uk)





50,000 km per year on tour – Norbert Beermann from HOSCH.

## Always on Tour

Norbert Beermann has already travelled half the world for HOSCH

**“Nigeria, Chile, Greece, Sweden, Spain, Hungary ...“ – when HOSCH employee Norbert Beermann lists the destinations of his business trips, it sounds as if he told us about a journey around the world. Indeed, in the past ten years, the 47-year-old has seen many foreign countries – from Africa to Scandinavia, from the Near East to South America. Even when he works in Germany, he is always on tour, assists with the adjustment of scrapers and trains customers. HOSCH news talked to the globetrotter, who travels more than 50,000 km per year by car.**

**HOSCH news:** Mr. Beermann, you are always on tour, sometimes for weeks on end abroad and often only at home in Oer-Erkenschwick for the weekend. How does your family cope with this situation?

**Beermann:** I know from many of my colleagues that a longer separation from their families would be difficult for them. In my case, it is no real problem. My daughter is already 26 years old and has left home. She does not even notice her father being away for a while. My wife Silvia has had to get used to this situation. However, she fully supports me. In addition, she has a job in the catering trade, and is herself away

from home quite often. We therefore try to make the best of the rare leisure time that we can spend together. And it really works quite well.

**HOSCH news:** You have been working for HOSCH in Recklinghausen since February 1991. In 1996 you went on your first long business trip to Saudi Arabia. Since then, you have seen quite a lot of the world. Which journey in particular do you remember well?

**Beermann:** This was my first long journey to Saudi Arabia. I was supposed to correct the wrongly installed scrapers in a cement plant. Unfortunately, 98 out of a total of 100 scrapers were installed incorrectly. So the trip which had been scheduled for 10 days turned into a 6-week stay there. I lived in a very simple metal Portakabin, which at least had air-conditioning and warm and cold running water. The camp was surrounded by desert, the next supermarket with a good range of products, was about 180 km away. We worked between 12 to 14 hours per day, 7 days a week. Despite the exertion and the adverse conditions, it was an interesting time for me. I liked the country very much.

**HOSCH news:** You have meanwhile turned into something of a “HOSCH

Globetrotter“. What was the reason for this development?

**Beermann:** After my journey to Saudi Arabia, the Management approached me and asked me whether I would like to go abroad more often. I came to an agreement with my wife and accepted the proposal, because I love foreign countries, exotic food and a bit of variety. I always gain new experiences during my trips, and I get to know many new people – that keeps me mentally fit.

**HOSCH news:** How do you prepare your journeys?

**Beermann:** Before I travel to a foreign country, I inform myself about the customs and habits there. For me, laws and traffic regulations are particularly important, as I am often travelling by rental car. However, I also do this when touring throughout Germany; without a driving licence I would not be able to carry out my job. In general, I do not need extensive preparation. As far as the language is concerned, I get on fairly well with English. And the things that I require to take with me are in most cases ready, and within 5 minutes, I have packed my suitcase.

**HOSCH news:** Today here, tomorrow there. Have you ever woken up in a hotel room and you had to think about where you actually were?

**Beermann:** No, so far this has never happened to me. My orientation is very good. This is an advantage when going long distances by car. I do not need a navigation system to get to my destination. Even in Spain and Turkey, I have never ever lost my way.

**HOSCH news:** You have already seen more of the world than many other people. Where does a man like you go on holiday?

**Beermann:** My favourite country is Norway. My wife and I always rent a small house there, where we enjoy the peace. There are no other people there and I can totally relax. I can easily do without my car. During our vacation, hiking is one of our favourite pastimes.

# Enquiry

Look across borders – build bridges – connect people: That is the task of the new HOSCH news. In the first issue, we would like to introduce you to the managers of the HOSCH daughter companies. All of them have responded to our questions, providing something interesting to read.

## HOSCH FRANCE CLAUDE TRUMPF



**Name:** Claude Trumpf  
**Age:** 57  
**Marital Status:** married to Martine Trumpf  
**Children:** four  
**Pets:** a cat  
**with HOSCH since:** September 1983

**Manager since:** 2001

**Professional Goals:** to grow HOSCH France and to take the company to the highest possible level

**Favourite Leisure Time Activities:** listen to music, aeroplanes, play golf (beginner)

**Favourite Dish:** French Cuisine and specialities from all over the world

**Favourite Holiday Destination:** wherever it is cosy

**Personal Motto:** -

## HOSCH COMPANY KEVIN KOEPL



**Name:** Kevin Koepl  
**Age:** 45  
**Marital Status:** married to Karin Koepl  
**Children:** 4 sons (Korey, Kris, Kraig and Kurt)  
**Pets:** two dogs and a cat  
**with HOSCH since:** 1986

**Manager since:** 2000

**Professional Goals:** to grow HOSCH Company into the largest HOSCH in the world.

**Favourite Leisure Time Activities:** spending time with family and attending the boys' sporting events

**Favourite Dish:** Mc Donalds, because that is what everybody thinks. Really my wife's pasta or a good steak.

**Favourite Holiday Destination:** any vacation with family

**Personal Motto:** Do not Sweat the Small Stuff.

## HOSCH POLSKA KRZYSZTOF LEBIODA



**Name:** Krzysztof Lebioda  
**Age:** 44  
**Marital Status:** married to Anna Lebioda  
**Children:** one son (Michal)  
**Pets:** two cats  
**with HOSCH since:** January 1999

**Manager since:** 1999

**Professional Goals:** constant increase in sales, expansion of liquidity and gain in profitability of the daughter company

**Favourite Leisure Time Activities:** diving

**Favourite Dish:** Steak

**Favourite Holiday Destination:** the Mediterranean, Egypt, long-distance trips to resorts where you find a lot of sunshine and clear, clean water

**Personal Motto:** Always onwards!

## HOSCH DO BRASIL JULIO MARTINS



**Name:** Julio Martins  
**Age:** 43  
**Marital Status:** married to Leanne P. Martins  
**Children:** none  
**Pets:** none  
**with HOSCH since:** March 2003 (HOSCH Company)

**Manager since:** February 2004 (HOSCH do Brasil)

**Professional Goals:** To make HOSCH do Brasil the most successful company in the HOSCH Group

**Favourite Leisure Time Activities:** Cycling and volleyball

**Favourite Dish:** Steak

**Favourite Holiday Destination:** Busios – Rio de Janeiro

**Personal Motto:** Loyalty no matter what.

## HOSCH HELLAS EFTHIMIOS (MAKIS) KIRODIMOS



**Name:** Efthimios (Makis) Kirodimos  
**Age:** 30  
**Marital Status:** engaged to Ms. Theodora (Dora) Antoniou  
**Children:** none  
**Pets:** Mario – a German shepherd dog

**with HOSCH since:** March 2005

**Professional Goals:** establish myself in a fast changing and fast moving world through professional excellence and work ethics

**Favourite Leisure Time Activities:** swimming, boxing, travelling, reading

**Favourite Dish:** anything from Japanese cuisine

**Favourite Holiday Destination:** London – as half my life was spent there or Toronto

**Personal Motto:** Live your dreams, let others dream their lives.

**HOSCH INTERNATIONAL** JAMES STAMELOS

**Name:** James Stamelos  
**Age:** 35  
**Marital Status:** married to Irene Stamelos  
**Children:** one son (Giorgio)  
**Pets:** none  
**with HOSCH since:** March 2002

**Manager since:** March 2002 (HOSCH Hellas), October 2005 (HOSCH International)

**Professional Goals:** to double our budget in two years

**Favourite Leisure Time Activities:** playing with son

**Favourite Dish:** any and all food

**Favourite Holiday Destination:** anywhere and everywhere

**Personal Motto:** It is what it is.

**HOSCH GB** DAVID PATTERSON

**Name:** David Patterson  
**Age:** 45  
**Marital Status:** widowed  
**Children:** two daughters (Emily Kate, 18 and Lauren Sarah, 15)  
**Pets:** Max – a ginger tomcat

**with HOSCH since:** September 2005

**Manager since:** September 2005

**Professional Goals:** to continue to enjoy my new role as GM, to make HOSCH GB both successful and profitable

**Favourite Leisure Time Activities:** Golf, cooking, entertaining and expensive holidays

**Favourite Dish:** a medium/rare fillet steak with peppered sauce, new potatoes, mange tout and baby sweet corn

**Favourite Holiday Destination:** Florida (USA) – maybe that will change as we are going to the Caribbean this year

**Personal Motto:** Live life for today, because you never know what is round the corner.

**HOSCH IBERIA** OSCAR MARTINEZ BELTRAN

**Name:** Oscar Martinez Beltran  
**Age:** 40  
**Marital Status:** divorced  
**Children:** none  
**Pets:** a little dog  
**with HOSCH since:** January 2005

**Professional Goals:** Build up a HOSCH customer base in Spain and increase sales in the country

**Favourite Leisure Time Activities:** cycling, hiking, playing and watching football

**Favourite Dish:** Spanish tapas

**Favourite Holiday Destination:** France/ Provence

**Personal Motto:** You can reach any goals – you only have to pursue them long enough.

**HOSCH INDIA** SATISH C. KAPOOR

**Name:** Satish C. Kapoor  
**Age:** 59  
**Marital Status:** married to Kiron Kapoor  
**children:** one son (Rohit)  
**Pets:** none  
**with HOSCH since:** June 2004

**Manager since:** June 2004

**Professional Goals:** I want to achieve better results year after year. I want to improve the brand image further. I want sales to double in 3 years, taking 2003-04 as the base. I want sales to be 3 times higher in 3 years, taking 2003-04 as the base. I want the bottom line to grow every year.

**Favourite Leisure Time Activities:** listen to Indian music

**Favourite Dish:** Fish & Chips

**Favourite Holiday Destination:** New Delhi, where I spent my childhood and still have a lot of friends

**Personal Motto:** HOSCH India should grow to greater heights.

**HOSCH SOUTH AFRICA** JOHAN DE KOKER

**Name:** Johan de Koker  
**Age:** 46  
**Marital Status:** married to Doreen de Koker  
**Children:** a daughter (Roxanne) and two sons (Duvan and Kyle)  
**Pets:** dogs

**with HOSCH since:** 1987

**Manager since:** Sales Manager since 1992;

General Manager since December 2002

**Professional Goals:** To make HOSCH SA the major player in the HOSCH Group

**Favourite Leisure Time Activities:** Relaxing and watching sport

**Favourite Dish:** Barbecued South African Foods

**Favourite Holiday Destination:** Kalahari Desert

**Personal Motto:** Get the Job Done!

## Enquiry

People like to read something about other people. For that reason, we will continue our serial in the next issue of the HOSCH news.

“Hello, this is HOSCH speaking“. We will present the company’s calling cards – the different reception desks and the operators.

# Canteen, Fair, Cologne Dome

Mrs. Peggy Vennum, HOSCH Company, and Mrs. Adele Travis-Jones, HOSCH GB, experienced seven unforgettable autumn days in Recklinghausen – training and entertainment



Old part of Recklinghausen

The promotion of international co-operation is part of our company philosophy. For this purpose, we – Peggy Vennum, Adele Travis-Jones and Hendrik Lotz from South Africa, who has meanwhile

left HOSCH – were invited to visit the impressive HOSCH Headquarters in Germany from October 24 to 29, 2004.

From our arrival at the airport to the day of our departure, everything was perfectly organised. On Monday Mr. Schwarze and Mr. Hell gave us a warm welcome in HOSCH Headquarters. Every day we enjoyed an excellent lunch at the bar of the beautiful HOSCH Conference and Training Center together with Mr. Hell and Mrs. Hella Pankoke. Every day two to three HOSCH employees were in charge of training us or entertaining us outside working hours.

Together with Michel, we enjoyed Muensterland food specialities. Hella took us to a fair. We climbed the dome at Cologne with Thomas and Birgit, and with Delphine and Carmen, we enjoyed a boat trip. We got to know the HOSCH premises in detail, and we attended different training courses carried out by Hermann and Werner.

We stayed in the Hotel Albers right in

the centre of Recklinghausen. Even when we returned quite late at night, the three of us would sit together outside the hotel and once again enjoying and discussing the day's activities.

This invitation was a great privilege and an honour for the three of us. And we would once again like to thank all those who made it possible for us to meet all the employees at HOSCH Headquarters. Our special thanks also go to those employees who took the time during their daily work to show us round all those wonderful places during our stay. We will surely never forget this trip.



Adele Travis-Jones (left) and Peggy Vennum



## A Fruit-Bearing Tradition

Visits of Foreign HOSCH Employees in Recklinghausen to be Continued

**The integration of people and cultures is a central task for an internationally operating company like HOSCH. Personal meetings of employees across the borders of countries and continents, play an important part in this context. The visits of employees from HOSCH companies abroad are to become a company tradition. The first steps in this direction have already been taken.**

In the autumn of 2004, a letter from the Management to the Managers of all the HOSCH daughter companies, gave the first impetus to some packing their suitcases. In this letter, Managing Director Hans-Otto Schwarze explained the significance, the Management attach to these visits and on what conditions they can take place. The Managers of the respective HOSCH companies decide on their own who will be allowed to travel to Germany. Mr. Hans-Otto Schwarze: "We very much want these visits to continue; they should take place at least once a year. We have found out that communication across country borders will improve considerably through these exchange visits. Where else does one have the chance to get to know each other, than in a personal meeting?"



Construction on the site in Calcutta has already begun.



More space for production and administration for HOSCH South Africa.

## Company Growth Requires Further Expansion

### New buildings for HOSCH SA and HOSCH India

**More space for HOSCH: In India, construction work for a new company building has already begun, in South Africa the start of construction is imminent. "A company which wants to grow, has to build", Hans-Otto Schwarze, Managing Director of HOSCH, says. The inauguration of the new buildings will be celebrated in spring 2007.**

The approximate 50 employees of HOSCH SA can already prepare to relocate. The new HOSCH property will be built in an attractive and safe location, near the international airport and the main station of the capital Johannesburg. What the building looks like can already be seen on the digital drawing board – see picture at top right.

#### More space for production and administration

The eldest HOSCH daughter company, founded in 1981, is in urgent need of more space for production and administration. Hans-Otto Schwarze: "South Africa gains more and more

importance for HOSCH. Not only has the company grown considerably in the last few years, but there is also a boom in South Africa's economy and that of its neighbouring countries".

#### Joint Venture with an Indian partner

In India, the growth curve also rises steeply. The building project in Calcutta takes this development into account; a new company property is being built there as well. HOSCH Equipment India is a joint venture company between HOSCH and the Indian partner TEGA Industries Ltd., headed by Engineer Madan Mohanka. The company is located in Calcutta, it produces and sells the patented HOSCH conveyor belt cleaning systems in India and also in Thailand and Malaysia. For this purpose, the whole subcontinent is covered by a network of 20 branch offices. These branch offices are located for example in Mumbai, Madras and Delhi. The 10,000th HOSCH conveyor belt cleaning system was installed in India in July 2005!

## Positive Feedback On First Workshop

### Leading Greek Cement Plant TITAN was Informed on Products and Service Quality

**The first common workshop in Thessaloniki on 6 and 7 April, 2006 was a big success for both HOSCH Hellas and TITAN Cement SA, the only cement-producing company in Greek hands. HOSCH Hellas Monoprosopi EPE initiated the workshop.**

TITAN is the leading cement producer in Greece with a present yearly output of about 15 million tons. As it is with

HOSCH, the qualification of their employees is of great importance to TITAN CEMENT. For that reason, a workshop on conveyor belt cleaning was arranged for them. Based on the internal HOSCH Training Programme, this workshop consisted of a theoretical and a practical part. In the theoretical part, the HOSCH principles were introduced and explained. Afterwards, TITAN employees gave a report on the experiences they had had.

Then the HOSCH products were demonstrated in operation on the TITAN premises, and a Carryback Test was carried out. The TITAN feedback on the workshop was very positive. It has shown once again that a qualified communication with our customers on a high technical level, lays the foundations for a long and successful co-operation with them.

For more information contact: [www.titan.gr](http://www.titan.gr)

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A new power station is being built in Neurath (Lower Rhine) – HOSCH takes part.

## An Order Full of Energy

**High-end technology for a new power station: HOSCH supplies a total of 107 scrapers and 12 disengaging devices to two new blocks of the lignite power station of RWE Power AG in Neurath (the Lower Rhine). In the next few months and years, about 4.000 people will work on and near this building site. The most important components for this new power station will be supplied by German manufacturers, among them HOSCH.**

At the beginning of 2006, ThyssenKrupp Fördertechnik GmbH together with

RWE Power AG started building the new plant. The two power station blocks generate an output of about 1.100 Megawatt each. They are the most modern blocks of their kind world-wide. For a total of approximately 450.000 EUR, HOSCH will supply scrapers and rollers for all the conveyor belts, all the reversible belts being equipped with hydraulic disengaging devices. In addition, plough scrapers are used at the loops. The first part of the shipment and assembly is scheduled for the end of 2007, the second part for the beginning of 2008.

## Maintain the Equilibrium

**Nowadays, quality plays a more and more important part in UK companies. Customers expect their suppliers to provide them with a very high service standard. Therefore it is of paramount importance that HOSCH GB continues to further develop the quality provided. It is our task to offer all standards, systems, products and services to our customers, which not only meet their requirements, but also fulfill their expectations.**

On May 16, 2003 HOSCH GB was awarded with the new BS EN ISO 9001:2000 standard. The basis of this

norm is the concentration on continuous improvement in the company. Short-term and long-term goals must be established regularly, then put into effect, checked, controlled and renewed, so as to remain competitive and at the same time be profitable. In this context, it is important to maintain the balance between customer satisfaction and profitability. The earlier quality standard focused on customer satisfaction throughout – without taking into consideration the cost situation. The new standard now considers targets for the profitability, as HOSCH GB also has to work efficiently. We must make profit!

# Mauritius – A Pearl in the Indian Ocean



*Hello, dear colleagues,*

*My name is Maik Jähnig (40); I have been working in the HOSCH Service Department for more than 16 years. Apart from different short trips, I spend one long holiday every year at some beautiful spot somewhere in the world. For some years now, I have no longer booked the journeys offered by the big tour operators, but have organised them on my own, with a balanced mixture of relaxation, experiences and adventures. Meanwhile, I have travelled to about 40 countries, and today I would like to tell you about Mauritius.*



The cultivation of sugar cane, the textile industry and to a growing extent tourism, are the main sources of income on Mauritius. The Government, however, sticks to its intention to avoid mass tourism. Not least because of this, the island is considered a tourist gem in the Indian Ocean, and has kept its reputation as an exquisite and exclusive holiday resort. Above all, those who want to relax, play golf or dive will find their paradise on this island of coral and lagoons.

The island has about 200 km of coastline. More than 160 km are white, fine sandy beaches. There is spring or summer throughout the year, and the green and turquoise shimmering ocean, is always warm and invites people to go snorkelling. The sea does not thunder against the coast, but rather burbles along, and the palm trees sway in the wind.

Those who come to Mauritius for the first time will really be enchanted by the

bizarre landscape of volcanic origin and the lush tropical vegetation. Green in all possible shades, and fragrant flowers in lavish splendour. A nearly perfect scenario, which is able to satisfy a longing for the heavenly state of tranquillity and peace. Examples of the exceptional qualities of this island are not only the wonderful beaches, marvellous landscapes, rare species of plants and animals, but in particular the cheerful and open-minded people who are always happy to help the tourist further, without any commercial motivation.

**The ocean:** Visitors to the island spend most of their time either in, on or under the water; the Indian Ocean that washes around Mauritius is the warmest ocean in the world.

**The beaches:** The fine, white sandy beaches are protected, but are not private property.

**The country:** Thanks to the income from sugar export, the island can afford

to do without mass tourism and so maintain its unspoiled nature.

**The people:** The colourful community of nations, leaves its mark on the charm of the island. Everybody respects each other's traditions, but continues to preserve their origins. All the islanders always have a smile for each other and also for visitors.

**The food:** The island offers fresh tropical fruit, vegetables and fish. The Indian, French, Chinese and Creole cuisine provide culinary delights.

**Folklore:** In a place where so many races, cultures and religions live happily together, there is always a reason to celebrate something; so hardly a day passes on Mauritius when there isn't a party or festival of some kind or another.



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